



February 1, 2017

Honorable Mike Causey
Commissioner of Insurance
North Carolina Department of Insurance
PO Box 26387
Raleigh, North Carolina 27611

Re: Revision of Automobile Insurance Rates -
Private Passenger Cars and Motorcycles

Dear Commissioner Causey:

Enclosed herewith for filing on behalf of the member companies of the North Carolina Rate Bureau, with respect to vehicles subject to the jurisdiction of the Rate Bureau, are (1) revised premium rates for bodily injury and property damage liability, medical payments, uninsured and underinsured motorists, and physical damage insurance for non-fleet private passenger automobiles and (2) revised premium rates for liability insurance for motorcycles.

The enclosed memoranda and exhibits set forth and explain the calculations which indicate the need for (1) a statewide average liability insurance rate level increase of 32.6% for non-fleet private passenger automobiles and a decrease of 8.6% for motorcycles and (2) statewide average physical damage insurance rate level decrease of 6.1% for non-fleet private passenger automobiles.

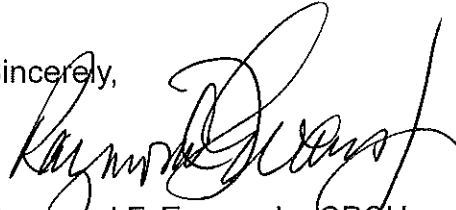
The foregoing changes were calculated based on rates to become effective October 1, 2017 and reflect consideration, duly given, to data for the experience period set forth herein. Ratios in the filing relating to expense experience were developed from special calls issued by the Rate Bureau. In preparing this filing, due consideration has been given to the factors specified in G.S. 58-36-10(2). Information and statistical data required pursuant to G.S. 58-36-15 and 11 NCAC 10.1104 are shown and referenced in Section H. Additionally, the pre-filed testimony of (a) Raymond F. Evans, Jr., General Manager - North Carolina Rate Bureau; (b) Jared Smollik, Insurance Services Office, Inc.; (c) Claudine Modlin, Willis Towers Watson; (d) Dr. James Vander Weide, Financial Strategy Associates; and (e) Dr. David Appel, Milliman, Inc. are submitted herewith.

The revised rates are to become effective October 1, 2017 in accordance with the following Rule of Application:

These changes are applicable to all policies becoming effective on or after October 1, 2017. No policy effective prior to October 1, 2017 shall be endorsed or cancelled and rewritten to take advantage of or to avoid the application of

these changes except at the request of the insured and at the customary short rate charges as of the date of such request, but in no event prior to October 1, 2017.

Sincerely,

A handwritten signature in black ink, appearing to read "Raymond F. Evans, Jr.", written in a cursive style.

Raymond F. Evans, Jr., CPCU

General Manager

RFE:dms

Enclosures

NORTH CAROLINA
VOLUNTARY PRIVATE PASSENGER AUTOMOBILE INSURANCE
REVISION OF RATES

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SECTION A
SUMMARY OF REVISION

NORTH CAROLINA
SUMMARY OF INDICATED AND FILED RATE LEVEL CHANGES

	EARNED PREMIUMS* AT PRESENT MANUAL RATES	INDICATED (A) RATE LEVEL CHANGE	FILED (A) RATE LEVEL CHANGE
Liability:			
Bodily Injury (B)	\$1,374,871	21.4%	16.9%
Property Damage (B)	\$1,043,977	68.6%	62.4%
Medical Payments	\$145,066	31.8%	27.4%
Uninsured Motorists (C)	\$121,874	0.0%	-5.1%
Underinsured Motorists (C)	\$149,632	8.8%	4.7%
Liability Total	\$2,835,420	37.7%	32.6%
Physical Damage:			
Comprehensive	\$725,392	3.3%	-1.9%
Collision	\$1,946,658	-2.7%	-7.6%
Physical Damage Total	\$2,672,050	-1.1%	-6.1%
GRAND TOTAL	\$5,507,470	18.9%	13.8%
Motorcycle Liability (D)	\$44,442	-8.6%	-8.6%

* In thousands.

(A) FILED CHANGES REFLECT A PROVISION OF 5% FOR NET DEVIATIONS, INSTEAD OF THE FULL AMOUNT (THE SIX-YEAR AVERAGE), WHICH IS REFLECTED IN THE INDICATED CHANGE

(B) CHANGES ARE COMBINED FOR BASIC AND HIGHER LIMITS. FOR BODILY INJURY THE FILED CHANGE REFLECTS A BASIC LIMITS CHANGE OF +18.1% AND HIGHER LIMITS CHANGE OF -1.0%. FOR PROPERTY DAMAGE, THE FILED CHANGE REFLECTS A BASIC LIMITS CHANGE OF +62.4% AND HIGHER LIMITS CHANGE IS 0.0%.

(C) THREE YEAR AVERAGE WEIGHTED ON EARNED CAR YEARS.

(D) THREE YEAR AVERAGE WEIGHTED ON EARNED PREMIUM AT PRESENT MANUAL RATES. FOR MOTORCYCLES THE FULL AMOUNT OF NET DEVIATIONS IS LESS THAN 5%. THE FILED CHANGE INCLUDES A PROVISION FOR THE FULL AMOUNT OF NET DEVIATIONS.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
TERRITORY RATE LEVEL CHANGES BY COVERAGE

<u>Terr. Code</u>	<u>30/60 B.I.</u>	<u>\$25,000 P.D.</u>	<u>30/60/25 Combined</u>	<u>\$500 Med Pay</u>	<u>Full Cov Comp</u>	<u>\$100 Ded. Coll</u>
110	13.0%	60.4%	37.1%	21.1%	5.5%	-9.0%
120	14.6%	64.0%	36.3%	21.7%	13.5%	-6.3%
130	14.0%	60.3%	33.9%	19.2%	-2.3%	-8.4%
140	19.5%	58.4%	35.4%	62.1%	-0.6%	-3.7%
150	6.0%	57.8%	30.4%	23.1%	-2.7%	-10.6%
170	15.6%	59.6%	38.1%	26.3%	-0.4%	-11.1%
180	14.3%	54.3%	35.1%	29.2%	-9.8%	-15.1%
190	17.7%	65.6%	42.3%	26.1%	-6.1%	-8.1%
200	15.5%	66.1%	38.3%	26.7%	-6.0%	-4.6%
210	7.7%	54.8%	27.9%	18.5%	-5.9%	-13.7%
220	22.0%	64.6%	38.0%	16.7%	2.5%	-12.3%
230	11.9%	51.3%	25.8%	8.8%	-6.9%	-13.6%
240	31.1%	62.2%	43.1%	29.6%	-3.1%	-8.4%
250	16.3%	53.3%	34.6%	28.1%	-10.7%	-10.4%
260	16.6%	63.6%	38.4%	19.2%	-4.3%	-6.4%
270	16.8%	62.8%	42.6%	26.3%	-4.7%	-5.9%
280	19.5%	66.5%	42.2%	38.7%	-7.9%	-5.1%
290	10.7%	60.8%	34.0%	32.1%	-6.0%	-3.9%
300	10.9%	58.7%	37.1%	22.2%	-6.0%	-7.9%
310	13.5%	58.3%	38.8%	25.0%	2.8%	-6.8%
320	14.1%	59.2%	36.0%	29.4%	0.1%	-9.1%
340	18.8%	67.2%	41.3%	44.4%	9.0%	-5.4%
350	13.1%	58.8%	36.3%	27.8%	2.2%	-8.8%
360	15.0%	60.1%	36.1%	16.7%	1.8%	-5.8%
370	20.0%	68.1%	43.0%	28.0%	-6.2%	-4.1%
380	18.0%	70.1%	42.1%	28.0%	-4.3%	-5.8%
390	22.5%	68.6%	47.6%	31.6%	-5.1%	-6.4%
420	37.4%	75.5%	54.6%	79.5%	-3.2%	-2.4%
440	19.5%	67.8%	43.0%	32.1%	-10.5%	-7.5%
450	24.5%	68.9%	44.4%	22.2%	-10.3%	-6.7%
460	18.2%	66.9%	42.2%	25.0%	-5.5%	-5.6%
470	16.0%	59.8%	35.4%	13.0%	-5.0%	-11.6%
480	12.1%	60.3%	36.2%	25.0%	-4.2%	-11.8%
490	13.3%	57.3%	36.5%	23.5%	-2.5%	-8.1%
S/W	16.9%	62.4%	38.9%	27.4%	-1.9%	-7.6%

SECTION B
MATERIAL TO BE IMPLEMENTED

NORTH CAROLINA

PRIVATE PASSENGER AUTOMOBILE INSURANCE

FILED BASE RATES - LIABILITY

<u>Terr Code</u>	<u>\$30,000/60,000 Bodily Injury</u>	<u>\$25,000 Property Damage</u>	<u>\$500 Medical Payments</u>
110	\$174	\$255	\$23
120	204	228	28
130	228	242	31
140	300	274	47
150	229	303	32
170	178	257	24
180	232	341	31
190	219	323	29
200	253	299	38
210	210	226	32
220	299	242	35
230	329	242	37
240	308	240	35
250	285	368	41
260	232	283	31
270	174	311	24
280	276	358	43
290	259	328	37
300	173	300	22
310	143	258	20
320	178	234	22
340	259	316	39
350	181	262	23
360	207	253	28
370	246	316	32
380	256	318	32
390	212	349	25
420	404	423	70
440	251	334	37
450	300	331	33
460	208	287	25
470	239	262	26
480	158	226	20
490	153	236	21

NORTH CAROLINA

PRIVATE PASSENGER AUTOMOBILE INSURANCE

FILED PHYSICAL DAMAGE BASE RATES (A)

<u>Terr Code</u>	<u>FULL COVERAGE COMPREHENSIVE</u>	<u>\$100 DEDUCTIBLE COLLISION</u>
110	\$125	\$493
120	246	561
130	186	550
140	153	631
150	133	540
170	108	489
180	117	660
190	78	500
200	119	540
210	103	418
220	219	589
230	149	576
240	159	540
250	114	708
260	127	551
270	83	508
280	97	617
290	119	658
300	79	489
310	100	470
320	146	500
340	106	596
350	88	473
360	100	501
370	96	553
380	128	587
390	74	529
420	103	722
440	87	578
450	90	604
460	89	531
470	129	529
480	130	529
490	83	510

(A) MODEL YEAR 2018 SYMBOL 11

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF RATES TO BE CHARGED INDIVIDUAL INSUREDS

Liability and Medical Payments Rates

Page B-1 shows the filed liability and medical payments base rates by territory. These pages set forth the filed manual rates for the classification carrying unity differential. The revised rates for the remaining classifications are determined by applying the appropriate classification rate differentials to the base rates by territory. This filing does not include a proposed revision to classification rate differentials or a revision to classifications.

Physical Damage Rates

Page B-2 shows the filed base rates by territory for Model Year 2018, Symbol 11, for the base deductibles (Full Coverage Comprehensive and \$100 Deductible Collision) and the classification carrying unity differential. These are the filed manual rates from which all other rates for these coverages may be obtained. The Model Year 2018, Symbol 11 base rate for any other deductible is obtained by applying the appropriate deductible relativity factor to the Model Year 2018, Symbol 11 base rate. This filing does not include a proposed revision to the deductible relativities. The factors on pages B-4 and B-5 are applied to the Model Year 2018, Symbol 11 base rate by coverage (after application of the appropriate deductible relativity) to produce the respective model year and symbol base premiums.

The revised rates for the remaining classifications are determined by applying the appropriate classification rate differentials to the base rates by territory. This filing does not include a proposed revision to classification rate differentials or a revision to classifications.

Memorandum - North Carolina Personal Auto Manual
 Matter underlined is new; matter in brackets [] is deleted.

14. MISCELLANEOUS COVERAGES

A. Uninsured Motorists Coverage ONLY

1.

a. Rates

The per policy rates for Uninsured Motorists Coverage are as follows:

	B.I. UM Coverage	
	Single Vehicle* Policy	Multi-Vehicle* Policy
\$ 30/60	\$[14] <u>13</u>	\$ [33] <u>32</u>
50/100	[15] <u>14</u>	35
100/200	[17] <u>16</u>	40
100/300	[18] <u>17</u>	42
300/300	[21] <u>20</u>	[50] <u>49</u>
250/500	[22] <u>21</u>	52
500/500	[23] <u>22</u>	54
500/1,000	[25] <u>24</u>	59
1,000/1,000	[26] <u>25</u>	[61] <u>62</u>

	P.D. UM Coverage	
	Single Vehicle* Policy	Multi-Vehicle* Policy
\$ 25,000	\$ 2	\$ 5
50,000	3	7
100,000	4	[9] <u>10</u>
250,000	6	[14] <u>15</u>
500,000	8	[19] <u>20</u>
750,000	10	[24] <u>25</u>
1,000,000	11	[26] <u>27</u>

For limits other than those shown, charge the premium for the next higher limit.

* For the purposes of this rule, the term vehicle includes a private passenger auto, motorcycle, golfmobile, or other miscellaneous type vehicle.

These rates are not subject to modification under the provisions of any rating plan or other manual rule.

14. MISCELLANEOUS COVERAGES(Cont'd

B. Combined Uninsured/Underinsured Motorists Coverage

1.

2. Rates

The per policy rates for Combined Uninsured/Underinsured Motorists Coverage are as follows:

	B.I. UM/UIM Coverage	
	Single Vehicle* Policy	Multi-Vehicle* Policy
\$ 50/100	\$ [25] <u>24</u>	\$ [59] <u>60</u>
100/200	44	[104] <u>109</u>
100/300	[54] <u>55</u>	[127] <u>136</u>
300/300	[74] <u>76</u>	[175] <u>187</u>
250/500	[87] <u>89</u>	[205] <u>220</u>
500/500	[121] <u>125</u>	[285] <u>308</u>
500/1,000	[136] <u>140</u>	[321] <u>346</u>
1,000/1,000	[153] <u>158</u>	[361] <u>391</u>

	P.D. UM/UIM Coverage	
	Single Vehicle* Policy	Multi-Vehicle* Policy
\$ 25,000	\$ 2	\$ 5
50,000	3	7
100,000	4	[9] <u>10</u>
250,000	6	[14] <u>15</u>
500,000	8	[19] <u>20</u>
750,000	10	[24] <u>25</u>
1,000,000	11	[26] <u>27</u>

For limits other than those shown, charge the premium for the next higher limit.

* For the purposes of this rule, the term vehicle includes a private passenger auto, motorcycle, golfmobile, or other miscellaneous type vehicle.

These rates are not subject to modification under the provisions of any rating plan or other manual rule.

19. MISCELLANEOUS TYPES (Cont'd)

- B. Motorcycles, Motorscooters, Motorbikes, Mopeds and Other Similar Motor Vehicles Not Used for Commercial Purposes.

Liability Coverages Only.

With respect to voluntary risks and "clean risks" ceded to the North Carolina Reinsurance Facility, determine the appropriate premium by applying the following factors to the applicable voluntary private passenger bodily injury, property damage, and medical payments rates. For Uninsured Motorists Coverage and Combined Uninsured/Underinsured Motorists Coverage, charge the applicable private passenger premium shown in Rule 14.

Engine Size Cubic Centimeters (cc)	Bodily Injury and Property Damage	Medical Payments*
0-499	[16%]11%	[36%]26%
500-1249	[26%]17%	[36%]26%
1250-1499	[36%]24%	[36%]26%
1500-up	[47%]31%	[36%]26%

*Note: Medical Payments coverage for these vehicles is not eligible for cession to the North Carolina Reinsurance Facility.

(Remainder of rule is unchanged.)

SECTION C
SUPPORTING EXPERIENCE

NORTH CAROLINA

PRIVATE PASSENGER AUTOMOBILE INSURANCE
LIABILITY COVERAGES

STATEWIDE RATE REVIEW
ACCIDENT YEAR ENDED 12/31/2015

All Liability Business

All Carriers

	<u>30/60</u> <u>Bodily Injury</u>	<u>\$25,000</u> <u>Property Dam.</u>	<u>Total Limits</u> <u>Med. Pay.</u>
(1) Reported Incurred Losses and Allocated Loss Adjustment Expense (a)	608,208,660	726,051,715	86,589,350
(2) Loss Development Factor (b)	1.041	1.035	1.065
(3) Developed Losses and ALAE (1)x(2)	633,145,215	751,463,525	92,217,658
(4) Unallocated Loss Adjustment Expense Factor (See page D-29)	0.134	0.111	0.134
(5) Unallocated Loss Adjustment Expense (3)x(4)	84,841,459	83,412,451	12,357,166
(6) General and Other Acquisition Expenses (c)	149,289,527	136,088,408	19,665,592
(7) Earned Exposures (a)	6,842,629	6,842,629	4,825,869
(8) Incurred Claims (a)	92,358	246,619	49,985
(9) Claim Development Factor (d)	0.987	1.014	1.049
(10) Developed Claims (9)x(10)	91,157	250,072	52,434
(11) Average Annual Change in Losses and ALAE (See page D-9)	2.0%	7.6%	2.0%
(12) Average Annual Change in Expenses (See page D-8)	2.0%	2.0%	2.0%
(13) Years of Trend - Losses and ALAE (e)	3.04	3.04	3.04
(14) Years of Trend - ULAE (f)	3.04	3.04	3.04
(15) Years of Trend - G & OA Expenses (g)	2.75	2.75	2.75
(16) Projected Losses and ALAE (e)	672,400,218	938,577,943	97,935,153
(17) Projected ULAE (f)	90,101,629	88,584,023	13,123,310
(18) Projected Losses and LAE per exposure $[(16)+(17)]/(7)$	111.43	150.11	23.01
(19) Projected G & OA Expenses (g)	157,649,741	143,709,359	20,766,865
(20) Projected Fixed Expenses per exposure $[(19)/(7)]$	23.04	21.00	4.30
(21) Projected Loss, LAE and Expenses Per Exposure $[(18)+(20)]$	134.47	171.11	27.31
(22) Percentage Dividends (See page D-35)	0.30%	0.30%	0.30%
(23) Permissible Loss, LAE and G & OA Expense Ratio (See page D-23)	0.757	0.757	0.757
(24) Net Premium Required per exposure $[(21)/((23)-(22))]$	178.34	226.94	36.22
(25) Percentage Net Deviations (h)	5.00%	5.00%	5.00%
(26) Anticipated Deviations Per Exposure $[(24)/(1.0-(25))-(24)]$	9.39	11.94	1.91
(27) Adjustment Factor for Increase in MVR and Salvage Title Fees and Sales Tax on Labor Costs (i)	1.0036	1.0238	1.0036
(28) Premium Required per exposure $[(24)+(26)]x(27)$	188.41	244.57	38.27
(29) Distributional Adjustment Factor (j)	0.864	0.867	1.346
(30) Required 30/60/25 Base Class Premium $[(28)/(29)]$	218.07	282.09	28.43
(31) Selected Total Limits Change (See Section G)	-1.0%	0.0%	0.0%
(32) Required 30/60/25 Base Class Premium $[(30)x(1.0+(31))]$	215.89	282.09	28.43

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
LIABILITY COVERAGES

STATEWIDE RATE REVIEW
ACCIDENT YEAR ENDED 12/31/2015

- (a) Based on the statistical plan data reported by member companies.
- (b) Loss development factors are based on three-year averages through 63 months of development for Bodily Injury, Property Damage and Medical Payments. See pages D-17, D-18, and D-19.
- (c) The general expenses and other acquisition expenses have been calculated to be 7.1% and 9.8%, respectively, of the combined Voluntary and Ceded collected earned premium, and 5.9% and 8.2%, respectively, of the Voluntary and Ceded manual earned premium. These expenses are then allocated between the Voluntary and Ceded business based on the Voluntary and Ceded premium distribution. See pages D-29, D-32, and D-33.
- (d) Claim development factors are to 63 months for Bodily Injury, Property Damage, and Medical Payments. See pages D-20, D-21, and D-22.
- (e) Projected losses and allocated loss adjustment expenses =
$$\frac{(13)}{[(3) \times (1 + (11))]}$$
, where (13) = the number of years of projection from the average date of accident to 7/16/2018.
- (f) Projected unallocated loss adjustment expenses =
$$\frac{(14)}{[(5) \times (1 + (12))]}$$
, where (14) = the number of years of projection from 7/1/2015 to 7/16/2018.
- (g) Projected general and other acquisition expenses =
$$\frac{(15)}{[(6) \times (1 + (12))]}$$
, where (15) = the number of years of projection from 7/1/2015 to 4/1/2018.
- (h) Net Deviations reflect upward and downward adjustments to manual premium. The 5% provision is a selected value. See pre-filed testimony of J. Smollik and C. Modlin and Exhibit RB-3.
- (i) Estimated effect of the increase in fees for motor vehicle reports and salvage titles and implementation of sales tax on labor costs effective 3/1/2016.
- (j) Distributional adjustment factor = Average Rate / Base Rate. See pages C-19 - C-21.

NORTH CAROLINA

PRIVATE PASSENGER AUTOMOBILE INSURANCE
LIABILITY COVERAGES

STATEWIDE RATE REVIEW
ACCIDENT YEAR ENDED 12/31/2014

All Liability Business

All Carriers

	<u>30/60</u> <u>Bodily Injury</u>	<u>\$25,000</u> <u>Property Dam.</u>	<u>Total Limits</u> <u>Med. Pay.</u>
(1) Reported Incurred Losses and Allocated Loss Adjustment Expense (a)	596,523,382	680,185,060	87,251,110
(2) Loss Development Factor (b)	1.011	1.005	1.023
(3) Developed Losses and ALAE (1)x(2)	603,085,139	683,585,985	89,257,886
(4) Unallocated Loss Adjustment Expense Factor (See page D-29)	0.135	0.107	0.135
(5) Unallocated Loss Adjustment Expense (3)x(4)	81,416,494	73,143,700	12,049,815
(6) General and Other Acquisition Expenses (c)	146,788,041	133,422,551	19,620,484
(7) Earned Exposures (a)	6,762,685	6,762,685	4,815,994
(8) Incurred Claims (a)	86,186	238,206	50,805
(9) Claim Development Factor (d)	1.000	1.003	1.014
(10) Developed Claims (9)x(10)	86,186	238,921	51,516
(11) Average Annual Change in Losses and ALAE (See page D-9)	2.0%	7.8%	2.1%
(12) Average Annual Change in Expenses (See page D-8)	2.0%	2.0%	2.0%
(13) Years of Trend - Losses and ALAE (e)	4.04	4.04	4.04
(14) Years of Trend - ULAE (f)	4.04	4.04	4.04
(15) Years of Trend - G & OA Expenses (g)	3.75	3.75	3.75
(16) Projected Losses and ALAE (e)	653,141,206	926,259,010	97,112,580
(17) Projected ULAE (f)	88,174,063	79,214,627	13,049,950
(18) Projected Losses and LAE per exposure $[(16)+(17)]/(7)$	109.62	148.68	22.87
(19) Projected G & OA Expenses (g)	158,090,720	143,696,087	21,131,261
(20) Projected Fixed Expenses per exposure $[(19)/(7)]$	23.38	21.25	4.39
(21) Projected Loss, LAE and Expenses Per Exposure $[(18)+(20)]$	133.00	169.93	27.26
(22) Percentage Dividends (See page D-35)	0.30%	0.30%	0.30%
(23) Permissible Loss, LAE and G & OA Expense Ratio (See page D-24)	0.759	0.759	0.759
(24) Net Premium Required per exposure $[(21)/((23)-(22))]$	175.93	224.78	36.06
(25) Percentage Net Deviations (h)	5.00%	5.00%	5.00%
(26) Anticipated Deviations Per Exposure $[(24)/(1.0-(25))-(24)]$	9.26	11.83	1.90
(27) Adjustment Factor for Increase in MVR and Salvage Title Fees and Sales Tax on Labor Costs (i)	1.0036	1.0238	1.0036
(28) Premium Required per exposure $[(24)+(26)]x(27)$	185.86	242.24	38.10

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
LIABILITY COVERAGES

STATEWIDE RATE REVIEW
ACCIDENT YEAR ENDED 12/31/2014

- (a) Based on the statistical plan data reported by member companies. the total market.
- (b) Loss development factors are based on three-year averages through 63 months of development for Bodily Injury, Property Damage and Medical Payments. See pages D-17, D-18, and D-19.
- (c) The general expenses and other acquisition expenses have been calculated to be 7.1% and 9.6%, respectively, of the combined Voluntary and Ceded collected earned premium, and 5.9% and 8.0%, respectively, of the Voluntary and Ceded manual earned premium. These expenses are then allocated between the Voluntary and Ceded business based on the Voluntary and Ceded premium distribution. See pages D-29, D-32, and D-33.
- (d) Claim development factors are to 63 months for Bodily Injury, Property Damage, and Medical Payments. See pages D-20, D-21, and D-22.
- (e) Projected losses and allocated loss adjustment expenses =
$$\frac{(13)}{[(3) \times (1 + (11))]}$$
, where (13) = the number of years of projection from the average date of accident to 7/16/2018.
- (f) Projected unallocated loss adjustment expenses =
$$\frac{(14)}{[(5) \times (1 + (12))]}$$
, where (14) = the number of years of projection from 7/1/2014 to 7/16/2018.
- (g) Projected general and other acquisition expenses =
$$\frac{(15)}{[(6) \times (1 + (12))]}$$
, where (15) = the number of years of projection from 7/1/2014 to 4/1/2018.
- (h) Net Deviations reflect upward and downward adjustments to manual premium. The 5% provision is a selected value. See pre-filed testimony of J. Smollik and C. Modlin and Exhibit RB-3.
- (i) Estimated effect of the increase in fees for motor vehicle reports and salvage titles and implementation of sales tax on labor costs effective 3/1/2016.

NORTH CAROLINA

PRIVATE PASSENGER AUTOMOBILE INSURANCE
LIABILITY COVERAGES

STATEWIDE RATE REVIEW
ACCIDENT YEAR ENDED 12/31/2013

All Liability Business

All Carriers

	<u>30/60</u> <u>Bodily Injury</u>	<u>\$25,000</u> <u>Property Dam.</u>	<u>Total Limits</u> <u>Med. Pay.</u>
(1) Reported Incurred Losses and Allocated Loss Adjustment Expense (a)	623,671,690	666,216,460	92,475,021
(2) Loss Development Factor (b)	1.003	1.001	1.007
(3) Developed Losses and ALAE (1)x(2)	625,542,705	666,882,676	93,122,346
(4) Unallocated Loss Adjustment Expense Factor (See page D-29)	0.135	0.115	0.135
(5) Unallocated Loss Adjustment Expense (3)x(4)	84,448,265	76,691,508	12,571,517
(6) General and Other Acquisition Expenses (c)	153,808,091	139,363,127	20,596,862
(7) Earned Exposures (a)	6,926,810	6,926,810	4,946,329
(8) Incurred Claims (a)	90,000	244,927	54,799
(9) Claim Development Factor (d)	0.999	1.001	1.006
(10) Developed Claims (9)x(10)	89,910	245,172	55,128
(11) Average Annual Change in Losses and ALAE (See page D-9)	1.0%	6.1%	0.7%
(12) Average Annual Change in Expenses (See page D-8)	2.0%	2.0%	2.0%
(13) Years of Trend - Losses and ALAE (e)	5.04	5.04	5.04
(14) Years of Trend - ULAE (f)	5.04	5.04	5.04
(15) Years of Trend - G & OA Expenses (g)	4.75	4.75	4.75
(16) Projected Losses and ALAE (e)	657,445,383	898,957,847	96,474,750
(17) Projected ULAE (f)	93,315,333	84,744,116	13,891,526
(18) Projected Losses and LAE per exposure $[(16)+(17)]/(7)$	108.38	142.01	22.31
(19) Projected G & OA Expenses (g)	169,035,092	153,160,077	22,635,951
(20) Projected Fixed Expenses per exposure $[(19)/(7)]$	24.40	22.11	4.58
(21) Projected Loss, LAE and Expenses Per Exposure $[(18)+(20)]$	132.78	164.12	26.89
(22) Percentage Dividends (See page D-35)	0.30%	0.30%	0.30%
(23) Permissible Loss, LAE and G & OA Expense Ratio (See page D-25)	0.755	0.755	0.755
(24) Net Premium Required per exposure $[(21)/((23)-(22))]$	176.57	218.24	35.76
(25) Percentage Net Deviations (h)	5.00%	5.00%	5.00%
(26) Anticipated Deviations Per Exposure $[(24)/(1.0-(25))-(24)]$	9.29	11.49	1.88
(27) Adjustment Factor for Increase in MVR and Salvage Title Fees and Sales Tax on Labor Costs (i)	1.0036	1.0238	1.0036
(28) Premium Required per exposure $[(24)+(26)]x(27)$	186.53	235.20	37.78

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
LIABILITY COVERAGES

STATEWIDE RATE REVIEW
ACCIDENT YEAR ENDED 12/31/2013

- (a) Based on the statistical plan data reported by member companies.
- (b) Loss development factors are based on three-year averages through 63 months of development for Bodily Injury, Property Damage and Medical Payments. See pages D-17, D-18, and D-19.
- (c) The general expenses and other acquisition expenses have been calculated to be 7.3% and 9.5%, respectively, of the combined Voluntary and Ceded collected earned premium, and 6.1% and 8.1%, respectively, of the Voluntary and Ceded manual earned premium. These expenses are then allocated between the Voluntary and Ceded business based on the Voluntary and Ceded premium distribution. See pages D-29, D-32, and D-33.
- (d) Claim development factors are to 63 months for Bodily Injury, Property Damage, and Medical Payments. See pages D-20, D-21, and D-22.
- (e) Projected losses and allocated loss adjustment expenses =
$$\frac{(13)}{[(3) \times (1 + (11))]}$$
, where (13) = the number of years of projection from the average date of accident to 7/16/2018.
- (f) Projected unallocated loss adjustment expenses =
$$\frac{(14)}{[(5) \times (1 + (12))]}$$
, where (14) = the number of years of projection from 7/1/2013 to 7/16/2018.
- (g) Projected general and other acquisition expenses =
$$\frac{(15)}{[(6) \times (1 + (12))]}$$
, where (15) = the number of years of projection from 7/1/2013 to 4/1/2018.
- (h) Net Deviations reflect upward and downward adjustments to manual premium. The 5% provision is a selected value. See pre-filed testimony of J. Smollik and C. Modlin and Exhibit RB-3.
- (i) Estimated effect of the increase in fees for motor vehicle reports and salvage titles and implementation of sales tax on labor costs effective 3/1/2016.

NORTH CAROLINA

PRIVATE PASSENGER AUTOMOBILE INSURANCE
PHYSICAL DAMAGE COVERAGES

STATEWIDE RATE REVIEW
CALENDAR YEAR ENDED 12/31/2015

All Physical Damage Business

	<u>Comprehensive (a)</u>	<u>Collision (b)</u>
(1) Reported Paid Losses Adjusted for W&W (c)	329,826,937	749,116,237
(2) Paid to Incurred Factor (See page D-42)	1.007	1.007
(3) Incurred Losses (1)x(2)	332,135,726	754,360,051
(4) Loss Adjustment Expense Factor (See page D-26)	0.136	0.136
(5) Loss Adjustment Expense (3)x(4)	45,170,459	102,592,967
(6) Earned Exposures (c)	5,060,199	4,674,220
(7) Paid Claims (c)(d)	280,835	235,427
(8) General and Other Acquisition Expenses (e)	75,090,198	191,284,635
(9) Average Annual Change in Losses (See page D-9)	2.5%	6.6%
(10) Average Annual Change in Expenses (See page D-8)	2.0%	2.0%
(11) Years of Trend - Losses (f)	3.04	3.04
(12) Years of Trend - LAE (g)	3.04	3.04
(13) Years of Trend - G & OA Expenses (h)	2.75	2.75
(14) Projected Losses (f)	358,042,313	915,793,102
(15) Projected LAE (g)	47,971,027	108,953,731
(16) Projected Losses and LAE per exposure $[(14)+(15)]/(6)$	80.24	219.23
(17) Projected G & OA Expenses (h)	79,295,249	201,996,575
(18) Projected Fixed Expenses per exposure $[(17)/(6)]$	15.67	43.22
(19) Projected Loss, LAE and Fixed Expenses per exposure $[(16)+(18)]$	95.91	262.45
(20) Percentage Dividends (See page D-35)	0.30%	0.30%
(21) Permissible Loss, LAE and G & OA Expense Ratio (See page D-23)	0.738	0.738
(22) Net Premium Required per exposure $[(19)/((21)-(20))]$	130.49	357.07
(23) Percentage Net Deviations (i)	5.00%	5.00%
(24) Anticipated Deviations Per Exposure $[(22)/(1.0-(23))]- (22)$	6.87	18.79
(25) Adjustment Factor for Increase in MVR and Salvage Title Fees and Sales Tax on Labor Costs (j)	1.0238	1.0238
(26) Premium Required per exposure $[(22)+(24)]x(25)$	140.63	384.81
(27) Model Year Trend Factor (See page D-43)	1.067	1.129
(28) Symbol Trend Factor (k) (See pages D-44)	1.081	1.036
(29) Distributional Adjustment Factor (l) (See pages C-22,23)	1.115	0.683
(30) Required Base Class Premium - Model Year 2016, Symbol 11 $[(26)/((27)x(28)x(29))]$	109.35	481.69
(31) Factor for Change in Model Year Base	1.05	1.11
(32) Required Base Class Premium - Model Year 2018, Symbol 11 $[(30)x(31)]$	\$114.82	\$534.68

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
PHYSICAL DAMAGE COVERAGES

STATEWIDE RATE REVIEW
CALENDAR YEAR ENDED 12/31/2015

- (a) Comprehensive Coverage includes Full Coverage Comprehensive, \$50 Deductible, \$100 Deductible, \$250 Deductible, \$500 Deductible, and \$1000 Deductible Comprehensive.
- (b) Collision Coverage includes \$50 Deductible, \$100 Deductible, \$200 Deductible, \$250 Deductible, \$500 Deductible, and \$1000 Deductible Collision.
- (c) Based on the statistical plan data reported by member companies. Comprehensive losses have been adjusted to normalize wind and water losses. See pages D-15 and D-16.

- (d) Claims by Deductible:

<u>Comprehensive</u>		<u>Collision</u>	
Full Coverage	107,648	\$50 Deductible	3,845
\$50 Deductible	12,695	\$100 Deductible	13,905
\$100 Deductible	69,977	\$200 Deductible	2,184
\$250 Deductible	35,902	\$250 Deductible	75,964
\$500 Deductible	49,832	\$500 Deductible	128,556
\$1000 Deductible	4,781	\$1000 Deductible	10,973

- (e) General expenses and other acquisition expenses have been calculated to be 6.0% and 9.3%, respectively, of the Standard premium on a collected level, and 6.7% and 9.1%, respectively, of the Consent to Rate premium on a collected level. See pages D-30, D-31, and D-34.

- (f) Projected losses = $\frac{(12)}{[(4) \times (1+(10))]}$ where (12) = number of years of projection from 7/1/2015 to 7/16/2018.

- (g) Projected loss adjustment expenses = $\frac{(13)}{[(6) \times (1+(11))]}$ where (13) = number of years of projection from 7/1/2015 to 7/16/2018.

- (h) Projected general and other acquisition expenses = $\frac{(14)}{[(9) \times (1+(11))]}$ where (14) = number of years of projection from 7/1/2015 to 4/1/2018.

- (i) Net Deviations reflect upward and downward adjustments to manual premium. The 5% provision is a selected value. See pre-filed testimony of J. Smollik and C. Modlin and Exhibit RB-3.

- (j) Estimated effect of the increase in fees for motor vehicle reports and salvage titles and implementation of sales tax on labor costs effective 3/1/2016.

- (k) Symbol trend factors from 7/1/2015 to the prospective average date of earning of 7/16/2018 are 1.081 for Comprehensive and 1.036 for Collision. See page D-44. On an annualized basis these are:

	1/3.04	
Comprehensive: $[(1.081)] =$		1.026 or 2.6% per annum
	1/3.04	
Collision: $[(1.036)] =$		1.012 or 1.2% per annum.

- (l) Distributional adjustment factor = Average Rate / Base Deductible Base Class Rate. See pages C-22, C-23.

NORTH CAROLINA

PRIVATE PASSENGER AUTOMOBILE INSURANCE
PHYSICAL DAMAGE COVERAGES

STATEWIDE RATE REVIEW
CALENDAR YEAR ENDED 12/31/2014

All Physical Damage Business

	<u>Comprehensive (a)</u>	<u>Collision (b)</u>
(1) Reported Paid Losses Adjusted for W&W (c)	323,978,512	688,368,731
(2) Paid to Incurred Factor (See page D-42)	1.002	1.002
(3) Incurred Losses (1)x(2)	324,626,469	689,745,468
(4) Loss Adjustment Expense Factor (See page D-27)	0.132	0.132
(5) Loss Adjustment Expense (3)x(4)	42,850,694	91,046,402
(6) Earned Exposures (c)	4,929,665	4,546,101
(7) Paid Claims (c)(d)	287,633	225,873
(8) General and Other Acquisition Expenses (e)	68,401,435	167,123,183
(9) Average Annual Change in Losses (See page D-9)	2.3%	6.7%
(10) Average Annual Change in Expenses (See page D-8)	2.0%	2.0%
(11) Years of Trend - Losses (f)	4.04	4.04
(12) Years of Trend - LAE (g)	4.04	4.04
(13) Years of Trend - G & OA Expenses (h)	3.75	3.75
(14) Projected Losses (f)	355,790,610	896,669,108
(15) Projected LAE (g)	46,407,302	98,603,253
(16) Projected Losses and LAE per exposure $[(14)+(15)]/(6)$	81.59	218.93
(17) Projected G & OA Expenses (h)	73,668,345	179,991,668
(18) Projected Fixed Expenses per exposure $[(17)/(6)]$	14.94	39.59
(19) Projected Loss, LAE and Fixed Expenses per exposure $[(16)+(18)]$	96.53	258.52
(20) Percentage Dividends (See page D-35)	0.30%	0.30%
(21) Permissible Loss, LAE and G & OA Expense Ratio (See page D-24)	0.740	0.740
(22) Net Premium Required per exposure $[(19)/((21)-(20))]$	130.98	350.77
(23) Percentage Net Deviations (i)	5.00%	5.00%
(24) Anticipated Deviations Per Exposure $[(22)/(1.0-(23))]-((22))$	6.89	18.46
(25) Adjustment Factor for Increase in MVR and Salvage Title Fees and Sales Tax on Labor Costs (j)	1.0238	1.0238
(26) Premium Required per exposure $[(22)+(24)]x(25)$	141.15	378.02

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
PHYSICAL DAMAGE COVERAGES

STATEWIDE RATE REVIEW
CALENDAR YEAR ENDED 12/31/2014

- (a) Comprehensive Coverage includes Full Coverage Comprehensive, \$50 Deductible, \$100 Deductible, \$250 Deductible, \$500 Deductible, and \$1000 Deductible Comprehensive.
- (b) Collision Coverage includes \$50 Deductible, \$100 Deductible, \$200 Deductible, \$250 Deductible, \$500 Deductible, and \$1000 Deductible Collision.
- (c) Based on the statistical plan data reported by member companies. Comprehensive losses have been adjusted to normalize wind and water losses. See pages D-15 and D-16.

(d) Claims by Deductible:

<u>Comprehensive</u>		<u>Collision</u>	
Full Coverage	111,691	\$50 Deductible	3,853
\$50 Deductible	13,803	\$100 Deductible	14,339
\$100 Deductible	74,899	\$200 Deductible	2,253
\$250 Deductible	35,116	\$250 Deductible	75,834
\$500 Deductible	47,630	\$500 Deductible	119,792
\$1000 Deductible	4,494	\$1000 Deductible	9,802

(e) General expenses and other acquisition expenses have been calculated to be 5.9% and 9.2%, respectively, of the Standard premium on a collected level, and 6.5% and 8.9%, respectively, of the Consent to Rate premium on a collected level. See pages D-30, D-31, and D-34.

(f) Projected losses = $[(4) \times (1+(10))^{(12)}]$ where (12) = number of years of projection from 7/1/2014 to 7/16/2018.

(g) Projected loss adjustment expenses = $[(6) \times (1+(11))^{(13)}]$ where (13) = number of years of projection from 7/1/2014 to 7/16/2018.

(h) Projected general and other acquisition expenses = $[(9) \times (1+(11))^{(14)}]$ where (14) = number of years of projection from 7/1/2014 to 4/1/2018.

(i) Net Deviations reflect upward and downward adjustments to manual premium. The 5% provision is a selected value. See pre-filed testimony of J. Smollik and C. Modlin and Exhibit RB-3.

(j) Estimated effect of the increase in fees for motor vehicle reports and salvage titles and implementation of sales tax on labor costs effective 3/1/2016.

NORTH CAROLINA

PRIVATE PASSENGER AUTOMOBILE INSURANCE
PHYSICAL DAMAGE COVERAGES

STATEWIDE RATE REVIEW
CALENDAR YEAR ENDED 12/31/2013

All Physical Damage Business

	<u>Comprehensive (a)</u>	<u>Collision (b)</u>
(1) Reported Paid Losses Adjusted for W&W (c)	315,445,374	653,708,183
(2) Paid to Incurred Factor (See page D-42)	1.003	1.003
(3) Incurred Losses (1)x(2)	316,391,710	655,669,308
(4) Loss Adjustment Expense Factor (See page D-28)	0.138	0.138
(5) Loss Adjustment Expense (3)x(4)	43,662,056	90,482,365
(6) Earned Exposures (c)	4,960,012	4,568,879
(7) Paid Claims (c)(d)	279,759	221,988
(8) General and Other Acquisition Expenses (e)	71,545,467	172,011,523
(9) Average Annual Change in Losses (See page D-9)	2.6%	6.6%
(10) Average Annual Change in Expenses (See page D-8)	2.0%	2.0%
(11) Years of Trend - Losses (f)	5.04	5.04
(12) Years of Trend - LAE (g)	5.04	5.04
(13) Years of Trend - G & OA Expenses (h)	4.75	4.75
(14) Projected Losses (f)	360,053,766	904,823,645
(15) Projected LAE (g)	48,246,572	99,983,013
(16) Projected Losses and LAE per exposure $[(14)+(15)]/(6)$	82.32	219.92
(17) Projected G & OA Expenses (h)	78,628,468	189,040,664
(18) Projected Fixed Expenses per exposure $[(17)/(6)]$	15.85	41.38
(19) Projected Loss, LAE and Fixed Expenses per exposure $[(16)+(18)]$	98.17	261.30
(20) Percentage Dividends (See page D-35)	0.30%	0.30%
(21) Permissible Loss, LAE and G & OA Expense Ratio (See page D-25)	0.737	0.737
(22) Net Premium Required per exposure $[(19)/((21)-(20))]$	133.75	355.99
(23) Percentage Net Deviations (i)	5.00%	5.00%
(24) Anticipated Deviations Per Exposure $[(22)/(1.0-(23))]-((22))$	7.04	18.74
(25) Adjustment Factor for Increase in MVR and Salvage Title Fees and Sales Tax on Labor Costs (j)	1.0238	1.0238
(26) Premium Required per exposure $[(22)+(24)]x(25)$	144.14	383.65

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
PHYSICAL DAMAGE COVERAGES

STATEWIDE RATE REVIEW
CALENDAR YEAR ENDED 12/31/2013

- (a) Comprehensive Coverage includes Full Coverage Comprehensive, \$50 Deductible, \$100 Deductible, \$250 Deductible, \$500 Deductible, and \$1000 Deductible Comprehensive.
- (b) Collision Coverage includes \$50 Deductible, \$100 Deductible, \$200 Deductible, \$250 Deductible, \$500 Deductible, and \$1000 Deductible Collision.
- (c) Based on the statistical plan data reported by member companies. Comprehensive losses have been adjusted to normalize wind and water losses. See pages D-15 and D-16.

(d) Claims by Deductible:

<u>Comprehensive</u>		<u>Collision</u>	
Full Coverage	106,729	\$50 Deductible	3,407
\$50 Deductible	13,226	\$100 Deductible	14,475
\$100 Deductible	74,744	\$200 Deductible	2,365
\$250 Deductible	35,461	\$250 Deductible	78,369
\$500 Deductible	45,594	\$500 Deductible	114,764
\$1000 Deductible	4,005	\$1000 Deductible	8,608

- (e) General expenses and other acquisition expenses have been calculated to be 6.1% and 9.3%, respectively, of the Standard premium on a collected level, and 6.8% and 8.5%, respectively, of the Consent to Rate premium on a collected level. See pages D-30, D-31, and D-34.

(f) Projected losses = $[(4) \times (1+(10))^{(12)}]$ where (12) = number of years of projection from 7/1/2013 to 7/16/2018.

(g) Projected loss adjustment expenses = $[(6) \times (1+(11))^{(13)}]$ where (13) = number of years of projection from 7/1/2013 to 7/16/2018.

(h) Projected general and other acquisition expenses = $[(9) \times (1+(11))^{(14)}]$ where (14) = number of years of projection from 7/1/2013 to 4/1/2018.

(i) Net Deviations reflect upward and downward adjustments to manual premium. The 5% provision is a selected value. See pre-filed testimony of J. Smollik and C. Modlin and Exhibit RB-3.

(j) Estimated effect of the increase in fees for motor vehicle reports and salvage titles and implementation of sales tax on labor costs effective 3/1/2016.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
BODILY INJURY LIABILITY
CALCULATION OF FILED BASE RATES BY TERRITORY

TERRITORY	(1) EARNED CAR YEARS YR. ENDED 12/31/2015	(2) 30/60 LOSS COST 3 YRS ENDED 12/31/2015	(3) DISTRIB. ADJUST. FACTOR	(4) BASE CLASS LOSS COST (2)/(3)	(5) CRED	(6) FORM. BASE CLASS LOSS COST	(7) INDEX (6) TO STATE	(8) 30/60 BASE CLASS RATE PRES.	(9) FILED	(10) Percent Change
110	84,177	69.68	0.865	80.55	0.8	81.92	0.781	154	174	13.0%
120	302,989	80.57	0.819	98.38	1.0	98.38	0.938	178	204	14.6%
130	351,298	92.38	0.828	111.57	1.0	111.57	1.064	200	228	14.0%
140	21,111	134.90	0.856	157.59	0.6	151.51	1.445	251	300	19.5%
150	86,361	99.00	0.883	112.12	1.0	112.12	1.070	216	229	6.0%
170	157,203	72.85	0.867	84.03	1.0	84.03	0.802	154	178	15.6%
180	91,310	106.08	0.931	113.94	1.0	113.94	1.087	203	232	14.3%
190	152,185	95.11	0.892	106.63	1.0	106.63	1.017	186	219	17.7%
200	61,343	109.04	0.868	125.62	0.9	125.48	1.197	219	253	15.5%
210	15,987	65.01	0.817	79.57	0.3	101.32	0.967	195	210	7.7%
220	49,392	125.79	0.818	153.78	0.8	150.83	1.439	245	299	22.0%
230	68,349	139.66	0.833	167.66	1.0	167.66	1.599	294	329	11.9%
240	64,825	129.03	0.827	156.02	1.0	156.02	1.488	235	308	31.1%
250	223,048	127.29	0.889	143.18	1.0	143.18	1.366	245	285	16.3%
260	470,938	96.75	0.851	113.69	1.0	113.69	1.085	199	232	16.6%
270	183,931	72.88	0.893	81.61	1.0	81.61	0.778	149	174	16.8%
280	143,535	127.29	0.922	138.06	1.0	138.06	1.317	231	276	19.5%
290	82,007	114.80	0.893	128.56	1.0	128.56	1.226	234	259	10.7%
300	344,414	74.66	0.918	81.33	1.0	81.33	0.776	156	173	10.9%
310	70,893	56.27	0.911	61.77	0.7	64.67	0.617	126	143	13.5%
320	768,444	69.30	0.824	84.10	1.0	84.10	0.802	156	178	14.1%
340	150,298	114.87	0.894	128.49	1.0	128.49	1.226	218	259	18.8%
350	417,049	74.23	0.866	85.72	1.0	85.72	0.818	160	181	13.1%
360	147,579	84.26	0.843	99.95	1.0	99.95	0.953	180	207	15.0%
370	338,499	105.50	0.868	121.54	1.0	121.54	1.159	205	246	20.0%
380	73,637	107.59	0.848	126.88	1.0	126.88	1.210	217	256	18.0%
390	222,475	93.44	0.908	102.91	1.0	102.91	0.982	173	212	22.5%
420	181,271	194.22	0.930	208.84	1.0	208.84	1.992	294	404	37.4%
440	128,811	108.36	0.873	124.12	1.0	124.12	1.184	210	251	19.5%
450	61,797	130.94	0.866	151.20	1.0	151.20	1.442	241	300	24.5%
460	537,040	85.84	0.856	100.28	1.0	100.28	0.957	176	208	18.2%
470	128,835	98.14	0.833	117.82	1.0	117.82	1.124	206	239	16.0%
480	187,659	59.89	0.821	72.95	1.0	72.95	0.696	141	158	12.1%
490	473,865	59.82	0.855	69.96	1.0	69.96	0.667	135	153	13.3%
SW	6,842,555	90.65	0.864	104.77		104.83				16.9%

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
PROPERTY DAMAGE LIABILITY
CALCULATION OF FILED BASE RATES BY TERRITORY

TERRITORY	(1) EARNED CAR YEARS YR. ENDED 12/31/2015	(2) \$25,000 LOSS COST 3 YRS ENDED 12/31/2015	(3) DISTRIB. ADJUST. FACTOR	(4) BASE CLASS LOSS COST (2)/(3)	(5) CRED	(6) FORM. BASE CLASS LOSS COST	(7) INDEX (6) TO STATE	(8) \$25,000 BASE CLASS RATE PRES.	(9) FILED	(10) Percent Change
110	84,177	91.34	0.865	105.60	1.0	105.60	0.893	159	255	60.4%
120	302,989	76.37	0.819	93.25	1.0	93.25	0.789	139	228	64.0%
130	351,298	82.49	0.828	99.63	1.0	99.63	0.843	151	242	60.3%
140	21,111	97.51	0.856	113.91	0.8	114.68	0.970	173	274	58.4%
150	86,361	112.75	0.883	127.69	1.0	127.69	1.080	192	303	57.8%
170	157,203	92.69	0.867	106.91	1.0	106.91	0.904	161	257	59.6%
180	91,310	135.14	0.931	145.16	1.0	145.16	1.228	221	341	54.3%
190	152,185	122.21	0.892	137.01	1.0	137.01	1.159	195	323	65.6%
200	61,343	109.42	0.868	126.06	1.0	126.06	1.066	180	299	66.1%
210	15,987	72.23	0.818	88.30	0.6	92.70	0.784	146	226	54.8%
220	49,392	81.55	0.818	99.69	1.0	99.69	0.843	147	242	64.6%
230	68,349	83.24	0.833	99.93	1.0	99.93	0.845	160	242	51.3%
240	64,825	81.83	0.827	98.95	1.0	98.95	0.837	148	240	62.2%
250	223,048	140.03	0.889	157.51	1.0	157.51	1.332	240	368	53.3%
260	470,938	100.88	0.851	118.54	1.0	118.54	1.003	173	283	63.6%
270	183,931	117.58	0.894	131.52	1.0	131.52	1.113	191	311	62.8%
280	143,535	140.88	0.922	152.80	1.0	152.80	1.293	215	358	66.5%
290	82,007	124.39	0.893	139.29	1.0	139.29	1.178	204	328	60.8%
300	344,414	116.05	0.918	126.42	1.0	126.42	1.069	189	300	58.7%
310	70,893	97.49	0.911	107.01	1.0	107.01	0.905	163	258	58.3%
320	768,444	79.23	0.824	96.15	1.0	96.15	0.813	147	234	59.2%
340	150,298	119.75	0.894	133.95	1.0	133.95	1.133	189	316	67.2%
350	417,049	94.44	0.866	109.05	1.0	109.05	0.922	165	262	58.8%
360	147,579	88.54	0.843	105.03	1.0	105.03	0.888	158	253	60.1%
370	338,499	116.17	0.868	133.84	1.0	133.84	1.132	188	316	68.1%
380	73,637	114.22	0.848	134.69	1.0	134.69	1.139	187	318	70.1%
390	222,475	135.14	0.908	148.83	1.0	148.83	1.259	207	349	68.6%
420	181,271	169.93	0.930	182.72	1.0	182.72	1.546	241	423	75.5%
440	128,811	124.13	0.873	142.19	1.0	142.19	1.203	199	334	67.8%
450	61,797	121.60	0.866	140.42	1.0	140.42	1.188	196	331	68.9%
460	537,040	103.21	0.857	120.43	1.0	120.43	1.019	172	287	66.9%
470	128,835	90.73	0.833	108.92	1.0	108.92	0.921	164	262	59.8%
480	187,659	75.87	0.821	92.41	1.0	92.41	0.782	141	226	60.3%
490	473,865	82.86	0.855	96.91	1.0	96.91	0.820	150	236	57.3%
SW	6,842,555	102.55	0.867	118.21		118.22				62.4%

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
MEDICAL PAYMENTS
CALCULATION OF FILED BASE RATES BY TERRITORY

TERR	(1) EARNED CAR YEARS YR. ENDED 12/31/2015	(2) LOSS COST 3 YRS ENDED 12/31/2015	(3) DISTRIB. ADJUST. FACTOR	(4) BASE CLASS LOSS COST (2)/(3)	(5) CRED	(6) FORM. BASE CLASS LOSS COST	(7) INDEX (6) TO STATE	(8) BASE CLASS RATE PRES.	(9) \$500 FILED	(10) Percent Change
110	61,326	13.90	0.606	22.94	0.6	24.32	0.782	19	23	21.1%
120	242,747	17.85	0.579	30.83	1.0	30.83	0.992	23	28	21.7%
130	277,894	20.05	0.584	34.33	1.0	34.33	1.104	26	31	19.2%
140	15,887	37.82	0.608	62.20	0.6	53.44	1.719	29	47	62.1%
150	61,404	22.16	0.620	35.74	0.9	35.78	1.151	26	32	23.1%
170	109,248	15.80	0.605	26.12	0.9	26.15	0.841	19	24	26.3%
180	46,350	21.35	0.623	34.27	0.7	33.99	1.093	24	31	29.2%
190	101,441	20.10	0.621	32.37	0.9	32.33	1.040	23	29	26.1%
200	40,072	25.81	0.600	43.02	0.7	42.62	1.371	30	38	26.7%
210	12,549	14.60	0.579	25.22	0.2	35.08	1.128	27	32	18.5%
220	39,426	21.85	0.577	37.87	0.7	39.02	1.255	30	35	16.7%
230	52,081	24.29	0.585	41.52	1.0	41.52	1.335	34	37	8.8%
240	51,263	22.89	0.586	39.06	0.9	38.91	1.252	27	35	29.6%
250	119,527	28.31	0.614	46.11	1.0	46.11	1.483	32	41	28.1%
260	332,918	20.78	0.597	34.81	1.0	34.81	1.120	26	31	19.2%
270	132,847	16.48	0.629	26.20	1.0	26.20	0.843	19	24	26.3%
280	97,451	31.40	0.643	48.83	1.0	48.83	1.571	31	43	38.7%
290	53,326	25.99	0.622	41.78	0.9	41.49	1.335	28	37	32.1%
300	233,563	14.87	0.638	23.31	1.0	23.31	0.750	18	22	22.2%
310	49,312	11.48	0.633	18.14	0.5	20.19	0.649	16	20	25.0%
320	563,311	13.12	0.581	22.58	1.0	22.58	0.726	17	22	29.4%
340	95,978	27.50	0.620	44.35	1.0	44.35	1.427	27	39	44.4%
350	293,674	14.94	0.611	24.45	1.0	24.45	0.786	18	23	27.8%
360	107,815	17.83	0.594	30.02	1.0	30.02	0.966	24	28	16.7%
370	250,214	21.86	0.610	35.84	1.0	35.84	1.153	25	32	28.0%
380	57,274	21.08	0.596	35.37	0.8	35.24	1.133	25	32	28.0%
390	153,852	17.06	0.639	26.70	1.0	26.70	0.859	19	25	31.6%
420	104,363	52.57	0.643	81.76	1.0	81.76	2.630	39	70	79.5%
440	82,167	25.16	0.611	41.18	1.0	41.18	1.325	28	37	32.1%
450	39,643	22.12	0.602	36.74	0.7	36.98	1.189	27	33	22.2%
460	398,323	16.28	0.605	26.91	1.0	26.91	0.866	20	25	25.0%
470	99,081	16.54	0.587	28.18	1.0	28.18	0.906	23	26	13.0%
480	131,075	11.63	0.581	20.02	0.9	20.24	0.651	16	20	25.0%
490	318,393	12.97	0.601	21.58	1.0	21.58	0.694	17	21	23.5%
SW	4,825,795	18.82	0.605	31.05		31.09				27.4%

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
FULL COVERAGE COMPREHENSIVE
CALCULATION OF FILED BASE RATES BY TERRITORY

TERRITORY	(1) EARNED CAR YEARS YR. ENDED 12/31/2015	(2) LOSS COST 3 YRS ENDED 12/31/2015	(3) DISTRIB. ADJUST. FACTOR	(4) BASE CLASS LOSS COST (2)/(3)	(5) CRED	(6) FORM. BASE CLASS LOSS COST	(7) INDEX (6) TO STATE	(8) 2018 SYMBOL 11 BASE CLASS RATE PRES.	(9) FILED	(10) Percent Change
110	59,563	68.38	1.077	63.49	1.0	63.49	1.087	117	125	5.5%
120	215,554	137.67	1.045	131.74	1.0	131.74	2.255	214	246	13.5%
130	244,128	101.87	1.044	97.58	1.0	97.58	1.670	188	186	-2.3%
140	15,373	85.55	1.084	78.92	1.0	78.92	1.351	152	153	-0.6%
150	67,205	75.82	1.118	67.82	1.0	67.82	1.161	135	133	-2.7%
170	116,901	56.20	1.049	53.57	1.0	53.57	0.917	107	108	-0.4%
180	71,609	62.69	1.070	58.59	1.0	58.59	1.003	128	117	-9.8%
190	119,906	42.50	1.152	36.89	1.0	36.89	0.631	82	78	-6.1%
200	44,274	63.69	1.066	59.75	1.0	59.75	1.023	125	119	-6.0%
210	12,830	55.23	1.110	49.76	0.7	51.02	0.873	108	103	-5.9%
220	32,174	115.49	0.994	116.19	1.0	116.19	1.989	211	219	2.5%
230	44,152	79.67	1.035	76.98	1.0	76.98	1.318	158	149	-6.9%
240	44,404	86.52	1.047	82.64	1.0	82.64	1.415	162	159	-3.1%
250	173,660	64.84	1.141	56.83	1.0	56.83	0.973	126	114	-10.7%
260	347,264	70.74	1.093	64.72	1.0	64.72	1.108	131	127	-4.3%
270	156,668	50.25	1.265	39.72	1.0	39.72	0.680	86	83	-4.7%
280	105,113	55.11	1.163	47.39	1.0	47.39	0.811	104	97	-7.9%
290	56,735	67.01	1.118	59.94	1.0	59.94	1.026	125	119	-6.0%
300	279,192	44.60	1.203	37.07	1.0	37.07	0.635	83	79	-6.0%
310	56,196	58.71	1.198	49.01	1.0	49.01	0.839	96	100	2.8%
320	548,845	81.21	1.077	75.40	1.0	75.40	1.291	144	146	0.1%
340	106,122	59.60	1.138	52.37	1.0	52.37	0.896	96	106	9.0%
350	324,296	50.86	1.193	42.63	1.0	42.63	0.730	85	88	2.2%
360	105,341	54.52	1.114	48.94	1.0	48.94	0.838	97	100	1.8%
370	256,588	53.95	1.147	47.04	1.0	47.04	0.805	101	96	-6.2%
380	51,762	69.67	1.069	65.17	1.0	65.17	1.116	132	128	-4.3%
390	189,314	45.70	1.336	34.21	1.0	34.21	0.586	77	74	-5.1%
420	124,881	58.86	1.156	50.92	1.0	50.92	0.872	105	103	-3.2%
440	99,104	48.81	1.173	41.61	1.0	41.61	0.712	96	87	-10.5%
450	43,280	47.22	1.077	43.84	1.0	43.84	0.750	99	90	-10.3%
460	398,050	50.12	1.163	43.10	1.0	43.10	0.738	93	89	-5.5%
470	88,130	69.61	1.057	65.86	1.0	65.86	1.127	134	129	-5.0%
480	128,198	72.65	1.095	66.35	1.0	66.35	1.136	134	130	-4.2%
490	333,222	44.10	1.120	39.38	1.0	39.38	0.674	84	83	-2.5%
SW	5,060,034	64.90	1.115	58.42		58.42				-1.9%

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
\$100 DEDUCTIBLE COLLISION
CALCULATION OF FILED BASE RATES BY TERRITORY

TERRITORY	(1) EARNED CAR YEARS YR. ENDED 12/31/2015	(2) LOSS COST 3 YRS ENDED 12/31/2015	(3) DISTRIB. ADJUST. FACTOR	(4) BASE CLASS LOSS COST (2)/(3)	(5) CRED	(6) FORM. BASE CLASS LOSS COST	(7) INDEX (6) TO STATE	(8) 2018 SYMBOL BASE CLASS RATE PRES.	(9) 11 FILED	(10) Percent Change
110	56,703	134.34	0.671	200.21	1.0	200.21	0.898	535	493	-9.0%
120	193,166	143.51	0.619	231.84	1.0	231.84	1.040	591	561	-6.3%
130	225,083	142.11	0.627	226.65	1.0	226.65	1.017	593	550	-8.4%
140	14,435	175.22	0.659	265.89	0.9	264.23	1.185	647	631	-3.7%
150	64,325	155.65	0.700	222.36	1.0	222.36	0.997	596	540	-10.6%
170	111,481	135.65	0.683	198.61	1.0	198.61	0.891	543	489	-11.1%
180	68,593	213.29	0.767	278.08	1.0	278.08	1.247	767	660	-15.1%
190	114,535	144.11	0.707	203.83	1.0	203.83	0.914	537	500	-8.1%
200	41,904	149.98	0.675	222.19	1.0	222.19	0.997	559	540	-4.6%
210	12,144	102.33	0.668	153.19	0.6	165.64	0.743	478	418	-13.7%
220	29,153	148.27	0.605	245.07	1.0	245.07	1.099	663	589	-12.3%
230	41,642	154.45	0.646	239.09	1.0	239.09	1.072	658	576	-13.6%
240	40,593	142.28	0.640	222.31	1.0	222.31	0.997	582	540	-8.4%
250	166,764	227.13	0.757	300.04	1.0	300.04	1.346	780	708	-10.4%
260	323,981	152.18	0.669	227.47	1.0	227.47	1.020	581	551	-6.4%
270	150,025	154.30	0.744	207.39	1.0	207.39	0.930	533	508	-5.9%
280	100,491	187.34	0.727	257.69	1.0	257.69	1.156	642	617	-5.1%
290	53,267	195.87	0.708	276.65	1.0	276.65	1.241	676	658	-3.9%
300	267,722	148.86	0.749	198.74	1.0	198.74	0.891	524	489	-7.9%
310	53,218	139.36	0.734	189.86	1.0	189.86	0.852	498	470	-6.8%
320	469,837	126.17	0.620	203.50	1.0	203.50	0.913	543	500	-9.1%
340	98,034	169.13	0.681	248.36	1.0	248.36	1.114	622	596	-5.4%
350	297,833	130.66	0.683	191.30	1.0	191.30	0.858	512	473	-8.8%
360	93,570	130.20	0.638	204.08	1.0	204.08	0.915	525	501	-5.8%
370	236,909	157.09	0.688	228.33	1.0	228.33	1.024	569	553	-4.1%
380	47,539	156.29	0.640	244.20	1.0	244.20	1.095	615	587	-5.8%
390	183,294	170.91	0.788	216.89	1.0	216.89	0.973	558	529	-6.4%
420	119,554	232.36	0.758	306.54	1.0	306.54	1.375	730	722	-2.4%
440	93,805	171.73	0.716	239.85	1.0	239.85	1.076	617	578	-7.5%
450	39,797	167.78	0.666	251.92	1.0	251.92	1.130	639	604	-6.7%
460	363,484	148.11	0.680	217.81	1.0	217.81	0.977	555	531	-5.6%
470	78,113	134.66	0.620	217.19	1.0	217.19	0.974	591	529	-11.6%
480	112,624	133.13	0.614	216.82	1.0	216.82	0.973	592	529	-11.8%
490	310,437	135.95	0.652	208.51	1.0	208.51	0.935	548	510	-8.1%
SW	4,674,055	152.35	0.683	222.91		222.93				-7.6%

NORTH CAROLINA PRIVATE PASSENGER AUTOMOBILE INSURANCE
NOTES TO CALCULATION OF FILED BASE RATES BY TERRITORY

Liability data shown in column (1) and column (2) is total market data. Comprehensive data are for Full Coverage, \$50, \$100, \$250, \$500 and \$1,000 deductibles. Collision data are for \$50, \$100, \$200, \$250, \$500 and \$1,000 deductibles. Physical Damage data is total market data.

Column

- (1) Earned exposures for the year ended 12/31/2015.
- (2) Pure premium (losses divided by exposures) for the three years ended 12/31/2015. Liability data are developed to ultimate. Comprehensive data are adjusted by territory by replacing the actual wind and water losses incurred in the latest three years with a long-term territory wind and water provision.
- (3) Distributional adjustment factor = Present average rate for year ended 12/31/2015 divided by the current base class base rate. See pages C-19-23.
- (4) Base Class Loss Cost = Col.(2) / Col.(3)
- (5) Credibility is determined by each territory's three year number of claims using the credibility tables shown on page D-40. Comprehensive claims have been adjusted to reflect normalized wind and water claims.
- (6) Formula base class loss cost = [Col.(4) x Col.(5)] + [Statewide Col.(4)x{1-Col.(5)} x HAF] where HAF is the historical adjustment factor and is equal to the ratio of the current base class base rate to the statewide average base class base rate. See pages C-19-23.
- (7) Index to state = Col.(6) / Statewide Col.(6)
- (8) Present base rates currently in effect as of the date of this filing. For physical damage, the rates shown are for the model year specified.
- (9) The filed base rate is calculated by the following formula:

$$\{[RBCP \times VR \times \text{Col.}(7)] + FE\} \times \text{offset}$$

RBCP = Required base class premium, as shown on pages C-1, C-7.

VR = variable ratio FE = flattened expense amount

The variable ratio and flattened expense amount account for the flattening of 100% of general and other acquisition expenses by territory and are calculated below:

	BI	PD	Med Pay	Comp	Coll
(1) Projected general and other acquisition expenses per exposure (from page C-1, line (20) and page C-7, line (18))	23.04	21.00	4.30	15.67	43.22
(2) Required average premium per exposure (from page C-1, line (28) and page C-7, line (26))	188.41	244.57	38.27	140.63	384.81
(3) Fixed ratio = (1) / (2)	0.122	0.086	0.112	0.111	0.112
(4) Variable ratio 1 - (3)	0.878	0.914	0.888	0.889	0.888
(5) Required Base Class Premium (from page C-1, line (32) and page C-7, line (32))	215.89	282.09	28.43	114.82	534.68
(6) Flattened expenses (5) x (3)	26.34	24.26	3.18	12.75	59.88
(10) The percent change is calculated by the following formula: [(9)/(8)/offset]-1.00. The statewide change is determined by weighing the territory changes on each territory's base premium.					

The offsets required so that filed changes will have no rate level effect are as follows:

- 1) Offsets for the change in model year base from 2016 to 2018 are 1.013 for Comprehensive and 1.013 for Collision.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
BODILY INJURY LIABILITY

CALCULATION OF TERRITORY DISTRIBUTIONAL ADJUSTMENT FACTORS
AND HISTORICAL ADJUSTMENT FACTORS

T E R R I T O R Y	(1) (1) EARNED CAR YEARS YR. ENDED 12/31/2015	(2) 30/60 PRES. AVG. PREM(A)	(3) 30/60 BASE CLASS RATE	(4) (2)/(3) DISTRIB. ADJUST. FACTOR	(5) (3)/SW(3) HISTORICAL ADJUST. FACTOR
110	84,177	133.26	154	0.865	0.834
120	302,989	145.76	178	0.819	0.964
130	351,298	165.68	200	0.828	1.083
140	21,111	214.91	251	0.856	1.359
150	86,361	190.82	216	0.883	1.170
170	157,203	133.57	154	0.867	0.834
180	91,310	188.99	203	0.931	1.099
190	152,185	165.83	186	0.892	1.007
200	61,343	190.01	219	0.868	1.186
210	15,987	159.41	195	0.817	1.056
220	49,392	200.46	245	0.818	1.327
230	68,349	244.76	294	0.833	1.592
240	64,825	194.31	235	0.827	1.273
250	223,048	217.84	245	0.889	1.327
260	470,938	169.25	199	0.851	1.078
270	183,931	133.13	149	0.893	0.807
280	143,535	213.04	231	0.922	1.251
290	82,007	208.94	234	0.893	1.267
300	344,414	143.19	156	0.918	0.845
310	70,893	114.74	126	0.911	0.682
320	768,444	128.56	156	0.824	0.845
340	150,298	194.97	218	0.894	1.181
350	417,049	138.62	160	0.866	0.867
360	147,579	151.73	180	0.843	0.975
370	338,499	177.96	205	0.868	1.110
380	73,637	183.97	217	0.848	1.175
390	222,475	157.02	173	0.908	0.937
420	181,271	273.41	294	0.930	1.592
440	128,811	183.35	210	0.873	1.137
450	61,797	208.73	241	0.866	1.305
460	537,040	150.74	176	0.856	0.953
470	128,835	171.68	206	0.833	1.116
480	187,659	115.71	141	0.821	0.764
490	473,865	115.38	135	0.855	0.731
SW	6,842,555	159.59	184.64	0.864	

(A) Total Market Data at Rate Bureau rates.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
PROPERTY DAMAGE LIABILITY

CALCULATION OF TERRITORY DISTRIBUTIONAL ADJUSTMENT FACTORS
AND HISTORICAL ADJUSTMENT FACTORS

T E R R I T O R Y	(1) EARNED CAR YEARS YR. ENDED 12/31/2015	(2) \$25000 PRES. AVG. PREM(A)	(3) \$25000 BASE CLASS RATE	(4) (2)/(3) DISTRIB. ADJUST. FACTOR	(5) (3)/SW(3) HISTORICAL ADJUST. FACTOR
110	84,177	137.58	159	0.865	0.915
120	302,989	113.83	139	0.819	0.800
130	351,298	125.09	151	0.828	0.869
140	21,111	148.13	173	0.856	0.996
150	86,361	169.62	192	0.883	1.105
170	157,203	139.64	161	0.867	0.927
180	91,310	205.74	221	0.931	1.272
190	152,185	173.85	195	0.892	1.122
200	61,343	156.18	180	0.868	1.036
210	15,987	119.36	146	0.818	0.840
220	49,392	120.28	147	0.818	0.846
230	68,349	133.20	160	0.833	0.921
240	64,825	122.38	148	0.827	0.852
250	223,048	213.40	240	0.889	1.381
260	470,938	147.14	173	0.851	0.996
270	183,931	170.66	191	0.894	1.099
280	143,535	198.28	215	0.922	1.237
290	82,007	182.15	204	0.893	1.174
300	344,414	173.47	189	0.918	1.088
310	70,893	148.43	163	0.911	0.938
320	768,444	121.15	147	0.824	0.846
340	150,298	169.03	189	0.894	1.088
350	417,049	142.95	165	0.866	0.950
360	147,579	133.18	158	0.843	0.909
370	338,499	163.20	188	0.868	1.082
380	73,637	158.53	187	0.848	1.076
390	222,475	187.88	207	0.908	1.191
420	181,271	224.12	241	0.930	1.387
440	128,811	173.75	199	0.873	1.145
450	61,797	169.75	196	0.866	1.128
460	537,040	147.32	172	0.857	0.990
470	128,835	136.68	164	0.833	0.944
480	187,659	115.71	141	0.821	0.812
490	473,865	128.20	150	0.855	0.863
SW	6,842,555	150.61	173.75	0.867	

(A) Total Market Data at Rate Bureau rates.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
MEDICAL PAYMENTS

CALCULATION OF TERRITORY DISTRIBUTIONAL ADJUSTMENT FACTORS
AND HISTORICAL ADJUSTMENT FACTORS

T E R R I T O R Y	(1) EARNED CAR YEARS YR. ENDED 12/31/2015	(2) \$500 PRES. AVG. PREM(A)	(3) \$500 BASE CLASS RATE	(4) (2)/(3) DISTRIB. ADJUST. FACTOR	(5) (3)/SW(3) HISTORICAL ADJUST. FACTOR
110	61,326	11.51	19	0.606	0.850
120	242,747	13.31	23	0.579	1.030
130	277,894	15.19	26	0.584	1.164
140	15,887	17.62	29	0.608	1.298
150	61,404	16.11	26	0.620	1.164
170	109,248	11.49	19	0.605	0.850
180	46,350	14.96	24	0.623	1.074
190	101,441	14.28	23	0.621	1.030
200	40,072	17.99	30	0.600	1.343
210	12,549	15.62	27	0.579	1.209
220	39,426	17.32	30	0.577	1.343
230	52,081	19.88	34	0.585	1.522
240	51,263	15.83	27	0.586	1.209
250	119,527	19.66	32	0.614	1.432
260	332,918	15.52	26	0.597	1.164
270	132,847	11.95	19	0.629	0.850
280	97,451	19.94	31	0.643	1.388
290	53,326	17.42	28	0.622	1.253
300	233,563	11.48	18	0.638	0.806
310	49,312	10.12	16	0.633	0.716
320	563,311	9.88	17	0.581	0.761
340	95,978	16.75	27	0.620	1.209
350	293,674	10.99	18	0.611	0.806
360	107,815	14.25	24	0.594	1.074
370	250,214	15.26	25	0.610	1.119
380	57,274	14.91	25	0.596	1.119
390	153,852	12.15	19	0.639	0.850
420	104,363	25.07	39	0.643	1.746
440	82,167	17.12	28	0.611	1.253
450	39,643	16.25	27	0.602	1.209
460	398,323	12.09	20	0.605	0.895
470	99,081	13.50	23	0.587	1.030
480	131,075	9.29	16	0.581	0.716
490	318,393	10.22	17	0.601	0.761
SW	4,825,795	13.51	22.34	0.605	
Avg. ILF		2.225			
Total		30.06		1.346	

(A) Total Market Data at Rate Bureau rates.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
FULL COVERAGE COMPREHENSIVE

CALCULATION OF TERRITORY DISTRIBUTIONAL ADJUSTMENT FACTORS
AND HISTORICAL ADJUSTMENT FACTORS

T E R R I T O R Y	(1) EARNED CAR YEARS YR. ENDED 12/31/2015	(2) PRES. AVG. PREM	(3) Full Coverage BASE CLASS* RATE	(4) (2)/(3) DISTRIB. ADJUST. FACTOR	(5) (3)/SW(3) HISTORICAL ADJUST. FACTOR
110	59,563	119.53	111	1.077	0.995
120	215,554	213.17	204	1.045	1.829
130	244,128	186.80	179	1.044	1.605
140	15,373	157.23	145	1.084	1.300
150	67,205	144.23	129	1.118	1.157
170	116,901	106.98	102	1.049	0.915
180	71,609	130.51	122	1.070	1.094
190	119,906	89.88	78	1.152	0.699
200	44,274	126.83	119	1.066	1.067
210	12,830	114.28	103	1.110	0.924
220	32,174	199.80	201	0.994	1.803
230	44,152	155.29	150	1.035	1.345
240	44,404	161.20	154	1.047	1.381
250	173,660	136.95	120	1.141	1.076
260	347,264	136.57	125	1.093	1.121
270	156,668	103.73	82	1.265	0.735
280	105,113	115.09	99	1.163	0.888
290	56,735	133.00	119	1.118	1.067
300	279,192	95.02	79	1.203	0.708
310	56,196	109.06	91	1.198	0.816
320	548,845	147.61	137	1.077	1.229
340	106,122	103.53	91	1.138	0.816
350	324,296	96.67	81	1.193	0.726
360	105,341	102.50	92	1.114	0.825
370	256,588	110.09	96	1.147	0.861
380	51,762	134.72	126	1.069	1.130
390	189,314	97.53	73	1.336	0.655
420	124,881	115.58	100	1.156	0.897
440	99,104	106.71	91	1.173	0.816
450	43,280	101.28	94	1.077	0.843
460	398,050	103.48	89	1.163	0.798
470	88,130	135.32	128	1.057	1.148
480	128,198	140.22	128	1.095	1.148
490	333,222	89.63	80	1.120	0.717
SW	5,060,034	124.28	111.51	1.115	

* Model year 2016, symbol = 11.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
\$100 DEDUCTIBLE COLLISION

CALCULATION OF TERRITORY DISTRIBUTIONAL ADJUSTMENT FACTORS
AND HISTORICAL ADJUSTMENT FACTORS

T E R R I T O R Y	(1) EARNED CAR YEARS YR. ENDED CAR YEARS	(2) PRES. AVG. PREM	(3) \$100 Ded. BASE CLASS* RATE	(4) (2)/(3) DISTRIB. ADJUST. FACTOR	(5) (3)/SW(3) HISTORICAL ADJUST. FACTOR
110	56,703	323.56	482	0.671	0.925
120	193,166	329.52	532	0.619	1.021
130	225,083	334.90	534	0.627	1.024
140	14,435	384.20	583	0.659	1.118
150	64,325	375.74	537	0.700	1.030
170	111,481	333.95	489	0.683	0.938
180	68,593	530.10	691	0.767	1.326
190	114,535	342.11	484	0.707	0.928
200	41,904	340.24	504	0.675	0.967
210	12,144	287.75	431	0.668	0.827
220	29,153	361.32	597	0.605	1.145
230	41,642	382.90	593	0.646	1.138
240	40,593	335.13	524	0.640	1.005
250	166,764	532.01	703	0.757	1.349
260	323,981	350.00	523	0.669	1.003
270	150,025	356.99	480	0.744	0.921
280	100,491	420.44	578	0.727	1.109
290	53,267	431.46	609	0.708	1.168
300	267,722	353.53	472	0.749	0.905
310	53,218	329.59	449	0.734	0.861
320	469,837	303.31	489	0.620	0.938
340	98,034	381.62	560	0.681	1.074
350	297,833	315.06	461	0.683	0.884
360	93,570	301.94	473	0.638	0.907
370	236,909	353.07	513	0.688	0.984
380	47,539	354.70	554	0.640	1.063
390	183,294	396.50	503	0.788	0.965
420	119,554	498.64	658	0.758	1.262
440	93,805	397.83	556	0.716	1.067
450	39,797	383.60	576	0.666	1.105
460	363,484	339.77	500	0.680	0.959
470	78,113	329.94	532	0.620	1.021
480	112,624	327.23	533	0.614	1.022
490	310,437	321.95	494	0.652	0.948
SW	4,674,055	356.06	521.28	0.683	

* Model year 2016, symbol = 11.

NORTH CAROLINA

PRIVATE PASSENGER AUTOMOBILE INSURANCE

CALCULATION OF OFFSETS FOR THE CHANGE IN BASE MODEL YEAR

Notes for the determination of the Offsets for the Shift to a 2018 Base Model Year.

The offsets used are necessary so that no overall rate level change will result from the change in model year base from 2016 to 2018.

Column (1): Model Year

Column (2): Symbol

Column (3): Written Premium for all deductibles combined for year ended 12/31/2015.

Column (4): Relativity at the current base model year (2016), prior to the two year shift. Model years 1989 and prior are based on a previous 21 symbol table. Model years 1990 - 2010 are based on a 27 symbol table with a symbol 8 base. Model years 2011 and subsequent are based on a 75 symbol table with a symbol 11 base.

Column (5) [Comp]: Column (4)/1.05 where 1.05 is the current change in model year relativity representing a two year change in model year base for Comprehensive.

Column (5) [Coll]: Column (4)/1.11 where 1.11 is the current change in model year relativity representing a two year change in model year base for Collision.

Column (6): Relativity at the revised base model year (2018), representing a two year base shift.

Column (7): Column (6) / Column (5)

Column (8): Column (7) x Column (3)

The offset is derived by dividing the total of column (3) by the total of column (8).

See following pages for the calculation of the offsets.

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
Model Year	Written Premiums (C'15) Symbol	All Deductible Total	Current Rel on '16 base	Current Rel on '18 base	Revised Rel on '18 base	Ratio	Ratio x Writ Prem
1989	1	9,591	0.09	0.0857	0.09	1.0500	10,071
1989	2	3,752	0.11	0.1048	0.11	1.0500	3,940
1989	3	4,271	0.15	0.1429	0.15	1.0500	4,485
1989	4	10,545	0.18	0.1714	0.18	1.0500	11,072
1989	5	22,579	0.21	0.2000	0.21	1.0500	23,708
1989	6	19,684	0.28	0.2667	0.28	1.0500	20,668
1989	7	97,233	0.34	0.3238	0.34	1.0500	102,095
1989	8	153,346	0.40	0.3810	0.40	1.0500	161,013
1989	10	264,993	0.51	0.4857	0.51	1.0500	278,243
1989	11	204,635	0.62	0.5905	0.62	1.0500	214,867
1989	12	136,166	0.72	0.6857	0.72	1.0500	142,974
1989	13	91,662	0.85	0.8095	0.85	1.0500	96,245
1989	14	81,166	1.00	0.9524	1.00	1.0500	85,224
1989	15	49,003	1.21	1.1524	1.21	1.0500	51,453
1989	16	54,669	1.47	1.4000	1.47	1.0500	57,402
1989	17	63,783	1.76	1.6762	1.76	1.0500	66,972
1989	18	55,923	2.10	2.0000	2.10	1.0500	58,719
1989	19	40,610	2.51	2.3905	2.51	1.0500	42,641
1989	20	28,157	2.98	2.8381	2.98	1.0500	29,565
1989	21	127,795	4.12	3.9238	4.12	1.0500	134,185
Model Years 1990-2004 combined							
2004	1	33,676	0.25	0.2381	0.25	1.0500	35,360
2004	2	73,640	0.34	0.3238	0.34	1.0500	77,322
2004	3	131,964	0.39	0.3714	0.39	1.0500	138,562
2004	4	285,791	0.43	0.4095	0.43	1.0500	300,081
2004	5	797,355	0.49	0.4667	0.49	1.0500	837,223
2004	6	1,257,961	0.55	0.5238	0.55	1.0500	1,320,859
2004	7	2,523,965	0.60	0.5714	0.60	1.0500	2,650,163
2004	8	5,450,594	0.65	0.6190	0.65	1.0500	5,723,124
2004	10	6,848,780	0.70	0.6667	0.70	1.0500	7,191,219
2004	11	9,922,892	0.76	0.7238	0.76	1.0500	10,419,037
2004	12	13,948,715	0.83	0.7905	0.83	1.0500	14,646,151
2004	13	13,105,231	0.89	0.8476	0.89	1.0500	13,760,493
2004	14	14,422,070	0.96	0.9143	0.96	1.0500	15,143,174
2004	15	12,804,307	1.06	1.0095	1.06	1.0500	13,444,522
2004	16	9,874,116	1.16	1.1048	1.16	1.0500	10,367,822
2004	17	6,835,269	1.29	1.2286	1.29	1.0500	7,177,032
2004	18	5,889,709	1.40	1.3333	1.40	1.0500	6,184,194
2004	19	3,524,038	1.53	1.4571	1.53	1.0500	3,700,240
2004	20	3,315,122	1.70	1.6190	1.70	1.0500	3,480,878
2004	21	2,666,119	1.89	1.8000	1.89	1.0500	2,799,425
2004	22	2,374,098	2.13	2.0286	2.13	1.0500	2,492,803
2004	23	1,727,459	2.39	2.2762	2.39	1.0500	1,813,832
2004	24	1,554,821	2.76	2.6286	2.76	1.0500	1,632,562
2004	25	858,444	3.40	3.2381	3.40	1.0500	901,366
2004	26	898,441	4.17	3.9714	4.17	1.0500	943,363
2004	27	825,889	4.86	4.6286	4.86	1.0500	867,183
2005	1	1,210	0.27	0.2571	0.25	0.9722	1,176
2005	2	137	0.38	0.3619	0.34	0.9395	129

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	Comprehensive
Model Year	Written Premiums (C'15) Symbol	All Deductible Total	Current Rel on '16 base	Current Rel on '18 base	Revised Rel on '18 base	Ratio	Ratio x Writ Prem	
2005	3	162	0.43	0.4095	0.39	0.9523	154	
2005	4	339	0.47	0.4476	0.43	0.9606	326	
2005	5	566	0.53	0.5048	0.49	0.9708	549	
2005	6	104,059	0.60	0.5714	0.55	0.9625	100,157	
2005	7	73,483	0.65	0.6190	0.60	0.9692	71,222	
2005	8	851,131	0.71	0.6762	0.65	0.9613	818,165	
2005	10	910,548	0.77	0.7333	0.70	0.9545	869,159	
2005	11	1,716,232	0.83	0.7905	0.76	0.9614	1,650,064	
2005	12	2,277,327	0.91	0.8667	0.83	0.9577	2,180,979	
2005	13	2,681,845	0.97	0.9238	0.89	0.9634	2,583,695	
2005	14	4,252,704	1.05	1.0000	0.96	0.9600	4,082,596	
2005	15	2,507,739	1.16	1.1048	1.06	0.9595	2,406,132	
2005	16	2,313,136	1.27	1.2095	1.16	0.9591	2,218,425	
2005	17	2,766,746	1.41	1.3429	1.29	0.9606	2,657,842	
2005	18	1,299,866	1.53	1.4571	1.40	0.9608	1,248,891	
2005	19	1,196,687	1.68	1.6000	1.53	0.9563	1,144,332	
2005	20	826,490	1.85	1.7619	1.70	0.9649	797,451	
2005	21	555,381	2.06	1.9619	1.89	0.9633	535,026	
2005	22	420,249	2.33	2.2190	2.13	0.9599	403,385	
2005	23	287,868	2.61	2.4857	2.39	0.9615	276,783	
2005	24	299,981	3.02	2.8762	2.76	0.9596	287,863	
2005	25	143,753	3.71	3.5333	3.40	0.9623	138,328	
2005	26	120,283	4.56	4.3429	4.17	0.9602	115,495	
2005	27	140,164	5.31	5.0571	4.86	0.9610	134,700	
2006	1	1,839	0.28	0.2667	0.25	0.9375	1,724	
2006	2	-16	0.39	0.3714	0.34	0.9154	-15	
2006	3	-19	0.44	0.4190	0.39	0.9307	-18	
2006	4	602	0.49	0.4667	0.43	0.9214	555	
2006	5	13,750	0.56	0.5333	0.49	0.9188	12,633	
2006	6	70,075	0.62	0.5905	0.55	0.9315	65,271	
2006	7	96,485	0.68	0.6476	0.60	0.9265	89,391	
2006	8	775,821	0.74	0.7048	0.65	0.9223	715,538	
2006	10	790,086	0.80	0.7619	0.70	0.9188	725,892	
2006	11	2,235,132	0.87	0.8286	0.76	0.9172	2,050,156	
2006	12	2,192,442	0.95	0.9048	0.83	0.9174	2,011,277	
2006	13	2,668,585	1.01	0.9619	0.89	0.9252	2,469,102	
2006	14	2,978,381	1.10	1.0476	0.96	0.9164	2,729,280	
2006	15	3,732,501	1.21	1.1524	1.06	0.9198	3,433,284	
2006	16	2,782,975	1.32	1.2571	1.16	0.9227	2,567,927	
2006	17	3,202,680	1.47	1.4000	1.29	0.9214	2,951,041	
2006	18	2,466,436	1.60	1.5238	1.40	0.9188	2,266,038	
2006	19	1,627,711	1.75	1.6667	1.53	0.9180	1,494,239	
2006	20	1,592,867	1.93	1.8381	1.70	0.9249	1,473,196	
2006	21	991,633	2.15	2.0476	1.89	0.9230	915,300	
2006	22	509,403	2.43	2.3143	2.13	0.9204	468,839	
2006	23	237,944	2.72	2.5905	2.39	0.9226	219,530	
2006	24	406,754	3.15	3.0000	2.76	0.9200	374,214	
2006	25	270,216	3.87	3.6857	3.40	0.9225	249,269	
2006	26	132,358	4.75	4.5238	4.17	0.9218	122,006	
2006	27	259,741	5.54	5.2762	4.86	0.9211	239,252	

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	Comprehensive
Model Year	Written Premiums (C'15) Symbol	All Deductible Total	Current Rel on '16 base	Current Rel on '18 base	Revised Rel on '18 base	Ratio	Ratio x Writ Prem	
2007	1	1,111	0.30	0.2857	0.27	0.9450	1,050	
2007	2	181	0.41	0.3905	0.38	0.9732	176	
2007	3	67	0.47	0.4476	0.43	0.9606	64	
2007	4	5,376	0.51	0.4857	0.47	0.9676	5,202	
2007	5	9,123	0.59	0.5619	0.53	0.9432	8,605	
2007	6	61,321	0.66	0.6286	0.60	0.9545	58,534	
2007	7	346,375	0.72	0.6857	0.65	0.9479	328,335	
2007	8	651,102	0.78	0.7429	0.71	0.9558	622,303	
2007	10	1,880,247	0.84	0.8000	0.77	0.9625	1,809,738	
2007	11	1,776,956	0.91	0.8667	0.83	0.9577	1,701,777	
2007	12	3,033,622	1.00	0.9524	0.91	0.9555	2,898,626	
2007	13	3,404,750	1.07	1.0190	0.97	0.9519	3,240,877	
2007	14	3,869,458	1.15	1.0952	1.05	0.9587	3,709,633	
2007	15	3,728,697	1.27	1.2095	1.16	0.9591	3,576,026	
2007	16	3,859,377	1.40	1.3333	1.27	0.9525	3,676,057	
2007	17	1,773,220	1.54	1.4667	1.41	0.9614	1,704,709	
2007	18	2,110,364	1.68	1.6000	1.53	0.9563	2,018,036	
2007	19	1,394,068	1.84	1.7524	1.68	0.9587	1,336,487	
2007	20	1,149,165	2.04	1.9429	1.85	0.9522	1,094,242	
2007	21	852,531	2.26	2.1524	2.06	0.9571	815,940	
2007	22	388,305	2.56	2.4381	2.33	0.9557	371,089	
2007	23	726,725	2.86	2.7238	2.61	0.9582	696,360	
2007	24	578,993	3.32	3.1619	3.02	0.9551	553,008	
2007	25	251,806	4.08	3.8857	3.71	0.9548	240,419	
2007	26	56,796	5.01	4.7714	4.56	0.9557	54,279	
2007	27	531,465	5.83	5.5524	5.31	0.9563	508,265	
2008	1	657	0.31	0.2952	0.28	0.9484	623	
2008	2	151	0.43	0.4095	0.39	0.9523	144	
2008	3	249	0.49	0.4667	0.44	0.9429	235	
2008	4	404	0.54	0.5143	0.49	0.9528	385	
2008	5	63,235	0.62	0.5905	0.56	0.9484	59,971	
2008	6	129,959	0.69	0.6571	0.62	0.9435	122,613	
2008	7	475,683	0.75	0.7143	0.68	0.9520	452,850	
2008	8	554,058	0.82	0.7810	0.74	0.9476	525,004	
2008	10	1,106,052	0.89	0.8476	0.80	0.9438	1,043,914	
2008	11	1,417,269	0.96	0.9143	0.87	0.9516	1,348,620	
2008	12	3,039,983	1.05	1.0000	0.95	0.9500	2,887,984	
2008	13	2,569,079	1.12	1.0667	1.01	0.9469	2,432,597	
2008	14	3,497,891	1.21	1.1524	1.10	0.9545	3,338,896	
2008	15	3,730,568	1.34	1.2762	1.21	0.9481	3,537,080	
2008	16	3,853,854	1.47	1.4000	1.32	0.9429	3,633,634	
2008	17	2,070,815	1.62	1.5429	1.47	0.9528	1,973,027	
2008	18	1,471,786	1.77	1.6857	1.60	0.9492	1,396,949	
2008	19	1,688,597	1.94	1.8476	1.75	0.9472	1,599,380	
2008	20	1,227,330	2.14	2.0381	1.93	0.9470	1,162,236	
2008	21	866,584	2.38	2.2667	2.15	0.9485	821,980	
2008	22	1,074,568	2.69	2.5619	2.43	0.9485	1,019,242	
2008	23	983,612	3.01	2.8667	2.72	0.9488	933,288	
2008	24	404,498	3.49	3.3238	3.15	0.9477	383,346	
2008	25	307,415	4.29	4.0857	3.87	0.9472	291,184	

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	Comprehensive
Model Year	Written Premiums (C'15) Symbol	All Deductible Total	Current Rel on '16 base	Current Rel on '18 base	Revised Rel on '18 base	Ratio	Ratio x Writ Prem	
2008	26	103,473	5.26	5.0095	4.75	0.9482	98,112	
2008	27	396,704	6.13	5.8381	5.54	0.9489	376,448	
2009	1	339	0.33	0.3143	0.30	0.9545	324	
2009	2	232	0.46	0.4381	0.41	0.9359	217	
2009	3	64	0.52	0.4952	0.47	0.9490	61	
2009	4	98	0.57	0.5429	0.51	0.9395	92	
2009	5	22,816	0.65	0.6190	0.59	0.9531	21,745	
2009	6	50,290	0.72	0.6857	0.66	0.9625	48,404	
2009	7	46,440	0.79	0.7524	0.72	0.9570	44,441	
2009	8	314,309	0.86	0.8190	0.78	0.9523	299,325	
2009	10	533,886	0.93	0.8857	0.84	0.9484	506,331	
2009	11	726,277	1.01	0.9619	0.91	0.9460	687,087	
2009	12	1,842,105	1.10	1.0476	1.00	0.9545	1,758,373	
2009	13	1,880,080	1.18	1.1238	1.07	0.9521	1,790,059	
2009	14	2,479,751	1.27	1.2095	1.15	0.9508	2,357,716	
2009	15	3,787,180	1.40	1.3333	1.27	0.9525	3,607,289	
2009	16	3,127,100	1.54	1.4667	1.40	0.9545	2,984,959	
2009	17	1,225,889	1.70	1.6190	1.54	0.9512	1,166,037	
2009	18	890,441	1.86	1.7714	1.68	0.9484	844,483	
2009	19	1,241,337	2.03	1.9333	1.84	0.9517	1,181,410	
2009	20	1,110,317	2.24	2.1333	2.04	0.9563	1,061,741	
2009	21	883,085	2.49	2.3714	2.26	0.9530	841,591	
2009	22	492,415	2.82	2.6857	2.56	0.9532	469,366	
2009	23	442,897	3.16	3.0095	2.86	0.9503	420,892	
2009	24	319,078	3.66	3.4857	3.32	0.9525	303,909	
2009	25	199,658	4.50	4.2857	4.08	0.9520	190,074	
2009	26	71,251	5.52	5.2571	5.01	0.9530	67,901	
2009	27	290,517	6.43	6.1238	5.83	0.9520	276,579	
2010	1	524	0.34	0.3238	0.31	0.9574	502	
2010	2	140	0.47	0.4476	0.43	0.9606	134	
2010	3	177	0.53	0.5048	0.49	0.9708	172	
2010	4	904	0.59	0.5619	0.54	0.9610	869	
2010	5	37,775	0.67	0.6381	0.62	0.9716	36,704	
2010	6	8,454	0.75	0.7143	0.69	0.9660	8,167	
2010	7	152,807	0.82	0.7810	0.75	0.9604	146,751	
2010	8	297,870	0.89	0.8476	0.82	0.9674	288,164	
2010	10	590,365	0.96	0.9143	0.89	0.9734	574,683	
2010	11	1,175,173	1.04	0.9905	0.96	0.9692	1,139,014	
2010	12	1,750,131	1.14	1.0857	1.05	0.9671	1,692,561	
2010	13	2,962,942	1.22	1.1619	1.12	0.9639	2,856,082	
2010	14	3,529,038	1.32	1.2571	1.21	0.9625	3,396,699	
2010	15	5,224,633	1.45	1.3810	1.34	0.9703	5,069,696	
2010	16	3,670,046	1.59	1.5143	1.47	0.9708	3,562,714	
2010	17	1,369,822	1.76	1.6762	1.62	0.9665	1,323,902	
2010	18	1,286,620	1.92	1.8286	1.77	0.9680	1,245,408	
2010	19	1,786,779	2.10	2.0000	1.94	0.9700	1,733,176	
2010	20	1,355,745	2.32	2.2095	2.14	0.9685	1,313,086	
2010	21	747,898	2.58	2.4571	2.38	0.9686	724,417	
2010	22	1,079,217	2.92	2.7810	2.69	0.9673	1,043,921	

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	Comprehensive
Model	Written Premiums (C'15)	All Deductible	Current	Current	Revised		Ratio x	
Year	Symbol	Total	Rel on	Rel on	Rel on	Ratio	Writ Prem	
			'16 base	'18 base	'18 base			
2010	23	590,699	3.27	3.1143	3.01	0.9665	570,919	
2010	24	286,474	3.78	3.6000	3.49	0.9694	277,721	
2010	25	297,612	4.65	4.4286	4.29	0.9687	288,300	
2010	26	83,589	5.71	5.4381	5.26	0.9673	80,851	
2010	27	336,016	6.66	6.3429	6.13	0.9664	324,740	
2011	1	20,706	0.29	0.2762	0.27	0.9776	20,242	
2011	2	23,903	0.38	0.3619	0.35	0.9671	23,117	
2011	3	4,713	0.47	0.4476	0.44	0.9830	4,633	
2011	4	13,839	0.55	0.5238	0.51	0.9736	13,474	
2011	5	41,985	0.61	0.5810	0.57	0.9811	41,193	
2011	6	40,114	0.68	0.6476	0.63	0.9728	39,023	
2011	7	68,369	0.75	0.7143	0.70	0.9800	67,002	
2011	8	59,142	0.81	0.7714	0.75	0.9722	57,499	
2011	10	101,521	0.87	0.8286	0.81	0.9776	99,246	
2011	11	170,473	0.93	0.8857	0.86	0.9710	165,524	
2011	12	370,568	0.98	0.9333	0.90	0.9643	357,333	
2011	13	236,776	1.01	0.9619	0.94	0.9772	231,384	
2011	14	478,451	1.06	1.0095	0.98	0.9708	464,459	
2011	15	935,525	1.11	1.0571	1.02	0.9649	902,655	
2011	16	746,181	1.15	1.0952	1.07	0.9770	728,986	
2011	17	935,206	1.20	1.1429	1.11	0.9713	908,319	
2011	18	1,458,876	1.25	1.1905	1.15	0.9660	1,409,274	
2011	19	1,515,682	1.28	1.2190	1.19	0.9762	1,479,566	
2011	20	2,499,292	1.32	1.2571	1.22	0.9705	2,425,449	
2011	21	2,053,271	1.37	1.3048	1.26	0.9657	1,982,830	
2011	22	1,763,022	1.40	1.3333	1.30	0.9750	1,718,946	
2011	23	1,623,316	1.45	1.3810	1.34	0.9703	1,575,176	
2011	24	926,711	1.49	1.4190	1.38	0.9725	901,211	
2011	25	1,950,770	1.53	1.4571	1.42	0.9745	1,901,044	
2011	26	893,712	1.58	1.5048	1.46	0.9703	867,127	
2011	27	1,864,515	1.63	1.5524	1.51	0.9727	1,813,613	
2011	28	1,091,728	1.68	1.6000	1.56	0.9750	1,064,435	
2011	29	910,680	1.74	1.6571	1.61	0.9716	884,773	
2011	30	668,834	1.79	1.7048	1.65	0.9679	647,349	
2011	31	645,268	1.84	1.7524	1.70	0.9701	625,980	
2011	32	323,000	1.90	1.8095	1.75	0.9671	312,375	
2011	33	483,270	1.95	1.8571	1.81	0.9746	471,002	
2011	34	469,763	2.00	1.9048	1.85	0.9713	456,257	
2011	35	445,110	2.05	1.9524	1.89	0.9680	430,888	
2011	36	599,242	2.10	2.0000	1.94	0.9700	581,265	
2011	37	329,040	2.18	2.0762	2.01	0.9681	318,550	
2011	38	292,342	2.26	2.1524	2.09	0.9710	283,869	
2011	39	169,534	2.33	2.2190	2.16	0.9734	165,023	
2011	40	128,574	2.41	2.2952	2.23	0.9716	124,920	
2011	41	380,740	2.49	2.3714	2.30	0.9699	369,272	
2011	42	130,667	2.57	2.4476	2.37	0.9683	126,523	
2011	43	494,470	2.64	2.5143	2.44	0.9705	479,861	
2011	44	287,797	2.72	2.5905	2.51	0.9689	278,856	
2011	45	179,483	2.79	2.6571	2.58	0.9710	174,272	
2011	46	214,575	2.88	2.7429	2.67	0.9734	208,875	
2011	47	105,913	2.98	2.8381	2.75	0.9690	102,625	

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	Comprehensive
Model	Written Premiums (C'15)	All Deductible	Current	Current	Revised		Ratio x	
Year	Symbol	Total	Rel on	Rel on	Rel on	Ratio	Writ Prem	
			'16 base	'18 base	'18 base			
2011	48	136,098	3.07	2.9238	2.84	0.9713	132,197	
2011	49	159,969	3.16	3.0095	2.92	0.9703	155,210	
2011	50	348,908	3.25	3.0952	3.00	0.9692	338,172	
2011	51	356,432	3.34	3.1810	3.09	0.9714	346,241	
2011	52	106,314	3.43	3.2667	3.17	0.9704	103,168	
2011	53	103,384	3.52	3.3524	3.25	0.9695	100,227	
2011	54	173,917	3.65	3.4762	3.38	0.9723	169,105	
2011	55	620,031	3.83	3.6476	3.54	0.9705	601,738	
2011	56	330,703	4.04	3.8476	3.73	0.9694	320,594	
2011	57	343,090	4.26	4.0571	3.94	0.9711	333,184	
2011	58	197,312	4.59	4.3714	4.25	0.9722	191,831	
2011	59	200,070	5.10	4.8571	4.71	0.9697	194,009	
2011	60	96,452	5.65	5.3810	5.22	0.9701	93,567	
2011	61	197,616	6.17	5.8762	5.70	0.9700	191,691	
2011	62	28,573	6.65	6.3333	6.15	0.9711	27,746	
2011	63	75,925	7.14	6.8000	6.60	0.9706	73,692	
2011	64	41,041	7.63	7.2667	7.05	0.9702	39,817	
2011	65	34,357	8.12	7.7333	7.51	0.9711	33,365	
2011	66	35,460	8.85	8.4286	8.19	0.9717	34,456	
2011	67	68,577	9.83	9.3619	9.09	0.9710	66,585	
2011	68	8,558	10.81	10.2952	9.99	0.9704	8,304	
2011	69	77,424	11.78	11.2190	10.90	0.9716	75,222	
2011	70	36,162	12.76	12.1524	11.80	0.9710	35,113	
2012	1	18,853	0.30	0.2857	0.28	0.9800	18,476	
2012	2	4,864	0.40	0.3810	0.36	0.9450	4,596	
2012	3	6,816	0.49	0.4667	0.45	0.9643	6,573	
2012	4	18,379	0.57	0.5429	0.53	0.9763	17,944	
2012	5	14,942	0.64	0.6095	0.59	0.9680	14,463	
2012	6	28,752	0.71	0.6762	0.65	0.9613	27,638	
2012	7	32,831	0.79	0.7524	0.72	0.9570	31,418	
2012	8	72,221	0.84	0.8000	0.77	0.9625	69,513	
2012	10	172,731	0.91	0.8667	0.84	0.9692	167,416	
2012	11	156,841	0.97	0.9238	0.89	0.9634	151,101	
2012	12	385,117	1.02	0.9714	0.93	0.9574	368,693	
2012	13	416,796	1.06	1.0095	0.97	0.9608	400,478	
2012	14	372,767	1.11	1.0571	1.01	0.9554	356,144	
2012	15	642,207	1.15	1.0952	1.06	0.9678	621,545	
2012	16	884,248	1.20	1.1429	1.10	0.9625	851,089	
2012	17	1,261,873	1.25	1.1905	1.15	0.9660	1,218,969	
2012	18	1,431,709	1.30	1.2381	1.19	0.9612	1,376,093	
2012	19	1,577,683	1.34	1.2762	1.23	0.9638	1,520,580	
2012	20	2,219,697	1.38	1.3143	1.26	0.9587	2,128,014	
2012	21	2,586,446	1.43	1.3619	1.31	0.9619	2,487,872	
2012	22	2,199,183	1.46	1.3905	1.34	0.9637	2,119,350	
2012	23	3,043,819	1.51	1.4381	1.39	0.9666	2,942,022	
2012	24	1,647,395	1.55	1.4762	1.42	0.9619	1,584,688	
2012	25	1,004,335	1.60	1.5238	1.47	0.9647	968,869	
2012	26	1,360,912	1.65	1.5714	1.51	0.9609	1,307,713	
2012	27	1,164,761	1.70	1.6190	1.56	0.9635	1,122,281	
2012	28	1,857,163	1.76	1.6762	1.61	0.9605	1,783,826	
2012	29	1,017,627	1.81	1.7238	1.66	0.9630	979,958	

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	Comprehensive
Model	Written Premiums (C'15)	All Deductible	Current	Current	Revised		Ratio x	
Year	Symbol	Total	Rel on	Rel on	Rel on	Ratio	Writ Prem	
			'16 base	'18 base	'18 base			
2012	30	1,260,318	1.86	1.7714	1.71	0.9653	1,216,613	
2012	31	655,204	1.92	1.8286	1.76	0.9625	630,634	
2012	32	914,622	1.98	1.8857	1.82	0.9652	882,749	
2012	33	608,034	2.04	1.9429	1.87	0.9625	585,233	
2012	34	654,887	2.09	1.9905	1.91	0.9596	628,410	
2012	35	365,383	2.13	2.0286	1.96	0.9662	353,032	
2012	36	498,198	2.19	2.0857	2.01	0.9637	480,113	
2012	37	450,170	2.27	2.1619	2.08	0.9621	433,115	
2012	38	622,811	2.36	2.2476	2.16	0.9610	598,532	
2012	39	332,723	2.43	2.3143	2.23	0.9636	320,605	
2012	40	504,247	2.51	2.3905	2.31	0.9663	487,271	
2012	41	247,586	2.60	2.4762	2.39	0.9652	238,968	
2012	42	250,849	2.68	2.5524	2.46	0.9638	241,770	
2012	43	173,286	2.75	2.6190	2.53	0.9660	167,394	
2012	44	206,804	2.83	2.6952	2.60	0.9647	199,496	
2012	45	252,845	2.91	2.7714	2.67	0.9634	243,591	
2012	46	116,656	3.01	2.8667	2.76	0.9628	112,315	
2012	47	87,556	3.10	2.9524	2.85	0.9653	84,520	
2012	48	103,457	3.20	3.0476	2.94	0.9647	99,804	
2012	49	132,726	3.30	3.1429	3.03	0.9641	127,960	
2012	50	172,786	3.39	3.2286	3.11	0.9633	166,440	
2012	51	91,445	3.48	3.3143	3.20	0.9655	88,292	
2012	52	131,365	3.58	3.4095	3.28	0.9620	126,375	
2012	53	74,409	3.67	3.4952	3.36	0.9613	71,530	
2012	54	360,944	3.81	3.6286	3.50	0.9646	348,155	
2012	55	232,587	4.00	3.8095	3.67	0.9634	224,069	
2012	56	545,401	4.21	4.0095	3.86	0.9627	525,062	
2012	57	479,851	4.44	4.2286	4.08	0.9649	462,991	
2012	58	298,306	4.79	4.5619	4.40	0.9645	287,719	
2012	59	115,236	5.32	5.0667	4.88	0.9632	110,990	
2012	60	347,918	5.89	5.6095	5.40	0.9626	334,923	
2012	61	117,414	6.43	6.1238	5.90	0.9635	113,123	
2012	62	168,144	6.94	6.6095	6.36	0.9622	161,796	
2012	63	60,600	7.45	7.0952	6.84	0.9640	58,420	
2012	64	32,549	7.95	7.5714	7.30	0.9642	31,382	
2012	65	46,749	8.47	8.0667	7.77	0.9632	45,030	
2012	66	136,036	9.23	8.7905	8.47	0.9635	131,077	
2012	67	37,796	10.25	9.7619	9.41	0.9640	36,434	
2012	68	21,343	11.27	10.7333	10.34	0.9634	20,561	
2012	69	158,687	12.29	11.7048	11.28	0.9637	152,928	
2012	70	69,237	13.31	12.6762	12.21	0.9632	66,691	
2013	1	20,660	0.31	0.2952	0.29	0.9823	20,293	
2013	2	6,264	0.41	0.3905	0.38	0.9732	6,096	
2013	3	3,071	0.51	0.4857	0.47	0.9676	2,972	
2013	4	23,276	0.59	0.5619	0.55	0.9788	22,783	
2013	5	10,210	0.66	0.6286	0.61	0.9705	9,908	
2013	6	23,645	0.73	0.6952	0.68	0.9781	23,127	
2013	7	42,404	0.81	0.7714	0.75	0.9722	41,226	
2013	8	64,498	0.87	0.8286	0.81	0.9776	63,052	
2013	10	89,680	0.94	0.8952	0.87	0.9718	87,152	
2013	11	134,196	1.00	0.9524	0.93	0.9765	131,042	

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	Comprehensive
Model	Written Premiums (C'15)	All Deductible	Current	Current	Revised		Ratio x	
Year	Symbol	Total	Rel on '16 base	Rel on '18 base	Rel on '18 base	Ratio	Writ Prem	
2013	12	253,377	1.05	1.0000	0.98	0.9800	248,309	
2013	13	429,454	1.09	1.0381	1.01	0.9729	417,831	
2013	14	308,916	1.14	1.0857	1.06	0.9763	301,600	
2013	15	710,687	1.19	1.1333	1.11	0.9794	696,055	
2013	16	852,757	1.24	1.1810	1.15	0.9738	830,407	
2013	17	1,297,242	1.29	1.2286	1.20	0.9767	1,267,074	
2013	18	1,946,372	1.34	1.2762	1.25	0.9795	1,906,428	
2013	19	2,675,722	1.38	1.3143	1.28	0.9739	2,605,921	
2013	20	1,501,564	1.42	1.3524	1.32	0.9761	1,465,611	
2013	21	2,033,011	1.47	1.4000	1.37	0.9786	1,989,446	
2013	22	1,395,334	1.51	1.4381	1.40	0.9735	1,358,372	
2013	23	3,085,588	1.56	1.4857	1.45	0.9760	3,011,415	
2013	24	1,963,036	1.60	1.5238	1.49	0.9778	1,919,481	
2013	25	1,320,866	1.65	1.5714	1.53	0.9736	1,286,043	
2013	26	1,446,528	1.70	1.6190	1.58	0.9759	1,411,641	
2013	27	1,834,559	1.75	1.6667	1.63	0.9780	1,794,199	
2013	28	1,912,667	1.81	1.7238	1.68	0.9746	1,864,058	
2013	29	1,148,265	1.87	1.7810	1.74	0.9770	1,121,861	
2013	30	2,549,599	1.92	1.8286	1.79	0.9789	2,495,818	
2013	31	919,755	1.98	1.8857	1.84	0.9758	897,458	
2013	32	868,759	2.04	1.9429	1.90	0.9779	849,595	
2013	33	888,343	2.10	2.0000	1.95	0.9750	866,134	
2013	34	541,647	2.15	2.0476	2.00	0.9767	529,051	
2013	35	315,093	2.20	2.0952	2.05	0.9784	308,290	
2013	36	513,114	2.26	2.1524	2.10	0.9757	500,627	
2013	37	775,229	2.34	2.2286	2.18	0.9782	758,333	
2013	38	522,570	2.43	2.3143	2.26	0.9765	510,312	
2013	39	510,866	2.51	2.3905	2.33	0.9747	497,942	
2013	40	458,057	2.59	2.4667	2.41	0.9770	447,534	
2013	41	308,960	2.68	2.5524	2.49	0.9756	301,409	
2013	42	495,849	2.76	2.6286	2.57	0.9777	484,800	
2013	43	347,599	2.84	2.7048	2.64	0.9761	339,276	
2013	44	222,771	2.92	2.7810	2.72	0.9781	217,888	
2013	45	396,961	3.00	2.8571	2.79	0.9765	387,632	
2013	46	523,188	3.10	2.9524	2.88	0.9755	510,361	
2013	47	158,044	3.20	3.0476	2.98	0.9778	154,537	
2013	48	187,092	3.30	3.1429	3.07	0.9768	182,755	
2013	49	134,624	3.40	3.2381	3.16	0.9759	131,377	
2013	50	155,417	3.49	3.3238	3.25	0.9778	151,966	
2013	51	104,593	3.59	3.4190	3.34	0.9769	102,175	
2013	52	170,584	3.69	3.5143	3.43	0.9760	166,493	
2013	53	249,995	3.78	3.6000	3.52	0.9778	244,440	
2013	54	335,573	3.93	3.7429	3.65	0.9752	327,248	
2013	55	357,991	4.12	3.9238	3.83	0.9761	349,432	
2013	56	675,818	4.34	4.1333	4.04	0.9774	660,558	
2013	57	435,957	4.58	4.3619	4.26	0.9766	425,772	
2013	58	234,875	4.94	4.7048	4.59	0.9756	229,146	
2013	59	174,546	5.48	5.2190	5.10	0.9772	170,565	
2013	60	151,819	6.07	5.7810	5.65	0.9773	148,380	
2013	61	177,805	6.63	6.3143	6.17	0.9771	173,742	
2013	62	124,331	7.15	6.8095	6.65	0.9766	121,418	
2013	63	151,834	7.68	7.3143	7.14	0.9762	148,216	
2013	64	74,867	8.20	7.8095	7.63	0.9770	73,146	

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	Comprehensive
Model Year	Written Premiums (C'15) Symbol	All Deductible Total	Current Rel on '16 base	Current Rel on '18 base	Revised Rel on '18 base	Ratio	Ratio x Writ Prem	
2013	65	68,121	8.73	8.3143	8.12	0.9766	66,529	
2013	66	59,068	9.52	9.0667	8.85	0.9761	57,656	
2013	67	83,467	10.57	10.0667	9.83	0.9765	81,505	
2013	68	35,986	11.62	11.0667	10.81	0.9768	35,151	
2013	69	85,299	12.67	12.0667	11.78	0.9762	83,273	
2013	70	134,969	13.72	13.0667	12.76	0.9765	131,801	
2014	1	12,810	0.32	0.3048	0.30	0.9844	12,610	
2014	2	5,836	0.42	0.4000	0.40	1.0000	5,836	
2014	3	1,887	0.53	0.5048	0.49	0.9708	1,832	
2014	4	20,191	0.61	0.5810	0.57	0.9811	19,810	
2014	5	27,505	0.68	0.6476	0.64	0.9882	27,181	
2014	6	24,257	0.75	0.7143	0.71	0.9940	24,111	
2014	7	59,865	0.83	0.7905	0.79	0.9994	59,829	
2014	8	83,202	0.90	0.8571	0.84	0.9800	81,538	
2014	10	219,408	0.97	0.9238	0.91	0.9851	216,128	
2014	11	106,120	1.03	0.9810	0.97	0.9888	104,935	
2014	12	178,129	1.08	1.0286	1.02	0.9917	176,645	
2014	13	392,184	1.12	1.0667	1.06	0.9938	389,733	
2014	14	513,075	1.17	1.1143	1.11	0.9962	511,102	
2014	15	585,403	1.23	1.1714	1.15	0.9817	574,694	
2014	16	765,568	1.28	1.2190	1.20	0.9844	753,606	
2014	17	1,281,784	1.33	1.2667	1.25	0.9868	1,264,918	
2014	18	1,263,051	1.38	1.3143	1.30	0.9891	1,249,322	
2014	19	1,181,548	1.42	1.3524	1.34	0.9908	1,170,731	
2014	20	1,441,372	1.46	1.3905	1.38	0.9925	1,430,512	
2014	21	2,352,155	1.51	1.4381	1.43	0.9944	2,338,914	
2014	22	1,775,718	1.56	1.4857	1.46	0.9827	1,744,984	
2014	23	2,607,220	1.61	1.5333	1.51	0.9848	2,567,545	
2014	24	1,693,572	1.65	1.5714	1.55	0.9864	1,670,478	
2014	25	1,494,347	1.70	1.6190	1.60	0.9882	1,476,766	
2014	26	2,471,025	1.75	1.6667	1.65	0.9900	2,446,315	
2014	27	1,314,575	1.80	1.7143	1.70	0.9917	1,303,620	
2014	28	1,308,460	1.86	1.7714	1.76	0.9935	1,300,018	
2014	29	1,324,079	1.93	1.8381	1.81	0.9847	1,303,840	
2014	30	2,197,400	1.98	1.8857	1.86	0.9864	2,167,435	
2014	31	1,200,448	2.04	1.9429	1.92	0.9882	1,186,325	
2014	32	912,667	2.10	2.0000	1.98	0.9900	903,540	
2014	33	761,770	2.16	2.0571	2.04	0.9917	755,422	
2014	34	874,392	2.21	2.1048	2.09	0.9930	868,259	
2014	35	566,670	2.27	2.1619	2.13	0.9852	558,307	
2014	36	527,375	2.33	2.2190	2.19	0.9869	520,472	
2014	37	380,626	2.41	2.2952	2.27	0.9890	376,441	
2014	38	451,987	2.50	2.3810	2.36	0.9912	448,010	
2014	39	405,107	2.59	2.4667	2.43	0.9851	399,085	
2014	40	334,348	2.67	2.5429	2.51	0.9871	330,028	
2014	41	696,311	2.76	2.6286	2.60	0.9891	688,742	
2014	42	612,559	2.84	2.7048	2.68	0.9908	606,951	
2014	43	422,764	2.93	2.7905	2.75	0.9855	416,632	
2014	44	257,025	3.01	2.8667	2.83	0.9872	253,737	
2014	45	285,764	3.09	2.9429	2.91	0.9888	282,573	
2014	46	143,634	3.19	3.0381	3.01	0.9908	142,306	

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	Comprehensive
Model	Written Premiums (C'15)	All Deductible	Current	Current	Revised		Ratio x	
Year	Symbol	Total	Rel on	Rel on	Rel on	Ratio	Writ Prem	
			'16 base	'18 base	'18 base			
2014	47	424,652	3.30	3.1429	3.10	0.9864	418,861	
2014	48	249,114	3.40	3.2381	3.20	0.9882	246,183	
2014	49	211,960	3.50	3.3333	3.30	0.9900	209,840	
2014	50	406,745	3.59	3.4190	3.39	0.9915	403,289	
2014	51	185,738	3.70	3.5238	3.48	0.9876	183,429	
2014	52	460,625	3.80	3.6190	3.58	0.9892	455,655	
2014	53	180,561	3.89	3.7048	3.67	0.9906	178,867	
2014	54	372,060	4.05	3.8571	3.81	0.9878	367,513	
2014	55	194,300	4.24	4.0381	4.00	0.9906	192,467	
2014	56	502,279	4.47	4.2571	4.21	0.9889	496,717	
2014	57	292,519	4.72	4.4952	4.44	0.9877	288,924	
2014	58	291,190	5.09	4.8476	4.79	0.9881	287,729	
2014	59	312,896	5.64	5.3714	5.32	0.9904	309,900	
2014	60	193,437	6.25	5.9524	5.89	0.9895	191,410	
2014	61	140,186	6.83	6.5048	6.43	0.9885	138,575	
2014	62	169,342	7.36	7.0095	6.94	0.9901	167,662	
2014	63	102,100	7.91	7.5333	7.45	0.9889	100,971	
2014	64	82,659	8.45	8.0476	7.95	0.9879	81,656	
2014	65	54,740	8.99	8.5619	8.47	0.9893	54,152	
2014	66	94,975	9.81	9.3429	9.23	0.9879	93,828	
2014	67	56,347	10.89	10.3714	10.25	0.9883	55,687	
2014	68	51,611	11.97	11.4000	11.27	0.9886	51,022	
2014	69	34,422	13.05	12.4286	12.29	0.9889	34,038	
2014	70	81,701	14.13	13.4571	13.31	0.9891	80,808	
2015	1	7,681	0.33	0.3143	0.31	0.9864	7,576	
2015	2	5,766	0.43	0.4095	0.41	1.0012	5,773	
2015	3	2,867	0.54	0.5143	0.51	0.9917	2,843	
2015	4	594	0.62	0.5905	0.59	0.9992	594	
2015	5	5,951	0.69	0.6571	0.66	1.0043	5,977	
2015	6	9,422	0.77	0.7333	0.73	0.9955	9,379	
2015	7	9,875	0.85	0.8095	0.81	1.0006	9,881	
2015	8	34,055	0.91	0.8667	0.87	1.0038	34,186	
2015	10	104,227	0.99	0.9429	0.94	0.9970	103,911	
2015	11	121,642	1.05	1.0000	1.00	1.0000	121,642	
2015	12	130,283	1.10	1.0476	1.05	1.0023	130,579	
2015	13	124,798	1.14	1.0857	1.09	1.0039	125,291	
2015	14	262,152	1.20	1.1429	1.14	0.9975	261,497	
2015	15	389,887	1.25	1.1905	1.19	0.9996	389,731	
2015	16	485,598	1.30	1.2381	1.24	1.0015	486,345	
2015	17	658,269	1.35	1.2857	1.29	1.0033	660,463	
2015	18	1,120,484	1.41	1.3429	1.34	0.9979	1,118,100	
2015	19	387,627	1.45	1.3810	1.38	0.9993	387,360	
2015	20	1,133,357	1.49	1.4190	1.42	1.0007	1,134,118	
2015	21	1,152,476	1.54	1.4667	1.47	1.0023	1,155,095	
2015	22	1,267,505	1.59	1.5143	1.51	0.9972	1,263,918	
2015	23	1,123,017	1.64	1.5619	1.56	0.9988	1,121,647	
2015	24	2,918,862	1.68	1.6000	1.60	1.0000	2,918,862	
2015	25	1,420,690	1.73	1.6476	1.65	1.0014	1,422,743	
2015	26	1,397,423	1.79	1.7048	1.70	0.9972	1,393,520	
2015	27	1,523,709	1.84	1.7524	1.75	0.9986	1,521,639	
2015	28	810,665	1.90	1.8095	1.81	1.0003	810,878	

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	Comprehensive
Model Year	Written Premiums (C'15) Symbol	All Deductible Total	Current Rel on '16 base	Current Rel on '18 base	Revised Rel on '18 base	Ratio	Ratio x Writ Prem	
2015	29	1,140,778	1.96	1.8667	1.87	1.0018	1,142,815	
2015	30	926,856	2.02	1.9238	1.92	0.9980	925,021	
2015	31	1,258,664	2.08	1.9810	1.98	0.9995	1,258,059	
2015	32	1,574,837	2.14	2.0381	2.04	1.0009	1,576,309	
2015	33	616,263	2.21	2.1048	2.10	0.9977	614,869	
2015	34	846,831	2.26	2.1524	2.15	0.9989	845,894	
2015	35	664,176	2.31	2.2000	2.20	1.0000	664,176	
2015	36	912,331	2.37	2.2571	2.26	1.0013	913,486	
2015	37	707,445	2.46	2.3429	2.34	0.9988	706,582	
2015	38	441,032	2.55	2.4286	2.43	1.0006	441,291	
2015	39	512,977	2.64	2.5143	2.51	0.9983	512,103	
2015	40	419,247	2.72	2.5905	2.59	0.9998	419,170	
2015	41	421,495	2.81	2.6762	2.68	1.0014	422,095	
2015	42	262,133	2.90	2.7619	2.76	0.9993	261,952	
2015	43	624,010	2.98	2.8381	2.84	1.0007	624,429	
2015	44	224,931	3.07	2.9238	2.92	0.9987	224,638	
2015	45	304,480	3.15	3.0000	3.00	1.0000	304,480	
2015	46	170,620	3.26	3.1048	3.10	0.9985	170,358	
2015	47	241,485	3.36	3.2000	3.20	1.0000	241,485	
2015	48	190,799	3.47	3.3048	3.30	0.9986	190,524	
2015	49	234,235	3.57	3.4000	3.40	1.0000	234,235	
2015	50	186,675	3.66	3.4857	3.49	1.0012	186,905	
2015	51	174,802	3.77	3.5905	3.59	0.9999	174,779	
2015	52	154,695	3.87	3.6857	3.69	1.0012	154,875	
2015	53	228,454	3.97	3.7810	3.78	0.9997	228,396	
2015	54	146,386	4.13	3.9333	3.93	0.9992	146,262	
2015	55	184,569	4.33	4.1238	4.12	0.9991	184,398	
2015	56	241,963	4.56	4.3429	4.34	0.9993	241,804	
2015	57	212,669	4.81	4.5810	4.58	0.9998	212,625	
2015	58	330,111	5.19	4.9429	4.94	0.9994	329,920	
2015	59	295,207	5.75	5.4762	5.48	1.0007	295,412	
2015	60	259,536	6.37	6.0667	6.07	1.0005	259,679	
2015	61	143,781	6.96	6.6286	6.63	1.0002	143,812	
2015	62	194,154	7.51	7.1524	7.15	0.9997	194,089	
2015	63	70,051	8.06	7.6762	7.68	1.0005	70,086	
2015	64	98,693	8.61	8.2000	8.20	1.0000	98,693	
2015	65	40,298	9.17	8.7333	8.73	0.9996	40,283	
2015	66	57,842	10.00	9.5238	9.52	0.9996	57,819	
2015	67	42,105	11.10	10.5714	10.57	0.9999	42,099	
2015	68	28,180	12.20	11.6190	11.62	1.0001	28,182	
2015	69	36,116	13.30	12.6667	12.67	1.0003	36,126	
2015	70	70,422	14.41	13.7238	13.72	0.9997	70,402	
Total		479,388,101	offset (3)/(8) =		1.013		473,363,085	

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	
Model Year	Written Premiums (C'15) Symbol	All Deductible Total	Current Rel on '16 base	Current Rel on '18 base	Revised Rel on '18 base	Ratio	Ratio x Writ Prem	Collision
1989	1	16,835	0.13	0.1171	0.13	1.1100	18,687	
1989	2	7,001	0.16	0.1441	0.16	1.1100	7,771	
1989	3	8,780	0.20	0.1802	0.20	1.1100	9,746	
1989	4	15,161	0.22	0.1982	0.22	1.1100	16,829	
1989	5	35,356	0.26	0.2342	0.26	1.1100	39,245	
1989	6	28,839	0.28	0.2523	0.28	1.1100	32,011	
1989	7	118,181	0.31	0.2793	0.31	1.1100	131,181	
1989	8	178,197	0.37	0.3333	0.37	1.1100	197,799	
1989	10	288,752	0.43	0.3874	0.43	1.1100	320,515	
1989	11	220,690	0.47	0.4234	0.47	1.1100	244,966	
1989	12	141,064	0.52	0.4685	0.52	1.1100	156,581	
1989	13	108,102	0.56	0.5045	0.56	1.1100	119,993	
1989	14	94,558	0.62	0.5586	0.62	1.1100	104,959	
1989	15	55,730	0.67	0.6036	0.67	1.1100	61,860	
1989	16	66,299	0.74	0.6667	0.74	1.1100	73,592	
1989	17	64,342	0.78	0.7027	0.78	1.1100	71,420	
1989	18	58,529	0.85	0.7658	0.85	1.1100	64,967	
1989	19	42,678	0.90	0.8108	0.90	1.1100	47,373	
1989	20	27,526	0.96	0.8649	0.96	1.1100	30,554	
1989	21	118,239	1.09	0.9820	1.09	1.1100	131,245	

Model Years 1990-2004 combined

2004	1	60,809	0.27	0.2432	0.27	1.1100	67,498	
2004	2	109,831	0.31	0.2793	0.31	1.1100	121,912	
2004	3	198,615	0.36	0.3243	0.36	1.1100	220,463	
2004	4	424,579	0.39	0.3514	0.39	1.1100	471,283	
2004	5	1,201,360	0.41	0.3694	0.41	1.1100	1,333,510	
2004	6	1,974,491	0.43	0.3874	0.43	1.1100	2,191,685	
2004	7	4,383,393	0.45	0.4054	0.45	1.1100	4,865,566	
2004	8	9,889,346	0.47	0.4234	0.47	1.1100	10,977,174	
2004	10	12,776,814	0.50	0.4505	0.50	1.1100	14,182,264	
2004	11	18,718,042	0.53	0.4775	0.53	1.1100	20,777,027	
2004	12	25,753,596	0.54	0.4865	0.54	1.1100	28,586,492	
2004	13	24,146,572	0.56	0.5045	0.56	1.1100	26,802,695	
2004	14	26,320,201	0.60	0.5405	0.60	1.1100	29,215,423	
2004	15	22,722,312	0.63	0.5676	0.63	1.1100	25,221,766	
2004	16	16,758,919	0.65	0.5856	0.65	1.1100	18,602,400	
2004	17	11,105,304	0.68	0.6126	0.68	1.1100	12,326,887	
2004	18	9,305,391	0.71	0.6396	0.71	1.1100	10,328,984	
2004	19	5,567,101	0.75	0.6757	0.75	1.1100	6,179,482	
2004	20	5,034,914	0.77	0.6937	0.77	1.1100	5,588,755	
2004	21	3,610,760	0.80	0.7207	0.80	1.1100	4,007,944	
2004	22	3,214,589	0.85	0.7658	0.85	1.1100	3,568,194	
2004	23	2,161,704	0.88	0.7928	0.88	1.1100	2,399,491	
2004	24	1,886,232	0.92	0.8288	0.92	1.1100	2,093,718	
2004	25	907,872	0.99	0.8919	0.99	1.1100	1,007,738	
2004	26	839,263	1.08	0.9730	1.08	1.1100	931,582	
2004	27	815,719	1.12	1.0090	1.12	1.1100	905,448	
2005	1	1,769	0.33	0.2973	0.27	0.9082	1,607	
2005	2	482	0.37	0.3333	0.31	0.9300	448	

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	
Model Year	Written Premiums (C'15) Symbol	All Deductible Total	Current Rel on '16 base	Current Rel on '18 base	Revised Rel on '18 base	Ratio	Ratio x Writ Prem	Collision
2005	3	603	0.43	0.3874	0.36	0.9293	560	
2005	4	968	0.47	0.4234	0.39	0.9211	892	
2005	5	1,605	0.50	0.4505	0.41	0.9102	1,461	
2005	6	258,298	0.52	0.4685	0.43	0.9179	237,088	
2005	7	170,573	0.55	0.4955	0.45	0.9082	154,911	
2005	8	2,011,968	0.57	0.5135	0.47	0.9153	1,841,480	
2005	10	2,106,362	0.61	0.5495	0.50	0.9098	1,916,444	
2005	11	3,997,880	0.64	0.5766	0.53	0.9192	3,674,926	
2005	12	4,965,722	0.66	0.5946	0.54	0.9082	4,509,778	
2005	13	5,785,711	0.68	0.6126	0.56	0.9141	5,288,821	
2005	14	9,124,066	0.72	0.6486	0.60	0.9250	8,439,761	
2005	15	5,106,348	0.76	0.6847	0.63	0.9201	4,698,512	
2005	16	4,476,095	0.79	0.7117	0.65	0.9133	4,087,978	
2005	17	5,122,156	0.82	0.7387	0.68	0.9205	4,714,882	
2005	18	2,293,496	0.87	0.7838	0.71	0.9059	2,077,591	
2005	19	2,142,501	0.91	0.8198	0.75	0.9148	1,960,035	
2005	20	1,388,291	0.93	0.8378	0.77	0.9190	1,275,884	
2005	21	871,978	0.97	0.8739	0.80	0.9155	798,264	
2005	22	663,444	1.03	0.9279	0.85	0.9160	607,728	
2005	23	410,263	1.07	0.9640	0.88	0.9129	374,528	
2005	24	391,887	1.11	1.0000	0.92	0.9200	360,536	
2005	25	174,254	1.20	1.0811	0.99	0.9158	159,573	
2005	26	127,663	1.31	1.1802	1.08	0.9151	116,826	
2005	27	143,763	1.36	1.2252	1.12	0.9141	131,416	
2006	1	2,411	0.35	0.3153	0.27	0.8563	2,065	
2006	2	104	0.40	0.3604	0.31	0.8603	89	
2006	3	25	0.46	0.4144	0.36	0.8687	22	
2006	4	1,952	0.50	0.4505	0.39	0.8658	1,690	
2006	5	37,310	0.54	0.4865	0.41	0.8428	31,444	
2006	6	188,773	0.56	0.5045	0.43	0.8523	160,895	
2006	7	265,982	0.59	0.5315	0.45	0.8466	225,183	
2006	8	2,001,628	0.61	0.5495	0.47	0.8552	1,711,884	
2006	10	2,024,067	0.65	0.5856	0.50	0.8538	1,728,242	
2006	11	5,734,412	0.68	0.6126	0.53	0.8651	4,961,110	
2006	12	5,310,875	0.70	0.6306	0.54	0.8563	4,547,626	
2006	13	6,262,771	0.73	0.6577	0.56	0.8515	5,332,792	
2006	14	7,001,092	0.77	0.6937	0.60	0.8649	6,055,490	
2006	15	8,456,716	0.82	0.7387	0.63	0.8528	7,211,929	
2006	16	6,011,873	0.85	0.7658	0.65	0.8488	5,103,019	
2006	17	6,545,725	0.88	0.7928	0.68	0.8577	5,614,447	
2006	18	4,951,888	0.93	0.8378	0.71	0.8474	4,196,326	
2006	19	3,197,446	0.97	0.8739	0.75	0.8582	2,744,200	
2006	20	2,930,484	1.00	0.9009	0.77	0.8547	2,504,685	
2006	21	1,694,008	1.04	0.9369	0.80	0.8538	1,446,422	
2006	22	889,783	1.10	0.9910	0.85	0.8577	763,191	
2006	23	373,853	1.14	1.0270	0.88	0.8568	320,333	
2006	24	589,154	1.19	1.0721	0.92	0.8582	505,583	
2006	25	347,341	1.29	1.1622	0.99	0.8519	295,886	
2006	26	146,353	1.40	1.2613	1.08	0.8563	125,320	
2006	27	293,231	1.46	1.3153	1.12	0.8515	249,688	

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	Collision
Model Year	Written Premiums (C'15) Symbol	All Deductible Total	Current Rel on '16 base	Current Rel on '18 base	Revised Rel on '18 base	Ratio	Ratio x Writ Prem	
2007	1	1,256	0.38	0.3423	0.33	0.9639	1,211	
2007	2	620	0.43	0.3874	0.37	0.9551	592	
2007	3	323	0.50	0.4505	0.43	0.9546	308	
2007	4	17,596	0.54	0.4865	0.47	0.9661	17,000	
2007	5	25,691	0.58	0.5225	0.50	0.9569	24,584	
2007	6	179,305	0.61	0.5495	0.52	0.9462	169,664	
2007	7	990,041	0.63	0.5676	0.55	0.9690	959,397	
2007	8	1,766,098	0.66	0.5946	0.57	0.9586	1,693,046	
2007	10	5,125,703	0.71	0.6396	0.61	0.9537	4,888,188	
2007	11	4,753,514	0.74	0.6667	0.64	0.9600	4,563,373	
2007	12	7,665,621	0.76	0.6847	0.66	0.9639	7,389,255	
2007	13	8,445,057	0.79	0.7117	0.68	0.9554	8,068,771	
2007	14	9,416,292	0.84	0.7568	0.72	0.9514	8,958,929	
2007	15	8,878,219	0.88	0.7928	0.76	0.9586	8,510,984	
2007	16	8,708,516	0.92	0.8288	0.79	0.9532	8,300,541	
2007	17	3,823,933	0.95	0.8559	0.82	0.9581	3,663,730	
2007	18	4,440,238	1.00	0.9009	0.87	0.9657	4,287,938	
2007	19	2,874,618	1.05	0.9459	0.91	0.9620	2,765,383	
2007	20	2,266,738	1.08	0.9730	0.93	0.9558	2,166,624	
2007	21	1,607,445	1.13	1.0180	0.97	0.9528	1,531,625	
2007	22	691,547	1.19	1.0721	1.03	0.9608	664,408	
2007	23	1,110,962	1.23	1.1081	1.07	0.9656	1,072,756	
2007	24	829,689	1.29	1.1622	1.11	0.9551	792,449	
2007	25	329,696	1.39	1.2523	1.20	0.9583	315,939	
2007	26	68,810	1.51	1.3604	1.31	0.9630	66,263	
2007	27	610,156	1.58	1.4234	1.36	0.9554	582,969	
2008	1	2,313	0.41	0.3694	0.35	0.9476	2,192	
2008	2	421	0.46	0.4144	0.40	0.9652	406	
2008	3	597	0.53	0.4775	0.46	0.9634	575	
2008	4	659	0.57	0.5135	0.50	0.9737	642	
2008	5	212,210	0.62	0.5586	0.54	0.9668	205,159	
2008	6	406,033	0.64	0.5766	0.56	0.9713	394,360	
2008	7	1,393,968	0.67	0.6036	0.59	0.9775	1,362,552	
2008	8	1,588,455	0.70	0.6306	0.61	0.9673	1,536,490	
2008	10	3,135,513	0.75	0.6757	0.65	0.9620	3,016,364	
2008	11	3,920,707	0.78	0.7027	0.68	0.9677	3,794,038	
2008	12	7,948,951	0.81	0.7297	0.70	0.9593	7,625,105	
2008	13	6,649,987	0.84	0.7568	0.73	0.9646	6,414,862	
2008	14	8,878,011	0.89	0.8018	0.77	0.9603	8,525,883	
2008	15	9,267,879	0.94	0.8468	0.82	0.9683	8,974,068	
2008	16	9,043,419	0.97	0.8739	0.85	0.9727	8,796,357	
2008	17	4,648,523	1.01	0.9099	0.88	0.9671	4,495,720	
2008	18	3,253,015	1.06	0.9550	0.93	0.9739	3,168,007	
2008	19	3,653,178	1.11	1.0000	0.97	0.9700	3,543,583	
2008	20	2,464,334	1.15	1.0360	1.00	0.9652	2,378,618	
2008	21	1,694,468	1.20	1.0811	1.04	0.9620	1,630,078	
2008	22	1,842,607	1.26	1.1351	1.10	0.9690	1,785,574	
2008	23	1,628,923	1.31	1.1802	1.14	0.9660	1,573,465	
2008	24	609,758	1.37	1.2342	1.19	0.9642	587,905	
2008	25	424,984	1.48	1.3333	1.29	0.9675	411,172	

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	Collision
Model Year	Written Premiums (C'15) Symbol	All Deductible Total	Current Rel on '16 base	Current Rel on '18 base	Revised Rel on '18 base	Ratio	Ratio x Writ Prem	
2008	26	125,304	1.60	1.4414	1.40	0.9713	121,702	
2008	27	452,391	1.67	1.5045	1.46	0.9704	439,009	
2009	1	1,188	0.44	0.3964	0.38	0.9586	1,139	
2009	2	727	0.49	0.4414	0.43	0.9741	708	
2009	3	183	0.57	0.5135	0.50	0.9737	178	
2009	4	401	0.62	0.5586	0.54	0.9668	388	
2009	5	83,710	0.66	0.5946	0.58	0.9755	81,655	
2009	6	162,298	0.69	0.6216	0.61	0.9813	159,264	
2009	7	133,981	0.72	0.6486	0.63	0.9713	130,129	
2009	8	924,802	0.75	0.6757	0.66	0.9768	903,347	
2009	10	1,538,236	0.80	0.7207	0.71	0.9851	1,515,355	
2009	11	2,026,229	0.84	0.7568	0.74	0.9779	1,981,363	
2009	12	4,904,833	0.86	0.7748	0.76	0.9809	4,811,299	
2009	13	4,964,197	0.90	0.8108	0.79	0.9743	4,836,783	
2009	14	6,482,849	0.95	0.8559	0.84	0.9815	6,362,746	
2009	15	9,547,897	1.01	0.9099	0.88	0.9671	9,234,045	
2009	16	7,496,898	1.04	0.9369	0.92	0.9819	7,361,377	
2009	17	2,777,519	1.08	0.9730	0.95	0.9764	2,711,939	
2009	18	1,977,623	1.14	1.0270	1.00	0.9737	1,925,580	
2009	19	2,668,948	1.19	1.0721	1.05	0.9794	2,613,999	
2009	20	2,329,777	1.23	1.1081	1.08	0.9746	2,270,680	
2009	21	1,692,368	1.28	1.1532	1.13	0.9799	1,658,388	
2009	22	889,234	1.35	1.2162	1.19	0.9784	870,066	
2009	23	745,740	1.40	1.2613	1.23	0.9752	727,256	
2009	24	498,677	1.46	1.3153	1.29	0.9808	489,079	
2009	25	272,297	1.58	1.4234	1.39	0.9765	265,903	
2009	26	86,119	1.72	1.5495	1.51	0.9745	83,921	
2009	27	331,813	1.79	1.6126	1.58	0.9798	325,103	
2010	1	1,708	0.47	0.4234	0.41	0.9683	1,654	
2010	2	416	0.53	0.4775	0.46	0.9634	401	
2010	3	501	0.62	0.5586	0.53	0.9489	475	
2010	4	1,773	0.66	0.5946	0.57	0.9586	1,700	
2010	5	134,126	0.71	0.6396	0.62	0.9693	130,008	
2010	6	25,015	0.75	0.6757	0.64	0.9472	23,694	
2010	7	479,465	0.78	0.7027	0.67	0.9535	457,151	
2010	8	893,319	0.81	0.7297	0.70	0.9593	856,925	
2010	10	1,754,089	0.87	0.7838	0.75	0.9569	1,678,482	
2010	11	3,313,392	0.91	0.8198	0.78	0.9514	3,152,456	
2010	12	4,661,749	0.93	0.8378	0.81	0.9668	4,506,859	
2010	13	7,935,257	0.97	0.8739	0.84	0.9612	7,627,664	
2010	14	9,288,674	1.03	0.9279	0.89	0.9591	8,909,011	
2010	15	13,745,169	1.09	0.9820	0.94	0.9572	13,157,531	
2010	16	9,222,751	1.13	1.0180	0.97	0.9528	8,787,731	
2010	17	3,175,434	1.17	1.0541	1.01	0.9582	3,042,717	
2010	18	2,883,567	1.23	1.1081	1.06	0.9566	2,758,378	
2010	19	3,952,628	1.29	1.1622	1.11	0.9551	3,775,219	
2010	20	2,895,897	1.33	1.1982	1.15	0.9598	2,779,408	
2010	21	1,479,939	1.39	1.2523	1.20	0.9583	1,418,186	
2010	22	2,003,823	1.46	1.3153	1.26	0.9579	1,919,553	

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	
Model Year	Written Premiums (C'15) Symbol	All Deductible Total	Current Rel on '16 base	Current Rel on '18 base	Revised Rel on '18 base	Ratio	Ratio x Writ Prem	Collision
2010	23	1,057,356	1.51	1.3604	1.31	0.9630	1,018,213	
2010	24	455,998	1.58	1.4234	1.37	0.9625	438,884	
2010	25	412,443	1.71	1.5405	1.48	0.9607	396,235	
2010	26	107,472	1.85	1.6667	1.60	0.9600	103,173	
2010	27	400,872	1.94	1.7477	1.67	0.9555	383,039	
2011	1	144,438	0.38	0.3423	0.33	0.9639	139,231	
2011	2	103,048	0.51	0.4595	0.44	0.9576	98,684	
2011	3	83,571	0.56	0.5045	0.48	0.9514	79,512	
2011	4	348,170	0.65	0.5856	0.56	0.9563	332,958	
2011	5	327,649	0.71	0.6396	0.62	0.9693	317,589	
2011	6	697,421	0.75	0.6757	0.65	0.9620	670,919	
2011	7	840,269	0.78	0.7027	0.68	0.9677	813,122	
2011	8	630,243	0.82	0.7387	0.71	0.9611	605,725	
2011	10	1,175,952	0.84	0.7568	0.73	0.9646	1,134,374	
2011	11	1,752,947	0.87	0.7838	0.75	0.9569	1,677,389	
2011	12	1,651,751	0.90	0.8108	0.78	0.9620	1,588,984	
2011	13	1,687,298	0.93	0.8378	0.80	0.9548	1,611,097	
2011	14	1,482,483	0.96	0.8649	0.83	0.9597	1,422,720	
2011	15	2,327,117	0.97	0.8739	0.84	0.9612	2,236,911	
2011	16	1,874,945	0.98	0.8829	0.85	0.9628	1,805,113	
2011	17	3,077,734	1.00	0.9009	0.86	0.9546	2,938,005	
2011	18	1,647,016	1.03	0.9279	0.89	0.9591	1,579,696	
2011	19	2,009,212	1.04	0.9369	0.90	0.9606	1,930,003	
2011	20	3,000,086	1.07	0.9640	0.92	0.9544	2,863,260	
2011	21	1,886,253	1.10	0.9910	0.95	0.9586	1,808,231	
2011	22	4,760,865	1.11	1.0000	0.96	0.9600	4,570,430	
2011	23	7,273,445	1.13	1.0180	0.98	0.9627	7,001,817	
2011	24	2,010,532	1.16	1.0450	1.00	0.9569	1,923,871	
2011	25	2,118,218	1.17	1.0541	1.01	0.9582	2,029,687	
2011	26	2,855,088	1.18	1.0631	1.02	0.9595	2,739,433	
2011	27	2,389,088	1.20	1.0811	1.04	0.9620	2,298,303	
2011	28	4,504,973	1.21	1.0901	1.04	0.9540	4,297,968	
2011	29	3,210,066	1.23	1.1081	1.06	0.9566	3,070,702	
2011	30	2,285,105	1.24	1.1171	1.07	0.9578	2,188,725	
2011	31	1,544,080	1.25	1.1261	1.08	0.9590	1,480,834	
2011	32	1,434,481	1.28	1.1532	1.10	0.9539	1,368,360	
2011	33	1,015,891	1.30	1.1712	1.12	0.9563	971,504	
2011	34	1,006,714	1.31	1.1802	1.13	0.9575	963,909	
2011	35	1,767,965	1.33	1.1982	1.15	0.9598	1,696,848	
2011	36	2,184,926	1.35	1.2162	1.16	0.9538	2,083,934	
2011	37	535,005	1.37	1.2342	1.19	0.9642	515,831	
2011	38	642,324	1.39	1.2523	1.20	0.9583	615,522	
2011	39	753,124	1.40	1.2613	1.21	0.9594	722,515	
2011	40	541,232	1.42	1.2793	1.22	0.9537	516,152	
2011	41	695,440	1.44	1.2973	1.24	0.9558	664,725	
2011	42	563,047	1.45	1.3063	1.25	0.9569	538,778	
2011	43	376,582	1.47	1.3243	1.27	0.9590	361,134	
2011	44	1,148,105	1.48	1.3333	1.28	0.9600	1,102,181	
2011	45	568,792	1.51	1.3604	1.30	0.9556	543,554	
2011	46	576,008	1.52	1.3694	1.31	0.9566	551,035	
2011	47	1,150,069	1.54	1.3874	1.33	0.9586	1,102,498	

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	
Model Year	Written Premiums (C'15) Symbol	All Deductible Total	Current Rel on '16 base	Current Rel on '18 base	Revised Rel on '18 base	Ratio	Ratio x Writ Prem	Collision
2011	48	1,140,478	1.56	1.4054	1.34	0.9535	1,087,402	
2011	49	465,958	1.57	1.4144	1.36	0.9615	448,032	
2011	50	510,353	1.59	1.4324	1.37	0.9564	488,109	
2011	51	611,785	1.61	1.4505	1.39	0.9583	586,288	
2011	52	160,838	1.62	1.4595	1.40	0.9593	154,285	
2011	53	419,782	1.64	1.4775	1.41	0.9543	400,610	
2011	54	239,643	1.65	1.4865	1.43	0.9620	230,537	
2011	55	225,694	1.68	1.5135	1.45	0.9580	216,223	
2011	56	464,704	1.71	1.5405	1.47	0.9542	443,425	
2011	57	761,637	1.74	1.5676	1.50	0.9569	728,808	
2011	58	274,987	1.79	1.6126	1.55	0.9612	264,310	
2011	59	297,697	1.86	1.6757	1.61	0.9608	286,029	
2011	60	243,409	1.94	1.7477	1.67	0.9555	232,581	
2011	61	220,259	2.00	1.8018	1.73	0.9602	211,482	
2011	62	185,875	2.04	1.8378	1.76	0.9576	178,003	
2011	63	158,476	2.08	1.8739	1.79	0.9552	151,383	
2011	64	133,726	2.12	1.9099	1.83	0.9582	128,131	
2011	65	147,557	2.17	1.9550	1.87	0.9565	141,145	
2011	66	64,167	2.23	2.0090	1.92	0.9557	61,324	
2011	67	36,191	2.31	2.0811	2.00	0.9610	34,781	
2011	68	15,962	2.40	2.1622	2.07	0.9574	15,282	
2011	69	22,088	2.49	2.2432	2.15	0.9584	21,170	
2011	70	13,358	2.58	2.3243	2.22	0.9551	12,758	
2012	1	145,550	0.41	0.3694	0.36	0.9746	141,858	
2012	2	133,882	0.55	0.4955	0.48	0.9687	129,695	
2012	3	97,856	0.60	0.5405	0.52	0.9620	94,137	
2012	4	153,967	0.70	0.6306	0.61	0.9673	148,930	
2012	5	243,022	0.76	0.6847	0.66	0.9639	234,260	
2012	6	358,942	0.80	0.7207	0.70	0.9713	348,622	
2012	7	506,576	0.84	0.7568	0.73	0.9646	488,665	
2012	8	732,522	0.87	0.7838	0.76	0.9697	710,294	
2012	10	1,255,444	0.90	0.8108	0.79	0.9743	1,223,221	
2012	11	753,928	0.93	0.8378	0.81	0.9668	728,878	
2012	12	2,263,377	0.97	0.8739	0.84	0.9612	2,175,642	
2012	13	1,714,937	1.00	0.9009	0.87	0.9657	1,656,115	
2012	14	1,839,835	1.02	0.9189	0.89	0.9685	1,781,934	
2012	15	2,028,073	1.04	0.9369	0.91	0.9713	1,969,766	
2012	16	2,158,449	1.05	0.9459	0.92	0.9726	2,099,246	
2012	17	3,144,444	1.07	0.9640	0.93	0.9648	3,033,654	
2012	18	2,599,084	1.10	0.9910	0.96	0.9687	2,517,804	
2012	19	1,512,569	1.12	1.0090	0.97	0.9613	1,454,092	
2012	20	2,488,685	1.14	1.0270	1.00	0.9737	2,423,193	
2012	21	2,701,961	1.17	1.0541	1.02	0.9677	2,614,667	
2012	22	1,878,833	1.19	1.0721	1.04	0.9701	1,822,626	
2012	23	3,028,239	1.21	1.0901	1.05	0.9632	2,916,870	
2012	24	7,325,367	1.24	1.1171	1.08	0.9668	7,081,976	
2012	25	3,977,727	1.25	1.1261	1.09	0.9679	3,850,122	
2012	26	2,458,816	1.26	1.1351	1.10	0.9690	2,382,710	
2012	27	4,813,403	1.28	1.1532	1.12	0.9713	4,675,018	
2012	28	2,065,994	1.29	1.1622	1.13	0.9723	2,008,819	
2012	29	7,694,261	1.31	1.1802	1.14	0.9660	7,432,304	

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	
Model Year	Written Premiums (C'15) Symbol	All Deductible Total	Current Rel on '16 base	Current Rel on '18 base	Revised Rel on '18 base	Ratio	Ratio x Writ Prem	Collision
2012	30	3,500,926	1.32	1.1892	1.15	0.9670	3,385,555	
2012	31	3,620,016	1.34	1.2072	1.17	0.9692	3,508,444	
2012	32	4,036,147	1.37	1.2342	1.19	0.9642	3,891,494	
2012	33	3,038,147	1.39	1.2523	1.21	0.9663	2,935,637	
2012	34	2,553,942	1.40	1.2613	1.22	0.9673	2,470,392	
2012	35	1,199,385	1.42	1.2793	1.24	0.9693	1,162,559	
2012	36	2,901,420	1.44	1.2973	1.26	0.9713	2,818,004	
2012	37	1,883,428	1.47	1.3243	1.28	0.9665	1,820,391	
2012	38	629,708	1.49	1.3423	1.30	0.9685	609,845	
2012	39	912,008	1.50	1.3514	1.30	0.9620	877,352	
2012	40	1,343,782	1.52	1.3694	1.32	0.9639	1,295,335	
2012	41	1,429,920	1.53	1.3784	1.34	0.9722	1,390,107	
2012	42	1,097,161	1.55	1.3964	1.35	0.9668	1,060,707	
2012	43	351,758	1.57	1.4144	1.37	0.9686	340,712	
2012	44	523,331	1.58	1.4234	1.38	0.9695	507,366	
2012	45	938,499	1.61	1.4505	1.40	0.9652	905,856	
2012	46	476,135	1.63	1.4685	1.42	0.9670	460,420	
2012	47	496,158	1.65	1.4865	1.43	0.9620	477,304	
2012	48	689,091	1.66	1.4955	1.45	0.9696	668,128	
2012	49	612,897	1.68	1.5135	1.47	0.9713	595,276	
2012	50	991,331	1.70	1.5315	1.48	0.9664	957,976	
2012	51	356,208	1.72	1.5495	1.50	0.9680	344,818	
2012	52	529,515	1.73	1.5586	1.51	0.9688	513,017	
2012	53	135,589	1.75	1.5766	1.52	0.9641	130,723	
2012	54	827,321	1.77	1.5946	1.54	0.9658	798,996	
2012	55	128,952	1.79	1.6126	1.56	0.9674	124,745	
2012	56	434,730	1.82	1.6396	1.59	0.9697	421,569	
2012	57	362,897	1.86	1.6757	1.62	0.9668	350,839	
2012	58	471,479	1.92	1.7297	1.67	0.9655	455,198	
2012	59	315,932	1.99	1.7928	1.73	0.9650	304,866	
2012	60	194,283	2.07	1.8649	1.81	0.9706	188,567	
2012	61	201,808	2.14	1.9279	1.86	0.9648	194,698	
2012	62	131,677	2.19	1.9730	1.90	0.9630	126,807	
2012	63	284,592	2.22	2.0000	1.94	0.9700	276,054	
2012	64	146,542	2.27	2.0450	1.98	0.9682	141,881	
2012	65	242,841	2.32	2.0901	2.02	0.9665	234,697	
2012	66	148,115	2.38	2.1441	2.07	0.9654	142,993	
2012	67	21,171	2.47	2.2252	2.15	0.9662	20,455	
2012	68	42,397	2.57	2.3153	2.24	0.9675	41,018	
2012	69	20,977	2.66	2.3964	2.32	0.9681	20,308	
2012	70	17,845	2.75	2.4775	2.40	0.9687	17,287	
2013	1	160,295	0.44	0.3964	0.38	0.9586	153,665	
2013	2	145,428	0.59	0.5315	0.51	0.9595	139,537	
2013	3	69,225	0.64	0.5766	0.56	0.9713	67,235	
2013	4	38,911	0.75	0.6757	0.65	0.9620	37,432	
2013	5	220,407	0.82	0.7387	0.71	0.9611	211,833	
2013	6	408,061	0.86	0.7748	0.75	0.9680	395,013	
2013	7	635,263	0.90	0.8108	0.78	0.9620	611,123	
2013	8	885,426	0.94	0.8468	0.82	0.9683	857,356	
2013	10	996,399	0.97	0.8739	0.84	0.9612	957,776	
2013	11	1,903,735	1.00	0.9009	0.87	0.9657	1,838,437	

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	
Model Year	Written Premiums (C'15) Symbol	All Deductible Total	Current Rel on '16 base	Current Rel on '18 base	Revised Rel on '18 base	Ratio	Ratio x Writ Prem	Collision
2013	12	869,488	1.04	0.9369	0.90	0.9606	835,210	
2013	13	1,751,119	1.07	0.9640	0.93	0.9648	1,689,421	
2013	14	2,086,734	1.10	0.9910	0.96	0.9687	2,021,476	
2013	15	2,119,152	1.12	1.0090	0.97	0.9613	2,037,224	
2013	16	2,496,137	1.13	1.0180	0.98	0.9627	2,402,918	
2013	17	2,262,650	1.15	1.0360	1.00	0.9652	2,183,949	
2013	18	3,588,186	1.18	1.0631	1.03	0.9689	3,476,587	
2013	19	2,421,582	1.20	1.0811	1.04	0.9620	2,329,562	
2013	20	2,797,133	1.23	1.1081	1.07	0.9656	2,700,939	
2013	21	3,134,069	1.26	1.1351	1.10	0.9690	3,037,062	
2013	22	2,738,763	1.28	1.1532	1.11	0.9626	2,636,273	
2013	23	1,654,122	1.30	1.1712	1.13	0.9648	1,595,973	
2013	24	4,362,959	1.33	1.1982	1.16	0.9681	4,223,869	
2013	25	3,352,613	1.34	1.2072	1.17	0.9692	3,249,282	
2013	26	8,955,781	1.36	1.2252	1.18	0.9631	8,625,207	
2013	27	2,317,397	1.38	1.2432	1.20	0.9652	2,236,792	
2013	28	3,638,526	1.39	1.2523	1.21	0.9663	3,515,758	
2013	29	7,476,976	1.41	1.2703	1.23	0.9683	7,239,940	
2013	30	4,463,100	1.42	1.2793	1.24	0.9693	4,326,064	
2013	31	6,922,865	1.44	1.2973	1.25	0.9635	6,670,469	
2013	32	4,975,939	1.47	1.3243	1.28	0.9665	4,809,397	
2013	33	3,610,643	1.49	1.3423	1.30	0.9685	3,496,750	
2013	34	2,355,494	1.51	1.3604	1.31	0.9630	2,268,294	
2013	35	1,942,044	1.53	1.3784	1.33	0.9649	1,873,882	
2013	36	1,430,102	1.55	1.3964	1.35	0.9668	1,382,586	
2013	37	1,259,180	1.58	1.4234	1.37	0.9625	1,211,921	
2013	38	1,525,283	1.60	1.4414	1.39	0.9643	1,470,849	
2013	39	709,332	1.61	1.4505	1.40	0.9652	684,660	
2013	40	1,395,897	1.63	1.4685	1.42	0.9670	1,349,824	
2013	41	1,501,557	1.65	1.4865	1.44	0.9687	1,454,599	
2013	42	1,036,912	1.67	1.5045	1.45	0.9638	999,347	
2013	43	711,279	1.69	1.5225	1.47	0.9655	686,742	
2013	44	857,175	1.70	1.5315	1.48	0.9664	828,334	
2013	45	665,039	1.73	1.5586	1.51	0.9688	644,319	
2013	46	262,751	1.75	1.5766	1.52	0.9641	253,322	
2013	47	940,062	1.77	1.5946	1.54	0.9658	907,877	
2013	48	592,810	1.79	1.6126	1.56	0.9674	573,469	
2013	49	547,832	1.81	1.6306	1.57	0.9628	527,462	
2013	50	950,829	1.83	1.6486	1.59	0.9644	917,004	
2013	51	1,560,767	1.85	1.6667	1.61	0.9660	1,507,701	
2013	52	270,665	1.86	1.6757	1.62	0.9668	261,672	
2013	53	762,299	1.88	1.6937	1.64	0.9683	738,132	
2013	54	461,750	1.90	1.7117	1.65	0.9639	445,103	
2013	55	634,925	1.93	1.7387	1.68	0.9662	613,476	
2013	56	811,691	1.96	1.7658	1.71	0.9684	786,056	
2013	57	652,735	2.00	1.8018	1.74	0.9657	630,346	
2013	58	715,073	2.06	1.8559	1.79	0.9645	689,698	
2013	59	355,889	2.14	1.9279	1.86	0.9648	343,350	
2013	60	393,674	2.23	2.0090	1.94	0.9657	380,151	
2013	61	157,557	2.30	2.0721	2.00	0.9652	152,077	
2013	62	138,373	2.35	2.1171	2.04	0.9636	133,333	
2013	63	318,620	2.39	2.1532	2.08	0.9660	307,795	
2013	64	129,902	2.44	2.1982	2.12	0.9644	125,281	

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2013	65	305,733	2.49	2.2432	2.17	0.9673	295,751	
2013	66	249,837	2.56	2.3063	2.23	0.9669	241,571	
2013	67	83,762	2.66	2.3964	2.31	0.9639	80,742	
2013	68	63,309	2.76	2.4865	2.40	0.9652	61,107	
2013	69	54,081	2.86	2.5766	2.49	0.9664	52,264	
2013	70	33,299	2.96	2.6667	2.58	0.9675	32,217	
2014	1	182,361	0.47	0.4234	0.41	0.9683	176,580	
2014	2	147,524	0.63	0.5676	0.55	0.9690	142,958	
2014	3	42,122	0.68	0.6126	0.60	0.9794	41,255	
2014	4	295,559	0.80	0.7207	0.70	0.9713	287,062	
2014	5	264,066	0.88	0.7928	0.76	0.9586	253,143	
2014	6	371,063	0.92	0.8288	0.80	0.9652	358,156	
2014	7	389,358	0.96	0.8649	0.84	0.9713	378,164	
2014	8	802,429	1.01	0.9099	0.87	0.9561	767,233	
2014	10	1,208,400	1.04	0.9369	0.90	0.9606	1,160,761	
2014	11	1,264,807	1.07	0.9640	0.93	0.9648	1,220,243	
2014	12	1,568,898	1.11	1.0000	0.97	0.9700	1,521,831	
2014	13	2,079,550	1.14	1.0270	1.00	0.9737	2,024,825	
2014	14	1,745,786	1.18	1.0631	1.02	0.9595	1,675,067	
2014	15	3,661,857	1.20	1.0811	1.04	0.9620	3,522,706	
2014	16	1,923,369	1.21	1.0901	1.05	0.9632	1,852,634	
2014	17	2,903,388	1.23	1.1081	1.07	0.9656	2,803,540	
2014	18	3,125,568	1.26	1.1351	1.10	0.9690	3,028,824	
2014	19	1,982,989	1.28	1.1532	1.12	0.9713	1,925,978	
2014	20	2,473,621	1.32	1.1892	1.14	0.9586	2,371,303	
2014	21	3,240,645	1.35	1.2162	1.17	0.9620	3,117,500	
2014	22	1,958,001	1.37	1.2342	1.19	0.9642	1,887,827	
2014	23	2,569,561	1.39	1.2523	1.21	0.9663	2,482,861	
2014	24	2,960,561	1.42	1.2793	1.24	0.9693	2,869,659	
2014	25	3,902,123	1.43	1.2883	1.25	0.9703	3,786,151	
2014	26	3,515,858	1.46	1.3153	1.26	0.9579	3,367,999	
2014	27	4,260,151	1.48	1.3333	1.28	0.9600	4,089,745	
2014	28	3,017,432	1.49	1.3423	1.29	0.9610	2,899,772	
2014	29	5,230,693	1.51	1.3604	1.31	0.9630	5,037,053	
2014	30	6,015,272	1.52	1.3694	1.32	0.9639	5,798,406	
2014	31	8,623,840	1.54	1.3874	1.34	0.9658	8,329,285	
2014	32	4,629,869	1.57	1.4144	1.37	0.9686	4,484,485	
2014	33	3,231,592	1.59	1.4324	1.39	0.9704	3,135,864	
2014	34	4,008,951	1.62	1.4595	1.40	0.9593	3,845,623	
2014	35	1,392,690	1.64	1.4775	1.42	0.9611	1,338,511	
2014	36	1,539,594	1.66	1.4955	1.44	0.9629	1,482,462	
2014	37	1,002,131	1.69	1.5225	1.47	0.9655	967,560	
2014	38	1,381,750	1.71	1.5405	1.49	0.9672	1,336,419	
2014	39	919,692	1.72	1.5495	1.50	0.9680	890,283	
2014	40	1,351,042	1.74	1.5676	1.52	0.9697	1,310,045	
2014	41	966,151	1.77	1.5946	1.53	0.9595	927,014	
2014	42	1,083,216	1.79	1.6126	1.55	0.9612	1,041,158	
2014	43	801,855	1.81	1.6306	1.57	0.9628	772,040	
2014	44	1,094,473	1.82	1.6396	1.58	0.9636	1,054,663	
2014	45	790,355	1.85	1.6667	1.61	0.9660	763,483	
2014	46	381,643	1.87	1.6847	1.63	0.9675	369,255	

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	Collision
Model Year	Written Premiums (C'15) Symbol	All Deductible Total	Current Rel on '16 base	Current Rel on '18 base	Revised Rel on '18 base	Ratio	Ratio x Writ Prem	
2014	47	951,043	1.89	1.7027	1.65	0.9690	921,606	
2014	48	625,476	1.92	1.7297	1.66	0.9597	600,261	
2014	49	1,494,738	1.94	1.7477	1.68	0.9612	1,436,798	
2014	50	829,619	1.96	1.7658	1.70	0.9628	798,720	
2014	51	724,183	1.98	1.7838	1.72	0.9642	698,288	
2014	52	641,918	1.99	1.7928	1.73	0.9650	619,435	
2014	53	656,643	2.01	1.8108	1.75	0.9664	634,592	
2014	54	750,640	2.03	1.8288	1.77	0.9678	726,494	
2014	55	647,379	2.07	1.8649	1.79	0.9599	621,390	
2014	56	1,014,043	2.10	1.8919	1.82	0.9620	975,509	
2014	57	683,474	2.14	1.9279	1.86	0.9648	659,393	
2014	58	296,440	2.20	1.9820	1.92	0.9687	287,170	
2014	59	374,326	2.29	2.0631	1.99	0.9646	361,069	
2014	60	362,837	2.39	2.1532	2.07	0.9614	348,825	
2014	61	304,638	2.46	2.2162	2.14	0.9656	294,161	
2014	62	172,247	2.51	2.2613	2.19	0.9685	166,819	
2014	63	240,798	2.56	2.3063	2.22	0.9626	231,787	
2014	64	164,178	2.61	2.3514	2.27	0.9654	158,498	
2014	65	199,639	2.66	2.3964	2.32	0.9681	193,275	
2014	66	220,284	2.74	2.4685	2.38	0.9642	212,389	
2014	67	64,389	2.85	2.5676	2.47	0.9620	61,942	
2014	68	33,034	2.95	2.6577	2.57	0.9670	31,944	
2014	69	87,702	3.06	2.7568	2.66	0.9649	84,624	
2014	70	65,630	3.17	2.8559	2.75	0.9629	63,197	
2015	1	219,145	0.49	0.4414	0.44	0.9967	218,429	
2015	2	84,775	0.65	0.5856	0.59	1.0075	85,414	
2015	3	47,137	0.71	0.6396	0.64	1.0006	47,164	
2015	4	4,838	0.83	0.7477	0.75	1.0030	4,853	
2015	5	97,655	0.91	0.8198	0.82	1.0002	97,676	
2015	6	276,916	0.95	0.8559	0.86	1.0048	278,257	
2015	7	113,665	1.00	0.9009	0.90	0.9990	113,551	
2015	8	270,542	1.04	0.9369	0.94	1.0033	271,426	
2015	10	1,078,127	1.08	0.9730	0.97	0.9969	1,074,833	
2015	11	1,193,441	1.11	1.0000	1.00	1.0000	1,193,441	
2015	12	1,091,974	1.15	1.0360	1.04	1.0038	1,096,152	
2015	13	1,034,680	1.19	1.0721	1.07	0.9981	1,032,680	
2015	14	1,750,927	1.22	1.0991	1.10	1.0008	1,752,362	
2015	15	1,755,142	1.24	1.1171	1.12	1.0026	1,759,671	
2015	16	2,106,423	1.25	1.1261	1.13	1.0034	2,113,669	
2015	17	2,581,798	1.28	1.1532	1.15	0.9973	2,574,738	
2015	18	2,733,705	1.31	1.1802	1.18	0.9998	2,733,288	
2015	19	2,362,057	1.33	1.1982	1.20	1.0015	2,365,609	
2015	20	2,480,331	1.37	1.2342	1.23	0.9966	2,471,822	
2015	21	2,663,424	1.40	1.2613	1.26	0.9990	2,660,761	
2015	22	2,675,674	1.42	1.2793	1.28	1.0006	2,677,181	
2015	23	2,085,527	1.44	1.2973	1.30	1.0021	2,089,872	
2015	24	2,672,179	1.48	1.3333	1.33	0.9975	2,665,499	
2015	25	2,154,074	1.49	1.3423	1.34	0.9983	2,150,315	
2015	26	3,580,844	1.51	1.3604	1.36	0.9997	3,579,895	
2015	27	6,386,057	1.53	1.3784	1.38	1.0012	6,393,570	
2015	28	1,870,814	1.54	1.3874	1.39	1.0019	1,874,337	

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	
Model Year	Written Premiums (C'15) Symbol	All Deductible Total	Current Rel on '16 base	Current Rel on '18 base	Revised Rel on '18 base	Ratio	Ratio x Writ Prem	Collision
2015	29	1,743,025	1.57	1.4144	1.41	0.9969	1,737,585	
2015	30	3,133,516	1.58	1.4234	1.42	0.9976	3,125,980	
2015	31	2,496,663	1.60	1.4414	1.44	0.9990	2,494,166	
2015	32	7,428,382	1.63	1.4685	1.47	1.0010	7,436,129	
2015	33	3,328,504	1.65	1.4865	1.49	1.0024	3,336,371	
2015	34	2,012,722	1.68	1.5135	1.51	0.9977	2,008,050	
2015	35	3,524,160	1.70	1.5315	1.53	0.9990	3,520,636	
2015	36	1,910,577	1.72	1.5495	1.55	1.0003	1,911,132	
2015	37	974,524	1.75	1.5766	1.58	1.0022	976,640	
2015	38	799,174	1.78	1.6036	1.60	0.9978	797,378	
2015	39	1,031,830	1.79	1.6126	1.61	0.9984	1,030,158	
2015	40	1,298,697	1.81	1.6306	1.63	0.9996	1,298,195	
2015	41	1,168,786	1.83	1.6486	1.65	1.0008	1,169,744	
2015	42	697,468	1.85	1.6667	1.67	1.0020	698,863	
2015	43	682,215	1.88	1.6937	1.69	0.9978	680,727	
2015	44	553,242	1.89	1.7027	1.70	0.9984	552,364	
2015	45	719,428	1.92	1.7297	1.73	1.0002	719,540	
2015	46	667,386	1.94	1.7477	1.75	1.0013	668,246	
2015	47	802,367	1.96	1.7658	1.77	1.0024	804,291	
2015	48	617,724	1.99	1.7928	1.79	0.9984	616,762	
2015	49	965,448	2.01	1.8108	1.81	0.9996	965,016	
2015	50	573,727	2.03	1.8288	1.83	1.0006	574,094	
2015	51	534,377	2.05	1.8468	1.85	1.0017	535,289	
2015	52	628,529	2.06	1.8559	1.86	1.0022	629,933	
2015	53	385,828	2.09	1.8829	1.88	0.9985	385,237	
2015	54	475,678	2.11	1.9009	1.90	0.9995	475,453	
2015	55	348,864	2.14	1.9279	1.93	1.0011	349,239	
2015	56	454,298	2.18	1.9640	1.96	0.9980	453,381	
2015	57	596,799	2.22	2.0000	2.00	1.0000	596,799	
2015	58	485,680	2.29	2.0631	2.06	0.9985	484,959	
2015	59	383,792	2.38	2.1441	2.14	0.9981	383,050	
2015	60	452,927	2.48	2.2342	2.23	0.9981	452,069	
2015	61	219,929	2.55	2.2973	2.30	1.0012	220,188	
2015	62	164,955	2.61	2.3514	2.35	0.9994	164,860	
2015	63	201,487	2.65	2.3874	2.39	1.0011	201,707	
2015	64	185,340	2.71	2.4414	2.44	0.9994	185,231	
2015	65	192,957	2.76	2.4865	2.49	1.0014	193,230	
2015	66	198,411	2.84	2.5586	2.56	1.0006	198,523	
2015	67	73,646	2.95	2.6577	2.66	1.0009	73,711	
2015	68	41,384	3.06	2.7568	2.76	1.0012	41,433	
2015	69	43,010	3.17	2.8559	2.86	1.0015	43,072	
2015	70	60,906	3.29	2.9640	2.96	0.9987	60,825	
Total		1,085,898,846	offset (3)/(8) =		1.013		1,071,477,931	

SECTION D
EXPLANATORY MATERIAL

NORTH CAROLINA

PRIVATE PASSENGER AUTOMOBILE INSURANCE

Explanatory Memorandum

This memorandum supplements the filing letter and supporting exhibits setting forth a revision of private passenger automobile insurance rates in the State of North Carolina. It is the purpose of this memorandum to describe the source data used and to set forth in detail the insurance ratemaking procedures reflected in the filing. Certain pages in the filing and accompanying material contain a notation "all carriers" or other similar wording. This indicates that the data are combined ISO, ISS and NISS data. Data for certain companies are not included, as noted on page H-7.

Premium, Loss, and Expense Experience

This revision is based upon the combined premium, loss, and expense experience, as applicable, of all licensed companies writing private passenger automobile insurance in this State, except as noted in Section H. In order to have this experience available in all detail necessary for rate review and ratemaking in accordance with accepted standards, all such companies are required to file each year their total private passenger automobile insurance experience with the official statistical agents recorded pursuant to the officially approved statistical plans and reported by the companies in accordance with instructions issued by the statistical agents under the Official Calls for Experience.

The Commissioner appointed the following statistical agents to act on his behalf for the collection of private passenger automobile insurance experience in North Carolina; Insurance Services Office (ISO), Independent Statistical Service (ISS), and National Independent Statistical Service (NISS).

Experience utilized in the filing was collected under the Automobile Statistical Plan and the 2015 Official Statistical Programs of ISO, the Automobile Statistical Plan - All Coverages and the 2015 Statistical Programs of ISS, and the Automobile Statistical Plan - All Coverages - Part IV, North Carolina and the 2015 Statistical Programs of NISS. In substance, the statistical plans of all statistical agents are alike in North Carolina, and provide for the recording and reporting of the experience in the detail required for ratemaking and in such form that the experience of all companies can be combined.

The filing of experience is accompanied by an affidavit executed by an officer of the statistical agent responsible for and acquainted with the statistical procedures employed for the production of this end product. Further, the licensing of an organization and its appointment as a statistical agent in the various states is predicated upon demonstration by the organization of its ability to perform this function. Moreover, the performance of the statistical agents is reviewed periodically through examination by personnel of state insurance departments under the convention examinations of the National Association of Insurance Commissioners. From time to time such organizations are called upon by Insurance Department examiners to verify, and do verify the data consolidated by them as statistical agents.

The insurance companies likewise are subject to a variety of checks and controls. Effective controls are maintained within the company over the activities of company employees connected with the company's statistics. Companies are required by statute to submit directly to the Insurance Department statistical and accounting information to be found in the Annual Statement and the Insurance Expense Exhibit. These documents are scrutinized by experienced Insurance Department personnel throughout the country. The insurance companies are also subject to examination by the Insurance Department, which examinations extend into the statistical records of the companies.

Statewide Rate Exhibits

1. Experience

A. Private Passenger Automobile Liability

Private passenger automobile liability experience was compiled on a calendar/accident year basis for the years ended December 31, 2015, 2014 and 2013. For any twelve-month period, the accident year experience brings together the losses resulting from accidents occurring during that period with the premiums and number of cars "earned" during the same period.

B. Private Passenger Automobile Physical Damage

Private passenger automobile experience for physical damage coverages was compiled on a calendar year basis for the years ended December 31, 2015, 2014 and 2013, and includes experience for all losses paid in the respective twelve-month periods.

Based on credibility considerations, the overall filed rates for Bodily Injury, Property Damage, Medical Payments, Comprehensive, and Collision are based on the loss and expense experience of the year ended December 31, 2015. However, the experience of the earlier two years was also considered and evaluated. Indicated rates for all three years were reviewed to make sure that there were no anomalies or abnormalities associated with the latest year. Because of the smaller volume of experience for Uninsured Motorists and Underinsured Motorists coverage, three years of experience were utilized in the determination of the overall indicated rates, with each year of experience given weight proportional to its earned car years.

C. Motorcycles

For liability, motorcycle experience was compiled on a calendar/accident year basis for the years ended December 31, 2015, 2014 and 2013. For any twelve-month period, the accident year experience brings together the losses resulting from accidents occurring during that period with the premiums and number of cars "earned" during the same period.

Because of the small volume of motorcycle experience, each year of the experience period is given weight proportional to its earned premium in the calculation of an indicated change.

2. Losses

A. Private Passenger Automobile Liability

Losses compiled for any accident year include paid losses as well as loss reserves. The amounts that will ultimately be required as payments of claims on open cases are carefully determined by the claim departments of the companies, and experience has shown that these determinations are highly accurate in the aggregate. Since, however, there are differences between the total incurred losses so determined and the amounts ultimately paid, the ratemaking procedure provides for a "development" of the incurred losses to a basis which, for all practical purposes, can be considered as the ultimate basis. This development is accomplished as follows: Each year the experience is compiled for the latest three years, all valued as of three months after the close of the latest accident year period. Thus, the experience is reported for the latest year as of 15 months, the preceding year as of 27 months and the next preceding year as of 39 months, all measured from the beginning of each accident year respectively. From reports of prior years, similarly aged experience was obtained so that there are available 3 successive reports for each year except the current and the preceding year. For the latter, 2 successive reports are available.

Further aged data are obtained on each year's incurred losses in the aggregate as of 51 months and as of 63 months. As of 63 months, nearly all incurred losses are paid. From a comparison of the incurred losses for each year at its successive valuation dates, it is determined what the rate of development has been in the past. An average of these developments gives an indication of the future development of the incurred losses for those years which have not yet sufficiently matured. This development is reflected in the incurred losses for the less matured years by the application of loss development factors. These loss development factors are shown on pages C-1, C-3, and C-5.

The derivation of the factors is presented on pages D-17, D-18 and D-19. By applying these factors, the reported incurred losses have been changed to the amounts at which it is believed they will ultimately be settled.

B. Private Passenger Automobile Physical Damage

Physical Damage losses are reported on a paid basis. These losses are then adjusted to an incurred basis based on Statutory Page 14 annual statement data. These adjustment factors are shown on pages C-7, C-9, and C-11. In order to insure stability in Comprehensive rate levels while maintaining adequacy in the event of large, unexpected wind and water losses, a wind and water adjustment procedure is utilized. This procedure adjusts reported losses by removing the wind and water losses that actually occurred during the experience year and replaces these losses with an amount commensurate with an expected wind and water loss provision based on North Carolina's long term history of wind and water losses. The resulting losses are not subject to the type of yearly variation inherent in actual wind and water losses. Hence, severe shifts in rate level (both upward and downward), which might result from reflecting variable wind and water losses only in the year in which they occur, will be avoided. The derivation of the wind and water adjustment is shown on pages D-15 and D-16.

3. Loss Adjustment Expense

A. Private Passenger Automobile Liability

The liability unallocated loss adjustment expenses are determined as a percentage of the North Carolina incurred losses and allocated loss adjustment expenses based on a North Carolina expense call. The expense call data and the percentages derived from them are shown on page D-29.

B. Private Passenger Automobile Physical Damage

The physical damage loss adjustment expenses are determined as a percentage of the North Carolina incurred losses based on a North Carolina expense call. The expense call data and the percentages determined from them are shown on pages D-30 and D-31.

4. General Expenses and Other Acquisition Expenses

The general expenses and other acquisition expenses are determined as a percentage of North Carolina earned premiums based on a North Carolina expense call. The expense call data and the percentages determined from them are shown on pages D-29-D-31.

5. Prospective Annual Change in Losses

A. Private Passenger Automobile Liability

The prospective annual changes in liability losses are determined by coverage for the Bodily Injury, Property Damage and Medical Payments coverages. The average annual changes in losses are based upon the available North Carolina average claim cost and claim frequency data, both from collected statistical plan experience and ISO-PCI(ISS) Fast Track data. The claim cost data are used as a measure of the inflationary trend in the cost of claims. The claim frequency data are used as a measure of the expected trend in claim occurrence. Exponential and linear curves of best fit are developed from the claim cost and claim frequency data. The prospective average annual changes in losses used in the determination of the needed rate level change are also based upon consideration of changes in the number of miles driven, the changing cost of gasoline, and the impact of recent legislation. The expected average annual changes in losses have been selected based upon analysis and review of these data.

B. Private Passenger Automobile Physical Damage

The prospective annual changes in physical damage losses are determined by coverage for Comprehensive and Collision. The average annual change in Comprehensive losses is based on trend experience excluding wind and water and "all other" losses. The average annual change in Collision losses is based on available North Carolina Collision data, both from collected statistical plan experience and ISO-PCI(ISS) Fast Track data. The claim cost data are used as a measure of the inflationary trend in the cost of claims. The claim frequency data are used as a measure of the expected trend in claim occurrence. Exponential and linear curves of best fit are developed from the claim cost and claim frequency data. The prospective annual change in Collision losses is also based upon consideration of changes in the number of miles driven, the changing cost of gasoline, and the impact of recent legislation. The expected average annual changes in losses have been selected based upon analysis and review of these data.

C. Annual Changes in Loss for Earlier Years

Since the average annual change in losses determined for each coverage is the appropriate rate of change to apply to losses to project them from average date of accident in the most recent year to the average date of accident for the prospective period, it is necessary to recognize known changes from earlier years to the most recent year. These changes are reflected by means of a current cost factor which reflects the changes in pure premiums for the years ended 12/31/2013 and 12/31/2014 to the year ended 12/31/2015 pure premiums. For the purposes of display and calculation of the indicated change by coverage, these actual changes are compounded with the prospective annual change in losses by means of equivalent annual percentage changes. These calculations are shown on pages D-9 and D-10.

6. Prospective Annual Change in Expenses

The average annual change in expenses is based on consideration of the All Items Consumer Price Index, the All Items - Less Energy Consumer Price Index and the Compensation Cost Index – Insurance Carriers, Agent Brokers, and Service, as shown on pages D-11 through D-14. The expected average annual change in expenses is then selected based on analysis and review of these data.

7. Trend Period

The number of years of projection for losses and loss adjustment expenses is the number of years from the average date of accident in the experience period to the average date of coverage under the filed rates. The average date of accident for accident year ended December 31, 2015 is July 1, 2015.

The changes proposed in this filing are applicable to all new and renewal policies written on or after October 1, 2017. The losses and loss adjustment expenses are projected to July 16, 2018. For 6 month policies, the average date of loss is 9 months after the effective date, since losses will occur under these policies throughout the 18 month period commencing with the anticipated effective date. Similarly, for 12 month policies, the average date of loss is 12 months after the anticipated effective date, since losses will occur under these policies throughout the 24 month period commencing with the assumed effective date for annual policies. The average dates of loss during these periods anticipated are weighted based on the distribution of 6 and 12 month policies.

The most recent distribution of policies by term is:

6 month policies	82%
12 month policies	18%

Other acquisition expenses and general expenses are projected six months beyond the anticipated effective date (April 1, 2018) to reflect expense incurred in writing policies throughout the 12 month period commencing with the anticipated effective date.

8. Expected Loss and Loss Adjustment Ratios

These quantities represent the portion of the present premium income available for losses, loss adjustment expenses, general expenses and other acquisition expenses. They are determined from special calls for North Carolina expense experience and reflect the 2015, 2014 and 2013 results as reported by all companies licensed in North Carolina during those years. The breakdowns of the expected loss and loss adjustment ratios are set forth on Pages D-23 to D-28, E-11 and F-4.

9. Premium Trend

Private Passenger Automobile Physical Damage

The required average premiums per exposure for the physical damage coverages are adjusted to reflect the distribution of exposures by model year and the corresponding model year rating relativities in effect during the prospective rating period.

The physical damage required average premiums per exposure are also adjusted for "symbol drift" which accounts for the anticipated increase in premium revenue due to the increasing prices of new cars. Symbol trend factors are derived using the average symbol factors for the most recent experience year and projections of the average symbol relativity during the prospective period in which the proposed rates are to be in effect, as shown on Page D-44 and described in Section H. The trend period is the midpoint of the latest experience year to the average date of earning under the filed rates.

Territory Rate Exhibits

1. Base Class Loss Cost

For each coverage, a base class loss cost by territory is derived by dividing the latest three year average pure premium by the latest year distributional adjustment factor. The distributional adjustment factor is determined for each territory by dividing the latest year average rate by the base class rate (see pages C-19-C-23). The average rates reflect the most recent distribution of risks by class in each territory. The pure premium or loss cost (losses / exposures) is based on three years of experience for purposes of stability.

2. Credibility

The base class loss cost for each territory is assigned a credibility value on the basis of the number of claims underlying the three year pure premium. The complement of the credibility assigned to the territory base class loss cost is assigned to the statewide base class loss cost. The credibility table utilized is shown on page D-40.

3. Formula Base Class Loss Cost

The formula base class loss cost by territory is calculated by multiplying the territory base class loss cost by its credibility value and adding this amount to the statewide base class loss cost multiplied by the complement of the territory credibility and the historical adjustment factor. The historical adjustment factor is calculated as the ratio of the current territory base class rate to the current statewide average base class rate. See pages C-19-C-23.

4. Index to State

Territory indices to state are calculated by dividing each territory's credibility-weighted formula base class loss cost with the statewide formula base class loss cost.

5. Filed Base Rate

Filed base rates by territory were developed so as to achieve the statewide required base class premium. In addition, the rate change has been distributed in such a way that 100% of the general and other acquisition expenses have been flattened by territory. Offsets are applied to the Physical Damage coverages to reflect the change in base model year from 2016 to 2018. The calculation of the flattened general and other acquisition expenses and the application of the offsets are described on pages C-18 and C-24-C-46.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
SUMMARY OF SELECTED TREND FACTORS

<u>Loss Trends</u>	<u>Cost</u>	<u>Frequency</u>	<u>Total</u>
Bodily Injury (B/L)	-1.0%	3.0%	2.0%
Bodily Injury (T/L)	-0.5%		
Property Damage	4.0%	3.5%	7.6%
Medical Payments	0.5%	1.5%	2.0%
Uninsured Motorists (BI)	1.0%	0.0%	1.0%
Uninsured Motorists (PD)	4.0%	2.0%	6.1%
Underinsured Motorists (BI)	-1.0%	1.0%	0.0%
Comprehensive	2.5%	0.0%	2.5%
Collision	3.0%	3.5%	6.6%
<u>Expense Trend</u>			2.0%

<u>Other Selections:</u>		<u>Liability</u>	<u>Phy Dam</u>
Underwriting Profit		13.5%	15.0%
Contingencies		0.0%	0.0%
Dividends		0.3%	0.3%
Loss Development	BI/PD/MP UM/UIM	3 yr avg 5 yr avg	

NORTH CAROLINA

PRIVATE PASSENGER AUTOMOBILE INSURANCE

Development of Annualized Trend
for 2013 and 2014

	(1) Calendar Year	(2) Claim Cost Change (a)	(3) Claim Frequency Change (b)	(4) Current Cost Factor (c)	(5) 2015 Trend Factor	(6) Annualized Trend (d)
Bodily Injury	2013	0.968	1.023	0.990	1.020	1.010
	2014	0.972	1.047	1.018	1.020	1.020
	2015	1.000	1.000	1.000	1.020	1.020
Property Damage	2013	1.045	1.031	1.077	1.076	1.061
	2014	1.049	1.034	1.085	1.076	1.078
	2015	1.000	1.000	1.000	1.076	1.076
Medical Payments	2013	0.995	0.982	0.977	1.020	1.007
	2014	1.004	1.019	1.023	1.020	1.021
	2015	1.000	1.000	1.000	1.020	1.020
Comprehensive	2013	1.041	1.013	1.055	1.025	1.026
	2014	1.117	0.911	1.018	1.025	1.023
	2015	1.000	1.000	1.000	1.025	1.025
Collision	2013	1.053	1.082	1.139	1.066	1.066
	2014	1.038	1.030	1.069	1.066	1.067
	2015	1.000	1.000	1.000	1.066	1.066

(a) 2013 Claim Cost Change = (2015 Claim Cost) / (2013 Claim Cost).
2014 Claim Cost Change = (2015 Claim Cost) / (2014 Claim Cost).

(b) 2013 Claim Frequency Change = (2015 Claim Frequency) / (2013 Claim Frequency). 2014 Claim Frequency Change = (2015 Claim Frequency) / (2014 Claim Frequency).

(c) Current Cost Factor = Column (2) * Column (3)

(d) Annualized Trend for 2013 and 2014

$$= [(COL(5))^m \times (COL(4))^{(1/n)}]$$

where m is the number of years of projection of the 2015 trend factor from 7/1/2015 to 7/16/2018 3.04, Col (4) represents the Current Cost Factor to 7/1/2015, and n represents the number of years of projection for a given prior year, 4.04 for 2014 and 5.04 for 2013.

NORTH CAROLINA

PRIVATE PASSENGER AUTOMOBILE INSURANCE

Development of Annualized Trend
for 2013 and 2014

Coverage	(1) Year Ended	(2) Paid Claim Cost (a)	(3) Claim Frequency (b)
Bodily Injury	2013	\$ 7,000	1.30
	2014	6,970	1.27
	2015	6,777	1.33
Property Damage	2013	\$ 2,706	3.54
	2014	2,696	3.53
	2015	2,828	3.65
Medical Payments	2013	\$ 1,646	1.11
	2014	1,630	1.07
	2015	1,637	1.09
Comprehensive	2013	\$ 531	3.12
	2014	495	3.47
	2015	553	3.16
Collision	2013	\$ 3,078	4.74
	2014	3,120	4.98
	2015	3,240	5.13

(a) Paid Claim Cost for all liability coverages is All Carrier trend data, as shown on pages H-424 and H-426. Paid Claim Cost for Comprehensive is ISO only Full Coverage, \$50, \$100, \$250 and \$500 Deductible combined data, adjusted for catastrophe, as shown on page H-437A. Paid Claim Cost for Collision is based on \$50, \$100, \$200, \$250, \$500 and \$1,000 Deductible combined, All Carrier data, as shown on page H-452A.

(b) Incurred Claim Frequency for all liability coverages is based on All Carrier developed statistical plan data. Paid Claim Frequency for Comprehensive is ISO only Full Coverage, \$50 Deductible, \$100 Deductible, \$250 Deductible and \$500 Deductible combined data, adjusted for catastrophe, as shown on page H-442A. Paid Claim Frequency for Collision is based on \$50, \$100, \$200, \$250, \$500 and \$1,000 Deductible combined All Carrier data, as shown on page H-458A.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF TREND FOR EXPENSES

	<u>ALL ITEMS CPI INDEX</u>	<u>ALL ITEMS - LESS ENERGY CPI INDEX</u>	<u>COMPENSATION COST INDEX</u>
Oct-12	231.3	231.2	
Nov-12	230.2	231.2	116.5
Dec-12	229.6	231.0	
Jan-13	230.3	231.7	
Feb-13	232.2	232.4	117.3
Mar-13	232.8	232.9	
Apr-13	232.5	233.1	
May-13	232.9	233.3	119.2
Jun-13	233.5	233.5	
Jul-13	233.6	233.6	
Aug-13	233.9	234.1	120.5
Sep-13	234.1	234.5	
Oct-13	233.5	234.9	
Nov-13	233.1	234.9	120.9
Dec-13	233.0	234.8	
Jan-14	233.9	235.2	
Feb-14	234.8	235.9	121.5
Mar-14	236.3	236.8	
Apr-14	237.1	237.4	
May-14	237.9	238.0	122.6
Jun-14	238.3	238.1	
Jul-14	238.3	238.2	
Aug-13	237.9	238.5	122.2
Sep-14	238.0	239.0	
Oct-14	237.4	239.6	
Nov-14	236.2	239.5	122.6
Dec-14	234.8	239.2	
Jan-15	233.7	239.7	
Feb-15	234.7	240.4	123.7
Mar-15	236.1	241.1	
Apr-15	236.6	241.8	
May-15	237.8	242.0	124.7
Jun-15	238.6	242.3	
Jul-15	238.7	242.4	
Aug-15	238.3	242.7	125.0
Sep-15	237.9	243.5	
Oct-15	237.8	244.1	
Nov-15	237.3	244.0	126.1
Dec-15	236.5	243.7	
Jan-16	236.9	244.5	
Feb-16	237.1	245.5	126.9
Mar-16	238.1	245.9	
Apr-16	239.3	246.5	
May-16	240.2	246.9	128.2
Jun-16	241.0	247.1	
Jul-16	240.6	247.0	
Aug-16	240.8	247.5	129.5
Sep-16	241.4	247.9	

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF TREND FOR EXPENSES

	<u>All Items (A)</u>	<u>All Items - Less Energy (B)</u>	<u>CCI (C)</u>	<u>Combined (D)</u>
(1) Annual Change in indices based on exponential curve of best fit for the latest 48 points (or 16 quarters)	0.97%	1.86%	2.52%	1.97%
(2) Annual Change in indices based on exponential curve of best fit for the latest 36 points (or 12 quarters)	0.80%	1.91%	2.41%	1.88%
(3) Annual Change in indices based on exponential curve of best fit for the latest 24 points (or 8 quarters)	1.17%	1.95%	3.01%	2.29%
(4) Annual Change in indices based on exponential curve of best fit for the latest 12 points (or 4 quarters)	2.32%	1.97%	3.67%	2.91%

(5) Average Annual Index (E)

Year Ended 3/31/2014	233.76	234.55	120.53
Year Ended 9/30/2014	236.01	236.81	121.80
Year Ended 3/31/2015	236.70	239.06	122.78
Year Ended 9/30/2015	236.73	241.18	124.00
Year Ended 3/31/2016	237.63	243.53	125.68
Year Ended 9/30/2016	238.92	245.88	127.68

(6) Current Cost Factor (Index Value Divided by Average Annual Index)

Year Ended 3/31/2014	1.03	1.06	1.07	1.06
Year Ended 9/30/2014	1.02	1.05	1.06	1.05
Year Ended 3/31/2015	1.02	1.04	1.05	1.04
Year Ended 9/30/2015	1.02	1.03	1.04	1.03
Year Ended 3/31/2016	1.02	1.02	1.03	1.03
Year Ended 9/30/2016	1.01	1.01	1.01	1.01

Notes: (A) All items CPI index (urban). Source: Bureau of Labor Statistics.

(B) All items less energy CPI index (urban). Source: Bureau of Labor Statistics.

(C) Total Compensation Cost Index - Insurance Carriers, Agent Brokers, and Service.
Source: Bureau of Labor Statistics.

(D) Weighted Average determined as .25 (All items) + .25 (All items - Less Energy) + .50 (CCI).

(E) Average year ended index for period shown.

NORTH CAROLINA

EXTERNAL EXPENSE TREND SUMMARY

AVERAGE ANNUAL RATES OF CHANGE
DATA ENDED SEPTEMBER 2016

ALL ITEMS CONSUMER PRICE INDEX

	STRAIGHT LINE		<u>EXPONENTIAL</u>
	<u>END POINT</u>	<u>MID POINT</u>	
48 points	0.94%	0.96%	0.97%
36 points	0.78%	0.79%	0.80%
24 points	1.15%	1.17%	1.17%
12 points	2.27%	2.30%	2.32%

ALL ITEMS - LESS ENERGY CONSUMER PRICE INDEX

	STRAIGHT LINE		<u>EXPONENTIAL</u>
	<u>END POINT</u>	<u>MID POINT</u>	
48 points	1.81%	1.84%	1.86%
36 points	1.88%	1.90%	1.91%
24 points	1.92%	1.94%	1.95%
12 points	1.93%	1.95%	1.97%

COMPENSATION COST INDEX

	STRAIGHT LINE		<u>EXPONENTIAL</u>
	<u>END POINT</u>	<u>MID POINT</u>	
16 points	2.38%	2.49%	2.52%
12 points	2.31%	2.39%	2.41%
8 points	2.90%	2.97%	3.01%
4 points	3.55%	3.60%	3.67%

NORTH CAROLINA

EXTERNAL EXPENSE TREND SUMMARY
CORRELATION COEFFICIENTS
DATA ENDED SEPTEMBER 2016

ALL ITEMS CONSUMER PRICE INDEX

	STRAIGHT LINE	EXPONENTIAL
48 points	0.88	0.88
36 points	0.74	0.74
24 points	0.80	0.80
12 points	0.91	0.91

ALL ITEMS - LESS ENERGY CONSUMER PRICE INDEX

	STRAIGHT LINE	EXPONENTIAL
48 points	1.00	1.00
36 points	1.00	1.00
24 points	0.99	0.99
12 points	0.97	0.97

COMPENSATION COST INDEX

	STRAIGHT LINE	EXPONENTIAL
16 points	0.99	0.99
12 points	0.98	0.98
8 points	0.99	0.99
4 points	0.99	0.99

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
COMPREHENSIVE COVERAGES
DERIVATION OF WIND AND WATER ADJUSTMENT

Year	(1) Wind & Water Paid Losses (a)(b)	(2) Total Paid Losses(a)(b)	(3) (2)-(1) [Total - Wind & Water]	(4) [Wind & Water] / [Total - Wind & Water]	(5) Avg.(4)-(4) Variation From Avg. W&W Ratio	(6) (3) x (5) Wind and Water Adj.
12/31/86	2,809,049	18,781,759	15,972,710	0.176	0.043	\$ 686,827
12/31/87	1,484,233	19,918,610	18,434,377	0.081	0.138	2,543,944
12/31/88	5,074,247	25,070,383	19,996,136	0.254	-0.035	(699,865)
12/31/89	11,554,992	32,652,862	21,097,870	0.548	-0.329	(6,941,199)
12/31/90	4,423,094	26,845,160	22,422,066	0.197	0.022	493,285
12/31/91	1,271,154	21,820,454	20,549,300	0.062	0.157	3,226,240
12/31/92	1,928,913	21,696,593	19,767,680	0.098	0.121	2,391,889
12/31/93	18,640,617	67,247,004	48,606,387	0.384	-0.165	(8,020,054)
12/31/94	3,267,309	54,565,559	51,298,250	0.064	0.155	7,951,229
12/31/95	9,648,334	65,189,949	55,541,615	0.174	0.045	2,499,373
12/31/96	49,270,157	121,767,966	72,497,809	0.680	-0.461	(33,421,490)
12/31/97	8,337,582	74,959,385	66,621,803	0.125	0.094	6,262,449
12/31/98	36,582,228	109,433,029	72,850,801	0.502	-0.283	(20,616,777)
12/31/99	82,839,636	254,543,319	171,703,683	0.482	-0.263	(45,158,069)
12/31/00	26,900,286	219,752,475	192,852,189	0.139	0.080	15,428,175
12/31/01	12,205,306	195,182,807	182,977,501	0.067	0.152	27,812,580
12/31/02	19,987,319	207,651,735	187,664,416	0.107	0.112	21,018,415
12/31/03	71,165,906	270,447,922	199,282,016	0.357	-0.138	(27,500,918)
12/31/04	22,627,816	242,377,216	219,749,400	0.103	0.116	25,490,930
12/31/05	15,400,792	234,388,376	218,987,584	0.070	0.149	32,629,150
12/31/06	35,338,646	273,491,755	238,153,109	0.148	0.071	16,908,871
12/31/07	18,082,928	266,769,682	248,686,754	0.073	0.146	36,308,266
12/31/08	40,583,664	308,375,011	267,791,347	0.152	0.067	17,942,020
12/31/09	26,400,184	283,714,317	257,314,133	0.103	0.116	29,848,439
12/31/10	28,265,837	298,598,932	270,333,095	0.105	0.114	30,817,973
12/31/11	203,657,338	480,977,217	277,319,879	0.734	-0.515	(142,819,738)
12/31/12	62,581,368	321,750,613	259,169,245	0.241	-0.022	(5,701,723)
12/31/13	19,758,670	278,450,013	258,691,343	0.076	0.143	36,992,862
12/31/14	37,783,424	303,490,999	265,707,575	0.142	0.077	20,459,483
12/31/15	37,032,910	307,624,123	270,591,213	0.137	0.082	22,188,479
Average (4) =				0.219		

(a) Losses are for Full Coverage, \$50 Deductible and \$100 Deductible Comprehensive for 1986-1990.

Losses are for Full Coverage, \$50, \$100 and \$250 Deductible Comprehensive for 1991-1992.

Losses are for Full Coverage, \$50, \$100, \$250 and \$500 Deductible Comprehensive for 1993-1996.

Losses are for Full Coverage, \$50, \$100, \$250, \$500 and \$1000 Deductible Comprehensive for 1997-2015.

(b) Data prior to 1999 is for ISO reporting companies only. Data prior to 2004 excludes Non-Standard Business.

NORTH CAROLINA

DERIVATION OF ADJUSTED COMPREHENSIVE LOSSES FOR STATEWIDE RATE LEVEL

	<u>2013</u>	<u>2014</u>	<u>2015</u>
(1) Total Paid Losses Page D-15, Col. (2)	\$278,450,013	\$303,490,999	\$307,624,123
(2) Non-Wind and Water Losses Page D-15, Col. (3)	258,691,343	265,707,575	270,591,213
(3) Ratio (2)/(1)	0.929	0.876	0.880
(4) Wind and Water Variation Ratio Page D-15, Col. (5)	0.143	0.077	0.082
(5) Total paid losses	278,453,643	303,506,398	307,628,467
(6) Wind and water loss adjustment (3)x(4)x(5)	36,991,731	20,472,114	22,198,470
(7) Total paid losses adjusted for wind and water (5) + (6)	315,445,374	323,978,512	329,826,937

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
LOSS DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Bodily Injury Basic Limits(a) Incurred Losses as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					557,289,176
2003				585,187,725	587,822,056
2004			593,251,141	599,803,805	601,716,224
2005		576,962,347	593,727,721	599,911,132	601,141,186
2006	555,212,150	598,416,234	614,562,168	620,644,878	620,816,005
2007	566,258,904	615,386,763	626,175,066	629,464,168	630,359,444
2008	572,281,295	606,038,122	616,157,149	617,857,848	617,481,470
2009	636,778,268	666,202,319	675,496,873	677,961,158	678,378,046
2010	639,377,892	670,309,948	674,985,532	677,413,856	677,391,262
2011	654,278,886	671,130,623	676,256,932	679,413,783	679,001,826
2012	663,780,028	675,959,052	681,148,421	682,100,471	
2013	659,776,040	675,365,278	679,850,899		
2014	654,759,462	685,511,442			
2015	696,388,761				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.005
2004			1.011	1.003
2005		1.029	1.010	1.002
2006	1.078	1.027	1.010	1.000
2007	1.087	1.018	1.005	1.001
2008	1.059	1.017	1.003	0.999
2009	1.046	1.014	1.004	1.001
2010	1.048	1.007	1.004	1.000
2011	1.026	1.008	1.005	0.999
2012	1.018	1.008	1.001	
2013	1.024	1.007		
2014	1.047			
Five Year Average	1.033	1.009	1.003	1.000
Three Year Average (b)	1.030	1.008	1.003	1.000

Five Year Three Year

39 to 63 months:	1.003	1.003
27 to 63 months:	1.012	1.011
15 to 63 months:	1.045	1.041

(a) Losses are on a 30/60 level for all years.

Losses exclude unallocated loss adjustment expense.

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
LOSS DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Property Damage Basic Limits(a) Incurred Losses as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					531,950,120
2003				549,242,647	549,478,260
2004			560,950,492	561,763,330	561,689,009
2005		572,679,307	574,152,924	574,496,556	574,527,902
2006	585,759,190	596,268,288	597,603,179	598,221,980	597,935,823
2007	591,554,570	602,565,320	603,840,287	604,144,875	604,051,595
2008	587,942,423	602,297,429	603,066,452	603,284,796	603,225,683
2009	600,163,831	609,446,256	610,523,213	610,899,239	611,030,537
2010	613,312,535	625,276,689	626,714,405	627,058,274	626,732,185
2011	620,421,933	633,888,047	635,716,024	636,104,411	636,935,467
2012	650,831,743	668,507,250	672,154,949	672,672,573	
2013	687,781,171	711,283,573	713,953,296		
2014	742,337,687	763,487,631			
2015	825,271,105				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.000
2004			1.001	1.000
2005		1.003	1.001	1.000
2006	1.018	1.002	1.001	1.000
2007	1.019	1.002	1.001	1.000
2008	1.024	1.001	1.000	1.000
2009	1.015	1.002	1.001	1.000
2010	1.020	1.002	1.001	0.999
2011	1.022	1.003	1.001	1.001
2012	1.027	1.005	1.001	
2013	1.034	1.004		
2014	1.028			
Five Year Average	1.026	1.003	1.001	1.000
Three Year Average	1.030	1.004	1.001	1.000
		Five Year	Three Year	
39 to 63 months:		1.001	1.001	
27 to 63 months:		1.004	1.005	
15 to 63 months:		1.030	1.035	

(a) Losses are on a \$25,000 level for all years.

Losses exclude unallocated loss adjustment expense.

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
LOSS DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Medical Payments Total Limits Incurred Losses as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					91,468,157
2003				92,675,518	92,750,269
2004			91,165,945	92,022,820	92,163,988
2005		89,100,195	90,335,758	90,619,975	90,645,560
2006	91,005,311	92,605,615	93,479,636	94,013,888	94,087,739
2007	91,227,312	92,076,899	93,238,755	93,617,508	93,731,836
2008	89,217,082	91,595,353	92,528,555	93,071,581	93,094,942
2009	97,861,611	99,396,195	100,919,154	101,171,878	101,257,049
2010	95,856,365	97,322,444	98,714,615	99,127,621	99,286,154
2011	93,143,438	96,316,801	97,215,011	97,814,666	98,115,360
2012	93,244,145	96,618,132	98,306,929	98,910,915	
2013	92,538,232	95,842,790	97,860,162		
2014	90,997,474	95,512,681			
2015	95,948,353				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.001
2004			1.009	1.002
2005		1.014	1.003	1.000
2006	1.018	1.009	1.006	1.001
2007	1.009	1.013	1.004	1.001
2008	1.027	1.010	1.006	1.000
2009	1.016	1.015	1.003	1.001
2010	1.015	1.014	1.004	1.002
2011	1.034	1.009	1.006	1.003
2012	1.036	1.017	1.006	
2013	1.036	1.021		
2014	1.050			
Five Year Average	1.034	1.015	1.005	1.001
Three Year Average	1.041	1.016	1.005	1.002
		Five Year	Three Year	
39 to 63 months:		1.006	1.007	
27 to 63 months:		1.021	1.023	
15 to 63 months:		1.056	1.065	

Losses exclude unallocated loss adjustment expense.

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
CLAIM DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Bodily Injury Incurred Claims as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					91,069
2003				100,798	100,738
2004			102,683	102,635	102,458
2005		99,876	99,751	99,539	99,370
2006	100,593	98,986	98,850	98,756	98,575
2007	98,152	96,975	96,769	96,531	96,427
2008	96,810	95,308	94,987	94,889	94,709
2009	104,108	101,985	101,909	101,763	101,663
2010	103,423	101,382	101,167	101,204	101,074
2011	101,059	98,822	98,815	98,791	98,767
2012	103,514	101,955	102,282	102,323	
2013	102,357	100,878	100,801		
2014	102,497	101,370			
2015	112,037				

Claim Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				0.999
2004			1.000	0.998
2005		0.999	0.998	0.998
2006	0.984	0.999	0.999	0.998
2007	0.988	0.998	0.998	0.999
2008	0.984	0.997	0.999	0.998
2009	0.980	0.999	0.999	0.999
2010	0.980	0.998	1.000	0.999
2011	0.978	1.000	1.000	1.000
2012	0.985	1.003	1.000	
2013	0.986	0.999		
2014	0.989			
Five Year Average	0.984	1.000	1.000	0.999
Three Year Average	0.987	1.001	1.000	0.999
		Five Year	Three Year	
39 to 63 months:		0.999	0.999	
27 to 63 months:		0.999	1.000	
15 to 63 months:		0.983	0.987	

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
CLAIM DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Property Damage Incurred Claims as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					227,151
2003				235,608	235,670
2004			243,490	243,706	243,683
2005		242,286	242,472	242,504	242,482
2006	240,606	242,911	243,069	243,136	243,117
2007	239,664	241,632	241,846	241,869	241,865
2008	231,907	235,636	235,819	235,861	235,854
2009	241,069	242,920	243,130	243,171	243,185
2010	247,599	250,117	250,319	250,372	250,314
2011	244,106	245,749	246,014	246,049	246,577
2012	250,561	252,645	253,677	253,891	
2013	248,714	252,721	253,124		
2014	256,120				
2015	275,692				

Claim Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.000
2004			1.001	1.000
2005		1.001	1.000	1.000
2006	1.010	1.001	1.000	1.000
2007	1.008	1.001	1.000	1.000
2008	1.016	1.001	1.000	1.000
2009	1.008	1.001	1.000	1.000
2010	1.010	1.001	1.000	1.000
2011	1.007	1.001	1.000	1.002
2012	1.008	1.004	1.001	
2013	1.016	1.002		
2014	1.010			
Five Year Average	1.010	1.002	1.000	1.000
Three Year Average	1.011	1.002	1.000	1.001
		Five Year	Three Year	
39 to 63 months:		1.000	1.001	
27 to 63 months:		1.002	1.003	
15 to 63 months:		1.012	1.014	

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
CLAIM DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Medical Payments Incurred Claims as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					62,393
2003				60,811	60,822
2004			59,473	59,772	59,780
2005		57,256	57,679	57,793	57,778
2006	55,739	57,170	57,554	57,675	57,672
2007	53,683	54,911	55,297	55,395	55,407
2008	51,924	53,602	53,951	54,057	54,046
2009	56,157	57,291	57,760	57,830	57,831
2010	54,593	55,893	56,290	56,370	56,968
2011	52,665	54,248	54,595	54,702	54,761
2012	52,323	54,022	54,398	54,527	
2013	50,822	52,516	53,018		
2014	49,541	51,548			
2015	51,586				

Claim Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.000
2004			1.005	1.000
2005		1.007	1.002	1.000
2006	1.026	1.007	1.002	1.000
2007	1.023	1.007	1.002	1.000
2008	1.032	1.007	1.002	1.000
2009	1.020	1.008	1.001	1.000
2010	1.024	1.007	1.001	1.011
2011	1.030	1.006	1.002	1.001
2012	1.032	1.007	1.002	
2013	1.033	1.010		
2014	1.041			
Five Year Average	1.032	1.008	1.002	1.002
Three Year Average	1.035	1.008	1.002	1.004
		Five Year	Three Year	
39 to 63 months:		1.004	1.006	
27 to 63 months:		1.012	1.014	
15 to 63 months:		1.044	1.049	

NORTH CAROLINA

PRIVATE PASSENGER AUTOMOBILE INSURANCE

DETERMINATION OF PERMISSIBLE LOSS, LAE,
GENERAL AND OTHER ACQUISITION EXPENSE RATIO

	Liability (i)	Physical Damage (ii)
a) Commission + Brokerage (iii)	8.6%	8.9%
b) Taxes, Licenses and Fees (iv)	2.2	2.3
c) Underwriting Profit (v)	13.5	15.0
d) Contingencies (See pages D-36-D-38)	0.0	0.0
e) Total; Variable expenses, Underwriting Profit, and Contingencies	24.3	26.2
f) Permissible Losses, Loss Adj. Expenses, Gen. Admin. Expenses and Other Acquis. Expenses (vi)	75.7	73.8
g) Total Premium	100.0	100.0

(i) For use with 12/31/2015 Liability data.

(ii) For use with 12/31/2015 Physical Damage data.

(iii) For Liability Commission and Brokerage, the voluntary portion of the ratio is determined using the voluntary/ceded premium distribution and an assumed 10.0% ceded ratio to premiums at collected level. For Physical Damage Commission and Brokerage, the ratio for standard business is used.

(iv) For Physical Damage Taxes, Licenses and Fees, the ratio for standard business is used.

(v) The underwriting profit factor was determined to be necessary in addition to investment income earned or realized by insurers from unearned premium, and loss and loss expense reserve funds generated from business within this state.

(vi) Permissible Loss, LAE, General and Other Acquisition Expense Ratio in (f) equals 100% minus item (e).

NORTH CAROLINA

PRIVATE PASSENGER AUTOMOBILE INSURANCE

DETERMINATION OF PERMISSIBLE LOSS, LAE,
GENERAL AND OTHER ACQUISITION EXPENSE RATIO

	Liability (i)	Physical Damage (ii)
a) Commission + Brokerage (iii)	8.6%	9.0%
b) Taxes, Licenses and Fees (iv)	2.0	2.0
c) Underwriting Profit (v)	13.5	15.0
d) Contingencies (See pages D-36-D-38)	0.0	0.0
e) Total; Variable expenses, Underwriting Profit, and Contingencies	24.1	26.0
f) Permissible Losses, Loss Adj. Expenses, Gen. Admin. Expenses and Other Acquis. Expenses (vi)	75.9	74.0
g) Total Premium	100.0	100.0

(i) For use with 12/31/2014 Liability data.

(ii) For use with 12/31/2014 Physical Damage data.

(iii) For Liability Commission and Brokerage, the voluntary portion of the ratio is determined using the voluntary/ceded premium distribution and an assumed 10.0% ceded ratio to premiums at collected level. For Physical Damage Commission and Brokerage, the ratio for standard business is used.

(iv) For Physical Damage Taxes, Licenses and Fees, the ratio for standard business is used.

(v) The underwriting profit factor was determined to be necessary in addition to investment income earned or realized by insurers from unearned premium, and loss and loss expense reserve funds generated from business within this state.

(vi) Permissible Loss, LAE, General and Other Acquisition Expense Ratio in (f) equals 100% minus item (e).

NORTH CAROLINA

PRIVATE PASSENGER AUTOMOBILE INSURANCE

DETERMINATION OF PERMISSIBLE LOSS, LAE,
GENERAL AND OTHER ACQUISITION EXPENSE RATIO

	Liability (i)	Physical Damage (ii)
a) Commission + Brokerage (iii)	8.7%	9.0%
b) Taxes, Licenses and Fees (iv)	2.3	2.3
c) Underwriting Profit (v)	13.5	15.0
d) Contingencies (See pages D-36-D-38)	0.0	0.0
e) Total; Variable expenses, Underwriting Profit, and Contingencies	24.5	26.3
f) Permissible Losses, Loss Adj. Expenses, Gen. Admin. Expenses and Other Acquis. Expenses (vi)	75.5	73.7
g) Total Premium	100.0	100.0

(i) For use with 12/31/2013 Liability data.

(ii) For use with 12/31/2013 Physical Damage data.

(iii) For Liability Commission and Brokerage, the voluntary portion of the ratio is determined using the voluntary/ceded premium distribution and an assumed 10.0% ceded ratio to premiums at collected level. For Physical Damage Commission and Brokerage, the ratio for standard business is used.

(iv) For Physical Damage Taxes, Licenses and Fees, the ratio for standard business is used.

(v) The underwriting profit factor was determined to be necessary in addition to investment income earned or realized by insurers from unearned premium, and loss and loss expense reserve funds generated from business within this state.

(vi) Permissible Loss, LAE, General and Other Acquisition Expense Ratio in (f) equals 100% minus item (e).

NORTH CAROLINA

PRIVATE PASSENGER AUTOMOBILE INSURANCE

COMPONENTS OF PERMISSIBLE LOSS, LAE,
GENERAL AND OTHER ACQUISITION EXPENSE RATIO

	Liability (a)	Physical Damage(b)
Permissible Losses, Loss Adj. Expenses, Gen. Admin. Expenses and Other Acquis. Expenses	75.7	73.8
Loss Adjustment Expense (See pages D-29-D-31)		
Bodily Injury & Medical Payments	13.4	-
Property Damage	11.1	-
Physical Damage	-	13.6 (c)
General Administration (See pages D-29-D-31)	7.1	6.2 (c)
Other Acquisition Expenses (See pages D-29-D-31)	9.8	9.2 (c)

(a) For use with 12/31/2015 Liability data.

(b) For use with 12/31/2015 Physical Damage data.

(c) Physical Damage ratios are for standard and non-standard business combined.

NORTH CAROLINA

PRIVATE PASSENGER AUTOMOBILE INSURANCE

COMPONENTS OF PERMISSIBLE LOSS, LAE,
GENERAL AND OTHER ACQUISITION EXPENSE RATIO

	Liability (a)	Physical Damage(b)
Permissible Losses, Loss Adj. Expenses, Gen. Admin. Expenses and Other Acquis. Expenses	75.9	74.0
Loss Adjustment Expense (See pages D-29-D-31)		
Bodily Injury & Medical Payments	13.5	-
Property Damage	10.7	-
Physical Damage	-	13.2 (c)
General Administration (See pages D-29-D-31)	7.1	6.1 (c)
Other Acquisition Expenses (See pages D-29-D-31)	9.6	9.1 (c)

(a) For use with 12/31/2014 Liability data.

(b) For use with 12/31/2014 Physical Damage data.

(c) Physical Damage ratios are for standard and non-standard business combined.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
COMPONENTS OF PERMISSIBLE LOSS, LAE,
GENERAL AND OTHER ACQUISITION EXPENSE RATIO

	Liability (a)	Physical Damage(b)
Permissible Losses, Loss Adj. Expenses, Gen. Admin. Expenses and Other Acquis. Expenses	75.5	73.7
Loss Adjustment Expense (See pages D-29-D-31)		
Bodily Injury & Medical Payments	13.5	-
Property Damage	11.5	-
Physical Damage	-	13.8 (c)
General Administration (See pages D-29-D-31)	7.3	6.3 (c)
Other Acquisition Expenses (See pages D-29-D-31)	9.5	9.0 (c)

(a) For use with 12/31/2013 Liability data.

(b) For use with 12/31/2013 Physical Damage data.

(c) Physical Damage ratios are for standard and non-standard business combined.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
SUMMARY OF LIABILITY EXPENSE EXPERIENCE - VOLUNTARY AND CEDED BUSINESS

	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>
Premium Written (Manual Level)	\$3,019,520,892	\$3,066,345,679	\$3,121,580,486	\$3,205,243,373	\$3,277,943,698
Premiums Earned (Manual Level)	3,002,962,874	3,037,577,749	3,089,907,988	3,174,775,219	3,240,420,033
Premium Written (Collected Level)	2,568,018,702	2,595,177,122	2,618,262,987	2,674,847,788	2,735,376,008
Premiums Earned (Collected Level)	2,565,670,169	2,584,430,475	2,608,151,046	2,653,139,661	2,707,520,204
Commission & Brokerage	240,084,571	239,994,763	238,832,311	240,892,091	245,314,493
Other Acquisition	239,176,547	242,720,127	248,961,554	253,828,414	264,889,775
General Expenses	181,961,495	182,867,007	189,745,844	188,363,924	192,172,669
Taxes, Licenses, and Fees	62,213,735	59,877,193	60,912,727	53,869,662	61,144,520
Bodily Injury Losses Incurred	1,056,986,888	1,087,381,536	981,374,641	1,017,941,328	1,098,266,379
BI Allocated Loss Adjustment	27,946,720	33,449,796	29,600,480	28,640,305	37,414,522
BI Unallocated Loss Adjustment	136,733,311	142,683,165	136,366,982	140,959,510	151,974,070
Property Damage Losses Incurred	630,731,120	686,767,176	715,390,908	792,420,497	892,841,006
PD Allocated Loss Adjustment	3,061,142	5,822,399	5,098,119	4,238,210	4,901,366
PD Unallocated Loss Adjustment	69,865,137	78,467,874	82,717,589	84,845,302	99,338,306

COMBINED RATIOS

Commission & Brokerage to Written Premium (a)(b)	.093	.092	.091	.090	.090
Other Acquisition to Earned Premium (b)	.093	.094	.095	.096	.098
General Expenses to Earned Premium (b)	.071	.071	.073	.071	.071
Taxes, Licenses, etc. to Written Premium (b)	.024	.023	.023	.020	.022
	<u>BI</u>	<u>PD</u>	<u>BI</u>	<u>PD</u>	<u>BI</u>
Unallocated Loss Adjustment Expenses to Losses + Allocated	.126	.110	.127	.113	.135
					.115
					.135
					.107
					.134
					.111

- Notes:
- (a) Since ceded business has a commission and brokerage provision set at 10%, the provision for voluntary business is found by solving the following expression for X:
.10 (percent ceded written premium) + X (percent voluntary written premium) = overall Commission and Brokerage provision.
 - (b) Ratios are to premiums at collected level.

Source: North Carolina Rate Bureau Expense Call

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
SUMMARY OF PHYSICAL DAMAGE EXPENSE EXPERIENCE - STANDARD BUSINESS

	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>
Premium Written (Collected Level)	\$1,154,889,508	\$1,244,234,572	\$1,309,156,267	\$1,353,336,753	\$1,470,562,221
Premium Earned (Collected Level)	1,146,910,922	1,225,022,738	1,289,017,197	1,329,355,898	1,433,680,592
Commission & Brokerage	104,839,014	113,115,492	117,487,797	122,218,851	130,741,386
Other Acquisition	107,102,015	114,358,406	119,325,182	122,215,872	132,814,067
General Expenses	67,428,267	73,244,892	78,304,752	78,464,407	86,194,716
Taxes, Licenses, and Fees	26,493,338	27,826,214	30,078,065	27,553,114	33,873,687
Losses Incurred	902,229,034	745,956,818	754,442,563	819,814,926	874,108,753
All Loss Adjustment Expenses	104,553,038	101,371,155	106,724,539	110,211,229	120,594,281

COMBINED RATIOS

Commission & Brokerage to Written Premium (a)	.091	.091	.090	.090	.089
Other Acquisition to Earned Premium (a)	.093	.093	.093	.092	.093
General Expenses to Earned Premium (a)	.059	.060	.061	.059	.060
Taxes, Licenses, etc. to Written Premium (a)	.023	.022	.023	.020	.023
All Loss Adjustment Expenses to Incurred Losses	.116	.136	.141	.134	.138

Notes:

(a) Ratios are to premiums at collected level.

Source: North Carolina Rate Bureau Expense Call

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
SUMMARY OF PHYSICAL DAMAGE EXPENSE EXPERIENCE - NON-STANDARD BUSINESS

	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>
Premium Written (Collected Level)	\$583,108,476	\$613,270,943	\$680,596,105	\$761,289,128	\$840,447,347
Premium Earned (Collected Level)	570,042,654	592,858,231	661,181,325	737,877,603	816,964,082
Commission & Brokerage	51,601,026	53,730,379	57,457,594	60,167,344	69,910,402
Other Acquisition	41,153,673	47,778,741	55,912,893	65,530,561	74,299,027
General Expenses	39,337,257	40,485,033	44,695,699	48,047,369	54,328,851
Taxes, Licenses, and Fees	13,961,826	14,229,103	15,206,059	14,709,947	18,211,679
Losses Incurred	352,453,838	327,310,669	352,614,873	398,907,500	454,006,775
All Loss Adjustment Expenses	43,589,030	42,255,059	45,533,387	51,168,369	59,523,162

COMBINED RATIOS

Commission & Brokerage to Written Premium (a)	.088	.088	.084	.079	.083
Other Acquisition to Earned Premium (a)	.072	.081	.085	.089	.091
General Expenses to Earned Premium (a)	.069	.068	.068	.065	.067
Taxes, Licenses, etc. to Written Premium (a)	.024	.023	.022	.019	.022
All Loss Adjustment Expenses to Incurred Losses	.124	.129	.129	.128	.131

Notes:

(a) Ratios are to premiums at collected level.

Source: North Carolina Rate Bureau Expense Call

NORTH CAROLINA PRIVATE PASSENGER AUTOMOBILE INSURANCE
CALCULATION OF GENERAL AND OTHER ACQUISITION EXPENSES
LIABILITY COVERAGES

VOLUNTARY BUSINESS ONLY

	(1) Earned Premiums at Manual Rates	(2) Current Level To Actual Level Factor	(3) Manual to Collected Factor	(4) Expense Factor	(5) General and Other Acquisition Expenses
Year ending 12/31/2015					
BI	841,010,803	0.9949	0.7773	16.9%	109,914,852
PD	798,846,451	0.9772	0.7773	16.9%	102,546,807
MP	124,789,564	1.0000	0.7773	16.9%	16,392,819
Year ending 12/31/2014					
BI	828,706,563	0.9949	0.7793	16.7%	107,300,404
PD	787,108,747	0.9772	0.7793	16.7%	100,101,214
MP	125,040,268	1.0000	0.7793	16.7%	16,273,128
Year ending 12/31/2013					
BI	843,298,564	0.9949	0.7850	16.8%	110,647,022
PD	799,512,686	0.9772	0.7850	16.8%	103,035,707
MP	127,990,477	1.0000	0.7850	16.8%	16,879,384

"CLEAN RISK" CEDED BUSINESS ONLY

	(6) Earned Premiums at Vol. Manual Rates	(7) Current Level To Actual Level Factor	(8) Expense Factor	(9) General and Other Acquisition Expenses
Year ending 12/31/2015				
BI	161,029,890	0.9949	14.1%	22,589,418
PD	147,201,871	0.9772	14.1%	20,282,239
MP	14,710,659	1.0000	14.1%	2,074,203
Year ending 12/31/2014				
BI	167,988,906	0.9949	13.9%	23,231,371
PD	152,519,262	0.9772	13.9%	20,716,813
MP	15,498,821	1.0000	13.9%	2,154,336
Year ending 12/31/2013				
BI	183,619,114	0.9949	14.2%	25,940,937
PD	166,859,972	0.9772	14.2%	23,153,890
MP	16,890,760	1.0000	14.2%	2,398,488

NORTH CAROLINA PRIVATE PASSENGER AUTOMOBILE INSURANCE
CALCULATION OF GENERAL AND OTHER ACQUISITION EXPENSES
LIABILITY COVERAGES

"OTHER-THAN-CLEAN RISK" CEDED BUSINESS ONLY

	(10) Earned Premiums at Facility Rates	(11) Current Level To Actual Level Factor	(12) Expense Factor	(13) General and Other Acquisition Expenses	(14) Total Liability G&OA Expenses (5) + (9) + (13)
Year ending 12/31/2015					
BI	110,277,334	1.0795	14.1%	16,785,258	149,289,527
PD	125,050,569	0.7520	14.1%	13,259,362	136,088,408
MP	8,269,769	1.0279	14.1%	1,198,570	19,665,592
Year ending 12/31/2014					
BI	107,868,988	1.0842	13.9%	16,256,266	146,788,041
PD	121,571,295	0.7459	13.9%	12,604,524	133,422,551
MP	8,350,729	1.0278	13.9%	1,193,020	19,620,484
Year ending 12/31/2013					
BI	111,613,928	1.0865	14.2%	17,220,132	153,808,091
PD	124,525,287	0.7450	14.2%	13,173,530	139,363,127
MP	8,985,836	1.0337	14.2%	1,318,990	20,596,862

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Notes:

- (1),(6),(10) Voluntary and "Clean risk" ceded business at present voluntary manual rates. Other-than-clean risk ceded business at present Facility rates.
- (2),(7),(11) Factor to adjust the earned premium at manual rates to the rate level in effect at the time the premium was written.
- (3) Factor to adjust the earned premium at manual rates to the collected level. See RB-3.
- (4),(8),(12) Sum of the general expense and other acquisition expense percentages shown on page D-29. Voluntary ratio is to collected premiums. Ceded ratio is to manual premiums.
- (5) = (1) x (2) x (3) x (4), (9) = (6) x (7) x (8), (13) = (10) x (11) x (12).

NORTH CAROLINA PRIVATE PASSENGER AUTOMOBILE INSURANCE
CALCULATION OF GENERAL AND OTHER ACQUISITION EXPENSES
PHYSICAL DAMAGE COVERAGES

STANDARD BUSINESS ONLY

	(1) Earned Premiums at Manual Rates	(2) Current Level To Actual Level Factor	(3) Manual to Collected Factor	(4) Expense Factor	(5) General and Other Acquisition Expenses
Year ending 12/31/2015					
Comp	533,991,697	0.9153	0.7400	15.3%	55,337,702
Coll	1,380,069,208	0.8660	0.7400	15.3%	135,313,743
Year ending 12/31/2014					
Comp	520,804,619	0.8518	0.7485	15.1%	50,139,640
Coll	1,333,865,722	0.7812	0.7485	15.1%	117,772,284
Year ending 12/31/2013					
Comp	516,689,033	0.8270	0.7689	15.4%	50,597,066
Coll	1,307,470,698	0.7539	0.7689	15.4%	116,717,584

NON-STANDARD BUSINESS ONLY

	(6) Earned Premiums at Manual Rates	(7) Current Level To Actual Level Factor	(8) Manual to Collected Factor	(9) Expense Factor	(10) General and Other Acquisition Expenses	(11) Total Physical Damage G&OA Expenses (5) + (10)
Year ending 12/31/2015						
Comp	94,909,670	0.9153	1.4391	15.8%	19,752,496	75,090,198
Coll	284,247,253	0.8660	1.4391	15.8%	55,970,892	191,284,635
Year ending 12/31/2014						
Comp	97,034,019	0.8518	1.4347	15.4%	18,261,795	68,401,435
Coll	285,924,265	0.7812	1.4347	15.4%	49,350,899	167,123,183
Year ending 12/31/2013						
Comp	113,544,635	0.8270	1.4581	15.3%	20,948,401	71,545,467
Coll	328,764,599	0.7539	1.4581	15.3%	55,293,939	172,011,523

Notes:

- (1),(6) Standard and Non-Standard business at present manual rates.
(2),(7) Factor to adjust the earned premium at manual rates to the rate level and average model year and symbol in effect at the time the premium was written.
(3),(8) Factor to adjust the earned premium at manual rates to the collected level.
(4),(9) Sum of the general expense and other acquisition expense percentages shown on pages D-30, D-31.
(5) = (1) x (2) x (3) x (4), (10) = (6) x (7) x (8) x (9)

North Carolina Dividends

LIABILITY			
Year	Vol + Ced Manual Earned Prem.	Amount of Dividend	Dividend as % of Vol+Ced Manual Earned Prem.
2010	2,998,205,806	11,792,896	0.39%
2011	3,002,962,874	6,348,722	0.21%
2012	3,037,577,749	9,203,570	0.30%
2013	3,089,907,988	11,384,048	0.37%
2014	3,174,775,219	10,791,543	0.34%
2015	3,240,420,033	11,038,054	0.34%
		6 year average:	0.33%
		Selected:	0.30%

PHYSICAL DAMAGE				
Year	Standard Manual Earned Prem.	Non-Standard Manual Earned Prem.	Amount of Dividend	Dividend as % of Manual Earned Prem.*
2010	1,383,209,820	399,374,038	6,298,512	0.35%
2011	1,446,493,872	413,533,243	3,788,350	0.20%
2012	1,577,447,143	413,035,493	5,593,805	0.28%
2013	1,666,064,292	452,964,103	7,478,696	0.35%
2014	1,769,437,028	514,894,132	7,836,312	0.34%
2015	1,930,806,417	566,110,515	8,120,288	0.33%
			6 year average:	0.31%
			Selected:	0.30%

* Manual Earned Premium Includes Standard and Non-Standard business.

NORTH CAROLINA
PRIVATE PASSENGER
VOLUNTARY/STANDARD BUSINESS
LIABILITY AND PHYSICAL DAMAGE

YEAR	WRITTEN PREMIUMS	EARNED PREMIUMS	LOSS AND LAE	LOSS AND LAE RATIO	COMMISSION % *	OTHER ACQ. %
2006	2,892,511	2,880,364	2,077,453	0.721	0.100	0.089
2007	2,959,010	2,915,684	2,173,280	0.745	0.099	0.092
2008	2,965,816	2,941,921	2,106,802	0.716	0.101	0.088
2009	3,096,955	3,066,064	2,130,551	0.695	0.097	0.090
2010	3,030,311	3,034,643	2,127,992	0.701	0.096	0.096
2011	3,007,937	3,002,272	2,276,106	0.758	0.090	0.093
2012	3,100,928	3,080,765	2,216,492	0.719	0.090	0.094
2013	3,147,310	3,127,675	2,100,850	0.672	0.088	0.094
2014	3,226,381	3,189,383	2,265,365	0.710	0.088	0.094
2015	3,364,265	3,313,080	2,426,135	0.732	0.087	0.096

YEAR	GEN EXP %	TAXES % *	DIVIDENDS %	EXPENSE RATIO	COMBINED RATIO **	PROFIT (OR LOSS)
2006	0.069	0.021	0.003	0.282	1.003	-0.003
2007	0.068	0.022	0.016	0.297	1.042	-0.042
2008	0.067	0.022	0.003	0.281	0.997	0.003
2009	0.064	0.022	0.005	0.278	0.973	0.027
2010	0.060	0.023	0.006	0.281	0.982	0.018
2011	0.066	0.024	0.003	0.276	1.034	-0.034
2012	0.067	0.023	0.005	0.279	0.998	0.002
2013	0.068	0.023	0.006	0.279	0.951	0.049
2014	0.066	0.020	0.006	0.274	0.984	0.016
2015	0.066	0.022	0.006	0.277	1.009	-0.009

ALL PREMIUM AND LOSS FIGURES ARE IN THOUSANDS

PREMIUM REFUNDS ARE REFLECTED IN THE YEARS MADE.

* COMMISSIONS AND TAXES ARE RATIOS TO WRITTEN PREMIUMS. FOR LIABILITY COMMISSIONS, THE VOLUNTARY PORTION OF THE RATIO IS DETERMINED USING THE VOLUNTARY/CEDED PREMIUM DISTRIBUTION AND AN ASSUMED 10.0% CEDED RATIO TO WRITTEN PREMIUMS.

** COMBINED RATIO IS THE SUM OF LOSS AND LAE RATIO AND EXPENSE RATIO

NORTH CAROLINA
PRIVATE PASSENGER
VOLUNTARY BUSINESS
LIABILITY

YEAR	WRITTEN PREMIUMS	EARNED PREMIUMS	LOSS AND LAE	LOSS AND LAE RATIO	COMMISSION % *	OTHER ACQ. %
2006	1,649,829	1,605,755	1,244,919	0.775	0.100	0.089
2007	1,795,164	1,759,625	1,329,312	0.755	0.097	0.091
2008	1,834,951	1,829,840	1,277,100	0.698	0.103	0.089
2009	1,955,222	1,926,739	1,309,962	0.680	0.097	0.089
2010	1,892,503	1,899,826	1,295,451	0.682	0.095	0.094
2011	1,853,047	1,855,361	1,269,324	0.684	0.090	0.093
2012	1,856,693	1,855,742	1,369,164	0.738	0.089	0.094
2013	1,838,154	1,838,658	1,239,683	0.674	0.087	0.095
2014	1,873,044	1,860,027	1,335,339	0.718	0.086	0.096
2015	1,893,703	1,879,399	1,431,432	0.762	0.086	0.098

YEAR	GEN EXP %	TAXES % *	DIVIDENDS %	EXPENSE RATIO	COMBINED RATIO **	PROFIT (OR LOSS)
2006	0.076	0.021	0.003	0.289	1.064	-0.064
2007	0.072	0.022	0.015	0.297	1.052	-0.052
2008	0.071	0.022	0.003	0.288	0.986	0.014
2009	0.070	0.022	0.005	0.283	0.963	0.037
2010	0.064	0.023	0.006	0.282	0.964	0.036
2011	0.071	0.024	0.003	0.281	0.965	0.035
2012	0.071	0.023	0.005	0.282	1.020	-0.020
2013	0.073	0.023	0.006	0.284	0.958	0.042
2014	0.071	0.020	0.006	0.279	0.997	0.003
2015	0.071	0.022	0.006	0.283	1.045	-0.045

ALL PREMIUM AND LOSS FIGURES ARE IN THOUSANDS

PREMIUM REFUNDS ARE REFLECTED IN THE YEARS MADE.

* COMMISSIONS AND TAXES ARE RATIOS TO WRITTEN PREMIUMS. FOR LIABILITY COMMISSIONS, THE VOLUNTARY PORTION OF THE RATIO IS DETERMINED USING THE VOLUNTARY/CEDED PREMIUM DISTRIBUTION AND AN ASSUMED 10.0% CEDED RATIO TO WRITTEN PREMIUMS.

** COMBINED RATIO IS THE SUM OF LOSS AND LAE RATIO AND EXPENSE RATIO

NORTH CAROLINA
PRIVATE PASSENGER
STANDARD BUSINESS
PHYSICAL DAMAGE

YEAR	WRITTEN PREMIUMS	EARNED PREMIUMS	LOSS AND LAE	LOSS AND LAE RATIO	COMMISSION % *	OTHER ACQ. %
2006	1,242,682	1,274,609	832,534	0.653	0.100	0.089
2007	1,163,846	1,156,059	843,968	0.730	0.101	0.094
2008	1,130,865	1,112,081	829,702	0.746	0.098	0.087
2009	1,141,733	1,139,325	820,589	0.720	0.097	0.092
2010	1,137,808	1,134,817	832,541	0.734	0.097	0.099
2011	1,154,890	1,146,911	1,006,782	0.878	0.091	0.093
2012	1,244,235	1,225,023	847,328	0.692	0.091	0.093
2013	1,309,156	1,289,017	861,167	0.668	0.090	0.093
2014	1,353,337	1,329,356	930,026	0.700	0.090	0.092
2015	1,470,562	1,433,681	994,703	0.694	0.089	0.093

YEAR	GEN EXP %	TAXES % *	DIVIDENDS %	EXPENSE RATIO	COMBINED RATIO **	PROFIT (OR LOSS)
2006	0.060	0.021	0.004	0.274	0.927	0.073
2007	0.061	0.022	0.018	0.296	1.026	-0.026
2008	0.060	0.022	0.002	0.269	1.015	-0.015
2009	0.054	0.023	0.005	0.271	0.991	0.009
2010	0.054	0.023	0.006	0.279	1.013	-0.013
2011	0.059	0.023	0.003	0.269	1.147	-0.147
2012	0.060	0.022	0.004	0.270	0.962	0.038
2013	0.061	0.023	0.006	0.273	0.941	0.059
2014	0.059	0.020	0.006	0.267	0.967	0.033
2015	0.060	0.023	0.006	0.271	0.965	0.035

ALL PREMIUM AND LOSS FIGURES ARE IN THOUSANDS

PREMIUM REFUNDS ARE REFLECTED IN THE YEARS MADE.

* COMMISSIONS AND TAXES ARE RATIOS TO WRITTEN PREMIUMS

** COMBINED RATIO IS THE SUM OF LOSS AND LAE RATIO AND EXPENSE RATIO

Credibility Factor Determination

Credibility considerations enter into the private passenger ratemaking formula in three areas:

- 1) statewide rate indications in the determination of accident year weights.
- 2) territory rate indications in the determination of the individual territory's formula base class loss cost.
- 3) trend factor determination in the determination to base the average annual change on North Carolina data or a combination of North Carolina and countrywide data.

The first two areas full credibility standard is based on an application of the credibility formula contained in the paper "On The Credibility of The Pure Premium" by Mayerson, Jones and Bowers (PCAS LV, 1968). The full credibility standards contemplate P and K values of 95% and 5% for statewide and 90% and 5% for territory.

The trend credibility procedure is based on the first model discussed in "An Introduction to Credibility Theory" by L. H. Longley-Cook. The full credibility standard is based on P and K values of 99% and 2 1/2%.

For Uninsured Motorists and Underinsured Motorists, each year of the experience period is given weight proportional to its earned car years in the calculation of an indicated premium per exposure.

For Motorcycles, each year of the experience period is given weight proportional to its earned premium at present manual rates in the calculation of an indicated change.

CREDIBILITY TABLES BASED
UPON NUMBER OF CLAIMS

The projected loss ratios are weighted in accordance with the following:

<u>Average Number of Claim for the Latest Two Years (A)</u>	<u>Weight to Earlier Year</u>	<u>Weight to Later Year</u>
4000 and over	0%	100%
3600 - 3999	10	90
3200 - 3599	20	80
2800 - 3199	30	70
2400 - 2799	40	60
under 2400	50	50

(A) Applied separately by coverage.

<u>Credibility</u>	<u>Determination of Territory Credibility (B)</u>	<u>Credibility</u>	<u>Determination of Trend Factor Credibility (C)</u>
0	0 - 29	0	0 - 26
.10	30 - 119	.05	27 - 105
.20	120 - 269	.10	106 - 238
.30	270 - 479	.15	239 - 424
.40	480 - 749	.20	425 - 663
.50	750 - 1,079	.25	664 - 955
.60	1,080 - 1,469	.30	956 - 1,300
.70	1,470 - 1,919	.35	1,301 - 1,699
.80	1,920 - 2,429	.40	1,700 - 2,150
.90	2,430 - 2,999	.45	2,151 - 2,655
1.00	3,000 or more	.50	2,656 - 3,212
		.55	3,213 - 3,823
		.60	3,824 - 4,487
		.65	4,488 - 5,204
		.70	5,205 - 5,974
		.75	5,975 - 6,798
		.80	6,799 - 7,674
		.85	7,675 - 8,604
		.90	8,605 - 9,586
		.95	9,587 - 10,622
		1.00	10,623 or more

(B) Territory credibility is based on the number of claims underlying the three year pure premium.

(C) Trend factor credibility is based on the number of claims underlying the latest year's experience appearing in the trend exhibits.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
AVERAGE NUMBER OF CLAIMS FOR LATEST TWO ACCIDENT YEARS

LIABILITY - VOLUNTARY AND CEDED

Year Ended	Bodily Injury	Property Damage	Medical Payments
12/31/2014	86,186	238,921	51,516
12/31/2015	91,157	250,072	52,434
Average	88,672	244,497	51,975

PHYSICAL DAMAGE - STANDARD AND NON-STANDARD

Year Ended	Comprehensive	Collision
12/31/2014	287,633	225,873
12/31/2015	280,835	235,427
Average	284,234	230,650

VOLUNTARY AND CEDED COMBINED

Year Ended	Uninsured Motorists	Underinsured Motorists
12/31/2014	11,706	1,684
12/31/2015	13,049	1,880
Average	12,378	1,782

NORTH CAROLINA

DERIVATION OF INCURRED-TO-PAID FACTOR (A)

(1)	(2)	(3)	(4)
<u>Year</u>	<u>Incurred Losses</u>	<u>Paid Losses</u>	<u>Factor</u>
2013	1,137,270,446	1,133,844,366	1.003
2014	1,249,840,873	1,247,398,732	1.002
2015	1,360,242,003	1,351,439,152	1.007

(A) Source: Statutory Page 14 Private Passenger Auto Physical
Damage (line 21.1)

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
FOR 2016 BASE
CALCULATION OF MODEL YEAR RELATIVITY
BEFORE OCTOBER 1, 2016

Automobile Model Year	Comprehensive Exposure Distribution	Comprehensive Model Year Relativity	Collision Exposure Distribution	Collision Model Year Relativity
2016	0.054	1.000	0.055	1.000
2015	0.068	0.970	0.071	0.930
2014	0.072	0.930	0.076	0.870
2013	0.066	0.890	0.070	0.810
2012	0.060	0.860	0.064	0.750
2011	0.054	0.820	0.057	0.700
2010	0.043	0.780	0.046	0.660
2009	0.064	0.740	0.067	0.610
2008	0.070	0.710	0.074	0.570
2007 & PRIOR	0.449	0.650	0.420	0.470
(1) Average		0.764		0.643

AFTER OCTOBER 1, 2016 (INTRODUCTION OF 2017 MODEL)

Automobile Model Year	Comprehensive Exposure Distribution	Comprehensive Model Year Relativity	Collision Exposure Distribution	Collision Model Year Relativity
2017	0.050	1.030	0.051	1.070
2016	0.063	1.000	0.066	1.000
2015	0.071	0.970	0.075	0.930
2014	0.072	0.930	0.076	0.870
2013	0.074	0.890	0.079	0.810
2012	0.067	0.860	0.071	0.750
2011	0.061	0.820	0.064	0.700
2010	0.053	0.780	0.056	0.660
2009	0.040	0.740	0.042	0.610
2008	0.058	0.710	0.060	0.570
2007 & PRIOR	0.391	0.650	0.360	0.470
(2) Average		0.790		0.684

AFTER OCTOBER 1, 2017 (INTRODUCTION OF 2018 MODEL)

Automobile Model Year	Comprehensive Exposure Distribution	Comprehensive Model Year Relativity	Collision Exposure Distribution	Collision Model Year Relativity
2018	0.049	1.050	0.050	1.110
2017	0.062	1.030	0.065	1.070
2016	0.066	1.000	0.069	1.000
2015	0.072	0.970	0.076	0.930
2014	0.073	0.930	0.078	0.870
2013	0.074	0.890	0.078	0.810
2012	0.068	0.860	0.072	0.750
2011	0.058	0.820	0.062	0.700
2010	0.050	0.780	0.053	0.660
2009	0.038	0.740	0.039	0.610
2008	0.053	0.710	0.055	0.570
2007 & PRIOR	0.337	0.650	0.303	0.470
(3) Average		0.815		0.726

(4) Number of months from effective date to 10/1/2017: 0

(5) Average relativity based on an effective date of 10/1/2017:

Comp: $(0.79 \times (4) + 0.815 \times (12 - (4))) / 12 = 0.815$

Coll: $(0.684 \times (4) + 0.726 \times (12 - (4))) / 12 = 0.726$

(6) Model year trend factor:

Comp: $(5) / 0.764 = 1.067$ Coll: $(5) / 0.643 = 1.129$

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
CALCULATION OF SYMBOL TREND FACTORS

A. Average Symbol Relativity of Experience Period:

Year ended	Comp	Coll
06/30/2015	1.920	1.437

B. Summary of Average Symbol Relativities by year-ended quarter for determining symbol trend for the prospective effective date.

Year ended	Comp	Coll
09/30/2017	2.036	1.477
12/31/2017	2.048	1.480
03/31/2018	2.060	1.484
06/30/2018	2.074	1.488
09/30/2018	2.087	1.493
12/31/2018	2.100	1.497
03/31/2019	2.112	1.500
06/30/2019	2.132	1.506
09/30/2019	2.148	1.511
12/31/2019	2.162	1.515

C. Proposed Projection Date: 7/16/2018

D. Number of months to next year ended quarter (in B above): 2.47

E. Average Symbol Relativity as of prior year ended quarter:

Year ended	Comp	Coll
06/30/2018	2.074	1.488

F. Average Symbol Relativity as of next year ended quarter:

Year ended	Comp	Coll
09/30/2018	2.087	1.493

G. Average Symbol Relativity as of Projection Date (Date in C above):
(D/3)(E) + ((3-D)/3)(F) = Av. Sym. Rel.

$$\begin{aligned} \text{COMP} &: (2.47 / 3) \cdot 2.074 + ((3-2.47) / 3) \cdot 2.087 = 2.076 \\ \text{COLL} &: (2.47 / 3) \cdot 1.488 + ((3-2.47) / 3) \cdot 1.493 = 1.489 \end{aligned}$$

H. Symbol Trend Factors: (G)/(A)

Year-Ended	Comp:	2.076 / 1.920 =	1.081
12/31/2015	Coll:	1.489 / 1.437 =	1.036

I. Annualized Trends: (H)^(1 / 3.04)

Year-Ended	Comp:	2.6%
12/31/2015	Coll:	1.2%

SECTION E
UNINSURED MOTORISTS REVIEW

NORTH CAROLINA
UNINSURED MOTORISTS REVIEW
PRIVATE PASSENGER CARS
BASIC LIMITS REVIEW

All Carriers Voluntary and Ceded Combined	Year Ended 12/31/2013	Year Ended 12/31/2014	Year Ended 12/31/2015
(1) Incurred Losses and ALAE (30/60 UMBI) (a)	32,473,416	30,528,248	34,025,136
(2) Incurred Losses and ALAE (\$25,000 UMPD) (a)	9,027,102	9,561,913	11,866,945
(3) Loss Development Factor (30/60 UMBI) (b)	0.998	1.008	1.044
(4) Loss Development Factor (\$25,000 UMPD) (b)	0.986	0.966	0.921
(5) ULAE Factor (BI) (See page D-29)	13.5%	13.5%	13.4%
(6) ULAE Factor (PD) (See page D-29)	11.5%	10.7%	11.1%
(7) Developed Losses and LAE (30/60 UMBI) [(1)x(3)x(1+(5))]	36,783,613	34,926,758	40,282,222
(8) Developed Losses and LAE (\$25,000 UMPD) [(2)x(4)x(1+(6))]	9,924,306	10,225,146	12,142,626
(9) Avg Annual Change in Losses and LAE (UMBI) (See page D-8)	1.0%	1.0%	1.0%
(10) Avg Annual Change in Losses and LAE (UMPD) (See page D-8)	6.1%	6.1%	6.1%
(11) Years of Trend - Losses (c)	5.04	4.04	3.04
(12) Projected Losses and LAE (30/60 UMBI)(c)	38,659,577	36,358,755	41,530,971
(13) Projected Losses and LAE (\$25,000 UMPD)(c)	13,377,964	12,985,935	14,534,723
(14) Earned Exposures (a)	6,238,914	6,041,597	6,092,601
(15) Developed Incurred Claims (UMBI) (a)	4,985	4,844	5,312
(16) Developed Incurred Claims (UMPD) (a)	7,033	6,862	7,737
(17) Total Incurred Claims [(15)+(16)]	12,018	11,706	13,049
(18) Projected B/L Loss and LAE per exposure (30/60 UMBI)[(12)/(14)]	6.20	6.02	6.82
(19) Projected B/L Loss and LAE per exposure (\$25,000 UMPD)[(13)/(14)]	2.14	2.15	2.39
(20) Percentage Dividends (See page D-35)	0.30%	0.30%	0.30%
(21) Permissible Loss and LAE Ratio (See page E-11)	0.588	0.588	0.588
(22) Net Premium Required per exposure (30/60 UMBI)[(18)/(21)-(20)]	10.60	10.29	11.66
(23) Net Premium Required per exposure (\$25,000 UMPD)[(19)/(21)-(20)]	3.66	3.68	4.09
(24) Percentage Net Deviations (e)	5.00%	5.00%	5.00%
(25) Anticipated Deviations per Exposure (30/60 UMBI) [(22)/(1.0-(24))-(22)]	0.56	0.54	0.61
(26) Anticipated Deviations per Exposure (\$25,000 UMPD) [(23)/(1.0-(24))-(23)]	0.19	0.19	0.22
(27) Adjustment Factor for Increase in MVR and Salvage Title Fees (UMBI)(d)	1.0036	1.0036	1.0036
(28) Adjustment Factor for Increase in MVR and Salvage Title Fees and Sales Tax on Labor Costs (UMPD)(d)	1.0238	1.0238	1.0238
(29) Required B/L Premium per exposure (30/60 UMBI)[(22)+(25)]x(27)	11.20	10.87	12.31
(30) Required B/L Premium per exposure (30/60 UMPD)[(23)+(26)]x(28)	3.94	3.96	4.41
(31) Required B/L Premium per exposure [(29) + (30)]	15.14	14.83	16.72
(32) Average (Weighted on exposures in line (14))		15.56	

(a) Based on the statistical plan data reported by member companies.

(b) Loss development factors are based on five-year averages, through 63 months of development for Uninsured Motorists Bodily Injury and Uninsured Motorists Property Damage. See pages E-3 and E-4.

(c) Projected losses and allocated loss adjustment expenses =

UMBI: $[(7) \times (1 + (9))]^{(11)}$ and UMPD: $[(8) \times (1 + (10))]^{(11)}$
where (11) = the number of years of projection from the average date of accident to 7/16/2018.

(d) Estimated effect of the increase in fees for motor vehicle reports and salvage titles and implementation of sales tax on labor costs effective 3/1/2016.

(e) Net Deviations reflect upward and downward adjustments to manual premium. The 5% provision is a selected value. See pre-filed testimony of J. Smollik and C. Modlin and Exhibit RB-3.

NORTH CAROLINA
UNINSURED MOTORISTS REVIEW
PRIVATE PASSENGER CARS
TOTAL LIMITS REVIEW

All Carriers Voluntary and Ceded Combined	Year Ended 12/31/2013	Year Ended 12/31/2014	Year Ended 12/31/2015
(1) Incurred Losses and ALAE (T/L UMBI) (a)	42,186,292	39,253,946	41,582,511
(2) Incurred Losses and ALAE (T/L UMPD) (a)	9,040,804	9,990,279	12,546,736
(3) Loss Development Factor (T/L UMBI) (b)	1.001	1.019	1.100
(4) Loss Development Factor (T/L UMPD) (b)	0.995	0.977	0.943
(5) ULAE Factor (BI) (See page D-29)	13.5%	13.5%	13.4%
(6) ULAE Factor (PD) (See page D-29)	11.5%	10.7%	11.1%
(7) Developed Losses and LAE (T/L UMBI) [(1)x(3)x(1+(5))]	47,929,323	45,399,740	51,870,024
(8) Developed Losses and LAE (T/L UMPD) [(2)x(4)x(1+(6))]	10,030,094	10,804,876	13,144,877
(9) Avg Annual Change in Losses and LAE (UMBI) (See page D-8)	1.0%	1.0%	1.0%
(10) Avg Annual Change in Losses and LAE (UMPD) (See page D-8)	6.1%	6.1%	6.1%
(11) Years of Trend - Losses (c)	5.04	4.04	3.04
(12) Projected Losses and LAE (T/L UMBI)(c)	50,373,718	47,261,129	53,477,995
(13) Projected Losses and LAE (T/L UMPD)(c)	13,520,567	13,722,193	15,734,418
(14) Earned Exposures (a)	6,238,914	6,041,597	6,092,601
(15) Developed Incurred Claims (UMBI) (a)	4,985	4,844	5,312
(16) Developed Incurred Claims (UMPD) (a)	7,033	6,862	7,737
(17) Total Incurred Claims [(15)+(16)]	12,018	11,706	13,049
(18) Projected T/L Loss and LAE per exposure (T/L UMBI)[(12)/(14)]	8.07	7.82	8.78
(19) Projected T/L Loss and LAE per exposure (T/L UMPD)[(13)/(14)]	2.17	2.27	2.58
(20) Percentage Dividends (See page D-35)	0.30%	0.30%	0.30%
(21) Permissible Loss and LAE Ratio (See page E-11)	0.588	0.588	0.588
(22) Net Premium Required per exposure (T/L UMBI)[(18)/((21)-(20))]	13.79	13.37	15.01
(23) Net Premium Required per exposure (T/L UMPD)[(19)/((21)-(20))]	3.71	3.88	4.41
(24) Percentage Net Deviations (e)	5.00%	5.00%	5.00%
(25) Anticipated Deviations per Exposure (T/L UMBI) [((22)/(1.0-(24)))-(22)]	0.73	0.70	0.79
(26) Anticipated Deviations per Exposure (T/L UMPD) [((23)/(1.0-(24)))-(23)]	0.20	0.20	0.23
(27) Adjustment Factor for Increase in MVR and Salvage Title Fees (UMBI)(d)	1.0036	1.0036	1.0036
(28) Adjustment Factor for Increase in MVR and Salvage Title Fees and Sales Tax on Labor Costs (UMPD)(d)	1.0238	1.0238	1.0238
(29) Required T/L Premium per exposure (30/60 UMBI)[(22)+(25)]x(27)	14.57	14.12	15.86
(30) Required T/L Premium per exposure (30/60 UMPD)[(23)+(26)]x(28)	4.00	4.18	4.75
(31) Required T/L Premium per exposure [(29) + (30)]	18.57	18.30	20.61
(32) Average (Weighted on exposures in line (14))		19.16	

(a) Based on the statistical plan data reported by member companies.

(b) Loss development factors are based on five-year averages, through 63 months of development for Uninsured Motorists Bodily Injury and Uninsured Motorists Property Damage. See pages E-5 and E-6.

(c) Projected losses and allocated loss adjustment expenses =

UMBI: $[(7) \times (1 + (9))]^{(11)}$ and UMPD: $[(8) \times (1 + (10))]^{(11)}$
where (11) = the number of years of projection from the average date of accident to 7/16/2018.

(d) Estimated effect of the increase in fees for motor vehicle reports and salvage titles and implementation of sales tax on labor costs effective 3/1/2016.

(e) Net Deviations reflect upward and downward adjustments to manual premium. The 5% provision is a selected value. See pre-filed testimony of J. Smollik and C. Modlin and Exhibit RB-3.

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
LOSS DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Accident Year	Uninsured Motorists Bodily Injury Basic Limits(a) Incurred Losses as of				
	15 Months	27 Months	39 Months	51 Months	63 Months
2003	-	-	38,637,152	38,918,129	39,331,965
2004	-	37,978,036	39,479,664	39,757,540	39,715,690
2005	35,121,927	40,093,058	41,331,165	42,341,333	41,876,741
2006	35,048,496	40,518,511	42,036,340	42,357,497	42,329,394
2007	31,123,709	34,679,457	35,314,601	35,156,235	35,012,875
2008	34,948,577	37,369,920	37,963,896	38,083,171	37,977,566
2009	33,128,529	34,513,310	35,048,748	34,996,530	34,900,303
2010	33,335,832	34,525,752	34,640,963	34,554,529	34,696,103
2011	33,462,492	33,713,284	34,551,106	34,514,725	
2012	32,756,411	35,169,825	34,849,156		
2013	33,653,792	34,391,035			
2014	38,784,093				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003			1.007	1.011
2004		1.040	1.007	0.999
2005	1.142	1.031	1.024	0.989
2006	1.156	1.037	1.008	0.999
2007	1.114	1.018	0.996	0.996
2008	1.069	1.016	1.003	0.997
2009	1.042	1.016	0.999	0.997
2010	1.036	1.003	0.998	1.004
2011	1.007	1.025	0.999	
2012	1.074	0.991		
2013	1.022			
Five Year Average	1.036	1.010	0.999	0.999
Three Year Average	1.034	1.006	0.999	0.999
		Five Year	Three Year	
39 to 63 months:		0.998	0.998	
27 to 63 months:		1.008	1.004	
15 to 63 months:		1.044	1.038	

(a) Losses are on a 30/60 level for all years.

Losses exclude unallocated loss adjustment expense.

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
LOSS DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Accident Year	Uninsured Motorists Bodily Injury Total Limits Paid Losses as of				
	15 Months	27 Months	39 Months	51 Months	63 Months
2003	-	-	43,483,029	47,207,267	48,742,605
2004	-	36,413,668	43,556,987	48,197,100	49,713,078
2005	21,395,844	40,354,993	47,552,997	52,330,901	53,571,863
2006	20,788,360	39,523,156	47,722,930	53,035,311	55,417,569
2007	18,301,264	34,891,632	40,638,198	42,662,205	43,829,474
2008	20,849,313	36,625,516	43,469,915	46,246,462	47,241,691
2009	19,786,634	33,794,265	38,863,494	41,541,280	42,247,932
2010	20,694,292	33,892,558	38,923,138	42,264,765	42,921,457
2011	19,759,671	32,683,577	38,553,020	41,525,163	
2012	19,801,060	34,773,154	39,876,215		
2013	18,014,389	34,107,608			
2014	22,254,536				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003			1.086	1.033
2004		1.196	1.107	1.031
2005	1.886	1.178	1.100	1.024
2006	1.901	1.207	1.111	1.045
2007	1.907	1.165	1.050	1.027
2008	1.757	1.187	1.064	1.022
2009	1.708	1.150	1.069	1.017
2010	1.638	1.148	1.086	1.016
2011	1.654	1.180	1.077	
2012	1.756	1.147		
2013	1.893			
Five Year Average	1.730	1.162	1.069	1.025
Three Year Average	1.768	1.158	1.077	1.018
		Five Year	Three Year	
39 to 63 months:		1.096	1.096	
27 to 63 months:		1.274	1.269	
15 to 63 months:		2.204	2.244	

Losses exclude unallocated loss adjustment expense.

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
LOSS DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Accident Year	Uninsured Motorists Bodily Injury Total Limits Incurred Losses as of				
	15 Months	27 Months	39 Months	51 Months	63 Months
2003	-	-	49,303,984	49,563,690	49,716,114
2004	-	47,302,410	49,574,799	51,462,999	51,523,022
2005	43,555,506	52,487,912	54,414,755	55,559,544	54,573,136
2006	44,914,621	54,835,104	56,447,738	56,566,944	56,500,565
2007	38,089,204	43,739,711	45,188,593	44,820,473	44,572,390
2008	41,598,240	46,430,291	47,596,661	48,074,928	47,913,020
2009	38,794,256	42,305,218	42,618,169	42,891,595	42,707,631
2010	39,297,897	42,214,858	42,733,420	43,201,151	43,315,810
2011	40,489,188	41,520,729	43,130,211	42,949,643	
2012	39,196,035	44,426,710	44,671,632		
2013	40,145,169	43,092,005			
2014	46,448,468				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003			1.005	1.003
2004		1.048	1.038	1.001
2005	1.205	1.037	1.021	0.982
2006	1.221	1.029	1.002	0.999
2007	1.148	1.033	0.992	0.994
2008	1.116	1.025	1.010	0.997
2009	1.091	1.007	1.006	0.996
2010	1.074	1.012	1.011	1.003
2011	1.025	1.039	0.996	
2012	1.133	1.006		
2013	1.073			
Five Year Average	1.079	1.018	1.003	0.998
Three Year Average	1.077	1.019	1.004	0.999
		Five Year	Three Year	
39 to 63 months:		1.001	1.003	
27 to 63 months:		1.019	1.022	
15 to 63 months:		1.100	1.101	

Losses exclude unallocated loss adjustment expense.

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
LOSS DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Accident Year	Uninsured Motorists Property Damage Total Limits Incurred Losses as of				
	15 Months	27 Months	39 Months	51 Months	63 Months
2004			10,998,569	10,871,947	10,771,037
2005		12,059,567	11,857,001	12,036,726	11,717,356
2006	11,046,793	10,591,730	10,823,682	10,699,672	10,636,645
2007	10,280,498	10,065,484	10,063,604	10,009,408	9,948,682
2008	10,175,750	9,976,888	9,916,835	9,921,650	9,952,367
2009	9,071,992	8,862,996	8,757,194	8,630,307	8,551,905
2010	9,185,077	8,771,415	8,492,821	8,372,137	8,312,198
2011	9,202,891	9,077,069	8,952,159	9,122,412	9,130,110
2012	9,174,333	8,836,530	8,710,242	8,745,025	
2013	10,403,576	9,871,558	9,706,979		
2014	11,404,968	11,081,105			
2015	14,462,051				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2004			0.988	0.991
2005		0.983	1.015	0.973
2006	0.959	1.022	0.989	0.994
2007	0.979	1.000	0.995	0.994
2008	0.980	0.994	1.000	1.003
2009	0.977	0.988	0.986	0.991
2010	0.955	0.968	0.986	0.993
2011	0.986	0.986	1.019	1.001
2012	0.963	0.986	1.004	
2013	0.949	0.983		
2014	0.972			
Five Year Average	0.965	0.982	0.999	0.996
Three Year Average	0.961	0.985	1.003	0.995
		Five Year	Three Year	
39 to 63 months:		0.995	0.998	
27 to 63 months:		0.977	0.983	
15 to 63 months:		0.943	0.945	

Losses exclude unallocated loss adjustment expense.

NORTH CAROLINA

PRIVATE PASSENGER LIABILITY INSURANCE
UNINSURED MOTORISTS BODILY INJURY
CLAIM COST TREND

<u>(1)</u> <u>Accident</u> <u>Year Ended</u>	<u>(2)</u> <u>Basic Limit</u> <u>Losses (A)(B)</u>	<u>(3)</u> <u>Incurred</u> <u>Claims</u>	<u>(4)</u> <u>UMBI Claim Cost</u> <u>(2) / (3)</u>
12/31/2004	42,778,272	6,000	7,129.71
12/31/2005	44,547,774	6,030	7,387.69
12/31/2006	47,836,857	6,322	7,566.73
12/31/2007	49,254,345	6,152	8,006.23
12/31/2008	43,869,258	5,691	7,708.53
12/31/2009	45,292,472	6,120	7,400.73
12/31/2010	42,265,450	5,688	7,430.63
12/31/2011	40,275,644	5,322	7,567.76
12/31/2012	41,691,758	5,501	7,578.94
12/31/2013	40,083,803	5,127	7,818.18
12/31/2014	38,227,096	4,975	7,683.84
12/31/2015	43,147,858	5,424	7,954.99

Annual Rates of Change based on the Exponential Curve of Best Fit:

4 points	1.3%
6 points	1.2%
9 points	0.2%
12 points	0.5%

(A) Includes all loss adjustment expense and loss development for voluntary and ceded business combined.

(B) 30/60 limit.

NORTH CAROLINA

PRIVATE PASSENGER LIABILITY INSURANCE
UNINSURED MOTORISTS PROPERTY DAMAGE
CLAIM COST TREND

<u>(1)</u> Accident Year Ended	<u>(2)</u> Basic Limit Losses (A)(B)	<u>(3)</u> Incurred Claims	<u>(4)</u> UMPD Claim Cost (2) / (3)
12/31/2004	11,770,124	9,004	1,307.21
12/31/2005	12,272,584	8,982	1,366.35
12/31/2006	11,956,645	8,591	1,391.76
12/31/2007	11,181,655	8,294	1,348.16
12/31/2008	10,419,619	7,581	1,374.44
12/31/2009	9,079,850	7,310	1,242.11
12/31/2010	8,608,289	7,005	1,228.88
12/31/2011	8,907,834	6,838	1,302.70
12/31/2012	8,936,756	7,246	1,233.34
12/31/2013	9,924,306	7,033	1,411.11
12/31/2014	10,225,146	6,862	1,490.11
12/31/2015	12,142,626	7,737	1,569.42

Annual Rates of Change based on the Exponential Curve of Best Fit:

4 points	8.1%
6 points	5.2%
9 points	1.9%
12 points	0.8%

(A) Includes all loss adjustment expense and loss development for voluntary and ceded business combined.

(B) \$25,000 limit.

NORTH CAROLINA
PRIVATE PASSENGER LIABILITY INSURANCE
UNINSURED MOTORISTS BODILY INJURY
CLAIM FREQUENCY TREND

(1) Accident Year Ended	(2) Exposures(A)	(3) Incurred Claims(A)	(4) UM Claim Freq (3) / (2)
12/31/2004	5,684,371	6,000	0.1056
12/31/2005	5,825,678	6,030	0.1035
12/31/2006	5,992,062	6,322	0.1055
12/31/2007	6,108,993	6,152	0.1007
12/31/2008	6,013,381	5,691	0.0946
12/31/2009	6,321,674	6,120	0.0968
12/31/2010	6,258,119	5,688	0.0909
12/31/2011	6,253,049	5,322	0.0851
12/31/2012	6,396,922	5,501	0.0860
12/31/2013	6,238,914	5,127	0.0822
12/31/2014	6,041,597	4,975	0.0823
12/31/2015	6,092,601	5,424	0.0890

Annual Rates of Change based on the Exponential Curve of Best Fit:

4 points	1.0%
6 points	-0.7%
9 points	-2.1%
12 points	-2.4%

(A) Voluntary and ceded business combined.

NORTH CAROLINA

PRIVATE PASSENGER LIABILITY INSURANCE
UNINSURED MOTORISTS PROPERTY DAMAGE
CLAIM FREQUENCY TREND

(1) Accident Year Ended	(2) Exposures(A)	(3) Incurred Claims(A)	(4) UM Claim Freq (3) / (2)
12/31/2004	5,684,371	9,004	0.1584
12/31/2005	5,825,678	8,982	0.1542
12/31/2006	5,992,062	8,591	0.1434
12/31/2007	6,108,993	8,294	0.1358
12/31/2008	6,013,381	7,581	0.1261
12/31/2009	6,321,674	7,310	0.1156
12/31/2010	6,258,119	7,005	0.1119
12/31/2011	6,253,049	6,838	0.1094
12/31/2012	6,396,922	7,246	0.1133
12/31/2013	6,238,914	7,033	0.1127
12/31/2014	6,041,597	6,862	0.1136
12/31/2015	6,092,601	7,737	0.1270

Annual Rates of Change based on the Exponential Curve of Best Fit:

4 points	3.6%
6 points	2.1%
9 points	-1.0%
12 points	-2.8%

(A) Voluntary and ceded business combined.

NORTH CAROLINA

DERIVATION OF PERMISSIBLE LOSS AND LAE RATIO
FOR UNINSURED AND UNDERINSURED MOTORISTS

Commission & Brokerage	8.6%
Taxes, Licenses, Fees	2.2%
General Administration	7.1%
Other Acquisition Expenses	9.8%
Profit	13.5%
Contingencies	0.0%
Total	0.412
Expected Loss Ratio	0.588

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
UNINSURED MOTORISTS COVERAGE

Uninsured Motorists Bodily Injury

Limit	Present Single Vehicle Policy Rate	Filed Single Vehicle Policy Rate(a)	Filed Multi-Vehicle Policy Rate(b)
30/60	14	13	32
50/100	15	14	35
100/200	17	16	40
100/300	18	17	42
300/300	21	20	49
250/500	22	21	52
500/500	23	22	54
500/1000	25	24	59
1000/1000	26	25	62

Uninsured Motorists Property Damage

Limit	Present Single Vehicle Policy Rate	Filed Single Vehicle Policy Rate(c)	Filed Multi-Vehicle Policy Rate(b)
25	2	2	5
50	3	3	7
100	4	4	10
250	6	6	15
500	8	8	20
750	10	10	25
1,000	11	11	27

(a) Filed single vehicle rates for Uninsured Motorists Bodily Injury are calculated as follows:

1) Determine the 30/60 UMBI rate by subtracting the \$25,000 UMPD rate of \$2 from the selected 30/60/25 rate:

Indicated 30/60/25 rate from page E-1 =	15.56
Selected 30/60/25 rate =	\$15
Selected 30/60 UMBI rate =	\$13

2) Apply the effective excess limit change to the present excess portion of the rate at each limit, and then add the selected basic limit 30/60 UMBI rate to the result.

For example, for 50/100:	$(15-14) \times (1+.040) + 13 = \14 , where
the Excess Limits change =	4.0%

(b) Filed multi-vehicle policy rates are calculated by multiplying the filed single vehicle policy rates by a factor of 2.47, which is the estimated average number of vehicles per multi-vehicle policy in North Carolina. This factor was determined from 2010 U.S. census data on the number of vehicles available per household.

(c) Filed single vehicle policy rates for Uninsured Motorists Property Damage are equal to the present rates.

The resulting total limits effective change for Uninsured Motorists Bodily Injury and Property Damage = -5.1%

NORTH CAROLINA

UNDERINSURED MOTORISTS COVERAGE

Underinsured Motorists (UIM) coverage is triggered if the policy limit of the party at fault in an accident causing bodily injury to an insured is less than the insured's UIM policy limit. In this event and if the policy limits of the party at fault are not enough to pay the full amount of damages to the insured, then the insured is entitled to collect up to the limit of his UIM coverage.

Pages E-14 and E-15 display an experience review and the subsequent calculation of the filed rates for Underinsured Motorists coverage.

The indicated required premium per exposure of \$33.19, as shown on Line (18) of page E-14 represents a 4.9% increase from the current average premium per exposure of \$31.63. The overall effect of applying this change to the current rates by limit is +4.7%.

Page E-19 displays current and revised Underinsured Motorists rates.

NORTH CAROLINA
 UNDERINSURED MOTORISTS REVIEW
 PRIVATE PASSENGER CARS
 TOTAL LIMITS REVIEW

All Carriers Voluntary and Ceded Combined	Year Ended 12/31/2013	Year Ended 12/31/2014	Year Ended 12/31/2015
(1) Incurred Losses and ALAE (T/L UIMBI) (a)	77,900,285	60,750,624	49,709,610
(2) Loss Development Factor (T/L UIMBI) (b)	1.033	1.158	1.610
(3) ULAE Factor (BI) (See page D-29)	13.5%	13.5%	13.4%
(4) Developed Losses and LAE (T/L UIMBI) [(1)x(2)x(1+(3))]	91,334,579	79,846,368	90,756,823
(5) Avg Annual Change in Losses and LAE (See page D-8)	0.0%	0.0%	0.0%
(6) Years of Trend - Losses (c)	5.04	4.04	3.04
(7) Projected Losses and LAE (c)	91,334,579	79,846,368	90,756,823
(8) Earned Exposures (a)(f)	4,839,404	4,686,349	4,725,912
(9) Developed Incurred Claims (UIMBI) (a)	1,786	1,684	1,880
(10) Projected T/L Loss and LAE per exposure [(7)/(8)]	18.87	17.04	19.20
(11) Percentage Dividends (See page D-35)	0.30%	0.30%	0.30%
(12) Permissible Loss and LAE Ratio (See page E-11)	0.588	0.588	0.588
(13) Net T/L Premium Required per exposure [(10)/((12)-(11))]	32.26	29.13	32.82
(14) Percentage Net Deviations (e)	5.00%	5.00%	5.00%
(15) Anticipated Deviations per Exposure [((13)/(1.0-(14)))-(13)]	1.70	1.53	1.73
(16) Adjustment Factor for Increase in MVR and Salvage Title Fees (UMBI)(d)	1.0036	1.0036	1.0036
(17) Required T/L Premium per exposure [((13)+(15))x(16)]	34.08	30.77	34.67
(18) Average (Weighted on exposures in line (8))		\$33.19	

(a) Based on the statistical plan data reported by member companies.

(b) Loss development factors are based on five-year averages, through 63 months of development for Underinsured Motorists Bodily Injury. See page E-16.

(c) Projected losses and allocated loss adjustment expenses =

$$\frac{(12)}{[(10) \times (1 + (11))]}$$
], where (12) = the number of years of projection from the average date of accident to 7/16/2018.

(d) Estimated effect of the increase in fees for motor vehicle reports and salvage titles effective 3/1/2016.

(e) Net Deviations reflect upward and downward adjustments to manual premium. The 5% provision is a selected value. See pre-filed testimony of J. Smollik and C. Modlin and Exhibit RB-3.

(f) UIM earned exposures are estimated to be 77.57% of Bodily Injury Liability earned exposures.

NORTH CAROLINA
PERSONAL AUTO INSURANCE

CALCULATION OF FILED RATES FOR
UNDERINSURED MOTORISTS

LIMITS	(1) % OF EARNED EXPOSURES	(2) PRESENT RATE	(3) FILED RATE [[(6)/(5)] x (2)]	(4) PERCENT CHANGE [(3)/(2)]
50/100	35.0%	\$ 10	\$ 10	0.0%
100/200	0.9%	27	28	3.7%
100/300	48.4%	36	38	5.6%
300/300	3.1%	53	56	5.7%
250/500	11.3%	65	68	4.6%
500/500	0.5%	98	103	5.1%
500/1000	0.2%	111	116	4.5%
1000/1000	0.6%	127	133	4.7%
	100.0%			
(5)	AVERAGE PRESENT RATE(a):	\$	31.63	
(6)	INDICATED AVERAGE RATE(b)	\$	33.19	
(7)	AVERAGE FILED RATE(c):	\$	33.11	
(8)	FILED CHANGE[((7)/(5)) - 1.0]:			4.7%

Notes:

(a) Column(2) weighted on Column(1)

(b) See page E-14.

(c) Column(3) weighted on Column(1)

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
LOSS DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Accident Year	Underinsured Motorists Bodily Injury Total Limits Incurred Losses as of				
	15 Months	27 Months	39 Months	51 Months	63 Months
2003	-	-	57,359,522	61,370,882	60,939,103
2004	-	46,968,025	53,527,507	55,885,597	55,694,339
2005	36,386,159	56,358,725	63,536,503	67,208,011	67,299,495
2006	41,320,073	62,614,313	69,501,239	70,911,206	70,244,626
2007	38,680,862	57,471,072	66,471,314	66,685,860	66,212,828
2008	44,832,659	65,865,356	74,013,465	77,507,901	77,428,375
2009	44,504,567	64,908,685	72,849,253	76,038,277	75,505,050
2010	49,802,607	70,547,071	77,018,627	79,651,542	78,667,941
2011	49,392,980	64,491,829	70,101,556	75,074,826	
2012	49,225,525	67,303,597	79,458,261		
2013	45,631,606	63,910,653			
2014	51,836,429				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003			1.070	0.993
2004		1.140	1.044	0.997
2005	1.549	1.127	1.058	1.001
2006	1.515	1.110	1.020	0.991
2007	1.486	1.157	1.003	0.993
2008	1.469	1.124	1.047	0.999
2009	1.458	1.122	1.044	0.993
2010	1.417	1.092	1.034	0.988
2011	1.306	1.087	1.071	
2012	1.367	1.181		
2013	1.401			
Five Year Average	1.390	1.121	1.040	0.993
Three Year Average	1.358	1.120	1.050	0.993
		Five Year	Three Year	
39 to 63 months:		1.033	1.043	
27 to 63 months:		1.158	1.168	
15 to 63 months:		1.610	1.586	

Losses exclude unallocated loss adjustment expense.

NORTH CAROLINA
PRIVATE PASSENGER LIABILITY INSURANCE
UNDERINSURED MOTORISTS
CLAIM COST TREND

(1) Accident <u>Year Ended</u>	(2) Total Limit <u>Losses (A)</u>	(3) Incurred <u>Claims</u>	(4) UIM Claim Cost <u>(2) / (3)</u>
12/31/2004	70,217,763	1,420	49,449.13
12/31/2005	65,680,685	1,254	52,376.94
12/31/2006	77,354,916	1,528	50,624.95
12/31/2007	84,263,823	1,584	53,196.86
12/31/2008	72,663,277	1,478	49,163.25
12/31/2009	81,994,812	1,681	48,777.40
12/31/2010	78,995,166	1,598	49,433.77
12/31/2011	82,032,981	1,625	50,481.83
12/31/2012	73,963,910	1,536	48,153.59
12/31/2013	84,097,450	1,645	51,123.07
12/31/2014	72,527,847	1,542	47,034.92
12/31/2015	80,994,462	1,723	47,007.81

Annual Rates of Change based on the Exponential Curve of Best Fit:

4 points	-1.5%
6 points	-1.1%
9 points	-0.9%
12 points	-0.6%

(A) Includes all loss adjustment expense and loss development for voluntary and ceded business combined.

NORTH CAROLINA

PRIVATE PASSENGER LIABILITY INSURANCE
 UNDERINSURED MOTORISTS
 CLAIM FREQUENCY TREND

<u>(1)</u> Accident Year Ended	<u>(2)</u> Incurred Claims(A)	<u>(3)</u> Exposures	<u>(4)</u> UIM Claim Freq <u>(2)/(3)*100</u>
12/31/2004	1,420	3,691,621	0.0385
12/31/2005	1,254	3,845,345	0.0326
12/31/2006	1,528	4,124,137	0.0371
12/31/2007	1,584	4,478,381	0.0354
12/31/2008	1,478	4,396,521	0.0336
12/31/2009	1,681	4,614,618	0.0364
12/31/2010	1,598	4,644,504	0.0344
12/31/2011	1,625	4,779,500	0.0340
12/31/2012	1,536	4,926,951	0.0312
12/31/2013	1,645	4,839,404	0.0340
12/31/2014	1,542	4,686,349	0.0329
12/31/2015	1,723	4,725,912	0.0365

Annual Rates of Change based on the Exponential Curve of Best Fit:

4 points	4.5%
6 points	0.8%
9 points	-0.3%
12 points	-0.6%

(A) Voluntary and ceded business combined.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
UNDERINSURED MOTORISTS COVERAGE

Underinsured Motorists Bodily Injury

Limit	Present Single Vehicle Policy Rate	Filed Single Vehicle Policy Rate(a)	Filed Multi-Vehicle Policy Rate (b)
50/100	10	10	25
100/200	27	28	69
100/300	36	38	94
300/300	53	56	138
250/500	65	68	168
500/500	98	103	254
500/1000	111	116	287
1000/1000	127	133	329

(a) Filed single vehicle policy rates are calculated on page E-15.

(b) Filed multi-vehicle policy rates are calculated by multiplying the filed single vehicle policy rates by a factor of 2.47, which is the estimated average number of vehicles per multi-vehicle policy in North Carolina. This factor was determined from 2010 U.S. census data on the number of vehicles available per household.

SECTION F
MOTORCYCLE REVIEW

NORTH CAROLINA
RATE LEVEL SUMMARY
MOTORCYCLE INSURANCE

	EARNED PREMIUMS AT PRESENT RATES*	INDICATED AND FILED RATE LEVEL CHANGE
Liability	44,442	-8.6%

* (000's omitted)

NORTH CAROLINA
MOTORCYCLE INSURANCE
LIABILITY COVERAGE
STATEWIDE RATE REVIEW

All Carriers Voluntary and Ceded Combined	Year Ended 12/31/2013	Year Ended 12/31/2014	Year Ended 12/31/2015
(1) Earned Premiums at Present Rates (a)	\$44,394,435	\$44,412,426	\$44,441,621
(2) Incurred Losses and ALAE (a)	19,150,381	18,174,650	18,928,301
(3) Unallocated Loss Adjustment Expense Factor (b)	0.131	0.118	0.138
(4) Unallocated Loss Adjustment Expense [(2) x (3)]	2,508,700	2,144,609	2,612,106
(5) General & Other Acquisition Expenses (c)	7,685,257	7,469,292	7,614,811
(6) Average Annual Change in Losses and ALAE (See page F-5)	1.1%	1.8%	1.6%
(7) Average Annual Change in Expense Costs (See page D-8)	2.0%	2.0%	2.0%
(8) Projected Losses and ALAE (d)	20,241,953	19,537,749	19,855,788
(9) Projected Unallocated LAE (e)	2,772,114	2,322,612	2,774,057
(10) Projected General & Other Acquisition Expenses (f)	8,446,097	8,044,427	8,041,240
(11) Projected Losses, LAE and G & OA Expenses [(8)+(9)+(10)]	31,460,164	29,904,788	30,671,085
(12) Projected Loss, LAE and G & OA Expense Ratio [(11)/(1)]	0.709	0.673	0.690
(13) Adjustment Factor for Increase in MVR and Salvage Title Fees and Sales Tax on Labor Costs (g)	1.0111	1.0111	1.0111
(14) Permissible Loss, LAE and G & OA Expense Ratio (See page F-4)	0.780	0.784	0.792
(15) Percentage Net Deviations (h)	2.10%	2.10%	2.10%
(16) Indicated Rate Level Change [(((12)x(13))/((14)-(15))) - 1.0]	-5.6%	-10.8%	-9.5%
(17) Final selected rate level change (weighted by premium from Line (1))		-8.6%	

NORTH CAROLINA
MOTORCYCLE REVIEW

STATEWIDE RATE REVIEW

Notes

- (a) Based on the statistical plan data reported by member companies. Losses are developed to ultimate.
- (b) Based on the ratio of unallocated loss adjustment expenses to losses and allocated loss adjustment expenses for each of the latest three years. See page F-7.
- (c) The general expenses and other acquisition expenses allocated between the Voluntary and Ceded business based on the Voluntary and Ceded premium distribution. See page F-7.
- (d) Projected Losses and ALAE = $[(2) \times (1 + (6))]^n$, where
n = The number of years of projection from the average date of accident to 7/16/2018 (2013=5.04, 2014=4.04, 2015=3.04).
- (e) Projected Unallocated Loss Adjustment Expenses = $[(4) \times (1 + (7))]^n$, where
n = The number of years of projection from the average date of accident to 7/16/2018 (2013=5.04, 2014=4.04, 2015=3.04).
- (f) Projected General and Other Acquisition Expenses = $[(5) \times (1 + (7))]^n$, where
n = The number of years of projection to the average date of writing, 4/1/2018 (2013=4.75, 2014=3.75, 2015=2.75).
- (g) Estimated effect of the increase in fees for motor vehicle reports and salvage titles and implementation of sales tax on labor costs effective 3/1/2016.
- (h) Selected value. Net Deviations reflect upward and downward adjustments to manual premiums. See Exhibit RB-3.

NORTH CAROLINA
MOTORCYCLE REVIEW

DETERMINATION OF EXPECTED LOSS, LAE and FIXED EXPENSE RATIO

	<u>Liability</u>		
	<u>2013</u>	<u>2014</u>	<u>2015</u>
Commission and Brokerage Expense	0.063	0.059	0.054
Taxes, etc. to Written Premium	0.022	0.022	0.019
Profit	0.135	0.135	0.135
Contingencies	0.000	0.000	0.000
Total	0.220	0.216	0.208
Losses, LAE, General Administration Expenses and Other Acquisition Expenses	0.780	0.784	0.792

NORTH CAROLINA

Motorcycle Insurance

Calculation of Loss Trend Factors

	<u>Cov</u>	<u>Auto Trend(a)</u>	<u>Motorcycle Total Limits Dev. Losses</u>	<u>Weighted Trend</u>
2015	BI	1.020	4,443,625	
	PD	1.076	2,392,492	
	MP	1.020	675,551	
	UMBI	1.010	2,077,230	
	UMPD	1.061	115,711	
	UIMBI	1.000	9,223,692	
			18,928,301	1.016
2014	BI	1.020	4,912,538	
	PD	1.078	2,503,673	
	MP	1.021	519,996	
	UMBI	1.010	1,578,181	
	UMPD	1.061	120,883	
	UIMBI	1.000	8,539,379	
			18,174,650	1.018
2013	BI	1.010	4,900,134	
	PD	1.061	2,006,790	
	MP	1.007	552,481	
	UMBI	1.010	1,940,444	
	UMPD	1.061	126,025	
	UIMBI	1.000	9,624,507	
			19,150,381	1.011

(a) See page D-8 and D-9.

NORTH CAROLINA
MOTORCYCLE INSURANCE

CALCULATION OF RATE RELATIVITIES

Private Passenger
Liability

COVERAGE	TOTAL LIMITS PREMIUM WEIGHT	FILED CHANGE
Bodily Injury	\$1,374,871	16.9%
Property Damage	1,043,977	62.4%
(1) Liability Total	2,418,848	36.5%

(2) Medical Payments 27.4%

Motorcycles	FILED CHANGE
(3) Liability	-8.6%

(4) Motorcycle Liability factor = 0.670
 $[(1.0 + (3)) / (1.0 + (1))]$

(5) Motorcycle Med Pay factor = 0.717
 $[(1.0 + (3)) / (1.0 + (2))]$

Liability
Relativities

	(6) Present	(7) (6) x (4) Revised
Engine Size (cc)		
0-499	16%	11%
500-1249	26%	17%
1250-1499	36%	24%
1500-up	47%	31%

	(8) Present	(9) (8) x (5) Revised
Medical Payments <u>Relativities</u>		
All Engine Sizes	36%	26%

NORTH CAROLINA
MOTORCYCLE INSURANCE
SUMMARY OF LIABILITY EXPENSE EXPERIENCE - VOLUNTARY AND CEDED BUSINESS

<u>Item</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>
Premiums Written at Manual Level	\$37,643,978	\$38,268,316	\$40,069,081	\$39,944,877	\$41,432,275
Premiums Earned at Manual Level	36,769,385	37,224,867	39,042,047	39,348,797	40,345,523
Premiums Written (Collected Lvl)	34,944,354	35,388,769	36,433,306	35,874,883	37,502,864
Premiums Earned (Collected Lvl)	34,436,356	34,958,994	35,879,108	35,866,428	36,917,703
Commission & Brokerage	3,051,549	2,871,956	2,861,105	2,804,396	2,837,910
Other Acquisition	3,442,654	3,427,876	3,722,640	3,783,652	3,829,897
General Expenses	3,091,566	3,029,845	3,215,871	3,012,328	3,250,704
Taxes, Licenses, and Fees	767,088	755,401	787,176	775,242	719,336
Losses Incurred	13,590,343	17,604,662	18,032,442	17,765,947	17,887,781
Allocated Loss Adjustment Exp.	137,379	469,193	870,736	581,885	308,934
Unallocated Loss Adjustment Exp.	1,726,434	2,319,990	2,472,560	2,159,281	2,514,390

COMBINED RATIOS

Commission & Brokerage to Written Premium (a)	.087	.081	.079	.078	.076
Other Acquisition to Earned Premium (a)	.100	.098	.104	.105	.104
General Expenses to Earned Premium (a)	.090	.087	.090	.084	.088
Taxes, Licenses, etc. to Written Premium (a)	.022	.021	.022	.022	.019
Unallocated Loss Adjustment Expenses to Losses + Allocated	.126	.128	.131	.118	.138

Notes:

(a) Ratios are to premiums at collected level.

Source: North Carolina Rate Bureau Expense Call

SECTION G
INCREASED LIMITS REVIEW

NORTH CAROLINA

Increased limits Revision

This filing does not propose a change to the increased limits factors for Bodily Injury or Property Damage. The review of experience for Bodily Injury and Property Damage are contained on pages G-2-3.

The Bodily Injury total limits indication of -1.0%, determined on page G-2, is applied to the basic limits rates.

The Property Damage total limits indication of 0.0%, determined on page G-3, is applied to the basic limits rates.

Pages G-4-5 display the calculation of the average increased limits factors for Bodily Injury and Property Damage on a 30/60/25 basis for use in the determination of the uniform indications shown on pages G-2-3, and for use in the determination of the premium weights shown on page A-1.

Page G-6 displays the calculation of the Medical Payments average increased limits factor. This factor is used in the determination of the distributional adjustment factor on page C-21 and in the determination of the premium weights shown on page A-1.

NORTH CAROLINA
REVIEW OF BODILY INJURY INCREASED LIMITS

Voluntary and Ceded Business	12/31/2013	12/31/2014	12/31/2015	3 Years Combined
(1) Basic limits losses (a)(b)	623,671,690	596,523,382	608,208,660	1,828,403,732
(2) Basic limits loss dev. factor (See page D-17)	1.003	1.011	1.041	
(3) Basic limits claim cost trend (See page D-8)	-1.0%	-1.0%	-1.0%	
(4) Years of trend (See page C-2)	5.04	4.04	3.04	
(5) Basic limits trend factor $[1+(3)]^{(4)}$	0.951	0.960	0.970	
(6) Basic limits losses, trended and developed (1)x(2)x(5)	594,891,113	578,961,734	614,150,859	1,788,003,706
(7) Total limits losses (b)	762,590,267	726,173,562	713,981,264	2,202,745,093
(8) Total limits loss dev. factor (See page H-328)	1.000	1.014	1.074	
(9) Total limits claim cost trend (See page D-8)	-0.5%	-0.5%	-0.5%	
(10) Years of trend (See page C-2)	5.04	4.04	3.04	
(11) Total limits trend factor $[1+(9)]^{(10)}$	0.975	0.980	0.985	
(12) Total limits losses, trended and developed (7)x(8)x(11)	743,525,510	721,613,192	755,313,639	2,220,452,341
(13) Indicated average ilf (12)/(6)	1.250	1.246	1.230	1.242
(14) Average increased limits factor (See page G-4)	1.249	1.255	1.259	1.254 (c)
(15) Indicated change to excess limits increments $\{[(13)-1]/[(14)-1]\}-1$				-4.7%
(16) Indicated total limits change $\{(13)/(14)\}-1$				-1.0%

- (a) Basic limits are 30/60.
 (b) Based on the statistical plan data reported by member companies.
 (c) Three year average

NORTH CAROLINA
REVIEW OF PROPERTY DAMAGE INCREASED LIMITS

Voluntary and Ceded Business	12/31/2013	12/31/2014	12/31/2015	3 Years Combined
(1) Basic limits losses (a)(b)	666,216,460	680,185,060	726,051,715	2,072,453,235
(2) Basic limits loss dev. factor (See page D-18)	1.001	1.005	1.035	
(3) Basic limits losses, developed (1)x(2)	666,882,676	683,585,985	751,463,525	2,101,932,186
(4) Total limits losses (b)	672,558,690	688,091,214	735,797,432	2,096,447,336
(5) Total limits loss dev. factor (See page H-329)	1.002	1.006	1.036	
(6) Total limits losses, developed (4)x(5)	673,903,807	692,219,761	762,286,140	2,128,409,708
(7) Indicated average increased limits factor (6) / (3)	1.011	1.013	1.014	1.013
(8) Average increased limits factor (See page G-5)	1.012	1.013	1.013	1.013 (c)
(9) Indicated change to excess limits increments $\{[(7)-1]/[(8)-1]\}-1$				0.0%
(10) Indicated total limits change $\{(7)/(8)\}-1$				0.0%

(a) Basic limits are \$25,000.

(b) Based on the statistical plan data reported by member companies.

(c) Three year average

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
CALCULATION OF AVERAGE INCREASED LIMITS FACTORS

Year Ending 12/31/2015

Voluntary and Ceded Bodily Injury - 30/60 base

Limit Of Liability	(1) Written Premium	(2) Prior ILF	(3) 30/60 Premium	(4) Current ILF	(5) (3)x(4) T/L Premium
30/60	243,893,882	1.00	243,893,882	1.00	243,893,882
50/100	279,317,585	1.18	236,709,818	1.18	279,317,585
100/200	7,338,334	1.39	5,279,377	1.39	7,338,334
100/300	414,047,752	1.40	295,748,394	1.40	414,047,752
250/500	120,278,213	1.66	72,456,755	1.66	120,278,213
300/300	35,601,625	1.62	21,976,312	1.62	35,601,625
500/1000	4,018,141	1.85	2,171,968	1.85	4,018,141
1000/1000	3,397,101	1.96	1,733,215	1.96	3,397,101
All Other	9,989,230	1.258	7,940,564	1.258	9,989,230
	1,117,881,863	1.259	887,910,285	1.259	1,117,881,863

Year Ending 12/31/2014

Voluntary and Ceded Bodily Injury - 30/60 base

Limit Of Liability	(1) Written Premium	(2) Prior ILF	(3) 30/60 Premium	(4) Current ILF	(5) (3)x(4) T/L Premium
30/60	252,957,772	1.00	252,957,772	1.00	252,957,772
50/100	278,417,595	1.18	235,947,114	1.18	278,417,595
100/200	7,344,828	1.39	5,284,049	1.39	7,344,828
100/300	409,290,696	1.40	292,350,497	1.40	409,290,696
250/500	114,174,149	1.66	68,779,608	1.66	114,174,149
300/300	33,770,674	1.62	20,846,095	1.62	33,770,674
500/1000	7,467,947	1.85	4,036,728	1.85	7,467,947
1000/1000	3,193,432	1.96	1,629,302	1.96	3,193,432
All Other	9,851,531	1.252	7,868,635	1.252	9,851,531
	1,116,468,624	1.255	889,699,800	1.255	1,116,468,624

Year Ending 12/31/2013

Voluntary and Ceded Bodily Injury - 30/60 base

Limit Of Liability	(1) Written Premium	(2) Prior ILF	(3) 30/60 Premium	(4) Current ILF	(5) (3)x(4) T/L Premium
30/60	262,033,582	1.00	262,033,582	1.00	262,033,582
50/100	279,620,531	1.18	236,966,552	1.18	279,620,531
100/200	7,280,476	1.39	5,237,753	1.39	7,280,477
100/300	403,638,114	1.40	288,312,939	1.40	403,638,115
250/500	108,165,028	1.66	65,159,655	1.66	108,165,027
300/300	32,969,573	1.62	20,351,588	1.62	32,969,573
500/1000	7,045,328	1.85	3,808,285	1.85	7,045,327
1000/1000	2,834,027	1.96	1,445,932	1.96	2,834,027
All Other	10,154,891	1.247	8,143,457	1.247	10,154,891
	1,113,741,550	1.249	891,459,743	1.249	1,113,741,550

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
CALCULATION OF AVERAGE INCREASED LIMITS FACTORS

Year Ending 12/31/2015

Voluntary and Ceded Property Damage - \$25,000 base

Limit Of Liability	(1) Written Premium	(2) Prior ILF	(3) \$25,000 Premium	(4) Current ILF	(5) (3)x(4) T/L Premium
25,000	228,109,971	1.000	228,109,971	1.000	228,109,971
35,000	423,020	1.005	420,915	1.005	423,020
50,000	391,344,227	1.010	387,469,532	1.010	391,344,227
100,000	225,155,359	1.030	218,597,436	1.030	225,155,359
250,000	4,285,430	1.059	4,046,676	1.059	4,285,430
300,000	287,657	1.071	268,587	1.071	287,657
500,000	2,212,085	1.113	1,987,498	1.113	2,212,085
1,000,000	382,572	1.202	318,280	1.202	382,573
All Other	7,297,962	1.013	7,204,306	1.013	7,297,962
	859,498,283	1.013	848,423,201	1.013	859,498,284

Year Ending 12/31/2014

Voluntary and Ceded Property Damage - \$25,000 base

Limit Of Liability	(1) Written Premium	(2) Prior ILF	(3) \$25,000 Premium	(4) Current ILF	(5) (3)x(4) T/L Premium
25,000	229,916,060	1.000	229,916,060	1.000	229,916,060
35,000	542,132	1.005	539,435	1.005	542,132
50,000	388,054,105	1.010	384,211,985	1.010	388,054,105
100,000	215,270,454	1.030	209,000,441	1.030	215,270,454
250,000	3,626,139	1.059	3,424,116	1.059	3,626,139
300,000	276,738	1.071	258,392	1.071	276,738
500,000	2,116,869	1.113	1,901,949	1.113	2,116,869
1,000,000	387,582	1.202	322,448	1.202	387,582
All Other	6,997,519	1.013	6,907,719	1.013	6,997,519
	847,187,598	1.013	836,482,545	1.013	847,187,598

Year Ending 12/31/2013

Voluntary and Ceded Property Damage - \$25,000 base

Limit Of Liability	(1) Written Premium	(2) Prior ILF	(3) \$25,000 Premium	(4) Current ILF	(5) (3)x(4) T/L Premium
25,000	237,473,041	1.000	237,473,041	1.000	237,473,041
35,000	573,196	1.005	570,344	1.005	573,196
50,000	389,002,956	1.010	385,151,442	1.010	389,002,956
100,000	202,738,744	1.030	196,833,732	1.030	202,738,744
250,000	3,140,643	1.059	2,965,669	1.059	3,140,643
300,000	267,416	1.071	249,688	1.071	267,416
500,000	1,870,655	1.113	1,680,732	1.113	1,870,655
1,000,000	309,680	1.202	257,637	1.202	309,680
All Other	6,059,162	1.012	5,987,314	1.012	6,059,162
	841,435,493	1.012	831,169,599	1.012	841,435,493

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
CALCULATION OF AVERAGE INCREASED LIMITS FACTORS
MEDICAL PAYMENTS

Year Ending 12/31/2015
Voluntary and Ceded Medical Payments - \$500 Base

Limit	(1) Written Premium	(2) Current ILF	(3) (1)/(2) B/L Premium
\$500	1,570,252	1.00	1,570,252
750	68,205	1.33	51,282
1,000	35,001,121	1.60	21,875,701
2,000	45,272,865	2.34	19,347,378
3,000	479,385	2.79	171,823
5,000	28,854,897	3.38	8,536,952
10,000	8,133,807	3.86	2,107,204
All Other	7,337,920	2.225	3,297,942
Total	126,718,452	2.225	56,958,534

Year Ending 12/31/2014
Voluntary and Ceded Medical Payments - \$500 Base

Limit	(1) Written Premium	(2) Current ILF	(3) (1)/(2) B/L Premium
\$500	1,262,792	1.00	1,262,792
750	65,591	1.33	49,317
1,000	36,107,109	1.60	22,566,943
2,000	44,977,655	2.34	19,221,220
3,000	461,397	2.79	165,375
5,000	29,377,593	3.38	8,691,596
10,000	7,677,303	3.86	1,988,939
All Other	5,788,121	2.223	2,603,743
Total	125,717,561	2.223	56,549,925

Year Ending 12/31/2013
Voluntary and Ceded Medical Payments - \$500 Base

Limit	(1) Written Premium	(2) Current ILF	(3) (1)/(2) B/L Premium
\$500	1,200,646	1.00	1,200,646
750	58,044	1.33	43,642
1,000	37,464,772	1.60	23,415,483
2,000	44,758,110	2.34	19,127,397
3,000	430,607	2.79	154,339
5,000	29,030,203	3.38	8,588,817
10,000	7,135,597	3.86	1,848,600
All Other	5,429,229	2.208	2,458,890
Total	125,507,208	2.208	56,837,814

SECTION H
SUPPLEMENTAL MATERIAL

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
SUPPLEMENTAL MATERIAL

North Carolina G.S. 58-36-15(h) specifies that the following information must be included in all policy form, rule and rate filings filed under Article 36. 11 NCAC 10.1104 specifies that additional detail be provided under each of these items. These materials are contained on the pages indicated.

<u>Item</u>	<u>Page</u>
1. North Carolina earned premiums at actual and current rate levels; losses and loss adjustment expenses, each on a paid and incurred basis; the loss ratio anticipated at the time rates were promulgated for the experience period.	H-1-314
2. Credibility factor development and application.	H-315-317
3. Loss development factor derivation and application on both paid and incurred bases and in both dollars and numbers of claims.	H-318-406
4. Trending factor development and application.	H-407-484
5. Changes in premium base resulting from rating exposure trends.	H-485-496
6. Limiting factor development and application.	H-497
7. Overhead expense development and application of commission and brokerage, other acquisition expenses, general expenses, taxes, licenses and fees.	H-498-502
8. Percent rate change.	H-503
9. Final proposed rates.	H-504
10. Investment earnings, consisting of investment income and realized plus unrealized capital gains, from loss, loss expense and unearned premium reserves.	H-505-575
11. Identification of applicable statistical plans and programs and a certification of compliance with them.	H-576-581
12. Investment earnings on capital and surplus.	H-582
13. Level of capital and surplus needed to support premium writings without endangering the solvency of member companies.	H-583
14. Additional supplemental information (as per 11 NCAC 10.1104)	H-584-608

STATISTICAL DATA TO COMPLY WITH NORTH CAROLINA
REQUIREMENTS FOR A PRIVATE PASSENGER RATE FILING
AS PER 11 NCAC 10.1104

1. NORTH CAROLINA EARNED PREMIUMS AT ACTUAL AND CURRENT RATE LEVEL

LOSSES AND LOSS ADJUSTMENT EXPENSES, EACH ON PAID AND INCURRED BASES WITHOUT TRENDING OR OTHER MODIFICATION FOR THE EXPERIENCE PERIOD

LOSS RATIOS ANTICIPATED AT THE TIME THE RATES WERE PROMULGATED FOR THE EXPERIENCE PERIOD

Earned premiums at collected and current levels.	H-3-4
Paid/incurred losses and loss adjustment expense.	H-5
Anticipated loss ratios.	H-6
(a) Companies excluded - rate level, trend, loss development, investment income and expenses.	H-7
(b) Increased limits factors and deductible credits.	H-8
(c) Adjustments to premium, losses, loss adjustment expenses and exposures.	H-9
(d) Calculation of earned premium at present rates.	H-10
(e) Written and earned premiums and market shares for the ten largest writers.	H-11
(f) Composite loss and premium information from each of the latest two annual statements for the 50 largest writers. Part 2, lines 19 and 21 Part 3, lines 19 and 21 Page 15, lines 19.1, 19.2 and 21.1	H-12-20
(g) Deviations.	H-21-201
(h) Dividends.	H-202-203
(i) Loss and loss adjustment expenses.	H-204-207
(j) Wind and Water Losses (Comprehensive)	H-208
(k) Territory data.	H-209-314

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
EARNED PREMIUM

I. EARNED PREMIUM AT COLLECTED LEVEL (a)

<u>Coverage</u>	<u>12/31/2013</u>	<u>12/31/2014</u>	<u>12/31/2015</u>
Bodily Injury	\$1,112,248,176	\$1,079,163,115	\$1,086,464,519
Property Damage	1,026,567,835	998,507,353	1,007,081,806
Medical Payments	150,531,741	145,884,006	145,066,220
Uninsured Motorists	99,822,624	96,665,552	97,481,616
Underinsured Motorists	153,225,094	148,378,922	149,631,724
Comprehensive	521,203,243	526,274,951	575,633,421
Collision	1,233,557,790	1,265,379,938	1,441,198,055

II. EARNED PREMIUM AT CURRENT LEVEL (a)

<u>Coverage</u>	<u>12/31/2013</u>	<u>12/31/2014</u>	<u>12/31/2015</u>
Bodily Injury	\$1,117,949,720	\$1,084,695,060	\$1,092,033,892
Property Damage	1,050,519,684	1,021,804,496	1,030,579,007
Medical Payments	150,531,741	145,884,006	145,066,220
Uninsured Motorists	99,822,624	96,665,552	97,481,616
Underinsured Motorists	153,225,094	148,378,922	149,631,724
Comprehensive	630,233,668	617,838,638	628,901,367
Collision	1,636,235,297	1,619,789,987	1,664,316,461

- (a) Liability premiums are at 30/60 level for Bodily Injury, \$25,000 for Property Damage, Total Limits for Medical Payments and Underinsured Motorists, and 30/60/25 for Uninsured Motorists. For Comprehensive premiums, Full Coverage, \$50, \$100, \$250, \$500 and \$1,000 Deductibles are included. For Collision, \$50, \$100, \$200, \$250, \$500 and \$1,000 Deductibles are included. Premiums at current level are earned premiums at present manual rates. Premiums at collected level are the earned premiums at present manual rates adjusted to a collected level. The collected level factors are as follows:

	<u>12/31/2013</u>	<u>12/31/2014</u>	<u>12/31/2015</u>
BI	0.9949	0.9949	0.9949
PD	0.9772	0.9772	0.9772
MP	1.0000	1.0000	1.0000
UM	1.0000	1.0000	1.0000
UIM	1.0000	1.0000	1.0000
Comp	0.8270	0.8518	0.9153
Coll	0.7539	0.7812	0.8660

Physical Damage premiums are untrended.

Liability, Uninsured Motorists, and Underinsured Motorists data is Voluntary and Ceded combined. Physical Damage data is Standard and Non-Standard business combined.

NORTH CAROLINA
MOTORCYCLE INSURANCE

I. EARNED PREMIUM AT COLLECTED LEVEL (a)

<u>Year</u>	<u>Liability (b)</u>
12/31/2013	44,024,312
12/31/2014	44,041,856
12/31/2015	44,072,406

II. EARNED PREMIUM AT CURRENT LEVEL (a)

<u>Year</u>	<u>Liability (b)</u>
12/31/2013	44,394,435
12/31/2014	44,412,426
12/31/2015	44,441,621

(a) Motorcycle liability earned premiums on current level are on a total limits basis and include Bodily Injury, Property Damage, Medical Payments, Uninsured Motorists and Underinsured Motorists coverage. Earned premium at collected level are the earned premium at current level adjusted to a collected level. The factors to convert to a collected level are:

	<u>12/31/2013</u>	<u>12/31/2014</u>	<u>12/31/2015</u>
Liability	0.9891	0.9891	0.9891

(b) Voluntary and ceded business combined.

NORTH CAROLINA
VOLUNTARY AND CEDED
PAID/INCURRED LOSSES AND ALLOCATED LOSS ADJUSTMENT EXPENSE

<u>Year</u>	<u>Paid Losses(a)</u>	<u>Incurred Losses(a)</u>
	Bodily Injury	
12/31/2013	\$684,188,160	\$762,588,348
12/31/2014	551,651,893	726,173,562
12/31/2015	316,507,895	713,981,264
	Property Damage	
12/31/2013	\$671,854,499	\$672,554,845
12/31/2014	686,278,903	688,085,802
12/31/2015	717,505,241	735,796,458
	Medical Payments	
12/31/2013	\$91,942,228	\$92,475,021
12/31/2014	85,816,900	87,246,390
12/31/2015	74,632,618	86,587,350

(a) Paid and incurred losses are undeveloped and on a total limits basis, and do not include unallocated loss adjustment expense. These expenses are reflected via a factor. For Bodily Injury and Medical Payments these factors are 13.5%, 13.5%, and 13.4% for year ended 12/31/2013, 12/31/2014 and 12/31/2015 respectively. For Property Damage, these factors for each year are 11.5%, 10.7%, and 11.1% respectively. See page H-499.

NORTH CAROLINA

ANTICIPATED LOSS AND LOSS ADJUSTMENT EXPENSE RATIOS

PRIVATE PASSENGER AUTO

<u>Coverage</u>	<u>12/31/2013</u>	<u>12/31/2014</u>	<u>12/31/2015</u>
Bodily Injury	.719	.719	.719
Property Damage	.705	.705	.705
Medical Payments	.696	.696	.696
Uninsured Motorists	.575	.575	.575
Underinsured Motorists	1.011	1.011	1.011
Comprehensive	.685	.685	.685
Collision	.656	.656	.656

MOTORCYCLES

<u>Coverage</u>	<u>12/31/2013</u>	<u>12/31/2014</u>	<u>12/31/2015</u>
Liability	.720	.720	.720

NORTH CAROLINA PRIVATE PASSENGER AUTOMOBILE INSURANCE

EXCLUDED COMPANIES

(The market share for each company mentioned, based on the total 2015 statutory Page 14 private passenger automobile written premium unless otherwise indicated, is found in parentheses after the company name.)

Universal Insurance Co. (0.95%) and Agent Alliance Insurance Co. (0.09%) have been excluded from loss development for accident year 2008 and prior. Their data were inaccurately reported to their statistical agent.

ISO Minimum Plan companies have been excluded from trend and loss development. Data reported under this plan is not available in sufficient detail to allow its inclusion. The company which reported data under this plan for 2013-2015 is Church Mutual Insurance Company (0.00%).

American States Insurance Co. (0.90%), Omni Insurance Co. (0.00%), Members Insurance Co. (0.00%), Merastar Insurance Co. (0.01%), Agent Alliance Insurance Co. (0.09%), Integon National Insurance Co. (7.06%), Integon General Insurance Corp. (0.10%), Integon Indemnity Corp. (0.36%), Integon Preferred Insurance Co. (0.07%), Peak Property Casualty Corp. (1.05%), and Stonewood Insurance Co. (0.01%) have been deleted for all rate levels. Their data were inaccurately reported to their statistical agents.

Southern Fire & Casualty Co. (0.01%), Southern Pilot Insurance Co. (0.07%), Federated Mutual Insurance Co. (0.00%), and Federated Service Insurance Co. (0.00%) have been deleted for the liability and UM/UIM rate levels. Their data were inaccurately reported to their statistical agents.

Travelers Home & Marine Insurance Co. (0.06%), Travelers Indemnity Co. (0.10%), Charter Oak Fire Insurance Co. (0.02%), Travelers Indemnity Co. of America (0.06%), Travelers Personal Security Indemnity Co. (0.12%), Phoenix Insurance Co. (0.11%), Travelers Indemnity Co. of CT (0.05%), Standard Fire Insurance Co. (0.87%), and Pacific Indemnity Co. (0.01%) have been deleted from the physical damage rate levels. Their data were inaccurately reported to their statistical agents.

United Services Automobile Association (2.85%), USAA Casualty Insurance Company (2.12%), USAA General Indemnity (1.59%), Garrison Property and Casualty Insurance Company (0.69%), Auto Owners Insurance Co. (0.53%), Owners Insurance Co. (0.66%), State Auto P&C Insurance Co. (0.39%), Firemans Fund Insurance Co. (0.08%), Associated Indemnity Corp. (0.00%), American Automobile Insurance Co. (0.00%), American Insurance Co. (0.00%), National Surety Corp. (0.00%), Hartford Accident & Indemnity Co. (0.10%), Hartford Fire Insurance Co. (0.00%), Hartford Casualty Insurance Co. (0.03%), Hartford Underwriters (0.17%), Twin City Fire Insurance Co. (0.04%), P&C Insurance Co. of Hartford (0.10%), Sentinel Insurance Co. Ltd. (0.09%), Hartford Insurance Co. of the Midwest (0.21%), Trumbull Insurance Co. (0.11%), Universal Insurance Co. (0.95%), and Penn National Mutual Casualty Insurance Co. (0.78%) have been deleted from the UM/UIM rate levels. Their data were inaccurately reported to their statistical agents.

The increased limits review is contained in Section G.

See also prefiled testimony of J. Smollik and C. Modlin.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
ADJUSTMENTS TO PREMIUMS AND LOSSES

Physical Damage required base class premiums per exposure were adjusted to reflect the effects of model year trend and "symbol drift". The factors used and their application are shown and described on pages C-7 and C-8.

The liability losses were adjusted by loss development factors to place them on an ultimate settlement basis. The factors used and their application are shown on pages C-1, C-3, and C-5.

The Physical Damage losses have been adjusted by a paid-to-incurred factor based on the data contained in Page 15 of the Annual Statement. The factors used and their application are shown on pages C-7, C-9, and C-11.

In addition, the Comprehensive losses have been adjusted to replace the actual wind and water losses for each year with an amount commensurate with a long-term wind and water provision based on the historical ratio of wind to non-wind losses in North Carolina. The development of the Comprehensive losses is shown on pages D-15 and D-16.

PREMIUM AT PRESENT MANUAL RATES CALCULATION

The liability earned premium at manual rates by coverage is calculated by the following formula within each class, by territory.

EPMR = Exposures by Class x Territory Base Rate x [Class Rating Factor + Safe Driver Insurance Plan Factor] x Average Airbag Discount* x Average Increased Limits Factor*

*For Medical Payments only

These EPMR's are then summed over all classes and territories to generate the statewide earned premium at manual rates shown on page H-3.

The physical damage earned premium at manual rates by coverage is calculated by the following formula within each class, by territory:

EPMR = Exposures by Class x Territory Base Rate x [Class Rating Factor + Safe Driver Insurance Plan Factor] x Territory Average Model Year and Symbol Factor

The EPMR's are then summed over all classes and territories to generate the statewide earned premium at manual rates which is shown on pages H-3. To account for model year trend, the EPMR's are adjusted by a factor of 1.067 for Comprehensive and 1.129 for Collision (see page H-489). To account for "symbol drift", the EPMR's are adjusted by a factor of 1.081 for Comprehensive and 1.036 for Collision (see pages C-8 and H-494). The result is trended premium at manual rates.

A hypothetical sample calculation of the earned premium at manual rates for a single class and territory combination is shown below for Bodily Injury and Full Coverage Comprehensive in Territory 110 for Work less than 10 miles and one SDIP point (Class 116101).

Bodily Injury

(1)	Earned exposures	50
(2)	Bodily Injury territory 110 base rate	154
(3)	Class rating factor	1.050
(4)	SDIP factor	0.300
(5)	Combined rating factor (3)+(4)	1.350
(6)	Premium at manual rates (1)x(2)x(5)	\$10,395

Full Coverage Comprehensive

(1)	Earned exposures	40
(2)	Full coverage Comprehensive territory 110 base rate	111
(3)	Class rating factor	1.200
(4)	SDIP factor	0.300
(5)	Combined rating factor (3)+(4)	1.500
(6)	Full coverage Comprehensive, territory 110 average model year and symbol factor	1.172
(7)	Premium at manual rates (1)x(2)x(5)x(6)	\$7,806

TOP TEN AUTOMOBILE INSURANCE WRITERS

<u>COMPANY NAME</u>	<u>2015(a) WRITTEN PREMIUM</u>	<u>2015 WRITTEN PREMIUM MARKET SHARE</u>	<u>2015 (a) EARNED PREMIUM</u>	<u>2015 EARNED PREMIUM MARKET SHARE</u>
State Farm Mutual Automobile Insurance Company	758,818,590	15.49%	743,272,993	15.38%
North Carolina Farm Bureau Mutual Insurance Company	477,883,489	9.75%	473,612,097	9.80%
Integon National Insurance Company	347,304,226	7.09%	354,636,160	7.34%
Government Employees Insurance Company	339,305,346	6.92%	331,468,995	6.86%
Allstate Property & Casualty Insurance Company	261,348,520	5.33%	254,218,682	5.26%
Nationwide Mutual Insurance Company	232,319,604	4.74%	235,943,205	4.88%
Nationwide Insurance Company of America	185,942,852	3.79%	193,250,660	4.00%
Erie Insurance Exchange	166,781,688	3.40%	158,571,305	3.28%
United Services Automobile Association	149,157,761	3.04%	147,746,374	3.06%
GEICO Indemnity Company	146,579,331	2.99%	146,579,331	3.03%
TOTAL	3,065,441,407	62.56%	3,039,299,802	62.88%
Grand Total	4,899,986,264		4,833,733,676	

(a) Per the 2015 Annual Statement, Statutory Page 14.

liab & phy dmg combined

NORTH CAROLINA
PRIVATE PASSENGER AUTO LIABILITY
AGGREGATE ANNUAL STATEMENT DATA
TOP 50 PRIVATE PASSENGER AUTO LIABILITY INSURERS BASED ON 2015 WRITTEN PREMIUM

**2014 UNDERWRITING AND INVESTMENT EXHIBIT
PART 1 - PREMIUMS EARNED**

Line of Business		Net Premiums Written	Unearned Premiums Dec 31 Prior Year	Unearned Premiums Dec 31 Current Year	Premiums Earned During Year
1	Fire	1,297,197,274	641,536,318	664,064,448	1,274,669,147
2	Allied lines	1,012,804,742	454,074,771	502,517,450	964,362,068
3	Farmowners multiple peril	528,467,043	238,536,811	259,245,519	507,758,334
4	Homeowners multiple peril	21,795,903,542	10,436,147,661	11,492,150,880	20,739,900,323
5	Commercial multiple peril	6,932,840,230	3,181,688,857	3,348,970,562	6,765,558,526
6	Mortgage guaranty	0	0	0	0
8	Ocean marine	72,959,702	34,090,881	37,141,445	69,909,139
9	Inland marine	1,301,449,839	512,150,522	552,161,283	1,261,439,080
10	Financial guaranty	0	0	0	0
11.1	Medical professional liability - occurrence	59,249,731	27,726,287	28,554,708	58,421,310
11.2	Medical professional liability - claims-made	23,071,693	5,787,496	10,899,582	17,959,607
12	Earthquake	186,898,830	71,489,791	79,598,417	178,790,204
13	Group accident and health	466,956,374	210,181	1,085,116	466,081,439
14	Credit accident and health (group and individual)	12,862,216	33,071,728	35,064,862	10,869,082
15	Other accident and health	687,686,832	1,454,015,714	1,596,791,468	544,911,077
16	Workers' compensation	3,011,168,571	820,696,549	833,192,762	2,998,672,359
17.1	Other liability - occurrence	3,606,402,531	1,645,664,461	1,552,277,395	3,699,789,595
17.2	Other liability - claims-made	786,726,083	314,295,258	390,410,939	710,610,406
17.3	Excess Workers' Compensation	31,382,719	12,610,183	193,416,957	(149,424,056)
18.1	Products liability - occurrence	259,312,674	137,529,424	144,528,344	252,313,756
18.2	Products liability - claims-made	8,910,040	3,055,267	3,209,231	8,756,077
19.1, 19	Private passenger auto liability	49,036,477,109	16,388,958,811	15,819,919,206	49,605,516,713
19.3, 19	Commercial auto liability	3,735,411,307	1,612,273,484	1,721,118,607	3,626,566,184
21	Auto physical damage	36,643,401,062	11,487,105,773	11,570,441,350	36,560,065,481
22	Aircraft (all perils)	19,847,448	5,437,763	4,882,084	20,403,127
23	Fidelity	41,483,722	18,735,159	23,459,996	36,758,886
24	Surety	449,101,158	262,131,211	273,429,539	437,802,829
26	Burglary and theft	11,920,874	4,969,208	5,859,845	11,030,238
27	Boiler and machinery	44,800,790	18,452,504	18,940,538	44,312,755
28	Credit	43,042,872	15,925,306	21,360,385	37,607,792
29	International	25,179,964	15,003,681	14,252,507	25,931,138
30	Warranty	9,476,126	17,299,230	16,801,047	9,974,309
31	Reinsurance - nonproportional assumed Property	176,995,723	33,328,085	37,116,734	173,207,074
32	Reinsurance - nonproportional assumed Liability	762,950,506	418,748,055	375,539,223	806,159,339
33	Reinsurance - nonproportional assumed Financial Lines	(184,913)	54,017	47,931	(178,827)
34	Aggregate write-ins for other lines of business	12,430,186	6,196,027	6,113,619	12,512,595
35	TOTALS	133,094,584,601	50,328,996,479	51,634,563,973	131,789,017,109

NORTH CAROLINA
PRIVATE PASSENGER AUTO LIABILITY
AGGREGATE ANNUAL STATEMENT DATA
TOP 50 PRIVATE PASSENGER AUTO LIABILITY INSURERS BASED ON 2015 WRITTEN PREMIUM

**2015 UNDERWRITING AND INVESTMENT EXHIBIT
PART 1 - PREMIUMS EARNED**

Line of Business		Net Premiums Written	Unearned Premiums Dec 31 Prior Year	Unearned Premiums Dec 31 Current Year	Premiums Earned During Year
1	Fire	1,228,015,366	664,064,448	627,637,707	1,264,442,105
2	Allied lines	1,048,392,610	502,517,449	534,911,072	1,015,998,985
3	Farmowners multiple peril	574,940,053	259,245,519	280,645,384	553,540,187
4	Homeowners multiple peril	23,192,439,384	11,492,150,879	12,308,414,998	22,376,175,267
5	Commercial multiple peril	7,453,038,500	3,348,970,562	3,684,292,117	7,117,716,944
6	Mortgage guaranty	0	0	0	0
8	Ocean marine	92,791,280	37,141,445	48,833,806	81,098,922
9	Inland marine	1,400,538,274	552,161,284	582,427,748	1,370,271,810
10	Financial guaranty	0	0	0	0
11.1	Medical professional liability - occurrence	72,228,025	28,554,708	33,219,673	67,563,061
11.2	Medical professional liability - claims-made	18,432,532	10,899,582	8,925,498	20,406,615
12	Earthquake	186,045,828	79,598,418	81,708,655	183,935,593
13	Group accident and health	529,961,606	1,085,116	2,232,027	528,814,695
14	Credit accident and health (group and individual)	677,778	35,064,862	25,220,910	10,521,731
15	Other accident and health	712,326,208	1,596,791,468	1,757,402,396	551,715,281
16	Workers' compensation	2,990,957,731	833,192,762	854,744,650	2,969,405,844
17.1	Other liability - occurrence	3,937,429,865	1,730,083,340	1,829,506,844	3,838,006,364
17.2	Other liability - claims-made	801,638,543	390,410,939	419,250,670	772,798,809
17.3	Excess Workers' Compensation	26,288,998	15,611,012	13,588,865	28,311,145
18.1	Products liability - occurrence	327,141,581	144,528,344	154,356,568	317,313,357
18.2	Products liability - claims-made	7,354,681	3,209,231	3,081,963	7,481,949
19.1, 19	Private passenger auto liability	55,869,987,950	15,819,919,205	16,369,669,091	55,320,238,071
19.3, 19	Commercial auto liability	3,923,612,846	1,721,118,607	1,825,271,542	3,819,459,912
21	Auto physical damage	40,393,567,805	11,570,441,350	12,464,384,058	39,499,625,102
22	Aircraft (all perils)	26,220,851	4,882,084	7,783,212	23,319,723
23	Fidelity	41,890,352	23,459,996	23,214,801	42,135,547
24	Surety	486,838,552	273,429,539	299,218,902	461,049,193
26	Burglary and theft	10,211,146	5,859,845	5,079,276	10,991,712
27	Boiler and machinery	46,868,890	18,940,538	19,386,954	46,422,474
28	Credit	575,422	21,360,385	2,592,799	19,343,009
29	International	(14,141,434)	14,252,507	418	110,654
30	Warranty	5,019,248	16,801,047	14,087,019	7,733,276
31	Reinsurance - nonproportional assumed Property	193,416,646	37,116,734	34,705,006	195,828,374
32	Reinsurance - nonproportional assumed Liability	689,190,995	375,539,223	352,161,572	712,568,646
33	Reinsurance - nonproportional assumed Financial Lines	94,230	47,931	54,427	87,733
34	Aggregate write-ins for other lines of business	12,235,090	6,113,619	5,908,009	12,440,700
35	TOTALS	146,286,227,434	51,634,563,974	54,673,918,630	143,246,872,777

NORTH CAROLINA
PRIVATE PASSENGER AUTO PHYSICAL DAMAGE
AGGREGATE ANNUAL STATEMENT DATA
TOP 50 PRIVATE PASSENGER AUTO PHYSICAL DAMAGE INSURERS BASED ON 2015 WRITTEN PREMIUM

**2014 UNDERWRITING AND INVESTMENT EXHIBIT
PART 1 - PREMIUMS EARNED**

Line of Business		Net Premiums Written	Unearned Premiums Dec 31 Prior Year	Unearned Premiums Dec 31 Current Year	Premiums Earned During Year
1	Fire	1,270,171,362	628,215,249	650,056,928	1,248,329,686
2	Allied lines	972,031,751	435,737,625	483,084,284	924,685,097
3	Farmowners multiple peril	480,293,367	217,745,536	235,960,109	462,078,793
4	Homeowners multiple peril	21,429,302,930	10,248,085,927	11,296,579,247	20,380,809,610
5	Commercial multiple peril	6,643,165,758	3,051,137,693	3,208,485,438	6,485,818,014
6	Mortgage guaranty	0	0	0	0
8	Ocean marine	72,165,317	33,834,366	36,801,826	69,197,858
9	Inland marine	1,273,975,360	500,324,313	539,363,824	1,234,935,851
10	Financial guaranty	0	0	0	0
11.1	Medical professional liability - occurrence	59,248,603	27,641,866	28,553,609	58,336,860
11.2	Medical professional liability - claims-made	22,452,473	5,618,905	10,664,504	17,406,874
12	Earthquake	181,326,623	68,737,987	76,801,899	173,262,711
13	Group accident and health	442,390,107	183,632	1,050,856	441,522,883
14	Credit accident and health (group and individual)	12,862,216	33,071,728	35,064,862	10,869,082
15	Other accident and health	687,557,322	1,453,981,054	1,596,759,116	544,779,259
16	Workers' compensation	2,955,260,059	797,234,121	807,832,429	2,944,661,752
17.1	Other liability - occurrence	3,459,196,581	1,585,331,014	1,487,353,087	3,557,174,506
17.2	Other liability - claims-made	745,104,680	297,994,605	371,781,646	671,317,643
17.3	Excess Workers' Compensation	31,382,719	12,610,183	193,416,957	(149,424,056)
18.1	Products liability - occurrence	248,355,599	132,401,396	139,027,190	241,729,807
18.2	Products liability - claims-made	8,848,328	3,040,084	3,176,524	8,711,889
19.1, 19	Private passenger auto liability	48,535,692,719	16,244,575,126	15,671,649,951	49,108,617,893
19.3, 19	Commercial auto liability	3,581,383,467	1,547,096,127	1,651,449,056	3,477,030,538
21	Auto physical damage	36,268,721,269	11,375,879,198	11,452,018,064	36,192,582,399
22	Aircraft (all perils)	19,847,448	5,437,763	4,882,084	20,403,127
23	Fidelity	41,088,047	18,513,245	23,209,851	36,391,442
24	Surety	446,754,648	261,383,322	272,551,111	435,586,858
26	Burglary and theft	11,145,081	4,685,699	5,499,100	10,331,681
27	Boiler and machinery	44,803,231	18,758,276	19,255,840	44,305,666
28	Credit	43,024,405	15,886,007	21,324,825	37,585,586
29	International	25,179,964	15,001,286	14,252,507	25,928,743
30	Warranty	8,325,999	15,437,147	14,929,476	8,833,670
31	Reinsurance - nonproportional assumed Property	177,016,985	33,701,945	37,485,079	173,233,851
32	Reinsurance - nonproportional assumed Liability	762,950,506	418,748,055	375,536,797	806,161,765
33	Reinsurance - nonproportional assumed Financial Lines	(184,913)	54,017	47,931	(178,827)
34	Aggregate write-ins for other lines of business	12,430,186	6,196,027	6,113,619	12,512,595
35	TOTALS	130,973,270,198	49,514,280,529	50,772,019,620	129,715,531,109

NORTH CAROLINA
PRIVATE PASSENGER AUTO PHYSICAL DAMAGE
AGGREGATE ANNUAL STATEMENT DATA
TOP 50 PRIVATE PASSENGER AUTO PHYSICAL DAMAGE INSURERS BASED ON 2015 WRITTEN PREMIUM

**2015 UNDERWRITING AND INVESTMENT EXHIBIT
PART 1 - PREMIUMS EARNED**

Line of Business		Net Premiums Written	Unearned Premiums Dec 31 Prior Year	Unearned Premiums Dec 31 Current Year	Premiums Earned During Year
1	Fire	1,200,585,235	650,056,928	613,627,297	1,237,014,864
2	Allied lines	1,007,469,001	483,084,283	515,409,417	975,143,865
3	Farmowners multiple peril	521,930,714	235,960,109	254,992,876	502,897,946
4	Homeowners multiple peril	22,819,628,558	11,296,579,246	12,108,737,195	22,007,470,610
5	Commercial multiple peril	7,150,783,014	3,208,485,438	3,537,798,179	6,821,470,272
6	Mortgage guaranty	0	0	0	0
8	Ocean marine	91,771,017	36,801,826	48,476,910	80,095,936
9	Inland marine	1,371,007,267	539,363,825	568,686,048	1,341,685,044
10	Financial guaranty	0	0	0	0
11.1	Medical professional liability - occurrence	72,228,352	28,553,609	33,219,608	67,562,354
11.2	Medical professional liability - claims-made	17,699,220	10,664,504	8,663,398	19,700,325
12	Earthquake	180,528,724	76,801,900	78,926,307	178,404,319
13	Group accident and health	504,973,026	1,050,856	2,202,011	503,821,871
14	Credit accident and health (group and individual)	677,778	35,064,862	25,220,910	10,521,731
15	Other accident and health	712,189,273	1,596,759,116	1,757,349,708	551,598,682
16	Workers' compensation	2,930,908,066	807,832,429	827,933,154	2,910,807,342
17.1	Other liability - occurrence	3,778,325,744	1,665,159,032	1,759,055,541	3,684,429,238
17.2	Other liability - claims-made	754,776,714	371,781,646	397,523,522	729,034,835
17.3	Excess Workers' Compensation	26,288,998	15,611,012	13,588,865	28,311,145
18.1	Products liability - occurrence	314,262,312	139,027,190	148,245,998	305,043,504
18.2	Products liability - claims-made	7,256,076	3,176,524	3,025,222	7,407,378
19.1, 19	Private passenger auto liability	55,362,877,907	15,671,649,950	16,218,464,247	54,816,063,617
19.3, 19	Commercial auto liability	3,764,466,638	1,651,449,056	1,752,782,983	3,663,132,712
21	Auto physical damage	39,997,612,863	11,452,018,064	12,337,789,046	39,111,841,886
22	Aircraft (all perils)	26,220,851	4,882,084	7,783,212	23,319,723
23	Fidelity	41,437,855	23,209,851	22,938,070	41,709,636
24	Surety	483,130,458	272,551,111	297,507,794	458,173,779
26	Burglary and theft	9,634,867	5,499,100	4,802,371	10,331,593
27	Boiler and machinery	46,902,393	19,255,840	19,720,605	46,437,628
28	Credit	545,555	21,324,825	2,548,655	19,321,726
29	International	(14,141,434)	14,252,507	418	110,654
30	Warranty	4,373,799	14,929,476	12,448,763	6,854,512
31	Reinsurance - nonproportional assumed Property	193,414,460	37,485,079	35,074,832	195,824,707
32	Reinsurance - nonproportional assumed Liability	689,190,842	375,536,797	352,159,146	712,568,493
33	Reinsurance - nonproportional assumed Financial Lines	94,230	47,931	54,427	87,733
34	Aggregate write-ins for other lines of business	12,235,090	6,113,619	5,908,009	12,440,700
35	TOTALS	144,081,285,465	50,772,019,621	53,772,664,737	141,080,640,348

NORTH CAROLINA
PRIVATE PASSENGER AUTO LIABILITY
AGGREGATE ANNUAL STATEMENT DATA
TOP 50 PRIVATE PASSENGER AUTO LIABILITY INSURERS BASED ON 2015 WRITTEN PREMIUM

**2014 UNDERWRITING AND INVESTMENT EXHIBIT
PART 2 - LOSSES PAID AND INCURRED**

Line of Business		Losses Paid Less Salvage				Net Losses Unpaid Current Year	Net Losses Unpaid Prior Year	Losses Incurred Current Year
		Direct Business	Reinsurance Assumed	Reinsurance Recovered	Net Payments			
1	Fire	338,876,777	511,321,572	319,425,673	530,772,675	300,660,073	268,650,178	562,782,568
2	Allied lines	595,008,737	497,192,392	492,134,154	600,066,974	203,276,651	175,746,980	627,596,645
3	Farmowners multiple peril	188,207,168	210,385,046	90,432,224	308,159,991	122,665,267	112,839,509	317,985,748
4	Homeowners multiple peril	9,110,474,822	8,610,532,324	6,195,915,392	11,525,091,753	4,070,120,245	3,911,473,133	11,683,738,862
5	Commercial multiple peril	2,125,559,106	2,946,215,557	1,518,178,123	3,553,596,537	4,854,564,097	4,696,961,781	3,711,198,854
6	Mortgage guaranty	0	0	0	0	0	0	0
8	Ocean marine	66,267,381	36,094,931	70,029,002	32,333,310	56,770,777	62,308,648	26,795,439
9	Inland marine	1,715,911,369	539,481,664	1,697,744,774	557,648,257	164,205,062	170,242,075	551,611,243
10	Financial guaranty	0	0	0	0	0	0	0
11.1	Medical professional liability - occurrence	13,256,932	5,330,173	2,742,132	15,844,974	95,958,419	81,002,819	30,800,574
11.2	Medical professional liability - claims-made	863	5,403,783	2,702,023	2,702,623	17,949,722	14,065,365	6,586,980
12	Earthquake	754,151	2,474,485	1,198,513	2,030,123	4,621,948	4,277,169	2,374,903
13	Group accident and health	264,416,810	167,644,640	30,492,427	401,569,023	61,055,137	68,033,628	394,590,532
14	Credit accident and health (group and individual)	3,810,112	0	0	3,810,112	6,077,028	6,391,858	3,495,282
15	Other accident and health	396,294,157	4,517,136	24,243,061	376,568,232	455,457,447	442,943,780	389,081,900
16	Workers' compensation	1,054,841,644	3,851,566,025	2,504,785,909	2,401,621,757	10,740,499,856	11,160,373,199	1,981,748,413
17.1	Other liability - occurrence	1,065,851,202	1,475,714,842	1,071,985,490	1,469,580,552	6,174,548,476	5,990,423,991	1,653,705,038
17.2	Other liability - claims-made	172,297,006	215,918,057	213,523,995	174,691,070	751,066,345	614,266,989	311,490,427
17.3	Excess Workers' Compensation	9,677,846	36,385,192	28,992,847	17,070,191	312,331,959	305,306,183	24,095,965
18.1	Products liability - occurrence	106,177,633	161,025,276	87,050,673	180,152,236	1,433,557,174	1,545,824,306	67,885,103
18.2	Products liability - claims-made	21,829	2,525,338	766,917	1,780,250	12,212,841	18,141,485	(4,148,394)
19.1, 19	Private passenger auto liability	29,954,103,070	18,515,743,039	14,113,128,917	34,356,717,193	41,819,107,320	44,665,508,428	31,510,316,083
19.3, 19	Commercial auto liability	1,383,945,242	1,880,106,385	1,129,336,550	2,134,715,077	3,999,961,870	3,770,174,059	2,364,502,889
21	Auto physical damage	20,776,703,357	12,837,307,121	9,405,039,146	24,208,971,332	1,648,233,098	1,756,269,774	24,100,934,656
22	Aircraft (all perils)	40,041,129	5,796,510	33,008,737	12,828,901	25,031,950	33,937,844	3,923,008
23	Fidelity	20,092,613	5,489,805	8,756,575	16,825,843	39,931,741	43,045,194	13,712,387
24	Surety	286,741,862	15,249,406	150,131,966	151,859,301	100,256,604	102,551,272	149,564,633
26	Burglary and theft	2,042,566	170,323	248,442	1,964,447	1,747,646	1,986,479	1,725,614
27	Boiler and machinery	12,413,618	15,203,435	13,968,950	13,648,103	7,529,752	11,538,245	9,639,610
28	Credit	36,849,602	201,959	24,486,388	12,565,172	5,149,525	4,718,022	12,996,675
29	International	4,376,949	19,313,222	(113,471)	23,803,642	94,436,934	98,886,441	19,354,135
30	Warranty	0	17,682,922	9,238,338	8,444,584	860,086	1,660,681	7,643,989
31	Reinsurance - nonproportional assumed Property	XXX	87,085,843	42,101,524	44,984,319	425,679,636	461,877,619	8,786,336
32	Reinsurance - nonproportional assumed Liability	XXX	191,950,813	23,849,778	168,101,035	453,630,028	571,115,146	50,615,916
33	Reinsurance - nonproportional assumed Financial Lines	XXX	5,495,155	2,782,958	2,712,198	2,877,514	3,367,554	2,222,158
34	Aggregate write-ins for other lines of business	432,478	51,033	1,442	482,069	172,115	176,248	477,935
35	TOTALS	69,745,448,029	52,876,575,393	39,308,309,573	83,313,713,852	78,462,204,341	81,176,086,082	80,599,832,109

NORTH CAROLINA
PRIVATE PASSENGER AUTO LIABILITY
AGGREGATE ANNUAL STATEMENT DATA
TOP 50 PRIVATE PASSENGER AUTO LIABILITY INSURERS BASED ON 2015 WRITTEN PREMIUM

**2015 UNDERWRITING AND INVESTMENT EXHIBIT
PART 2 - LOSSES PAID AND INCURRED**

Line of Business		Losses Paid Less Salvage				Net Losses Unpaid Current Year	Net Losses Unpaid Prior Year	Losses Incurred Current Year
		Direct Business	Reinsurance Assumed	Reinsurance Recovered	Net Payments			
1	Fire	331,314,079	564,533,257	316,981,601	578,865,732	316,407,143	300,660,072	594,612,806
2	Allied lines	680,791,668	539,735,225	579,584,358	640,942,532	198,017,948	203,276,652	635,683,828
3	Farmowners multiple peril	99,667,533	260,413,367	82,400,417	277,680,483	138,655,937	122,665,267	293,671,153
4	Homeowners multiple peril	9,037,591,721	8,871,722,554	6,128,130,151	11,781,184,127	4,459,487,669	4,070,120,245	12,170,551,554
5	Commercial multiple peril	1,992,919,468	2,675,204,167	1,406,607,517	3,261,516,116	4,948,196,968	4,854,564,097	3,355,148,986
6	Mortgage guaranty	0	0	0	0	0	0	0
8	Ocean marine	81,868,002	40,831,764	82,544,688	40,155,078	58,621,821	56,770,777	42,006,122
9	Inland marine	1,223,567,602	1,135,168,220	1,765,847,515	592,888,306	147,562,460	164,205,061	576,245,704
10	Financial guaranty	0	0	0	0	0	0	0
11.1	Medical professional liability - occurrence	8,542,859	6,430,845	2,902,762	12,070,942	105,264,196	95,958,419	21,376,719
11.2	Medical professional liability - claims-made	81,759	17,840,432	11,553,219	6,368,972	26,798,468	17,949,722	15,217,717
12	Earthquake	312,804	1,722,732	936,040	1,099,495	4,403,157	4,621,949	880,704
13	Group accident and health	278,044,752	179,189,694	46,622,850	410,611,596	124,506,872	61,055,137	474,063,331
14	Credit accident and health (group and individual)	3,960,650	0	0	3,960,650	6,570,981	6,077,028	4,454,603
15	Other accident and health	403,310,929	11,885,718	30,858,722	384,337,926	503,613,448	455,457,447	432,493,927
16	Workers' compensation	949,198,539	2,441,310,135	1,716,268,725	1,674,239,948	10,728,363,362	10,740,499,856	1,662,103,453
17.1	Other liability - occurrence	1,148,313,079	1,567,476,578	1,081,992,558	1,633,797,101	6,516,084,386	6,174,548,478	1,975,333,012
17.2	Other liability - claims-made	139,178,962	270,790,283	209,140,245	200,829,000	824,425,832	751,066,345	274,188,487
17.3	Excess Workers' Compensation	13,363,185	37,040,284	32,469,568	17,933,901	315,919,878	312,331,959	21,521,821
18.1	Products liability - occurrence	126,876,660	151,096,294	96,545,933	181,427,021	1,394,541,016	1,433,557,173	142,410,865
18.2	Products liability - claims-made	10,000	1,815,896	1,150,177	675,719	12,962,938	12,212,841	1,425,817
19.1, 19	Private passenger auto liability	32,461,441,822	20,605,046,882	15,226,039,164	37,840,449,543	43,367,900,121	41,819,107,319	39,389,242,342
19.3, 19	Commercial auto liability	1,435,246,232	2,012,465,927	1,139,369,559	2,308,342,601	4,324,339,214	3,999,961,870	2,632,719,945
21	Auto physical damage	21,532,164,587	14,165,349,712	10,118,720,131	25,578,794,167	1,824,190,696	1,648,233,098	25,754,751,764
22	Aircraft (all perils)	27,253,919	1,197,036	16,518,581	11,932,374	24,359,736	25,031,950	11,260,160
23	Fidelity	6,520,226	9,114,377	6,673,618	8,960,985	44,187,017	39,931,741	13,216,262
24	Surety	151,608,786	61,691,040	96,316,437	116,983,388	70,236,900	100,256,604	86,963,683
26	Burglary and theft	1,763,087	1,936,219	551,734	3,147,573	3,185,436	1,747,646	4,585,361
27	Boiler and machinery	15,342,779	17,603,727	16,471,191	16,475,315	11,955,966	7,529,752	20,901,529
28	Credit	869,465	805,501	786,819	888,146	4,086,137	5,149,525	(175,241)
29	International	0	5,452	(196,699)	202,151	399,031	94,436,934	(93,835,752)
30	Warranty	0	14,434,598	7,926,172	6,508,426	1,417,688	860,086	7,066,028
31	Reinsurance - nonproportional assumed Property	XXX	82,876,725	40,062,384	42,814,342	413,242,565	425,679,636	30,377,273
32	Reinsurance - nonproportional assumed Liability	XXX	185,539,986	26,350,077	159,189,908	367,287,881	453,630,028	72,847,766
33	Reinsurance - nonproportional assumed Financial Lines	XXX	1,049,886	811,522	238,364	2,743,797	2,877,514	104,646
34	Aggregate write-ins for other lines of business	2,175	68,153	1,178	69,150	191,606	172,115	88,642
35	TOTALS	72,151,127,322	55,933,392,670	40,288,938,912	87,795,581,079	81,290,128,270	78,462,204,340	90,623,505,010

NORTH CAROLINA
PRIVATE PASSENGER AUTO PHYSICAL DAMAGE
AGGREGATE ANNUAL STATEMENT DATA
TOP 50 PRIVATE PASSENGER AUTO PHYSICAL DAMAGE INSURERS BASED ON 2015 WRITTEN PREMIUM

**2014 UNDERWRITING AND INVESTMENT EXHIBIT
PART 2 - LOSSES PAID AND INCURRED**

Line of Business		Losses Paid Less Salvage				Net Losses Unpaid Current Year	Net Losses Unpaid Prior Year	Losses Incurred Current Year
		Direct Business	Reinsurance Assumed	Reinsurance Recovered	Net Payments			
1	Fire	315,001,961	500,298,503	295,552,388	519,748,075	296,576,052	264,898,918	551,425,207
2	Allied lines	543,998,846	475,588,259	441,124,263	578,462,841	195,594,797	169,555,111	604,502,527
3	Farmowners multiple peril	178,113,860	182,021,695	80,338,916	279,796,640	111,647,674	103,623,270	287,821,043
4	Homeowners multiple peril	8,685,619,583	8,395,102,284	5,770,571,934	11,310,149,932	4,006,278,339	3,849,323,821	11,467,104,441
5	Commercial multiple peril	2,031,870,122	2,793,246,980	1,424,489,138	3,400,627,961	4,641,681,511	4,496,023,276	3,546,286,197
6	Mortgage guaranty	0	0	0	0	0	0	0
8	Ocean marine	66,267,381	35,187,641	70,029,002	31,426,020	55,465,093	60,466,176	26,424,937
9	Inland marine	1,705,817,756	529,347,108	1,687,651,165	547,513,697	159,489,243	165,364,829	541,638,110
10	Financial guaranty	0	0	0	0	0	0	0
11.1	Medical professional liability - occurrence	13,256,932	5,297,361	2,742,132	15,812,162	95,607,653	80,768,526	30,651,289
11.2	Medical professional liability - claims-made	863	5,339,936	2,702,023	2,638,776	17,469,047	13,605,465	6,502,358
12	Earthquake	754,151	2,404,580	1,198,513	1,960,218	4,538,327	4,109,979	2,388,567
13	Group accident and health	264,416,810	151,011,536	30,492,427	384,935,919	60,932,908	67,876,829	377,991,998
14	Credit accident and health (group and individual)	3,810,112	0	0	3,810,112	6,077,028	6,391,858	3,495,282
15	Other accident and health	395,475,029	4,296,994	23,423,933	376,348,090	455,011,334	442,531,286	388,828,139
16	Workers' compensation	1,025,044,265	3,824,624,728	2,474,988,532	2,374,680,458	10,606,762,673	11,030,049,071	1,951,394,059
17.1	Other liability - occurrence	1,012,533,237	1,421,304,174	1,018,667,525	1,415,169,884	5,970,370,435	5,803,660,190	1,581,880,130
17.2	Other liability - claims-made	172,195,693	208,976,891	213,422,682	167,749,904	724,586,851	598,127,971	294,208,785
17.3	Excess Workers' Compensation	9,677,846	36,385,192	28,992,847	17,070,191	312,331,959	305,306,183	24,095,965
18.1	Products liability - occurrence	105,502,391	155,537,540	86,375,431	174,664,500	1,417,618,251	1,529,361,872	62,920,878
18.2	Products liability - claims-made	21,829	2,449,235	766,917	1,704,147	12,066,126	18,134,171	(4,363,898)
19.1, 19	Private passenger auto liability	29,824,426,130	18,185,482,632	13,964,510,344	34,045,398,419	41,487,152,492	44,338,730,089	31,193,820,820
19.3, 19	Commercial auto liability	1,330,896,246	1,794,914,883	1,076,287,258	2,049,523,871	3,821,543,326	3,615,888,285	2,255,178,913
21	Auto physical damage	20,654,613,417	12,589,994,213	9,272,351,541	23,972,256,089	1,640,483,638	1,748,930,768	23,863,808,958
22	Aircraft (all perils)	40,041,129	5,796,510	33,008,737	12,828,901	25,031,942	33,937,844	3,923,000
23	Fidelity	20,090,069	5,414,335	8,754,031	16,750,373	39,883,686	43,019,150	13,614,906
24	Surety	284,477,366	15,253,100	147,867,470	151,862,995	100,143,964	102,550,469	149,456,490
26	Burglary and theft	2,022,031	169,660	227,907	1,963,784	1,683,145	1,948,513	1,698,416
27	Boiler and machinery	11,575,412	15,201,778	13,130,746	13,646,444	7,486,911	11,516,645	9,616,710
28	Credit	36,849,602	181,946	24,486,388	12,545,159	5,077,765	4,637,982	12,984,942
29	International	4,376,949	19,313,222	(113,471)	23,803,642	94,436,934	98,886,441	19,354,135
30	Warranty	0	16,616,238	9,238,338	7,377,900	854,566	1,534,081	6,698,385
31	Reinsurance - nonproportional assumed Property	XXX	86,988,571	42,101,524	44,887,047	427,370,503	463,297,349	8,960,201
32	Reinsurance - nonproportional assumed Liability	XXX	191,932,318	23,849,778	168,082,540	453,547,333	570,975,120	50,654,752
33	Reinsurance - nonproportional assumed Financial Lines	XXX	5,495,155	2,782,958	2,712,198	2,877,514	3,367,554	2,222,158
34	Aggregate write-ins for other lines of business	432,478	51,033	1,442	482,069	172,115	176,248	477,935
35	TOTALS	68,739,179,494	51,661,226,220	38,272,014,768	82,128,390,954	77,257,851,133	80,048,575,340	79,337,666,744

NORTH CAROLINA
PRIVATE PASSENGER AUTO PHYSICAL DAMAGE
AGGREGATE ANNUAL STATEMENT DATA
TOP 50 PRIVATE PASSENGER AUTO PHYSICAL DAMAGE INSURERS BASED ON 2015 WRITTEN PREMIUM

**2015 UNDERWRITING AND INVESTMENT EXHIBIT
PART 2 - LOSSES PAID AND INCURRED**

Line of Business		Losses Paid Less Salvage				Net Losses Unpaid Current Year	Net Losses Unpaid Prior Year	Losses Incurred Current Year
		Direct Business	Reinsurance Assumed	Reinsurance Recovered	Net Payments			
1	Fire	306,348,243	548,341,461	292,015,765	562,673,936	308,796,123	296,576,051	574,894,011
2	Allied lines	605,909,755	511,823,428	504,702,445	613,030,735	190,552,120	195,594,798	607,988,057
3	Farmowners multiple peril	87,315,539	234,049,695	70,048,423	251,316,811	125,141,847	111,647,674	264,810,984
4	Homeowners multiple peril	8,663,249,423	8,669,361,259	5,753,310,840	11,579,299,845	4,386,707,844	4,006,278,339	11,959,729,353
5	Commercial multiple peril	1,905,811,498	2,538,870,645	1,319,499,547	3,125,182,594	4,713,052,096	4,641,681,511	3,196,553,178
6	Mortgage guaranty	0	0	0	0	0	0	0
8	Ocean marine	81,868,002	39,801,526	82,544,688	39,124,840	57,524,059	55,465,093	41,183,806
9	Inland marine	1,213,721,376	1,123,279,389	1,756,001,289	580,999,475	144,518,172	159,489,242	566,028,404
10	Financial guaranty	0	0	0	0	0	0	0
11.1	Medical professional liability - occurrence	8,542,859	6,336,506	2,902,762	11,976,603	104,950,384	95,607,653	21,319,334
11.2	Medical professional liability - claims-made	81,759	17,652,367	11,553,219	6,180,907	25,936,636	17,469,047	14,648,495
12	Earthquake	312,798	1,718,617	936,034	1,095,380	4,334,935	4,538,328	891,988
13	Group accident and health	278,044,752	161,981,318	46,622,850	393,403,220	124,371,165	60,932,908	456,841,477
14	Credit accident and health (group and individual)	3,960,650	0	0	3,960,650	6,570,981	6,077,028	4,454,603
15	Other accident and health	401,944,080	11,464,378	29,491,873	383,916,586	503,269,317	455,011,334	432,174,569
16	Workers' compensation	925,983,570	2,414,335,974	1,693,053,756	1,647,265,787	10,590,395,667	10,606,762,673	1,630,898,780
17.1	Other liability - occurrence	1,109,518,289	1,504,460,511	1,043,197,768	1,570,781,034	6,284,620,029	5,970,370,437	1,885,030,629
17.2	Other liability - claims-made	139,171,192	261,862,422	209,132,475	191,901,139	793,507,973	724,586,851	260,822,261
17.3	Excess Workers' Compensation	13,363,185	37,040,284	32,469,568	17,933,901	315,919,878	312,331,959	21,521,821
18.1	Products liability - occurrence	126,326,914	145,887,525	95,996,187	176,218,252	1,376,645,455	1,417,618,250	135,245,458
18.2	Products liability - claims-made	10,000	1,789,286	1,150,177	649,109	12,933,412	12,066,126	1,516,396
19.1, 19	Private passenger auto liability	32,310,458,614	20,255,905,626	15,055,937,897	37,510,426,346	43,009,785,559	41,487,362,413	39,032,849,488
19.3, 19	Commercial auto liability	1,394,085,324	1,917,209,530	1,098,205,411	2,213,089,444	4,126,822,659	3,821,543,326	2,518,368,771
21	Auto physical damage	21,401,015,718	13,913,189,372	9,978,533,698	25,335,671,391	1,817,663,433	1,640,483,638	25,512,851,188
22	Aircraft (all perils)	27,253,919	1,197,036	16,518,581	11,932,374	24,359,734	25,031,942	11,260,166
23	Fidelity	6,272,949	9,020,417	6,426,341	8,867,025	44,167,983	39,883,686	13,151,323
24	Surety	172,336,161	61,627,526	117,043,812	116,919,874	69,990,983	100,143,964	86,766,892
26	Burglary and theft	1,762,822	1,704,182	551,469	2,915,536	3,097,179	1,683,145	4,329,568
27	Boiler and machinery	14,760,164	17,606,206	15,888,576	16,477,794	11,856,978	7,486,911	20,847,861
28	Credit	869,465	787,248	786,819	869,893	4,012,577	5,077,765	(195,294)
29	International	0	5,452	(196,699)	202,151	399,031	94,436,934	(93,835,752)
30	Warranty	0	13,612,481	7,926,172	5,686,309	1,344,848	854,566	6,176,591
31	Reinsurance - nonproportional assumed Property	XXX	82,867,292	40,062,384	42,804,909	415,309,452	427,370,503	30,743,860
32	Reinsurance - nonproportional assumed Liability	XXX	185,535,235	26,350,077	159,185,157	367,205,001	453,547,333	72,842,830
33	Reinsurance - nonproportional assumed Financial Lines	XXX	1,049,886	811,522	238,364	2,743,797	2,877,514	104,646
34	Aggregate write-ins for other lines of business	2,175	68,153	1,178	69,150	191,606	172,115	88,642
35	TOTALS	71,200,301,188	54,691,442,237	39,309,476,902	86,582,266,522	79,968,698,912	77,258,061,054	89,292,904,381

2014 NORTH CAROLINA PRIVATE PASSENGER AUTOMOBILE INSURANCE (a)			
	Liability (19.1)	Liability (19.2)	Physical Damage (21.1)
Written Premium	\$0	\$ 2,600,026,025	\$ 2,084,013,012
Earned Premium	0	2,564,831,505	2,033,107,303
Dividends	0	10,789,096	7,834,412
Unearned Prem Reserves	0	749,703,172	617,082,053
Losses Paid	13,744	1,725,208,928	1,194,315,562
Losses Incurred	10,894	1,745,281,465	1,197,523,619
Losses Unpaid	3,050	1,507,347,837	74,915,026
Alloc. Adj. Exp. Paid	720	33,523,377	2,854,868
Alloc Adj. Exp. Incurred	720	31,969,653	2,673,169
Alloc. Adj. Exp. Unpaid	0	122,138,560	3,156,472
Commissions	0	230,145,914	179,773,276
Taxes	61	51,555,343	41,201,959

2015 NORTH CAROLINA PRIVATE PASSENGER AUTOMOBILE INSURANCE (a)			
	Liability (19.1)	Liability (19.2)	Physical Damage (21.1)
Written Premium	\$ 9,232,164	\$ 2,662,873,207	\$ 2,278,826,720
Earned Premium	8,454,835	2,635,613,384	2,218,768,289
Dividends	0	11,035,776	8,118,418
Unearned Prem Reserves	2,406,316	775,153,278	670,749,054
Losses Paid	6,458,965	1,869,012,727	1,301,993,469
Losses Incurred	6,780,673	1,917,603,224	1,311,192,705
Losses Unpaid	4,751,930	1,550,012,532	84,337,977
Alloc. Adj. Exp. Paid	269,634	34,500,364	2,991,781
Alloc Adj. Exp. Incurred	294,134	39,995,598	3,418,814
Alloc. Adj. Exp. Unpaid	96,782	127,682,759	3,581,550
Commissions	1,164,529	234,832,849	195,331,998
Taxes	211,427	58,766,802	50,668,255

(a) Top 50 Writers

AUTOMOBILE

1. ACE American Insurance Company
 - 17% non-fleet private passenger auto bodily injury, property damage, medical payments, uninsured motorist, combined uninsured & underinsured, comprehensive & collision.
 - Eff. 3-18-97
2. ACE Fire Underwriters Insurance Company
 - 17% non-fleet private passenger auto bodily injury, property damage, medical payment, uninsured motorist, combined uninsured motorist & underinsured motorist, comprehensive & collision.
 - Eff. 3-18-97
3. ACE Property & Casualty Insurance Company
 - 17% non-fleet private passenger auto bodily injury, property damage, medical payment, uninsured motorist, combined uninsured motorist & underinsured motorist, comprehensive & collision.
 - Eff. 3-18-97
4. AIG Advantage Insurance Company
 - Anti-Theft Devices Discount.
 - Anti-lock braking system discount.
 - Extra automobile discount.
 - Tier Deviation.
 - Deviation for determining other than collision base rates for symbol's not displayed.
 - Extended transportation expenses coverage deviation.
 - Driver Deviations.
 - Eff 6-1-08 PC112922 [North Carolina Department of Insurance](#)
5. AIG Centennial Insurance Company
 - Class deviation, Years licensed, single or multi-car policy, marital status, usage, annual mileage, driver training.
 - Territory Deviation.
 - Tier Deviation
 - Household Composition Deviation
 - Primary Graded Adjustment Deviation
 - Liability vehicle age deviation
 - ISO and AIGM Model year deviation for comp and collision.
 - Anti-theft deviation.
 - Eff 2-15-10 AGMK-126482169 [North Carolina Department of Insurance](#)
6. AMCO Insurance Company
 - Financial Responsibility Deviation.
 - Territory Deviation.
 - Allied Affinity Deviation.
 - Preferred Driver Deviation.
 - Driver Class Deviation.
 - Miscellaneous Vehicle Deviation.
 - Eff. 6-15-11 NWPC-127109061 [NCDOI](#)
7. AMEX Assurance Company
 - Accident-Free Discount: Applies to auto BI, PD, medical payment & collision: 3-5 yrs.- 10% credit: 6 yrs. or more- 15% credit.
 - Auto/Homeowner Discount 5% Forms 3 & 6: with accompanying homeowners policy.
 - Deviation for auto bodily injury, property damage, medical payments, comprehensive & collision: Credit varies.
 - Installment Payment Plan: Charge waived for electronic funds transfer or payroll deduction.
 - Work Site Discount: deviation where the named insured has acquired his/her auto policy through the Work Site Marketing Program of AMEX Assurance Company. Preferred Client Deviation 10%.
 - Costco Discount: 3% applies to policies for member insureds of Costco. Vehicle Usage Discount.
 - Multi-car discount for Liability, Comp & coll
 - Liability Limits: credit varies by Limit amount.
 - Eff. 9-1-06 PC095703 [North Carolina Department of Insurance](#)
8. Alfa Alliance Insurance Corporation
 - Account Discount.
 - Multi-Vehicle Discount.
 - Driver Experience Factor.
 - Insurance Score (Credit) Factor.
 - Installment Payment Deviation.
 - Eff. 8-15-11 AFAL-127308907 [NCDOI](#)
9. Allied Property and Casualty Insurance Company
 - Financial Responsibility deviation.
 - Territory Deviation.
 - Allied Affinity deviation.
 - Preferred Driver deviation.
 - Matrix deviation.

- Home and car deviation.
 - Non-Allied Homeowner.
 - Auto Financial Deviation.
 - Driver Class deviation.
 - Household composition.
 - Miscellaneous Vehicle deviation.
 - Nationwide Associate Deviation.
 - Advanced Quote Deviation.
 - New Vehicle deviation.
 - Premier Intra-Agency Transfer deviation.
 - Eff. 9-15-10 NWPC-126622972 [North Carolina Department of Insurance](#)
- **Motorcycle/Recreational Vehicle**
 - Matrix Deviation
 - Eff 8-10-07 PC104818 [North Carolina Department of Insurance](#)

10. Allstate Indemnity Company
Standard (Preferred Program)

- Territory Deviation.
- Years Licensed Deviation.
- Fifty-Five (55) and Over Discount.
- Tier Deviation.
- Premier and Premier Plus Discount.
- Multiple Policy Discount.
- New Car Discount.
- The Good Hands People Discount.
- Antilock Brake Discount.
- Accident Rating Deviation (SDIP).
- Installment Payment Fee for Electronic Funds Transfer or Payroll Deviation
- Coverage Deviations (Death Indemnity).
- Certified Risks Financial Responsibility Laws.

Non-Standard Auto Program

- Liability Coverage Deviations for Bodily Injury and Property Damage
- Installment Payments, Electronic Funds Transfer or Payroll Deduction
- The Good Hands People Discount.
- Certified Risks Financial Responsibility Laws.
- Eff 5-23-11 ALSE-127140787 [NCDOI](#)

11. Allstate Insurance Company

- Installment Payment Fee.
- Coverage Deviation.
- Territory Deviation.
- Certified Risks Financial Responsibility Laws.
- Effective 5-23-11 ALSE-127140827 [NCDOI](#)

12. Allstate Property and Casualty Insurance Company

- Territory Deviation.
- Household Composition.
- Multiple Policy Discount.
- New Car Discount, Months since purchase.
- 55 And Over Discount.
- The Good Hands People Discount.
- Antilock Brake Discount.
- Tier Deviation.
- Premier and Premier Plus Discount.
- Good Payer Discount.
- Allstate Easy Pay Plan Discount.
- Accident Rating Deviation.
- Years Licensed Deviation.
- Installment Payments.
- Future Effective Date Discount.
- Preferred Package Discount.
- Full Pay Discount.
- Certified Risks Financial Responsibility Laws.
- Effective 5-23-11 ALSE-127140703 [NCDOI](#)

13. American Automobile Insurance Company

- Tier Deviation Factor.
- Account Credit.
- Electronic Funds Transfer.
- Vehicle Equipped with Anti-Theft Devices-Alarm only devices, Active disabling devices, Passive Disabling devices.
- Comprehensive Rate Deviation factor.
- Motorcycle Physical Damage Coverage.

- Territory Deviation.
 - Eff. 8-15-10 FFDC-126581084 [North Carolina Department of Insurance](#)
14. American Bankers Insurance Company of Florida
- Antique Auto Program
 - Car Club discount.
 - Antique Auto 2500 Mile Tier.
 - Antique Auto 5000 Mile Tier.
 - Modified/Collectible Vehicles 2500 Mile Tier.
 - Modified/Collectible Vehicles 5000 Mile Tier.
 - Eff. 4-1-10 ASPX-126454260 [North Carolina Department of Insurance](#)
15. American Centennial Insurance Company
- 5% non-fleet private passenger auto liability & physical damage rates.
 - Eff. -1-85
16. American Economy Insurance Company
- 10% deviation where principal operator is aged 55 & over with no inexperienced operator in household.
 - Eff. 4-19-91
17. American Fire & Casualty Company
- Fampak Discount: 5% credit for all coverages.
 - Prime Life Discount: 4% credit for all coverages: Certain criteria must be met.
 - Employee Discount: 15% credit for all coverages.
 - Base Rate Deviation by territory for bodily injury, property damage, med pay, uninsured motorists, comp & coll coverages.
 - Anti-Theft Discount: Com Coverage only: 5% & 15% credit: Certain criteria apply.
 - Eff. 9-1-00 PC 035767 [Filing Detail](#)
18. American Home Assurance Company
- 6% - 37% deviation for med pay & uninsured & uninsured/underinsured motorists coverage: All territories.
 - 1% - 46% deviation for bodily injury, property damage, comprehensive & collision coverages: Certain criteria apply.
 - 5% deviation for bodily injury, property damage, medical payments, comprehensive & collision for multi car policies.
 - 5% deviation for comprehensive: All vehicles equipped with alarm only and active disabling devices.
 - 15% deviation for comprehensive: All vehicles equipped with passive disabling devices.
 - 5% deviation for certain coverages: All insureds within sponsored groups.
 - Installment fee waived for automatic deductions from a financial account.
 - 1st installment fee waived for all multiple payment modes.
 - Eff. 12-20-02 PC054433 [Filing Detail](#)
19. American Insurance Company
- Tier Deviation Factor.
 - Account Credit.
 - Electronic Funds Transfer.
 - Vehicle Equipped with Anti-Theft Devices-Alarm only devices, Active disabling devices, Passive Disabling devices.
 - Comprehensive Rate Deviation factor.
 - Motorcycle Physical Damage Coverage.
 - Territory Deviation
 - Eff 8-15-10 FFDC-126581089 [North Carolina Department of Insurance](#)
20. American Manufacturers Mutual Insurance Company
- Voluntary deviations without driving points - BI, PD, COMP, COLL credit varies by territory.
 - Voluntary deviations with driving points - BI, PD, COMP, COLL credit varies by territory.
 - Safety Equipment Discounts - 5% - 15% to Med Pay if qualified.
 - Anti-locking braking system discount - 5% for autos equipped with a factory installed four wheel Anti-Lock Braking System.
 - Extended Transportation Expenses Coverage - KIP ONLY - \$30/\$900 Increased Transportation Expense no additional charge.
 - Cancellation - KIP ONLY - return premium is computed on a Pro Rata basis.
 - Classifications - Experienced Operator Credit - principal operator is aged 55 and over and no inexperienced operators apply to the vehicle, apply a 3% discount to the BI and PD Liability, Med Pay, Coll and Coll premiums.
 - Classic Auto Discount: 80% discount to Misc Types Rule-19.F. Classic Auto Discount for BI, PD & med pay coverages.
 - Deferred Premium Payment Plans - a monthly service charge of 3\$ is applied per billing. If paid through electronic funds transfer, a \$1 monthly service charge is applied per billing.
 - Kemper Network Deviation 7%: Certain criteria apply.
 - Anti Theft Devices Discount - credit varies.
 - Eff 7-1-03 PC062831 [North Carolina Department of Insurance](#)
21. American Motorists Insurance Company
- Extended Transportation Expenses Coverage - KIP only: Coverage included at no additional charge.
 - Cancellation - KIP only: Compute return premium on pro rata basis.
 - Deferred Premium Payment Plan.
 - 7% Kemper Network Deviation: Certain criteria apply.
 - Eff 7-1-03 PC062832 [North Carolina Department of Insurance](#)

22. American Security Insurance Company
- Deviation: Charge as premium for comprehensive (full coverage) & collision (\$100 deductible), the NC Rate Bureau base rates, which became effective January 1, 1984 for territory 17, separately for each coverage. Premiums so determined are applied statewide regardless of territory, no primary or secondary rating factors are applied.
Eff. 2-1-86
23. American Southern Insurance Company
- 12.5% Elite Driver Discount: Applies to each vehicle, each driver when meeting criteria.
 - 5% Preferred Driver Discount: Applies to each vehicle, each driver when meeting criteria.
 - 2% AAA Carolina Affinity Group Discount when insured is a member of AAA Carolinas.
 - 10% Renewal Discount Program to each vehicle when policy holder has been insured with American Southern for three continuous years and which is loss free.
 - 5% Multiple policy discount to each vehicle when the policyholder places both automobile and homeowners coverage through the American Auto Club Insurance Agency. Discount applies to BI, PD, Med Pay, Coll and Comp premiums.
 - 10% Super Preferred Driver Discount.
 - Eff. 6-15-04 PC071954 [Filing Detail](#)
24. American States Insurance Company
- 10% deviation where principal operator is aged 55 & over with no inexperienced operator in household.
 - Eff. 4-19-91
25. American States Preferred Insurance Company
- Territory Deviation, various rates, Bodily Injury, Property Damage, Medical Payments, Comprehensive and Collision.
 - Driving Group Deviations (years driving experience, marital status, good student, distant student), various rates.
 - Renewal, Market, and Tier Deviations (financial responsibility, coverages, limits, and continuity of coverage).
 - SDIP, Single/Multi Car Deviations, various rates, BI, PD, Medical Payments, Comprehensive and Collision.
 - SDIP, Single/Multi Car, 12-Point Violation Deviations.
 - Account Discount Deviations.
 - Vehicle Usage and Market Tier Deviations, various rates, BI, PD, Med Pay, Comprehensive and Collision.
 - Limited Experience Operator Program Subscription.
 - Certified Risks – Financial Responsibility Laws Deviation.
 - Eff. 4-1-11 LBRM-127073085 [NCDOI](#)
26. AMICA Mutual Insurance Company
- Deviation to Base Rates for BI, PD, med pay, uninsured/underinsured motorists, comprehensive & collision.
 - Charge \$2 in lieu of \$3 each installment with certain exceptions.
 - Eliminate additional charge \$2 on 1st installment for insureds participating in the Account Billing Payment Plan.
 - Eliminate additional charge \$2 for the first installment payment.
 - Eliminate additional charge \$2 for 1st installment payments for group policyholders who pay through payroll deduction.
 - Downward deviations to one year short-rate cancellation.
 - Multi-Line discount.
 - Eff. 5-1-11 AMMA-126671080 [NCDOI](#)
27. Arch Insurance Company
- 15% private passenger auto comprehensive & collision rates.
 - Eff 9-29-92
28. Argonaut Insurance Company
- Advantage Discount: 13.5% discount applies to BI,PD, medical, collision & comprehensive for single car auto policies.
 - Multi-Car Discount: 23.7% discount applies to BI, PD, medical, collision & comprehensive for single car auto policies.
 - Preferred Driver Discount: 10% discount applies to BI, PD, medical, collision & comprehensive for single car auto policies.
 - Eff. 4-1-00 PC031707 [North Carolina Department of Insurance](#)
29. Arrowood Indemnity Company
- Installment Payment Plan – Agency payroll deduction.
 - Eff 5-15-04 PC069376 [North Carolina Department of Insurance](#)
30. Associated Indemnity Corporation
- Tier Deviation Factor.
 - Account Credit.
 - Electronic Funds Transfer.
 - Vehicle Equipped with Anti-Theft Devices-Alarm Only Devices, Active Disabling Devices, Passive Disabling Devices.
 - Motorcycle Physical Damage Coverage only.
 - Territory Deviation.
 - Eff. 8-15-10 FFDC-126581062 [North Carolina Department of Insurance](#)
31. Association Insurance Company
- 12.5% non-fleet private passenger auto liability & physical damage insurance rates.
 - 32.5% non-fleet private passenger auto BI, PD, medical payments, comprehensive & collision for SAS Institute Employees.
 - Eff. 1-1-96
32. Assurance Company of America
- 5% non-fleet private passenger auto liability bodily injury, property damage & medical payments.

- 15% non-fleet private passenger auto comprehensive & collision.
- 7.5% deviation for drivers with 30 yrs. driving experience & no inexperience operator on policy.
- 5% non-fleet private passenger auto BI, PD, med pay, comp & coll coverage for 3 consecutive yrs. with "0" SDIP pts.
- 10% non-fleet private passenger auto BI, PD, med pay, comp & coll coverage for 6 consecutive yrs. with "0" SDIP pts.
- 5% non-fleet private passenger auto liability, property damage, comp & collision coverage if named insured is an educator.
- 5% non-fleet private passenger auto bodily injury & property if auto has anti-lock brakes.
- 5% non-fleet private passenger auto comprehensive if auto has anti-theft device.
- 10% non-fleet private passenger auto comprehensive if auto has anti-theft device.
- 5% non-fleet private passenger auto BI, PD, med pay, comp & collision of insured has homeowners policy with Assurance.
- 5% non-fleet private passenger auto comprehensive & collision for multi-car policies.
- 20% non-fleet private passenger auto comprehensive & collision for cars with "0" SDIP pts.
- Eff. 2-15-98

33. Atlantic Casualty Insurance Company

LIABILITY All deviation applicable to non-fleet private passenger bodily injury & property damage coverage for all listed components.

12 point violation must not be one of the following.

- Manslaughter or negligent homicide.
 - Failure to stop & render aid when involved in an accident resulting in bodily injury or death.
 - Pre-arranged racing or knowingly lending a motor vehicle to be used in pre-arranged racing.
 - Transporting illegal intoxicating liquors by motor vehicle.
- 37% bi & pd, single car policies with limits of liability that do not exceed \$25,000/\$50,000 bodily injury, \$25,000 property damage, \$2,000 medical payments: \$25,000/\$50,000/\$25,000 uninsured motorists for operators with 3 yrs. or more driving experience & limits of \$50,000/\$100,000 bodily injury, \$50,000 property damage, \$2,000 medical payments, \$50,000/\$100,000/\$50,000 UM/UIM for operators with 5 yrs. or more driving experience with 12-20 SDIP pts.
 - 33% bi & pd, multi-car policies with limits of liability that do not exceed \$25,000/\$50,000 bodily injury, \$25,000 property damage, \$2,000 medical payments, \$25,000/\$50,000/\$25,000 uninsured motorists for operators with 3 yrs. or more driving experience & limits of \$50,000/\$100,000 bodily injury, \$50,000 property damage, \$2,000 medical payments, \$50,000/\$100,000/\$50,000 UM/UIM for operators with 5 yrs. or more driving experience with 12-20 SDIP pts.
 - Eff. 7-1-94

MOTORCYCLE

- 9% average deviation for private passenger motorcycle physical damage.
- 15% average deviation private passenger motorcycle bodily injury & property damage.
- Eff. 7-1-91

34. Auto Owners Insurance Company

Standard Program

- Paid in Full Discount Deviation.
 - Auto/Home Multi Policy Discount; Auto BI, PD, Med Pay, comprehensive & collision.
 - Auto/Life Multi Policy Discount; Auto BI, PD, Med Pay, comprehensive & collision.
 - Auto/Umbrella Multi Policy Discount; Auto BI, PD, Med Pay, comprehensive & collision.
 - Total Disability Benefits \$50 weekly at no additional charge.
 - Auto Death Indemnity \$10,000 at no additional charge.
 - Symbol Deviation, Comprehensive Symbols 22 thru 27.
 - Territory Deviation.
 - Financial Responsibility Deviation.
- #### **Premier Program**
- Bodily Injury Deviation.
 - Property Damage Limit Deviation.
 - Auto-Owners Premier Rate Deviation.
 - Symbol Deviation.
 - Multi Policy Discount Auto/Home; Auto/Life; Auto/Umbrella Discount for BI, PD, Med Pay, comprehensive & collision.
 - Paid in full discount.
 - Territory Deviation
 - Insurance Scoring Discount on all coverages.
 - Auto Death Indemnity \$10,000 at no additional charge.
 - Total Disability Benefits \$35 weekly at no additional charge.
 - Financial Responsibility Deviation.
 - Eff 4-1-11 AOIC-127013784 [North Carolina Department of Insurance](#)

35. Bankers Standard Insurance Company

- Vehicle equipped with anti-theft devices discount.
- Anti-Lock braking system discount.
- Driver Deviations, Single Car Policy.
- Driver Deviations, Multi-Car Policy.
- Deviation for determining other than collision base rate for symbols not displayed on state rate pages.
- Extra Automobile Discount.
- Extended transportation expense.
- IBS Factors.
- Mass Merchandising discount.
- Eff. 2-23-11 ACEH-126882294 [North Carolina Department of Insurance](#)

36. Burlington Insurance Company

- 15% private passenger auto physical damage insurance rates.

- Eff. 5-28-87
37. Central Mutual Insurance Company
- Pathway Deviation.
 - First Accident Forgiveness Discount.
 - Installment Charge Deviation.
 - Deviation for Single Car Risks with Additional Company-Owned Vehicles.
 - Transition/Loyalty Credit.
 - Waiver of Premium Deviation.
 - Eff 1-1-11 CEMC-126939673 [North Carolina Department of Insurance](#)
38. Century Indemnity Company
- 10% non-fleet private passenger auto comprehensive & collision rates.
 - Eff. 6-1-89
39. The Charter Oak Fire Insurance Company
- Company Coverage-Deviation by Coverage (coverages purchased)
 - Account Discount (Multi Policy)
 - Contributing Vehicle Credit (number of vehicles)
 - Hybrid Vehicle Discount – type of fuel used 10% discount.
 - Installment Payment Plan.
 - Eff 11-1-09 TRVA-126244915 [North Carolina Department of Insurance](#)
40. Chartis Casualty Company
- Deviation applies to non-fleet private passenger BI and PD Liability rate that is not one of the following:
 - a. Manslaughter or negligent homicide.
 - b. Prearranged racing or knowingly lending a motor vehicle to be used in prearranged racing.
 - c. Failure to stop & render aid when involved in an accident resulting in bodily injury or death.
 - d. Transporting illegal intoxication liquors by motor vehicle.
 - 39% on rates with 12-14 SDIP policy points, multi-car & driving experience of 5-6 years with a 12 point violation.
 - 48.0% on rates with 12-14 SDIP policy points, multi-car/married & driving experience of 7-38 years with a 12 point violation.
 - 62.0% on rates with 12-14 SDIP policy points, single car with 7-38 years driving experience with a 12 point violation.
 - 39% on rates with 12-14 SDIP policy points, multi-car, unmarried with 7-38 years driving experience with a 12 point violation.
 - 39% on rates with 12-14 SDIP policy points, multi-car & driving experience of 39+ years with a 12 point violation.
 - 50% on rates with 12-17 SDIP policy points, single car with 5-6 years driving experience with a 12 point violation.
 - 50% on rates with 12-17 SDIP policy points, single car with driving experience of 39+ years with a 12 point violation.
 - 39% on rates with 15-17 SDIP policy points, multi-car & 5 years of driving experience with a 12 point violation.
 - 55% on rates with 15-17 SDIP policy points, single car and 5-6 years driving experience with a 12 point violation.
 - 13% on rates with 18-20 SDIP policy points, multi-car and 5+ years of driving experience with a 12 point violation.
 - 13% on rates with 18-20 SDIP policy points, single car and 5+ years of driving experience with a 12 point violation.
 - 50% on rates with 18-20 SDIP policy points, single car, married driver with 5-38 years of driving exp with a 12 point violation.
 - 39% on rates with 18-20 SDIP policy points, multi-car, married driver with 5-38 years of driving exp with a 12 point violation.
 - 13% on rates with 18-20 SDIP policy points, single car, married driver with 39+ years of driving exp with a 12 point violation.
 - 13% on rates with 18-20 SDIP policy points, multi-car, married driver with 39+ years of driving exp with a 12 point violation.
 - Effective 8-27-04 PC073480 [Filing Detail](#)
41. Chartis Property Casualty Company
- Anti-Theft Devices Discount.
 - Anti-lock braking system discount.
 - Extra automobile discount.
 - Tier Deviation.
 - Deviation for determining other than collision base rates for symbol's not displayed.
 - Extended transportation expenses coverage deviation.
 - Driver Deviations.
 - Eff 9-1-09 APCG-126130673 [North Carolina Department of Insurance](#)
42. The Cincinnati Insurance Company
- Deviation on NCRB collision rates.
 - Deviation on NCRB applied to liability and physical damage rates for companion policy.
 - Installment Payment Plan.
 - Annual Pay Discount.
 - Deviation on NCRB BI rates.
 - Deviation on NCRB Combined Single Limit rates.
 - Combined Uninsured Motorist/Underinsured Motorists deviation.
 - Preferred Risk credit Factors.
 - Insurance Scoring Message Credit.
 - Miscellaneous Coverage-Uninsured Increased Limits.
 - Driver Experience.
 - Eff. 4-1-11 CNNB-126842455 [North Carolina Department of Insurance](#)
43. Citizens Insurance Company of America
- 10% deviation on coverage for principal operators in household age 55 or older where there are no other operators in household with less than 3 yrs. driving experience. This is a per vehicle credit.

- Account Credit: 5% auto comp & coll coverage if insured has Homeowners policy with The Hanover Insurance Company.
- Non-Smoker Discount: 5% auto comprehensive & collision coverage if no drivers have smoked in the past 15 months.
- 10% deviation for auto bodily injury, property damage, medical payments, comprehensive & collision.
- Renewal Credit applies to auto bi, pd, med pay, comp & collision. Less than 3 yrs-0%; 3-5 yrs.-3.0%; 5 yrs or more-6.0%.
- Eff. 9-1-94

44. Colonial American Casualty and Surety Company

- 20% non-fleet private passenger auto bodily injury and property damage. 30% physical damage.
- 10% auto bodily injury, property damage, medical payments, comprehensive & collision age 55 and over.
- Good Driver Discount when principal operator(s) has no fault accidents & no moving violation in past 3 yrs.
- Anti-Theft Device Deviation varies 5% - 10% for non-fleet private passenger auto comprehensive.
- Eff. 1-1-98

45. Continental Insurance Company

- Anti-Theft Device Discount: Certain criteria apply.
- Vin Etching Discount: 5% credit applies when criteria are met.
- Accident/Violation Free Discount.
- Daytime Running Light Discount.
- Companion Policy Discount: 10% credit applies if named insured has homeowners policy with any Encompass Ins Co.
- Airbag Discount: Credit varies when certain criteria is met.
- Anti-Lock Braking System Discount.
- Eff. 7-3-01

46. Continental Indemnity Company

- Discount for Qualified Preferred Drivers: 17.5% credit physical damage-5% credit liability when certain criteria is met.
- Discount for Qualified Standard Drivers: 5% credit physical damage when certain criteria is met.
- Account Credit Program credit when certain criteria is met & both homeowners & auto policies are written through CNIC.
- Anti Lock Braking System Discount: 5% credit.
- Mature Driver Discount: 5% credit when certain criteria is met.
- Eff. 1-1-01 PC038499 [North Carolina Department of Insurance](#)

47. Depositors Insurance Company

- Matrix Deviation
- Eff 8-10-07 PC104819 [North Carolina Department of Insurance](#)

48. Economy Fire and Casualty Insurance Company

- Territory Deviation
- Experience driver deviation.
- Age 55 and over deviation.
- Preferred customer discount.
- Superior driver discount.
- Multi-Policy discount.
- Mass merchandising Account deviation.
- Payroll deduction discount.
- Employment tenure discount.
- Extended Transportation Expenses Coverage.
- Repair or Replacement Coverages – One Year Coverage.
- Coverage for Rented Vehicles.
- Eff 4-15-11 METX-G127014111 [North Carolina Department of Insurance](#)

49. Economy Preferred Insurance Company

- Territory Deviation
- Experience driver deviation.
- Age 55 and over deviation.
- Preferred customer discount.
- Superior driver discount.
- Multi-Policy discount.
- Mass merchandising Account deviation.
- Payroll deduction discount.
- Employment tenure discount.
- Extended Transportation Expenses Coverage.
- Repair or Replacement Coverages – One Year Coverage.
- Coverage for Rented Vehicles.
- Eff 4-15-11 METX-G127013859 [North Carolina Department of Insurance](#)

50. Economy Premier Assurance Company

- Pak II Package Credit.
- Pak II Renewal Credit.
- Age 55 or Older Credit.
- Good Driver Credit when certain criteria is met.
- Symbol Relativities Deviation.
- Increased Limits Extended Transportation Deviation.
- Passive Restraint Credit.

- Anti-Theft Device Credit.
 - Anti-Lock Braking System Credit.
 - Golfmobile Liability: No additional charge.
 - ATV, Minibike & Dune Buggy CSL BI & PD liability rates.
 - ATV, Minibike & Dune Buggy Medical Payment rates.
 - Recreational Vehicle Multi-Vehicle Credit.
 - Eff. 2-15-11 METX-G12639717 [North Carolina Department of Insurance](#)
51. Electric Insurance Company
- Territory Deviation applicable to comp and coll coverages, credit varies by territory when all program criteria is met.
 - Tier Level Deviations when criteria is met.
 - Safe driver discount when criteria is met.
 - Elfun Society Membership discount.
 - Mass Marketing Discount.
 - Multi Policy Credit: credit applies when insured has a HO- 2, 3, 4 or 6 policy with Electric Insurance.
 - Installment Payment through electronic funds transfer.
 - Payroll deduct discount.
 - Comprehensive and Collision Model Year Factor Deviations.
 - Eff. 5-1-10 ELEC-126563834 [North Carolina Department of Insurance](#)
52. Employers Mutual Casualty Company
- Multi-Policy Credit when auto & homeowners coverage are written with Employers Mutual Casualty Company and/or Ercasco Insurance Company.
 - Safety Equipment/Anti-Theft Discount: 20% med pay premium passive restraint on driver side only. 30% med pay premium passive restraint on both sides. 5% on bodily injury & property damage premium for four wheel anti-lock braking system. 5% comprehensive premium for alarm & active disabling devices. 15% comprehensive premium for passive disabling devices.
 - Installment Payment Plan: \$3 charge waived when method of payment is through electronic funds transfer.
 - Eff. 5-25-97
53. Encompass Indemnity Company
- Territory Deviation.
 - Household Composition.
 - New Car Discount.
 - Tier Rating.
 - Good Payer Discount.
 - Encompass Easy Pay Plan discount.
 - Years Licensed Deviation.
 - Homeownership Discount.
 - Future effective date discount.
 - Accident/Violation Free Discount.
 - Companion Discount.
 - Anti-theft device discount.
 - Anti-lock braking system discount.
 - Daytime Running lights discount.
 - Bodily Injury Increased Limits Discount.
 - Med Pay increased limits deviation.
 - All other trailers comprehensive deductible deviation.
 - Cancellation deviation.
 - Hagerty classic auto.
 - Preferred Protection Discount.
 - Certified Risks – Financial Responsibility Laws.
 - Eff 8-1-11 ALSE-127195307 [NCDOI](#)
- Antique and Classic Automobile Program**
- Antique Autos Deviation for BI, PD, Med Pay, UM/UIM – All Territories.
 - Classic Autos Deviation for BI, PD, Med Pay, UM/UIM – All Territories
 - Eff 5-15-06 PC091813
54. Erie Insurance Company
- Age 55 and over deviation
 - Anti-lock brake deviation systems on BI and PD on all four wheels.
 - Anti-theft devices.
 - Feature 15 deviation (Accident Forgiveness).
 - Installment Premium Payment Plan deviation.
 - Coverage for Rented Vehicles.
 - Pro rata cancellation and Pro-Rata Table.
 - Multi-Policy Discount.
 - Multi Car - Separate Policies: Certain criteria apply.
 - Reduced Usage Discount: Certain criteria must be met.
 - Payment Plan Discount.
 - Classic Vehicles.
 - Effective 6-1-11 ERAP-127177160 [NCDOI](#)
55. Erie Insurance Exchange
- Base rate deviations by territory on BI, PD, Med Pay, Comprehensive and Collision coverages.

- Age 55 and over deviation on BI, PD, Med Pay, Comp and Coll.
 - Anti-Lock Brake deviation on Bodily Injury and Property Damage.
 - Anti-Theft Device deviation on Comprehensive.
 - First Accident Forgiveness.
 - Feature 15 Deviation.
 - Premium Payment Plan Service Charge - Installment Payments deviation.
 - Coverage for Rented Vehicles.
 - Pro-Rata Cancellation and Pro-Rata Table for all policies.
 - Comprehensive Deductible factors deviation.
 - Multi Policy Discount Deviation.
 - Pioneer Experience Rating Credit Discount(PERC).
 - Driver Experience Factor(DEF) Deviation.
 - Multi Car Discount - Separate Policies.
 - Reduced Usage Discount.
 - Tiered Rating.
 - Payment Plan Discount.
 - Classic Vehicles.
 - Safe Driver Discount.
 - Advance Quote Discount
 - Prior Bodily Injury Limits Discount.
 - Eff 6-1-11 ERAP-127177197 [NCDOI](#)
56. Essentia Insurance Company
- Bodily Injury base rate deviation.
 - Property Damage base rate deviation.
 - Medical Payments base rate deviation.
 - Uninsured/underinsured Motorists base rate deviation.
 - Eff 5-1-11 BEAC-127015414 [NCDOI](#)
57. Fairmont Premier Insurance Company
- 10.7% private passenger auto BI, PD, med pay, coll, uninsured BI and combined uninsured/underinsured BI; 15.5% comprehensive.
 - Free of at fault accidents: 3-6 yrs.; 10%-non-fleet private passenger auto BI, PD, med pay & coll; Over 6 yrs.-15%.
 - 10% non-fleet private passenger auto BI, PD, med pay, comp & col for principal operators age 55 and over where there is no principal operator in household.
 - BMW model yrs. 1995 & newer: 20% comprehensive; 10% collision.
 - Eff. 3-1-98
58. Farm Bureau Insurance of North Carolina Inc.
- 55% deviation applies to the surcharge on voluntary policies for a 12-point violation that is not one of the following: a) manslaughter or negligent homicide resulting from the operation of a motor vehicle, b) prearranged highway racing or knowingly lending a motor vehicle to be used in prearranged highway racing, c) failure to stop and render aid when involved in an accident resulting in bodily injury or death (hit and run driving), or d) transportation for the sale of illegal intoxicating liquors by motor vehicles.
 - Effective 10-1-04 PC073968 [North Carolina Department of Insurance](#)
59. Farmers Insurance Exchange
- Ultra Premier Rating Plan Deviation
 - Premier and Preferred Base Rate Deviations.
 - Auto/Multi Policy Discount: Certain criteria apply.
 - Anti-Theft Device Discount: ½ % discount applies to Comp when a vehicle is equipped with a passive anti-theft device.
 - Electronic Funds Transfer Discount.
 - Eff. 10-1-08 PC116744 [North Carolina Department of Insurance](#)
60. Federal Insurance Company
- Various deviations for bodily injury, property damage, medical payments & uninsured motorist for antique auto.
 - Reduced rates for physical damage coverages for antique autos.
 - Deviation for Split Limit Bodily Injury Increased Limits.
 - Eff. 7-1-03
61. Federated Mutual Insurance Company
- 5% non-fleet private passenger liability & physical damage when homeowners & personal umbrella policy is written with Federated Mutual Insurance Company.
 - Installment Payment Plan: \$2 charge each installment subject to max. of \$5 per account for all policies.
 - Eff. 4-21-95
62. Fidelity & Deposit Compay of Maryland
- 20% non-fleet private passenger auto bodily injury and property damage. 30% physical damage.
 - 10% non-fleet private passenger auto bodily injury, property damage, med pay, comp. & collision age 55 and over.
 - Good Driver Discount: 10% auto liability, PD, med pay comp & coll when principal operator(s) has no fault accidents & no moving violation in past 3 yrs.
 - Anti-Theft Device: Deviation varies 5% - 10% for non-fleet private passenger auto comprehensive.
 - Eff. 1-1-98
63. Fidelity & Guaranty Insurance Company
- Multi-Policy Discount: 2% credit to total auto insurance premium when both auto & home-owners policies are purchased through USF&G Group when

- certain criteria is met.
 - 2% credit auto BI, PD, med pay, comp & coll premium when principal operator is age 55 & over and there are no inexperienced operators in household.
 - Physical Damage Deviation: 6% applies to comprehensive & collision.
 - Special Package Discount: 5% credit total policy premium for insureds who meet specified underwriting guidelines.
 - 15% non-fleet private passenger auto total premium for insureds who are a participant through any of the USF&G Group Marketing Plans.
 - Eff. 9-1-00
64. Fidelity & Guaranty Insurance Underwriters
- Multi-Policy Discount: 2% credit to total auto insurance premium when both auto & home-owners policies are purchased through USF&G Group when certain criteria is met.
 - 2% credit auto BI, PD, med pay, comp & coll premium when principal operator is age 55 & over and there are no inexperienced operators in household.
 - Physical Damage Deviation: 6% applies to comprehensive & collision.
 - Special Package Discount: 5% credit total policy premium for insureds who meet specified underwriting guidelines.
 - 15% auto total premium for insureds who are a participant through any of the USF&G Group Marketing Plans.
 - Eff. 9-1-00
65. Firemans Fund Insurance Company
- Tier Deviation Factor.
 - Account Credit.
 - Electronic Funds Transfer.
 - Vehicle Equipped with Anti-Theft Devices-Alarm Only Devices, Active Disabling Devices, Passive Disabling Devices.
 - Motorcycle Physical Damage Coverage only.
 - Territory Deviation.
 - Eff. 8-15-10 FFDC-126580666 [North Carolina Department of Insurance](#)
66. Firemen's Insurance Company of Washington D.C.
- 15% auto BI, PD, medical payments, uninsured/underinsured motorist, comprehensive & collision coverage.
 - Eff. 11-1-94
67. First Financial Insurance Company
- 15% non-fleet private passenger physical damage rates.
 - Eff. 12-7-87
68. First Liberty Insurance Corporation
- Liability Single Limits (Property Damage) deviation
 - Liability Split Limits (Bodily Injury) deviation
 - Property Damage Limits deviation.
 - Medical Payments deviation.
 - Group Savings Plus Discount Program.
 - Homeowners Discount
 - Mature Driver Discount
 - Waive the additional \$3.00 charge on the first installment on the Installment Payment Plan
 - Short Rate Cancellation deviation
 - New Customer deviation.
 - Tiering Deviation.
 - Eff. 12-15-08 PC116669 [North Carolina Department of Insurance](#)
69. First National Insurance Company of America
- Territory Deviations.
 - Driving Group Deviations.
 - Renewal, Market, and Tier Deviations.
 - SDIP, Single/Multi Car Deviations.
 - SDIP, Single/Multi Car, Major Deviations.
 - Account Discount Deviations.
 - Vehicle Usage and Market Deviations.
 - Limited Experience Operator Program Subscription.
 - Certified Risks – Financial Responsibility Laws Deviation.
 - Eff. 4-1-11 LBRM-127073267 [NCDOI](#)
70. Foremost Insurance Company
- Installment Payments
 - Eff 12/1/06 PC099237 [North Carolina Department of Insurance](#)
71. GEICO Indemnity Company
- Associate Discount: non-fleet private passenger applies to auto total policy premium.
 - Installment Payment Plan: \$1.50 for Electronic Fund Transfer payments.
 - Electronic Banking Discount.
 - Multi-Line discount.
 - Eff. 5-7-09 GECC-126075087 [North Carolina Department of Insurance](#)
72. Garrison Property and Casualty Insurance Company
- Territory Deviation.
 - Make/Model Deviation.

- Tier Deviation.
- New Vehicle Discount Deviation.
- Occasional Operator Deviation.
- Passive Restraint Seat Belt Discount Deviation.
- MyUSAA Legacy Deviation.
- Principal Operator Age 55 And Over Deviation.
- Military Installation Garaging Deviation.
- Premier Driver Deviation.
- Daytime Running Lights Deviation.
- Years Driving Experience/Marital Status Deviation.
- Policy Advantage Deviation.
- Short Rate Cancellation Tables Cancellation Deviation.
- UMBI and UMBI/UIMBI.
- Audio, Visual and Data Electronic Equipment Coverage Deviation.
- Customizing Equipment Coverage
- Named Non-Owner Policy Deviation.
- Miscellaneous Types/Trailers.
- Installment Payment Plan
- Eff 3-22-11 USAA-127004849 [North Carolina Department of Insurance](#)

73. General Insurance Company of America

- Territory Deviation.
- Driving Group Deviations.
- Renewal, Market, and Tier Deviations.
- SDIP, Single/Multi Car Deviations.
- SDIP, Single/Multi Car Major Deviations.
- Account Discount Deviations.
- Vehicle Usage and Market Deviations.
- Limited Experience Operator Program Subscription.
- Certified Risks – Financial Responsibility Laws Deviation.
- Effective 4-1-11 LBRM-127073272 [NCDOI](#)

74. Generali - U S Branch

- 10% auto liability BI & PD for operator licensed 15 or more yrs. & all drivers total 7-11 SDIP pts.
- 20% auto liability BI & PD for operators licensed 15 or more yrs. & all drivers total 12-20 SDIP pts.
- 15% auto liability BI & PD for operators licensed 10 yrs., but less than 15 yrs. & all drivers total 12-20 SDIP pts.
- 5% auto liability BI & PD for operators licensed 5 yrs., but less than 10 yrs. & all drivers total of 12-20 SDIP pts.
- 5% non-fleet private passenger auto liability BI & PD rates where vehicles are garaged in territories 11,13,17,31,32,41 or 47.
- 7.5% non-fleet private passenger auto liability BI & PD rates where vehicles are garaged in territories 24,26,33 or 43.
- Eff. 2-9-94

75. Government Employees Insurance Company

- Base Premium Deviation by territory.
- Increased Limits Factor Deviation.
- North Carolina 55 & Over deviation.
- Sponsored Marketing Group Pricing Track.
- Motorcycle Safety Course Credit:
- 5 Year Good Driving Discount: Certain criteria apply.
- Associate Discount: credit to total policy premium.
- Military Discount Deviation.
- Tier Factor Discount.
- Automobile Installment Payments.
- Primary Classification Rating Factors.
- Emergency Road Service.
- Electronic Banking Discount.
- Multi-Line Discount.
- Eff. 11-14-11 GECC-127657160 [NCDOI](#)

76. Grain Dealers Mutual Insurance Company
- Insurance Score Credit.
 - Eff 8-4-10 GRDL-126658119 [North Carolina Department of Insurance](#)
77. Graphic Arts Mutual Insurance Company
- Superior Program Deviation: 5% auto bodily injury, property damage liability & physical damage rates.
 - 15% discount on base rates for employees of Utica National Insurance Group.
 - Mass Merchandising Plan: 15% discount on base rates for employees of Utica National Insurance Company.
 - Personal Auto Account Credit: 10% credit applied to basic premiums, when auto & homeowner policy is insured by Utica Mutual Insurance Company or Graphic Arts Mutual Insurance Company.
 - 5% payroll deduction provided the named insured is employed through an employer enrolled in the Company Workplace Insurance Service for Employees (W.I.S.E.) Program or is a member of a company approved affinity group.
 - 5% Mature Driver Credit: Certain criteria apply.
 - Company Car Discount: Apply multi-car rating factor to single car policies when certain criteria is met.
 - 9% Territory 11 Deviation: Vehicles must be principally garaged in territory 11.
 - Eff. 12-1-00 PC036563 [Filing Detail](#)
78. Greenville Casualty Insurance Company
- Deviation of 50% on BI and PD for all non-owners policies with 12-20 SDIP points and 5-6 years driving experience.
 - Deviation of 50% on BI and PD for all non-owners policies with 12-20 SDIP points and 7-38 years driving experience.
 - Deviation of 50% on BI and PD for all non-owners policies with 12-20 SDIP points and 39 or more years driving experience.
 - Eff 2-12-09 PC124827 [North Carolina Department of Insurance](#)
79. GuideOne Mutual Insurance Company
- 55% liability & physical damage rates on autos rated as Class 3 under Rule 4 of the NC Personal Auto Manual.
 - Eff. 2-1-89
80. Hanover American Insurance Company
- 10% credit on premiums for comp & coll coverage for operators 55 yrs. of age or older.
 - Account Credit Program
 - Territorial Deviation: Applies to bodily injury, property damage, medical payments, comprehensive & collision: Credit varies.
 - Renewal Credit: insured with Hanover American Insurance Company only.
 - Electronic Funds Transfer Payment Plan.
 - Group Modification Plan: Deviation range 0.5% to 15.5%.
 - Installment Payment Plan.
 - Anti-Theft Discount Deviation: 5%-10% when certain criteria is met.
 - BudgetWise Discount.
 - Eff. 4-1-11 HNVR-G126970736 [North Carolina Department of Insurance](#)
81. The Hanover Insurance Company
- Anti-Theft Discount Deviation: 5%-10% when certain criteria is met.
 - Installment Pay Plan by Electronic Funds Transfer: No service charge.
 - Group Modification Plan Deviation: 0% to 15.5%.
 - Installment Payment Plan: \$3 charge for each installment, excluding first installment.
 - Eff. 4-1-02
82. Harbor Specialty Insurance Company
- 10% non-fleet private passenger auto physical damage insurance rates for risks with "0" SDIP pts.
 - 5% BI, PD, medical payments, comprehensive & collision rates if principal operator of vehicle is age 55 or older.
 - 15% comprehensive & collision rates for risks with "0" SDIP pts. Policy must be a part of Personal Protection Program.
 - 5% non-fleet private pass auto BI, PD & Med Pay rates for risks with "0" SPID pts.
 - Eff 2-1-94
83. Harleysville Mutual Insurance Company
- Preferred customer discount.
 - StarPak Program Discount – Certain criteria, credits vary.
 - Companion Credit.
 - Life Insurance/Annuity Policy Discount.
 - Group discount.
 - Multi-Line (Commercial Auto) all premiums except Uninsured and Underinsured Motorists coverage.
 - Company owned Vehicle with Single Car Policy.
 - New Policyholder discount.
 - First Accident Forgiveness.
 - Territorial Deviations.
 - Electronic Funds Transfer.
 - Eff 10-1-11 HRLV-127206291 [NCDOI](#)
84. Harleysville Preferred Insurance Company
- Preferred customer discount.
 - StarPak Program Discount.
 - Companion Credit.

- Life Insurance/Annuity Policy Discount.
 - Group discount-affinity.
 - Coverage Factors for Comp and Coll coverages.
 - Multi-Line (Commercial Auto) all premiums except Uninsured and Underinsured Motorists coverage.
 - Company owned Vehicle with Single Car Policy.
 - New Policyholder discount.
 - First Accident Forgiveness.
 - Territorial Deviations.
 - Electronic Funds Transfer.
 - Eff 10-1-11 HRLV-127206898 [NCDOI](#)
85. Hartford Casualty Insurance Company
- Product Factors. Principal Operator Licensed, territory, BI, PD, Med Pay, Comp and Collision.
 - Account Credit BI, PD, Med Pay, Comp and Collision
 - Agency Book Transfer Credit, maintained continuous automobile coverage, four or more consecutive years of accident and conviction free experience, BI, PD, Med Pay, Comp and Collision.
 - Multi Car Discount.
 - Eff 7-1-09 HART-126157758 [North Carolina Department of Insurance](#)
86. Hartford Fire Insurance Company
- Product Factors. Principal Operator Licensed, territory, BI, PD, Med Pay, Comp and Collision.
 - Account Credit BI, PD, Med Pay, Comp and Collision
 - Agency Book Transfer Credit, maintained continuous automobile coverage, four or more consecutive years of accident and conviction free experience, BI, PD, Med Pay, Comp and Collision.
 - Multi Car Discount.
 - Eff 11-1-09 HART-126225355 [North Carolina Department of Insurance](#)
87. Hartford Underwriters Insurance Company
- Defensive Driver Credit.
 - Account Credit.
 - Renewal Credit Discount.
 - Incident Free Credit.
 - Safe Driver Plus Credit.
 - Advantage Discount.
 - Primary Classification Rating Factors Exception.
 - Eff. 11-1-09 HART-126225525 [North Carolina Department of Insurance](#)
88. Horace Mann Insurance Company
- Multiline (Multi Policy) Deviation, Bodily Injury, Property Damage and Collision when certain criteria is met.
 - Member only (Affinity) Bodily Injury, Property Damage, Comprehensive, and Collision.
 - Surcharge Forgiveness (SDIP) free of chargeable accidents during 5 consecutive years will not apply the appropriate surcharge.
 - Electronic Funds Transfer (Payment Options) no fee charged.
 - Installment Payments - No charge on first installment.
 - School Payroll Payment Plan Deviation, 5% to Bodily Injury, Property Damage, Medical Payments, and Collision.
 - Employee Payroll Payment Plan deviation.
 - Policy Age Deviation.
 - Educator Deviation.
 - Replacement Coverage for New Autos Deviation.
 - Towing and Labor Costs Deviation.
 - 2011 ISO Symbol Deviation
 - Eff 10-1-10 HRMN-126695073 [North Carolina Department of Insurance](#)
89. Horace Mann Property & Casualty Insurance Company
- Territory Deviation.
 - Multi-line (Multi Policy) Deviation.
 - Member Only (Affinity) deviation.
 - Surcharge Forgiveness (SDIP) free of chargeable accidents for five consecutive years will not apply the appropriate surcharge.
 - Electronic Funds Transfer (Payment Options) no fee charged.
 - Installment Payments No installment fee charged on the first installment. (Personal Auto Manual Rule 22)
 - Credit Rating Deviation.
 - Administrator Deviation-School Administrator.
 - School Payroll Payment Plan Deviation.
 - Policy Age Deviation.
 - Employee Payroll Payment Plan Deviation.
 - Educator Deviation.
 - Replacement Coverage for New Autos Deviation.
 - Towing and Labor Costs Deviation.
 - 2011 ISO Symbol Deviation.
 - New Customer Deviation.
 - Eff. 4-1-11 HRMN-126994583 [North Carolina Department of Insurance](#)
90. IDS Property Casualty Insurance company
- Accident Free Discount.

- Auto/Homeowner Discount
 - Deviation for Coverage of BI, PD, Med Pay, Comp, Coll and UM/UIM limits.
 - Liability Limits deviation.
 - Installment Pay Plan.
 - Work Site Discount.
 - Costco Member Discount.
 - Multi-car Discount.
 - Affinity discount.
 - Eff 10-20-11 PRCA-127373888 [NCDOI](#)
91. Indemnity Insurance Company of North America
- 17% non-fleet private passenger auto bodily injury, property damage, medical payments, uninsured motorists, combined uninsured & underinsured, comprehensive & collision.
 - Eff. 3-18-97
92. Infinity Insurance Company
CLASSIC COLLECTORS PROGRAM
- BI & PD, UM or UM/UIM Combined BI, UM or UM/UIM PD coverage, Medical Payment discounts.
 - Comp and Coll and towing coverage deviation.
 - Transfer Credits.
 - Eff 2-10-10 NFNT-126446722 [North Carolina Department of Insurance](#)
93. Insura Property and Casualty Insurance Company
- Multi Policy Discount: 7.5% credit when Homeowners policy is written in the Anthem Casualty Insurance Group.
 - Anti-Theft Discount: Variable credit.
 - Longevity Discount: 5% credit to auto policies that have been in force for past 5 yrs. Credit applies to Plus & Premier policies only.
 - Mature Operator Discount: 5% discount for drivers age 55 to 69 yrs. old with no driver with less than 5 yrs. driving experience. Credit applies to Plus & Premier policies only.
 - .837 Discount Factor for non-fleet private passenger auto bodily injury, property damage, medical payments, comprehensive & collision on all Insura Premier policies.
 - Eff. 1-27-03 PC056566 [North Carolina Department of Insurance](#)
94. Insurance Company of North America
- 17% non-fleet private passenger auto bodily injury, property damage, medical payments, uninsured motorists, combined uninsured & underinsured, comprehensive & collision.
 - Eff. 3-18-97
95. Integon Casualty Insurance Company
- Waive installment Payment Plan fee.
 - Vehicle with full coverage, Non Preferred.
 - Driver Class Deviation.
 - Eff. 11-1-09 GMMX-126328159 [North Carolina Department of Insurance](#)
96. Integon General Insurance Corporation
- Waive installment Payment Plan fee GMAC Insurance Employees and affiliates of GMAC Insurance.
 - Vehicle with full coverage, Non Preferred.
 - Eff. 11-1-09 GMMX-126328174 [North Carolina Department of Insurance](#)
97. Integon Indemnity Corporation
- Waive installment Payment Plan fee.
 - Vehicle with full coverage, Non Preferred.
 - Eff. 11-1-09 GMMX-126328253 [North Carolina Department of Insurance](#)
98. Integon National Insurance Company
- Installment fee waived.
 - Vehicle with full coverage.
 - Electronic Funds Transfer Payment Plan.
 - Safe Driver Insurance Plan/Single vs. Multi-car deviation.
 - Inexperience Operators Deviation.
 - Driver Class and Waivable Violations Deviations Liability.
 - Driver Class and Waivable Violations Deviations Physical Damage.
 - Credit Program Deviations.
 - Miscellaneous Deviation.
 - New Car Deviation.
 - Territory Deviation.
 - Eff 6-1-10 GMMX-126561856 [North Carolina Department of Insurance](#)
99. Ironshore Indemnity Inc.
- 7.5% BI, PD for multi-car policies, where all drivers on policy together have 12-20 SDIP pts. with one 12 pt. violation which is not one of following: A. Manslaughter or negligent homicide; B. Failure to stop & render aid when involved in an accident resulting in bodily injury or death; C. Pre-arranged racing or knowingly lending a vehicle to be used in prearranged racing; D. Transporting illegal intoxicating liquors by motor vehicle.
 - 15% BI, PD for single car risk, where all drivers on policy together have 12-20 SDIP pts. with one 12 pt. violation is not one of following: A. Manslaughter or negligent homicide; B. Failure to stop & render aid when involved in an accident resulting in bodily injury or death; C. Pre-arranged racing of knowingly lending a vehicle to be used in pre-arranged racing; D. Transporting illegal intoxicating liquors by motor vehicle.

- Eff. 6-7-95

100. Lancer Insurance Company

All deviations applicable to non-fleet private passenger auto comprehensive & collision coverages for single car and the insured may not have one of the following:

- a. Manslaughter or negligent homicide.
- b. Failure to stop & render aid when involved in an accident resulting in bodily injury or death.
- c. Prearranged racing or knowingly lending a motor vehicle to be used in prearranged racing.
- d. Transporting illegal liquors by motor vehicle.
- 28% for policies with 12-15 pts.; based on model yr. of auto; driver has at least 3-6 yrs. driving experience.
- 45% for policies with 12-15 pts.; based on model yr. of auto; driver has at least 7-14 yrs. driving experience.
- 48% for policies with 12-15 pts.; based on model yr. of auto; driver has at least 15-45 yrs. driving experience.
- 30% for policies with 10-11 pts.; based on model yr. of auto; driver has at least 7-14 yrs. driving experience.
- 35% for policies with 10-11 pts.; based on model yr. of auto; driver has at least 15-45 yrs. driving experience.
- 20% for policies with 8-9 pts.; based on model yr. of auto; driver has at least 7-14 yrs. driving experience.
- 25% for policies with 8-9 pts.; based on model yr. of auto; driver has at least 15-45 yrs. driving experience.
- 37% for policies with 8-15 pts.; based on model yr. of auto; driver has at least 3 yrs. driving experience.
- Eff. 4-1-99

101. Liberty Mutual Insurance Company

- Group Savings Plus Discount.
- Homeowners Discount.
- Mature Driver Discount Program.
- New Customer downward deviation.
- Tiering Deviations.
- Installment Payment Plan.
- Short Rate Cancellation deviation.
- Eff. 3-1-11 LBPM-126954706 [North Carolina Department of Insurance](#)

102. LM Property & Casualty Insurance Company

- 2% non-fleet private passenger auto bodily injury, property damage, medical payments, comprehensive & collision for Senior Driver Discount. Certain criteria apply.
- 8% non-fleet private passenger auto bodily injury, property damage, comprehensive & collision for Long Term Discount, when criteria is met.
- 6% non-fleet private passenger auto bodily injury, property damage, comprehensive & collision for New Business Discount.
- 5% Renter's (HO-4) Companion Policy Discount for non-fleet private passenger auto bodily injury, property damage, comprehensive & collision.
- 5% Companion for Life Discount applicable to non-fleet private passenger auto bodily injury, property damage, comprehensive & collision.
- Base Rate Deviation for single & multi car policies: Applies to bodily injury, property damage, medical payments, comprehensive, & collision: Credit varies.
- Electronic Funds Transfer Deviation: \$1 service charge deleted.
- Installment Payment Plan: No charge for first installment payment.
- Eff. 7-11-03 PC061489 [North Carolina Department of Insurance](#)

103. Lumbermens Mutual Casualty Company

- Deferred Premium Payment Plan - monthly service charge of 3% is applied per billing. If paid through electronic funds transfer, a monthly service charge is applied per billing.
- 7% Kemper Network Deviation: Certain criteria apply.
- Eff 7-1-03

104. Maiden Specialty Insurance Company

- Installment Fee Waived deviation.
- Full Coverage deviation.
- Safe Driver Insurance Plan/Single vs. Multi-Car deviation.
- Eff. 11-1-09 GMMX-126330263 [North Carolina Department of Insurance](#)

105. Main Street America Assurance Company

- Preferred Plus Driver Discount. Collision and Comp Coverages
- Preferred Driver Discount Comp and Coll Coverages.
- Insurance Score Discount BI, PD, Med Pay, Uninsured and Combines UM/UN.
- Installment Pay Plan – Multipolicies, Installment Pay Plan – EFT.
- Combines Personal Protection Program – both HO and Auto, BI, PD, Med, Coll, Comp.
- Eff 10-10-07 PC107137 [North Carolina Department of Insurance](#)

106. Maryland Casualty Company

- 5% non-fleet private passenger auto bodily injury, property damage, comprehensive & collision coverage if named insured is an educator.
- 5% non-fleet private passenger auto bodily injury, property damage, medical payments, comprehensive & collision for drivers with least 30 yrs. driving experience & no inexperience operator.
- 5% non-fleet private passenger auto comprehensive & collision for multi-car policies.
- 5% non-fleet private passenger auto comprehensive & collision for vehicles with "0" SDIP.
- 5% non-fleet private passenger auto bodily injury, property damage for anti-lock braking system.
- 5% non-fleet private passenger auto comprehensive for active anti-theft disabling devices.
- 5% non-fleet private passenger auto bodily injury, property damage, comprehensive, collision, uninsured
- underinsured motorist, towing & labor & all miscellaneous coverage (companion policy).
- Eff. 2-15-98

107. Massachusetts Bay Insurance Company

- 5% credit on premiums for comp & coll rates, if principal operators are age 55 or older.
- Account Credit Program.
- Electronic Funds Transfer Payment Plan.
- Group Modification Plan.
- Territorial Deviation: credit varies for bodily injury, property damage, med pay, comprehensive & collision.
- Installment Payment Plan.
- Anti-Theft Discount Deviation.
- Budget wise discount.
- Eff. 4-1-11 HNVR-G126970803 [North Carolina Department of Insurance](#)

108. Members Insurance Company

- Extra Vehicles Deviation
- Account Credit Deviation
- Underwriting Tier Deviation
- TMIC Auto and Home Deviation.
- Homeowners deviation.
- Eff 2-15-11 NCPC-126990569 [North Carolina Department of Insurance](#)

109. Merastar Insurance Company

- Account Discount, Rule 4.I. (a) on BI, PD, liability, med pay, comp and coll rates if named insured is a member of an employer sponsored account or qualifying affinity group.
- Mature Operator Discount, Rule 4.I (b) on bodily injury, property damage, med pay, comp and coll coverages if the named insured is age 55 or older and no operator has less than 9 years driving.
- Auto/Home Discount, Rule 4.I. (a) on BI, PD, med pay, comp and coll rates if the named insured also insures the principal residence with either Merastar Insurance Company or its designated joint venture business partners.
- Safe and Sound Discount, Rule 4.I. (b) on comp and coll rates if the policy qualifies for the Company's Safe and Sound discount.
- Anti-Lock Braking Discount, Rule 4.I.(c) on collision if vehicle is equipped with a factory installed anti-lock braking system.
- Anti-Theft Discount, Rule 4.I. (c) on comp rates for alarm-only or other anti-theft system; on comp rates for a passive anti-theft system (Discounts are nor cumulative. A maximum of 15% applies when both devices are installed).
- Waiver of Installment Charge, Rule 4.I. (a) is waived for all policies paid by payroll deduction; \$1.00 installment charge for policies paid by Automatic Bank Draft.
- Personal Financial Management Discount (Credit Score), Rule 4.I. (b) on non-fleet private passenger automobile bodily injury, property damage, medical payments, comprehensive and collision coverages, if named insured Credit Score is greater than 887, with bodily injury limits of 100/300 or higher and owns home; -2% if named insured credit score is greater than 849, with bodily injury limits of 50/100 or higher and owns home.
- Eff. 12-15-09 UNTR-126283450 [North Carolina Department of Insurance](#)

110. Metropolitan Direct Property & Casualty Insurance Company

- Territorial Deviation.
- Experience Driver Deviation.
- Age 55 & Older Deviation.
- Preferred Customer Discount.
- Superior Driver Discount.
- Multi Policy Discount.
- Mass Merchandising Account Deviation.
- Payroll Deduction Discount.
- Employment Tenure Discount.
- Repair or Replacement Coverage – One Year Coverage.
- Coverage for Rented Vehicles.
- Multi-Cycle Discount.
- Eff 4-15-11 METX-G127014755 [North Carolina Department of Insurance](#)

111. Metropolitan Property & Casualty Insurance Company

- Mass Merchandising Account Deviation.
- Payroll Deduction Discount.
- Employment Tenure Discount.
- Small Employer Group Program.
- Extended Transportation Expenses Coverage.
- Repair or Replacement Coverages – One Year Coverage.
- Coverage for Rented Vehicles.
- Multi-Cycle Discount.
- Multi-RV Discount.
- Liability Base Premiums – ATVs, Dune Buggies, Mini-Bikes, Trail Bikes, and Other Personal Transport Vehicles Discount.
- Liability Base Premium – Golfmobiles Discount.
- Eff. 4-15-11 METX-G127014604 [North Carolina Department of Insurance](#)

112. Motors Insurance Corporation

- Deviation applies under Mechanical Insurance Program & provides for eliminating surcharge on all eligible vehicles equipped with diesel engines.
- Eff. 10-1-85

113. NGM Insurance Company

- 8% credit on Collision and Comprehensive for Preferred Plus Driver.
- 4% credit on Collision and Comprehensive for Preferred Driver.

- Various discounts for named insured insurance score.
- Installment Payment Plan Deviation.
- 5% Combined Personal Protection.
- Eff. 10-4-11 NGMC-127392538 [NCDOI](#)

114. National Specialty Insurance Company

- Deviation on bodily injury, property damage & medical payments: 15% - 0 SDIP pts.; 10% 1-4 SDIP pts. if certain criteria is met.
- Deviation non-fleet private passenger auto comprehensive & collision coverage: 10% - 0 SDIP pts. if certain criteria is met.
- Eff. 2-6-95 *Name changed from State National Specialty Insurance Company effective 3/16/04*

115. National Surety Corporation

- Tier Deviation Factor.
- Account Credit.
- Electronic Funds Transfer.
- Vehicle Equipped with Anti-Theft Devices-Alarm Only Devices, Active Disabling Devices, Passive Disabling Devices.
- Motorcycle Physical Damage Coverage only.
- Territory Deviation.
- Eff. 8-15-10 FFDC-126581109 [North Carolina Department of Insurance](#)

116. Nationwide Affinity Insurance Company of America

- Territory Deviation
- Nationwide Affinity Deviation
- Liability Vehicle Grouping Deviation
- Model Year Deviation
- New Vehicle Deviation
- Driver Class Deviation
- Accident Free Deviation
- Financial Responsibility Deviation (Credit Score)
- Matrix Deviation (prior insurance, prior bodily injury limits, number of vehicles)
- Safe Driver Insurance Plan Deviation
- Misc Vehicle Deviation (Antique or Classic Autos, Motorcycles and any vehicle not subject to the SDIP)
- Term with Prior Carrier Deviation.
- Eff 1-7-11 NTWP-126908815 [North Carolina Department of Insurance](#)

117. Nationwide Insurance Company of America

Motorcycle

- Matrix Deviation
- Eff 8-10-07 PC104820 [North Carolina Department of Insurance](#)
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- Financial Responsibility Deviation – Based on credit scoring. Credit varies.
- Territory Deviation – Credit varies by territory.
- Nationwide Affinity Deviation.
- Preferred Driver Deviation –according to certain criteria.
- Intra-Agency Transfer Deviation.
- Matrix Deviation.
- Home and Car Deviation.
- Non-Nationwide Homeowner Deviation.
- Auto Financial Deviation.
- Miscellaneous Vehicle Deviation.
- Driver Class Deviation.
- Household composition deviation
- Payment Plan Deviation.
- Tier Deviation.
- Terms with prior carrier deviation.
- Increased Limits.
- New Vehicle Deviation.
- Advanced Quote Deviation.
- SDIP Deviation.
- Time Since Incident Deviation.
- Nationwide Associate Deviation.
- Uninsured/Underinsured Motorist deviation.
- Accident Forgiveness Deviation.
- Minor violation Forgiveness Deviation.
- Preferred Deviation.
- Preferred Bundle Deviation.
- Easy Pay sign-up deviation.
- Eff 10-1-11 NWPC-127277763 [NCDOI](#)

118. Nationwide Mutual Fire Insurance Company

- Company Deviation Factor
- Inexperienced operator with Foreign Driver's License Deviation.
- Eff. 4-1-06 PC089469 [North Carolina Department of Insurance](#)

119. Nationwide Mutual Insurance Company

- Senior Adult Discount Deviation.
- Home and Car Deviation/Homeowner Deviation.
- Miscellaneous Vehicle Deviation.
- Preferred Driver Deviation.
- Combined deviation
- Affinity Deviation.
- Intra-agency transfer Deviation
- Payment Plan Deviation.
- Merit Credit deviation.
- Nationwide Associate Deviation.
- Combined Uninsured/Underinsured Motorists Coverage.
- Minor Violation Forgiveness Deviation.
- Easy Pay Sign-up Deviation.
- Eff. 3-3-11 NWPC-126920933 [North Carolina Department of Insurance](#)

120. Nationwide Property and Casualty Insurance Company

- Financial Responsibility Deviation.
- Territory Deviation.
- Nationwide Affinity Deviation.
- Preferred Driver Deviation –according to certain criteria.
- Intra-Agency Transfer Deviation.
- Matrix Deviation.
- Home Car Deviation.
- Non-Nationwide Homeowner Deviation.
- Auto Financial Deviation.
- Miscellaneous Vehicle Deviation.
- Driver Class Deviation.
- Household composition deviation
- Payment Plan Deviation.
- Tier Deviation.
- Terms with prior carrier deviation.
- Increased Limits.
- New Vehicle Deviation.
- Advanced Quote Deviation.
- SDIP Deviation.
- Time Since Incident Deviation.
- Nationwide Associate Deviation.
- Uninsured/Underinsured Motorist deviation.
- Accident Forgiveness Deviation.
- Minor violation Forgiveness Deviation.
- Fender Bender Forgiveness.
- Preferred Bundle Deviation.
- Easy Pay sign-up deviation.
- Effective 10-1-11 NWPC-127279299 [NCDO](#)

121. Netherlands Insurance Company

- 10% deviation applies to BI, PD, medical payments for risks in territory 11, 13, 14, 15, 16, 17, 18, 24, 25, 31, 32, 33, 47, 51.
- 15% deviation applies to bodily injury, property damage & medical payments for risks in territory 52.
- 15% deviation applies to comprehensive and collision for risks in territories 11,13,14, 16, 17,18, 24, 25, 31, 32, 33, 47.
- 20% deviation applies to comprehensive and collision for risks in territories 15, 51, 52.
- 4% discount bodily injury, property damage & med pay comp and coll coverages where all operators must have '0' merit rating points.
- 7% discount bodily injury, property damage & med pay comp and coll coverages for risks part of the Personal Protectors Program.
- 2% discount for BI, PD, & med pay comp and coll coverages provided the principal operator of the vehicle is age 55 or older.
- Eff. 10-15-02

122. New South Insurance Company

- Waive installment Payment Plan fee.
- Vehicle with full coverage, Non Preferred.
- Safe Driver Insurance Plan Single/Multi Car deviation.
- Eff. 11-1-09 GMMX-126328296 [North Carolina Department of Insurance](#)

123. North Carolina Farm Bureau Mutual Insurance Company

- Policies with a Reward driver (29 to 49 years driving experience) BI, PD Med Pay, Comp and Coll coverages.
- Policies with a Preferred driver and no Reward driver (19 to 29 or 49 to 54 years driving experience) d BI, PD Med Pay, Comp and Coll coverages.
- Policies with a Premier driver and no Reward and no Preferred driver (11 to 19 or 54 to 56 years of driving experience) BI, PD Med Pay, Comp and Coll coverages.
- Policies with a Freedom driver and no Reward and no Preferred and no Premier driver (8 to 11 years driving experience) BI, PD Med Pay, Comp and Coll coverages.
- Policies with experienced driver and /or Value driver and/or Inexperienced Driver and no driver in Freedom, Reward, Preferred, Premier BI, PD Med Pay, Comp and Coll coverages.
- Deviation of 20% to Collision Coverage on Motorcycles with greater than 1000 cc's.

- Territory Deviation will apply to BI, PD Med Pay, Comp and Coll coverages.
- Twelve-point violation 55% for BI, PD Med Pay, Comp and Coll coverages
- Split Limit BI Increased Limits.
- Eff 11-1-09 NCPC-126263291 [North Carolina Department of Insurance](#)

124. Northern Insurance Company of New York

- 10% bodily injury, property damage, medical payments, comprehensive, collision & all miscellaneous coverage (Tier I).
- 6% deviation bodily injury, property damage, medical payments, comprehensive, collision & all other miscellaneous coverage (Tier II).
- 3% bodily injury, property damage, medical payments, comprehensive, collision & all miscellaneous coverage (Tier III).
- 5% BI, PD, med pays, comp & coll for operators who have at least 30 yrs. driving experience with no inexperience operators.
- 5% non-fleet private passenger bodily injury & property damage with anti-lock braking system.
- Various deviations for comprehensive with vehicles equipped with anti-theft devices.
- 5% BI, PD, med pay, uninsured & underinsured motorist, comp, coll, towing & all miscellaneous coverage for auto & home discount.
- 10% bodily injury, property damage, comprehensive & collision with named insured employed as an educator.
- 12% bodily injury, property damage, med pay, comp & collision where name insured is an employee of Centry Furniture Industries Inc.
- 6% deviation on BI, PD, comp & coll if named insured is an employee of Premier, Inc. & its Hospitals & Health Systems & Premier Insurance Management Services, Inc.
- 9% deviation on BI, PD, comp & coll if named insured is an employee of American Veterinarians Medical Association Professional Liability Insurance Trust.
- Eff. 7-19-01

125. Ohio Casualty Insurance Company

- 4% credit to all coverages with an operator age 55 or older who purchase Homeowners coverage in Ohio Casualty Group.
- Employee Discount: 15% when criteria is met.
- Anti-Theft Discount: Comprehensive Coverage only: 5% alarm only & active disabling devices: 15% passive disabling devices: Other criteria apply.
- Eff. 9-1-00

126. Omni Insurance Company

- For deviations see the North Carolina Department of Insurance website.
- Eff 5-28-01 **PC041974** [Filing Detail](#)

127. OneBeacon America Insurance Company

- Base rate deviation by territory: bodily injury, property damage, med pay, comprehensive & collision premium. Variable credits.
- 5% bodily injury, property damage, med pay, comprehensive & collision driven by insured who reached age 55.
- Anti-Theft Device Credits: on comprehensive if vehicle is equipped with anti-theft device. 5% alarm only, active disabling device. 10% passive disabling device.
- Cancellation will be done on a pro-rata basis.
- Eff. 11-20-01

128. OneBeacon Midwest Insurance Company

- 5% Multi-Policy Credit for bodily injury, property damage, med pay, comprehensive & collision for principal driver age 55 & over.
- Anti-Theft Device Credit: Credit varies 5% - 10% for comprehensive coverage.
- Cancellation: Deviation on short rate cancellation resulting in pro-rata cancellation.
- Eff. 11-20-01

129. Owners Insurance Company

- Bodily Injury Limit Deviation.
- Property Damage Limit Deviation.
- Owners Rate Deviation.
- Symbol Deviation.
- Multi Policy Discount Auto/Home; Auto/Life; Auto/Umbrella Discount for BI, PD, Med Pay, comprehensive & collision.
- Paid in full discount.
- Mature Driver Discount.
- Territory Deviation
- Insurance Scoring Discount on all coverages.
- Financial Responsibility Deviation.
- Eff 4-1-11 AOIC-127049866 [North Carolina Department of Insurance](#)

130. Pacific Employers Insurance Company

- 17% bodily injury, property damage, med pay, uninsured motorists, combined uninsured & underinsured, comprehensive & collision.
- Eff. 3-18-97

131. Pacific Indemnity Company

- Antique Auto: Various deviations on liability & physical damage coverages.
- Increased Limits Deviations.
- Eff. 7-1-03 PC062945 [North Carolina Department of Insurance](#)

132. Peak Property and Casualty Insurance Corporation

- 67% deviation on bodily injury and property damage coverages to single car with 12 SDIP points
- 52% deviation on bodily injury and property damage coverages to single car with 13-14 SDIP points
- 50 % deviation on bodily injury and property damage coverages to single car with 15 SDIP points
- 30% deviation on bodily injury and property damage coverage to multi car with 16-20 SDIP points
- 52% deviation on bodily injury and property damage coverages to multi car with 12 SDIP points

- 51% deviation on bodily injury and property damage coverages to multi car with 13-14 SDIP points
- 49% deviation on bodily injury and property damage coverages to multi car with 15 SDIP points
- 33% deviation on bodily injury and property damage coverage to multi car with 16-20 SDIP points
- Eff 4-17-07 PC103425 [North Carolina Department of Insurance](#)

133. Peerless Insurance Company

- Deviation on BI, PD, Med Pay, Comp and Coll written with forms HO-3, HO-5, or any HE-7 that are part of the Personal Protector Program.
- Deviation on BI, PD, Med Pay, Comp & Coll written as part of Personal Protector program that includes HO-6 policies.
- Installment Payment Plan by Electronic Funds Transfer or Agency Bill.
- Price Point deviation.
- Deviation on BI, PD, Med Pay, Comp and Coll coverage written with forms HO-4 and part of Personal Protector Program.
- Effective 7-15-11 LBRM-127160644 [NCDOI](#)

134. Pennsylvania General Insurance Company

- 20% non-fleet private passenger auto comprehensive & collision rates.
- 5% Account Credit is applicable to all voluntary personal auto policies where named insured has his/her homeowners (except Forms HO-1 & HO-4) insurance in any of General Accident Companies. Credit applies to total premium for each coverage.
- 5% Anti-Lock Brake Discount: Non-fleet private passenger auto bodily injury, property damage, single limit liability, medical payments & collision if vehicle is equipped with factory installed anti-lock brakes.
- 15% non-fleet private passenger auto bodily injury, property damage & medical payments.
- Eff. 3-15-96

135. Pennsylvania National Mutual Casualty Insurance Company

- Account Credit, Preferred and Preferred Advantage Programs.
- Account Credit without Homeowners Preferred and Preferred Advantage Programs.
- Mature Driver Discount Preferred and Preferred Advantage Programs.
- Personal Auto Preferred Program by Territory.
- Personal Auto Preferred Advantage Program by Territory.
- Insurance Bureau Score discount Preferred and Preferred Advantage Programs.
- Private Passenger Autos written on a Commercial Lines Policy.
- Tier Rating Scorecard deviation.
- Territory Deviation.
- Installment – Recurring Payments.
- Paid in Full discount.
- Eff 5-1-10 PNPR-126490705 [North Carolina Department of Insurance](#)

136. Pharmacists Mutual Insurance Company

- Minimum premium deviation.
- Minimum premium adjustment deviation.
- Personal Package discount.
- Multivariate rating factor (safe driver).
- Multivariate rating factor (loyalty).
- Multivariate rating factor (payment method).
- Multivariate rating factor (insurance score).
- BI, PD, Med Pay, Uninsured/Underinsured Motorists, Comp and Coll Coverages.
- Pro Rata deviation.
- Eff 11-1-09 PHAR-126293690 [North Carolina Department of Insurance](#)

137. Philadelphia Indemnity Insurance Company

- Liability coverage Only
- Physical Damage Coverage only
- Eff 1-1-06 PC087035 [Filing Detail](#)

138. Phoenix Insurance Company

- Company Coverage Factors.
- Account Discount (Multi-Policy)
- Contributing Vehicle Credit (number of vehicles)
- Hybrid Vehicle Discount (type of fuel used)
- Installment Payment.
- Multi-Line Insurance and Financial Services Institution.
- Effective 11-1-09 TRVA-126245059 [North Carolina Department of Insurance](#)

139. Platt River Insurance Company

- 17.5 % Credit Physical Damage and 5% Credit Liability base premiums: Certain Preferred Driver criteria must be met.
- 5% Credit Physical Damage base premiums: Certain Standard Driver criteria must be met.
- Account Credit Program: 10% Credit: Must have Homeowners and Auto policy with UIC.
- 5% Credit for BI, PD and Med Pay for factory installed Anti-Lock Brake System.
- 5% Credit for BI, PD, Med Pay, Collisions, and Comprehensive premiums: Mature Driver Discount: Certain criteria apply.
- Eff. 10-1-99

140. Privilege Underwriters Reciprocal Exchange

-
- Extra Vehicle deviation.

- Accident Prevention Course.
- Driver Training Course.
- Good Student Discount.
- Away at School discount.
- Years clean discount.
- Multi-line Policy.
- Anti-lock brakes.
- Anti-theft discount.
- Window Glass Etching discount.
- Tier Rating Credit Scoring.
- Eff 9-3-10 PRIV-126711287 [North Carolina Department of Insurance](#)

141. Progressive American Insurance Company

- Territory Deviation – Liability
- Household Group Deviation – Liability
- Financial Responsibility Deviation – Liability
- Points Deviation – Liability
- High Points Deviation- Liability
- Discount Deviation – Liability
- Accident with no Point Deviation – Liability
- Accident with Point Deviation – Liability
- Major Violation Deviation – Liability
- Minor Violation and Points Deviation – Liability
- Market and Points Deviation – Liability
- Points and Inexperienced Operator Deviation – Liability
- Household Structure Deviation – Liability
- Tier Deviation – Liability.
- Paperless Deviation – Liability.
- BI Limit Deviation - Liability.
- Territory Deviation – Physical Damage
- Household Group Deviation – Physical Damage
- Financial Responsibility Deviation – Physical Damage
- Points Deviation – Physical Damage
- High Points Deviation- Physical Damage
- Discount Deviation – Physical Damage
- Accident with no Point Deviation – Physical Damage
- Accident with Point Deviation – Physical Damage
- Major Violation Deviation – Physical Damage
- Minor Violation and Points Deviation – Physical Damage
- Points and Inexperienced Operator Deviation- Physical Damage
- Household Structure Deviation – Physical Damage
- Tier Deviation – Physical Damage
- Paperless Deviation – Physical Damage.
- Electronic Funds Transfer Installment Deviation.
- Effective 10-1-11 PRGS-127328204 [NCDOI](#)

142. Progressive Northern Insurance Company

- Territory Deviation – Liability
- Household Group Deviation – Liability
- Financial Responsibility Deviation – Liability
- Points Deviation – Liability
- High Points Deviation- Liability
- Discount Deviation – Liability
- Accident with no Point Deviation – Liability
- Accident with Point Deviation – Liability
- Major Violation Deviation – Liability
- Minor Violation and Points Deviation – Liability
- Market and Points Deviation – Liability
- Points and Inexperienced Operator Deviation – Liability
- Household Structure Deviation – Liability
- Multi Policy Deviation – Liability
- Paperless Deviation.
- Territory Deviation – Physical Damage
- Household Group Deviation – Physical Damage
- Financial Responsibility Deviation – Physical Damage
- Points Deviation –Physical Damage
- High Points Deviation- Physical Damage
- Discount Deviation – Physical Damage
- Accident with no Point Deviation – Physical Damage
- Accident with Point Deviation – Physical Damage
- Major Violation Deviation – Physical Damage
- Minor Violation and Points Deviation – Physical Damage

- Market and Points Deviation – Physical Damage
- Points and Inexperienced Operator Deviation – Physical Damage
- Household Structure Deviation – Physical Damage
- Multi Policy Deviation – Physical Damage
- Paperless Deviation – Physical Damage
- Electronic Funds Transfer Installment deviation
- New Business Installment deviation.
- Eff 10-1-11 PRGS-127328095 [NCDOJ](#)

143. Progressive Preferred Insurance Company

LIABILITY All deviation applicable to non-fleet private passenger auto bodily injury, property damage & medical payments coverage for all listed components.

- 14%-35% for single car policies, non standard underwriting with 5-6 or more SDIP pts.
- 28% for multi car policies, non standard underwriting with 6 or more SDIP pts.
- 15%-36% for single car policies, middle underwriting with 3-6 or more SDIP pts.
- 11%-29% for multi car policies, middle underwriting with 4-6 or more SDIP pts.
- 14%-50% for single car policies, standard underwriting with 0-6 or more SDIP pts.
- 16%-35% for multi car policies, standard underwriting with 2-6 or more SDIP pts.
- 31%-53% for single car policies, preferred underwriting with 0-6 or more SDIP pts
- 25%-39% for multi car policies, preferred underwriting with 0-6 or more SDIP pts.
- 51%-53% for single car policies, ultra-preferred underwriting with 0-6 or more SDIP pts.
- 39%-42% for multi car policies, ultra preferred underwriting with 0-6 or more SDIP pts.
- 5% for policies in non-standard, middle & standard underwriting to policies with proof of homeownership.
- 5%-10% for risks who are members of qualified participating groups, associations or employees of qualified participating employer when risks meet underwriting guidelines.

LIABILITY All deviation applicable to non-fleet private passenger auto bodily injury, property damage & medical payments coverage for all listed components.

12 point violation must not be one of the following:

- Manslaughter or negligent homicide.
 - Prearranged racing or knowing lending a motor vehicle to be used in prearranged racing.
 - Failure to stop & render aid when involved in an accident resulting in bodily injury or death.
 - Transporting illegal intoxicating liquors by motor vehicle.
- Deviation for single car, non standard underwriting, 12-21 SDIP pts. Credit varies 58%-74%.
 - Deviation for multi car, non standard underwriting, 12-21 SDIP pts. Credit varies 44%-63%.
 - Deviation for single car, middle underwriting, 12-21 SDIP pts. Credit varies 60%-75%.
 - Deviation for multi car, middle underwriting, 12-21 SDIP pts. Credit varies 48%-66%.
 - Deviation for single car, standard, preferred and ultra preferred underwriting, 12-21 SDIP pts. Credit varies 60%-75%.
 - Deviation for multi car, standard, preferred and ultra preferred underwriting, 12-21 SDIP pts. Credit varies 48%-66%.

LIABILITY All deviation applicable to non-fleet private passenger auto bodily injury, property damage & medical payments coverage for all listed components. If the resulting rate is equal to or greater than N.C. Rate Bureau rates, the policy is ineligible for any deviation.

- 1.14 factor applies single car, non standard underwriting for policies without proof of prior auto insurance.
- 1.09 factor applies multi car, non standard underwriting for policies without proof of prior auto insurance.
- 1.05-1.20 factors vary based on territories.
- 1.05-3.20 factors vary based on average driver group 1-17.
- 1.10-1.45 factors vary for single car policies with 1-3 or more accidents.
- 1.06-1.30 factors vary for multi car policies with 1-3 or more accidents.

PHYSICAL DAMAGE All deviation applicable to non-fleet private passenger auto physical damage coverage for all listed deviation components, unless otherwise stated below.

- 26% for single car policies, non standard underwriting with 6 or more SDIP pts.
- 23% for multi car policies, non standard underwriting with collision coverage on more than one vehicle with 6 or more SDIP pts.
- 27%-28% for single car policies, middle underwriting with 5-6 or more SDIP pts.
- 37% for multi car policies, non standard underwriting with collision coverage on one vehicle with 6 or more SDIP pts.
- 18%-24% for multi car policies, middle underwriting, collision coverage on more than one vehicle 5-6 or more SDIP pts.
- 33%-47% for single car policies, standard underwriting with 2-6 or more SDIP pts.
- 31%-38% for multi car policies, middle underwriting, collision coverage on one vehicle with 5-6 or more SDIP pts.
- 22%-40% for multi car policies, standard underwriting, collision coverage on more than one vehicle, 2-6 or more SDIP pts.
- 24%-47% for multi car policies, standard underwriting, collision coverage on one vehicle with 2-5 or more SDIP pts.
- 26%-47% for single car policies, preferred underwriting with 0-5 or more SDIP pts.
- 23%-40% for multi car policies, preferred underwriting, collision coverage on more than one vehicle, 0-6 or more SDIP pts.
- 23%-47% for multi car policies, preferred underwriting, collision coverage on one vehicle with 0-5 or more SDIP pts.
- 48% single car policies, ultra preferred underwriting.
- 40% multi car policies, ultra preferred underwriting, collision coverage on more than one vehicle.
- 40%-47% multi car policies, ultra preferred underwriting, collision coverage on one vehicle with 0-5 or more SDIP pts.
- 5% for policies, non standard, middle and standard underwriting with proof of homeownership.
- 5%-10% for risks who are members of qualified participating groups, associations or employees of qualified participating employers when risks meet underwriting guidelines.

PHYSICAL DAMAGE All deviation applicable to non-fleet private passenger auto physical damage coverage for all listed deviation components, unless otherwise stated below.

12 point violation must not be one of the following:

- Manslaughter or negligent homicide.
 - Prearranged racing or knowing lending a motor vehicle to be used in prearranged racing.
 - Failure to stop & render aid when involved in an accident resulting in bodily injury or death.
 - Transporting illegal intoxicating liquors by motor vehicle.
- 54%-69% single car policies, non standard underwriting with 12-18 or more SDIP pts.
 - 45%-64% for multi car policies, non standard underwriting, with collision coverage on more than one vehicle with 12-18 or more SDIP pts.

- 51%-67% for multi car policies, non standard underwriting, collision coverage on one vehicle with 12-18 or more SDIP pts.
- 57%-71% for single car policies, middle underwriting with 12-18 or more SDIP pts.
- 47%-66% for multi car policies, middle underwriting with collision coverage on more than one vehicle with 12-18 or more SDIP pts.
- 54%-69% for multi car policies, middle underwriting with collision coverage on one vehicle with 12-18 or more SDIP pts.
- 57%-71% for single car policies, standard, preferred and ultra preferred underwriting with 12-18 or more SDIP pts.
- 47%-66% for multi car policies, standard, preferred and ultra preferred underwriting, collision coverage on more than one vehicle with 12-21 SDIP pts.
- 54%-69% for multi car policies, standard, preferred and ultra-preferred underwriting, collision coverage on one vehicle with 12-18 or more SDIP pts.

PHYSICAL DAMAGE All deviation applicable to non-fleet private passenger auto physical damage coverage for all listed deviation components. If the resulting rate is equal to or greater than the N.C. Rate Bureau, the policy is ineligible for any deviation.

- 1.19 factor applies, single car policies, non standard underwriting for policies without proof prior of auto insurance.
- 1.15 factor applies, multi car policies, non standard underwriting without proof of prior auto insurance.
- 1.05-1.20 factors vary based on territories.
- 1.10-2.75 factors vary based on average driver group 1-16.
- 1.08-1.35 single car policies with 1-3 or more accidents.
- 1.05-1.24 multi car policies with 1-3 or more accidents.
- Installment Payment Plan: \$3 charge waived for policies purchased by employees from an approved employer group if premium is paid via payroll deduction.
- Eff. 7-1-99

144. Progressive Premier Insurance Company of Illinois

- Territory Deviation – Liability
- Household Group Deviation – Liability
- Financial Responsibility Deviation – Liability
- Points Deviation – Liability
- High Points Deviation- Liability
- Discount Deviation – Liability
- Accident with no Point Deviation – Liability
- Accident with Point Deviation – Liability
- Major Violation Deviation – Liability
- Minor Violation and Points Deviation – Liability
- Market and Points Deviation – Liability
- Points and Inexperienced Operator Deviation – Liability
- Household Structure Deviation – Liability
- Tier Deviation – Liability.
- Paperless Deviation – Liability.
- BI Limit Deviation - Liability.
- Territory Deviation – Physical Damage
- Household Group Deviation – Physical Damage
- Financial Responsibility Deviation – Physical Damage
- Points Deviation – Physical Damage
- High Points Deviation- Physical Damage
- Discount Deviation – Physical Damage
- Accident with no Point Deviation – Physical Damage
- Accident with Point Deviation – Physical Damage
- Major Violation Deviation – Physical Damage
- Minor Violation and Points Deviation – Physical Damage
- Points and Inexperienced Operator Deviation- Physical Damage
- Household Structure Deviation – Physical Damage
- Tier Deviation – Physical Damage
- Paperless Deviation – Physical Damage.
- Electronic Funds Transfer Installment Deviation.
- Eff 10-1-11 PRGS-127328216 [NCDOI](#)

145. Progressive Southeastern Insurance Company

- Territory Deviation – Liability
- Household Group Deviation – Liability
- Financial Responsibility Deviation – Liability
- Points Deviation – Liability
- High Points Deviation- Liability
- Discount Deviation – Liability
- Accident with no Point Deviation – Liability
- Accident with Point Deviation – Liability
- Major Violation Deviation – Liability
- Minor Violation and Points Deviation – Liability
- Market and Points Deviation – Liability
- Points and Inexperienced Operator Deviation – Liability
- Household Structure Deviation – Liability
- Multi Policy Deviation – Liability
- Paperless Deviation.
- Territory Deviation – Physical Damage
- Household Group Deviation – Physical Damage
- Financial Responsibility Deviation – Physical Damage

- Points Deviation –Physical Damage
- High Points Deviation- Physical Damage
- Discount Deviation – Physical Damage
- Accident with no Point Deviation – Physical Damage
- Accident with Point Deviation – Physical Damage
- Major Violation Deviation – Physical Damage
- Minor Violation and Points Deviation – Physical Damage
- Market and Points Deviation – Physical Damage
- Points and Inexperienced Operator Deviation – Physical Damage
- Household Structure Deviation – Physical Damage
- Multi Policy Deviation – Physical Damage
- Paperless Deviation – Physical Damage
- Electronic Funds Transfer Installment Deviation.
- New Business Installment Deviation.
- Eff 10-1-11 PRGS-127328084 [NCDOI](#)

146. Progressive Universal Insurance Company

- Territory Deviation – Liability
- Household Group Deviation – Liability
- Financial Responsibility Deviation – Liability
- Points Deviation – Liability
- High Points Deviation- Liability
- Discount Deviation – Liability
- Accident with no Point Deviation – Liability
- Accident with Point Deviation – Liability
- Major Violation Deviation – Liability
- Minor Violation and Points Deviation – Liability
- Market and Points Deviation – Liability
- Points and Inexperienced Operator Deviation – Liability
- Household Structure Deviation – Liability
- Tier Deviation – Liability.
- Paperless Deviation – Liability.
- BI Limit Deviation - Liability.
- Territory Deviation – Physical Damage
- Household Group Deviation – Physical Damage
- Financial Responsibility Deviation – Physical Damage
- Points Deviation – Physical Damage
- High Points Deviation- Physical Damage
- Discount Deviation – Physical Damage
- Accident with no Point Deviation – Physical Damage
- Accident with Point Deviation – Physical Damage
- Major Violation Deviation – Physical Damage
- Minor Violation and Points Deviation – Physical Damage
- Points and Inexperienced Operator Deviation- Physical Damage
- Household Structure Deviation – Physical Damage
- Tier Deviation – Physical Damage
- Paperless Deviation – Physical Damage.
- Effective 10-10-11 PRGS-127328297 [NCDOI](#)

147. Providence Washington Insurance Company

Standard Program

- Multi-Policy Credit: 10% applies to bodily injury, property damage, medical payments, comprehensive & collision.
- Mature Driver Credit: Applies to bodily injury, property damage, medical payments, comprehensive & collision.
- Multiple Automobile Credit: 5% applies to BI, PD, medical payments, comprehensive & collision: Certain criteria apply.

Preferred Program

- Territory Deviation: Various credits apply to bodily injury, property damage, medical payments, comprehensive & collision.
- Multi Policy Credit: 10% applies to bodily injury, property damage, medical payments, comprehensive & collision.
- Mature Driver Credit: Applies to bodily injury, property damage, medical payments, comprehensive & collision.
- Multiple Automobile Credit: 5% applies to BI, PD, medical payments, comprehensive & collision: Certain criteria apply.
- Eff.7-1-02

148. Republic Franklin Insurance Company

- Personal Auto Account Credit.
- W.I.S.E./Affinity Discount.
- Mature Driver Credit: Certain criteria apply.
- Company Car Discount.
- Select Program.
- Essentials Program Deviation.
- Eff. 8-15-11 UTCX-G127210829 [NCDOI](#)

149. Response Worldwide Insurance Company

- 7.0% non-fleet private passenger auto bodily injury, property damage & medical payments coverage when certain criteria is met.
- 10.0% non-fleet private passenger auto comprehensive & collision coverage if certain criteria is met.

- Eff. 7-15-96 PC 034398 [Filing Detail](#)

150. Safeco Insurance Company of America

- Territory Deviation.
- Driving Group Deviations.
- Renewal, Market, and Tier Deviations.
- SDIP, Single/Multi Car Deviations.
- SDIP, Single/Multi Car, Major Deviations.
- Account Discount Deviations.
- Vehicle Usage and Market Deviations.
- Limited Experience Operator Program Subscription Deviation.
- Certified Risks – Financial Responsibility Laws Deviation.
- Eff 4-1-11 LBRM-127073276 [NCDOI](#)

151. Seaton Insurance Company

- 15% auto liability, med pay & physical damage. "Unimate Plus" in addition to above: (1) Policy in force 3 yrs. & no at-fault accident additional 5% credit liability, med pays & phys damage; (2) Policy in force 6 yrs. & no at-fault accident; Second 5% credit on coverages listed above.
- 5% non-fleet private passenger auto non-fleet physical damage rates. Discount applies: (1) All vehicles assigned to driver 55 yrs. of age or older, (2) All vehicles on policy, regardless of number, if all drivers are 55 yrs. of age or older, (3) Private passenger vehicles only (no miscellaneous types).
- Eff. 6-20-88

152. Selective Insurance Company of South Carolina

- Installment Payment Plan: \$2 per each installment.
- 30% deviation applies to liability & physical damage when a commercial package policy is written with the risk.
- Eff. 6-1-01

153. Selective Insurance Company of the Southeast

- 30% deviation will be applied to liability Phys Damage rates when a Commercial Package policy is written in conjunction with the risk.
- Eff. 4-1-08 PC112412 [North Carolina Department of Insurance](#)

154. Sentinel Insurance Company, Ltd.

- Insurance score Tier deviation factors.
- Account/Tier Deviation.
- Safe Driver/Incident Free Credit/Tier Deviation factor.
- Least experienced driver factor/Tier Deviation factor
- Most experienced driver factor/Tier Deviation factor.
- Prior BI limits credit/Tier Deviation factor.
- Territory/Tier Deviation factor.
- Multi-Car credit.
- Primary Classification Rating Factors Exception.
- Eff 9-28-11 HART-127286409 [NCDOI](#)

155. Southern Guaranty Insurance Company

- Exceptional Driver Program: 15% BI, PD, med pay, comprehensive & collision when underwriting guidelines are met.
- Exception Plus: Additional 5% credit for BI, PD, med pay, comp & coll when policy has been in-force at least 3 yrs. & no at-fault accidents in preceding 3 yrs. A second 5% credit for policies in-force at least 6 yrs. & no at-fault accidents in preceding 6 yrs. Maximum Exceptional Driver credit is 25%.
- Mature Driver Discount: 10% BI, PD, med pay, comprehensive, collision & medical payments when underwriting guidelines are met.
- Multi Policy Discount: 5% auto comp & coll base rate if Southern Guaranty Insurance Company insures both homeowner & auto policy.
- 10% credit auto BI, PD, med pay, comp & coll for all private passenger auto policies for University of North Carolina Employees.
- Eff. 7-1-00

156. Southern Insurance Company of Virginia

- See Deviation pages on file with the North Carolina Department of Insurance.
- Eff. 2-1-11 DNGL-126951718 [North Carolina Department of Insurance](#)

157. Southern Pilot Insurance Company

- UNC-Chapel Hill Employee discount applied to BI, PD, Med Pay, Comp, Coll 5% credit on vehicle owned by an employee of UNC.
- Exceptional Driver Plan Credit: applies to BI, PD, med pay, comp & coll premiums on a vehicle insured in the voluntary market and principally driven by an operator with at least nine years of operating experience who has had no chargeable accidents within the past three years.
- Accident Free Discount: 5% credit shall be applied to BI, PD, Med Pay, Comp and Coll premiums on a vehicle insured in the voluntary market and driven by an operator who has had no chargeable accidents within the past three years and has been continuously insured with Southern Pilot for at least three years. An additional 5% applies for a six yr. period. New Business applicants and Southern Pilot renewal customers insured in the voluntary market who can document continuous coverage with a prior carrier and no chargeable accident for a three or six year period as described above are also eligible for the Southern Pilot Accident Free Discount. Maximum Accident Free Discount is 10%. Accident Free will be removed at the next renewal following the first chargeable accident where \$1000 or more was paid for BI, PD, Med and Coll (combined) for any operator in the household.
- Mature Driver Discount: Principal Operators who have 34 years or more of driving experience that are written in the voluntary market and have no operators in their household with less than nine years driving experience shall receive a %% discount on Bodily Injury, Property Damage, Comprehensive, Collision & Medical expense premiums for the vehicle they principally operator.
- Multi Policy Discount: 5% credit applied to BI, PD, med pay, comp, & coll premiums developed from the North Carolina Rate Bureau Personal Auto Manual on a vehicle insured in the voluntary market when Southern Pilot Insurance Company insures an individual's home and automobile.
- Eff. 2-24-09 PC123649 [North Carolina Department of Insurance](#)

158. SPARTA Insurance Company

- 5% auto BI, PD, medical payments, comprehensive & collision driven by insured who reached age 55.

- Anti-Theft Device Credits: auto comprehensive when vehicle is equipped with anti-theft device. 5% alarm only, active disabling device. 10% passive disabling device.
- Cancellation will be done on a pro-rata basis.
- Eff. 11-20-01 PC045268 [Filing Detail](#)

159. St. Paul Fire and Marine Insurance Company

- Installment charge deviation: \$2 charge each installment.
- Eff. 1-1-95

160. St. Paul Guardian Insurance Company

- 5% base rate comprehensive coverage when policy qualifies for PAK II Program.
- 5% base rate collision coverage when policy qualifies for PAK II Program.
- 10% Mature Operator Credit: Combined single limit BI, PD, med pay, comp & coll, when principal operator is age 55 & less than or equal to 64 yrs. of age & no inexperienced operators in household. 5% credit for ages 65-74 & no inexperience operator in household.
- 10% Good Driver Deviation, when certain criteria is met.
- Symbol Reactivities model year 1976-1982, Symbol 14, comprehensive - 7.8% credit; collision - 12.7% credit. Model yrs. 1975 & prior; Values above \$10,000 rated Symbol 7 for comprehensive & collision.
- Increase Limits Extended Transportation Expense Coverage is provided at no charge, when comprehensive coverage is purchased & policy qualifies for PAK II Program.
- Passive Restraint Deviation: 20% when restraint is installed in driver-side only position; 30% when restraint is installed in both front outboard seat positions. If policy qualifies for PAK II Program, airbag discount applies to factory installed automatic occupant restraint. Deviation applies only to medical payments base premium.
- Anti-Theft Device Deviation for PAK II Program: 5% alarm only, 5% active disabling device; 15% passive disabling device. This deviation applies to comprehensive base premium.
- Anti-Lock Braking System Deviation: 5% combined single limit liability, BI, PD liability base premium when private passenger auto equipped with factory installed four-wheel anti-lock braking system.
- Golfmobile Liability Coverage provided at no additional charge.
- Miscellaneous Types: ATV, minibike & dune buggy, combined BI & PD liability rates not used for commercial purposes will be same rate as North Carolina Reinsurance Facility. Snowmobile rates, medical payments coverage rate will be 22% of Territory 18 private passenger auto med pays rate. Collision rates will be same as NC Rate Bureau's snowmobile rates.
- 10% when more than one recreational vehicle is covered under same policy for following miscellaneous types, trailers designed for use with private passenger autos, motorbikes or other similar motor vehicles not used for commercial purposes (excluding motorcycles, motorscooters & mopeds); snowmobiles & golfmobiles.
- Renewal Credit: 0-2 yrs.-0%; 3yrs.-3%; 4yrs.-4%; 5 or more yrs. -5% premium credit when insured maintained consecutive yrs. of coverage with St. Paul. Credit will apply to final premium for each coverage & rounded to nearest dollar.
- Installment charge deviation: \$2 charge each installment unless Electronic Funds Transfer billing option is selected, then no charge.
- Employee Discount: New Business - 20%; Renewals - 15% when criteria is met.
- Eff. 3-1-00

161. St. Paul Mercury Insurance Company

- 15% non-fleet private passenger auto liability & physical damage insurance rates.
- Eff. 1-1-88

162. Standard Fire Insurance Company

- Territorial Deviation Grid.
- Insurance Score Level Multiplier for Other Than Inexperienced Operators.
- Account Discount.
- Contributing Vehicle Credit.
- Hybrid Vehicle Discount (type of fuel used).
- Installment Payment Plan.
- Eff 5-2-11 TRVA-127017372 [NCDOI](#)

163. State Automobile Mutual Insurance Company

- 10% auto BI, PD, med pay, comp & coll coverages, no SDIP pts., no inexperienced operators & insured has Homeowners policy with State Auto Companies.
- 5% auto bodily injury, property damage, medical payments, comprehensive & collision coverages provided no SDIP pts., no inexperienced operators & all operators in household are age 55 or older.
- 15% auto BI, PD, med pay, comp & coll coverages provided there are no SDIP pts., no inexperienced operators, all operators in household are age 55 or older and insured has a Homeowners policy with State Auto Companies.
- Installment Pay Plan charge is reduced to \$1 per installment on all new and renewal business.
- 5% auto BI & PD liability (or combined single liability) coverage for private passenger auto equipped with factory installed four wheel anti-locking braking systems.
- Eff. 2-1-93

164. State Auto Property & Casualty Insurance Company

- Auto/Home Discount.
- Financial Stability.
- Driver Experience.
- Territory deviation.
- Early Upload discount.
- Good Student Discount.
- Anti-Lock Braking Systems Discount.
- Installment Plan with Electronic Funds Transfer deviation.
- Customizing Equipment deviation.
- Discount on coverages for those autos classified as Electric Autos.

- Eff. 8-26-11 STAT-127090642 [NCDOI](#)

165. State Farm Mutual Automobile Insurance Company

- Territory Deviation.
- Accident Free Deviation.
- Multi Line Deviation when criteria is met.
- Installment Payment - electronic funds transfer Deviation.
- Good Driving Deviation.
- Classic vehicle Deviation.
- Customer Rating Index (CRI) Deviation.
- SDIP Deviation.
- Customization Deviation.
- Antique Vehicle Deviation.
- Utility Vehicle Deviation.
- Motorcycle Liability Deviation.
- Eff 11-8-10 SFMA-126773290 [North Carolina Department of Insurance](#)

166. Teachers Insurance Company

- Multiline (Multi Policy) Deviation.
- Member only (Affinity).
- Surcharge Forgiveness (SDIP) free of chargeable accidents during 5 consecutive years will not apply the appropriate surcharge.
- Electronic Funds Transfer (Payment Options) no fee charged.
- Installment Payments - No charge on first installment.
- School Payroll Payment Plan Deviation.
- Policy Age deviation.
- Employee Payroll Payment Plan Deviation.
- Educator deviation.
- Replacement Coverage for New Autos Deviation.
- Towing and Labor Costs Deviation.
- 2011 ISO Symbol Deviation.
- Eff 10-1-10 HRMN-126695127 [North Carolina Department of Insurance](#)

167. Titan Indemnity Company

- TIER A
- Territory Deviation.
- Liability Vehicle Grouping Deviation.
- Model Year Deviation.
- New Vehicle Deviation.
- Driver Class Deviation.
- Accident Free Deviation.
- Financial Responsibility Deviation (Credit Score).
- Matrix Deviation (various characteristics).
- Safe Driver Insurance Plan Deviation.
- Inexperienced Operator Deviation.
- Intra Agency Transfer Deviation.
- Affinity Deviation.
- Paid in Full Deviation.
- Military Deviation.
- Increased Limits Deviation.
- Household composition Deviation.
- Advance Quote Deviation.
- Premium Payer Reward deviation.
- Prior Carrier Deviation.
- Prior Insurance Lapse Deviation.
- TIER B
- Territory Deviation.
- Model Year Deviation.
- New Vehicle Deviation.
- Driver Class Deviation.
- Accident Free Deviation.
- Matrix Deviation.
- Safe Driver Insurance Plan Deviation.
- Inexperienced Operator Deviation.
- Intra Agency Transfer Deviation.
- Affinity Deviation.
- Paid in Full Deviation.
- Military Deviation.
- Advance Quote Deviation.
- Premium Payer Reward deviation.
- Prior Carrier Type Deviation.
- Prior Insurance Lapse Deviation.
- Eff 10-1-11 NTWP-127362494 [NCDOI](#)

168. Travelers Casualty & Surety Company

- Anti-Lock Brake Deviation: 5% auto single limit (liability & medical payments) or bodily injury, property damage & medical payments.
- Anti-Theft Device Deviation: 5% or 10% discount depending on how vehicle is equipped. Applicable to non-fleet private passenger auto comprehensive base premiums.
- 7% Loss & Conviction Free Renewal Deviation: Multi-car policies: Applies to non-fleet private passenger auto bodily injury, property damage, medical payments & collision coverage. Credit applies to voluntary policies.
- Mature Driver Deviation: 3% to bodily injury, property damage & medical payments; 5% collision, 10% comprehensive coverage.
- Passive Restraint Discount: 1% auto bodily injury, property damage & medical payments. Credit applies to voluntary policies.
- 7% Loss & Conviction Free Renewal Deviation; Multi-car policies: Applies to collision coverage only when policy is ceded to the Facility.
- Mature Driver Deviation: 5% non-fleet private passenger auto collision coverage & 10% comprehensive coverage.
- Eff. 12-17-93

169. Travelers Casualty & Surety Company of America

- 15% non-fleet private passenger auto bodily injury, property damage & medical payments rates.
- 15% non-fleet private passenger auto comprehensive & collision rates.
- Eff. 10-15-92

170. Travelers Casualty Insurance Company of America

- 30% non-fleet private passenger auto liability & medical payments rates.
- 30% non-fleet private passenger auto physical damage rates.
- Eff. 10-15-92
- Name Changed from Travelers Casualty & Surety Company of Illinois effective 1/1/04

171. Travelers Indemnity Company

- Installment Payment Plan, waiver of charge on certain entities using payroll deduction.
- Contributing Vehicle Credit.
- Eff. 11-1-09 TRVA-126245042 [North Carolina Department of Insurance](#)

172. Travelers Indemnity Company of America

- Account Discount.
- Contributing Vehicle Credit.
- Hybrid Vehicle Discount.
- Installment Payments - Installment charge for each installment is deleted.
- Eff 11-1-09 TRVA-126245162 [North Carolina Department of Insurance](#)

173. The Travelers Indemnity Company of Connecticut

- Company Coverage Factors.
- Account Discount, Bodily Injury, Prop Dam, Med Pay, Un/Underinsured Motorist, Comp, Coll.
- Contributing Vehicle Credit: deviation applied on autos, pickups, vans & classic autos for bodily injury property damage, medical pay & collision for single car policy yet have more than one private passenger auto insured with The Travelers.
- Hybrid Vehicle Discount 10% discount.
- Installment Payment Plan.
- Effective 11-1-09 TRVA-126245153 [North Carolina Department of Insurance](#)

174. Travelers Personal Security Insurance Company

- Territorial Deviation by coverage.
- Insurance Score Level/Multiplier for other than inexperienced operators (years of driving experience).
- Account Discount - when both voluntary private passenger auto policy and a dwelling homeowners policy with Travelers.
- Contributing Vehicle Credit – (number of vehicles).
- Company Coverage Factor.
- Hybrid Vehicle Discount (type of fuel used)
- Installment Payment Plan.
- Eff 5-2-11 TRVA-127017464 [NCDOI](#)

175. Travelers Property Casualty Company of America

- Account Credit: 10% credit when voluntary auto & homeowners policy with The Travelers.
- Careful Driver Credit: 7% auto BI, PD, medical payments & collision that have 0 SDIP pts. for the last 3 consecutive yrs.
- Senior Driver Credit: Credit varies 3% - 6% when criteria is met.
- Contributing Vehicle Credit: 25% auto BI, PD, med pay & coll for single car policy, yet have more than one auto insured with The Travelers.
- Contributing Vehicle Credit: 15% auto comprehensive, fire/fire & theft/fire, theft, CAC for insured who have a single car policy, yet have more than one auto insured with The Travelers.
- Highly Preferred Credit: 19% credit when certain criteria is met.
- Preferred Credit: 10% credit when certain criteria is met.
- Eff. 8-21-99

176. Truck Insurance Exchange

- Territory Deviation.
- Household Group Deviation - Liability.
- Single Car Financial Responsibility and Points Deviation – Liability.
- Multi Car Financial Responsibility and Points Deviation – Liability.
- Financial Responsibility High Points Deviation Single Car – Liability.
- Financial Responsibility High Points Deviation Multi Car – Liability.

- Multi-Car/Paid-in-full/Auto-Home/Mobile Home/Rent Deviation – Liability.
- Accident and Point Deviation - Liability.
- Major Violation Deviation – Liability.
- Minor Violation and Points Deviation – Liability.
- Market and Points Deviation – Liability.
- Points and Inexperienced Operator Deviation – Liability.
- Household Structure Deviation – Liability.
- Electronic Funds Transfer Installment Deviation.
- Territory Deviation-Physical Damage.
- Household Group Deviation - Physical Damage.
- Single Car-Points Financial Responsibility and Points Deviation - Physical Damage.
- Multi Car, One Collision Vehicle, Financial Responsibility and Points – Physical Damage.
- Multi Car, Two or More Collision Vehicles, Financial Responsibility and Points – Physical Damage
- Financial Responsibility High Points Deviation Single Car-Physical Damage.
- Financial Responsibility High Points Deviation Multi Car-Physical Damage.
- Multi Car/Paid in full/auto-Home/Mobile Home/rent deviation - Physical Damage.
- Accident and Point Deviation-Physical Damage.
- Major Violation-Physical Damage.
- Minor Violation and Points Deviation-Physical Damage.
- Market and Points Deviation-Physical Damage.
- Points and Inexperienced Operator Deviation - Physical Damage.
- Household Structure Deviation-Physical Damage.
- Marital Status deviation Liability.
- Electronic Funds Transfer Deviation Liability.
- Marital Status deviation Physical Damage.
- Electronic Funds Transfer Deviation Physical Damage
- Eff 3-1-10 FARM-126381295 [North Carolina Department of Insurance](#)

177. Trumbull Insurance Company

- Insurance Score Tier deviation.
- Account or Homeownership Factor deviation.
- Driving Record Factor.
- Least Experienced drive factor.
- Most experienced driver factor.
- Prior bodily injury limits factor.
- Annual mileage factor.
- Coverage Selection factor.
- Cars versus drivers factor.
- Marital Status factor.
- AARP Membership.
- Territory factor.
- Defensive Driver factor.
- Eff 11-1-09 HART-126225619 [North Carolina Department of Insurance](#)

178. Twin City Fire Insurance Company

- Product Factors. Principal Operator Licensed, territory, BI, PD, Med Pay, Comp and Coll.
- Account Credit BI, PD, Med Pay, Comp and Collision
- Agency Book Transfer Credit, maintained continuous automobile coverage, four or more consecutive years of accident and conviction free experience, BI, PD, Med Pay, Comp and Collision.
- Multi Car Discount.
- Eff 11-1-09 HART-126225566 [North Carolina Department of Insurance](#)

179. USAA Casualty Insurance Company

- Territory Deviation.
- Make/Model Deviation.
- Tier Deviation.
- New Vehicle Discount Deviation.
- Occasional Operator Deviation.
- Passive Restraint Seat Belt Discount Deviation.
- MyUSAA Legacy Deviation.
- Principal Operator Age 55 And Over Deviation.
- Military Installation Garaging Deviation.
- Premier Driver Deviation.
- Daytime Running Lights Deviation.
- Years Driving Experience/Marital Status Deviation.
- Policy Advantage Deviation.
- Short Rate Cancellation Tables Cancellation Deviation.
- UMBI and UMBI/UIMBI.
- Audio, Visual and Data Electronic Equipment Coverage Deviation.
- Customizing Equipment Coverage

- Named Non-Owner Policy Deviation.
- Miscellaneous Types/Trailers.
- Installment Payment Plan Deviation.
- Eff 3-22-11 USAA-127004834 [North Carolina Department of Insurance](#)

180. USAA General Indemnity Company

- Make/Model Deviation.
- Tier Deviation.
- New Vehicle Discount Deviation.
- Occasional Operator Deviation.
- Passive Restraint Seat Belt Discount Deviation.
- MyUSAA Legacy Deviation.
- Principal Operator Age 55 And Over Deviation.
- Military Installation Garaging Deviation.
- Premier Driver Deviation.
- Daytime Running Lights Deviation.
- Years Driving Experience/Marital Status Deviation.
- Policy Advantage Deviation.
- Short Rate Cancellation Tables Cancellation Deviation.
- UMBI and UMBI/UIMBI.
- Audio, Visual and Data Electronic Equipment Coverage Deviation.
- Customizing Equipment Coverage
- Named Non-Owner Policy Deviation.
- Miscellaneous Types/Trailers.
- Installment Payment Plan Deviation.
- Eff 3-22-11 USAA-127004847 [North Carolina Department of Insurance](#)

181. Unigard Indemnity Company

- 5% non-fleet private passenger auto physical damage rates. Deviation applies: (1) All vehicles assigned to driver 55 yrs. of age or older, (2) All vehicles on policy, regardless of number, if all drivers are 55 yrs. of age or older, (3) Private passenger vehicles only.
- 10% non-fleet private passenger auto physical damage rates when same insured also has Homeowners Form HO 00 03 or HO 00 06.
- Eff. 9-5-89

182. United Services Automobile Association

- Territory Deviation.
- Make/Model Deviation.
- Tier Deviation.
- New Vehicle Discount Deviation.
- Occasional Operator Deviation.
- Passive Restraint Seat Belt Discount Deviation.
- MyUSAA Legacy Deviation.
- Principal Operator Age 55 And Over Deviation.
- Military Installation Garaging Deviation.
- Premier Driver Deviation.
- Daytime Running Lights Deviation.
- Years Driving Experience/Marital Status Deviation.
- Policy Advantage Deviation.
- Short Rate Cancellation Tables Cancellation Deviation.
- UMBI and UMBI/UIMBI.
- Extended transportation expense and towing and labor.
- Audio, Visual and Data Electronic Equipment Coverage Deviation.
- Customizing Equipment Coverage
- Named Non-Owner Policy Deviation.
- Extended Non-Owned liability.
- Miscellaneous Types/Trailers.
- Installment Payment Plan Deviation.
- Eff. 3-22-11 USAA-127004828 [North Carolina Department of Insurance](#)

183. United States Fidelity & Guaranty Company

- Multi-Policy Discount: 2% credit to total auto insurance premium when both auto & home-owners policies are purchased through USF&G Group when certain criteria is met.
- 2% credit auto BI, PD, med pay, comp & coll premium when principal operator is age 55 & over and there are no inexperienced operators in household.
- Physical Damage Deviation: 6% applies to comprehensive & collision.
- Special Package Discount: 5% credit total policy premium for insured who meet specified underwriting guidelines.
- 15% non-fleet private passenger auto total premium for insureds who are a participant through any of the USF&G Group Marketing Plans.
- Eff. 9-1-00

184. Unitrin Auto and Home Insurance Company

- Pricing Level Voluntary deviations no points.
- Extended Transportation Expense Coverage (Package Plus Only).
- Pro Rata Cancellation (Package Plus).
- Experienced Operator Credit; no inexperienced operators, apply discount to BI, PD, Collision and Comprehensive (Price levels A through Q only)
- Electronic Funds Transfer (EFT) Installment Payments-No installment charge will be applied

- Network Discount, 6% discount applied to BI, PD, Med Pay, Collision and Comprehensive
- Vehicles Equipped with Anti-Theft Devices, (Pricing Levels A through Q). 1. Alarm Only and Active Disabling Devices -5% discount on Comprehensive Coverage. 2. Passive Disabling Devices-15% discount on Comprehensive Coverage
- Package Plus Deviation, Rule 4.H, Bodily Injury, Property Damage, Medical Payments, Comprehensive and Collision
- Multiple Vehicle Discount, pricing levels A thru R only.
- Vehicles Equipped with Anti-lock braking system, pricing level A thru S only
- Physical Damage Rules.
- Eff 01-01-10 KEMP-126387071 [North Carolina Department of Insurance](#)

185. Unitrin Safeguard Insurance Company

- Pricing Level Voluntary deviations (Price levels A through R only).
- Extended Transportation Expense Coverage misc coverage.
- Pro Rata Cancellation all Package Policies.
- Experienced Operator Credit.
- Payment Options – Electronic Funds Transfer (EFT).
- Affinity Group Network Group Discount, applied to BI, PD, Med Pay, Collision and Comprehensive
- Safety Features Vehicles Equipped with Anti-Lock Braking Systems, (Pricing Levels A through U).
- Safety Features Vehicles Equipped with Anti-Theft Devices, Rule 4.H (Pricing Levels A through S)
- Multi-Policy Package Plus.
- Multiple Vehicle Discount.
- Physical Damage Rules.
- Safe Driver Insurance Plan.
- Eff 7-1-10 KEMP-126606711 [North Carolina Department of Insurance](#)

186. Universal Insurance Company

- 15.0% auto BI, PD & med pay for DWI conviction limited to one lifetime alcohol related conviction per household. Credit applies to single car. SDIP pts. must be between 12- 20.
- 7.5% Multi-car, auto BI, PD & med pay when an insured has a DWI conviction and SDIP pts. are between 12 & 20. There can be no more than one lifetime alcohol related conviction per household.
- 3.5% auto BI, PD & med pay when an insured has a DWI & SDIP pts. are between 8 & 14. Credit applies to single or multi-car risk.
- 5% auto comprehensive & collision with 10-18 SDIP pts. based on model year of auto.
- 10% auto comprehensive & collision with 8-9 SDIP pts. based on model year of auto.
- 25% auto comprehensive & collision with 10-18 SDIP pts. based on model year of auto.
- 40% auto comprehensive & collision with 12-14 SDIP pts. based on model year of auto.
- 20% non-fleet private passenger auto comprehensive & collision with 12-14 SDIP pts. based on model year of auto.
- 52% auto bodily injury, property damage & medical payments for experience drivers, single car risk with 12-20 SDIP pts.
- 42% auto bodily injury, property damage & med pay for experience drivers, multi-car risk with 12-20 SDIP pts. by at least one driver.
- Eff. 2-1-98

187. Utica Mutual Insurance Company

- Utica National Insurance Group Employees Mass Merchandising Plan.
- Account Credit
- Wise Affinity/Affinity discount.
- Company Car Discount.
- Mature Driver Credit
- Electronic Stability Control devices Discount
- Greenhouse Gas Score credit
- Premium Payment Credit
- Edge Program Tiered Rating
- Eff. 8-15-11 UTCX-G127152060 [NCDOI](#)

188. Utica National Assurance Company

- Mass Merchandising Plan for employees of Utica National Insurance Group.
- Personal Lines Account Credit.
- Wise Affinity/Affinity discount.
- Company Car Discount.
- Mature Driver Credit.
- Electronic Stability Control devices Discount.
- Greenhouse Gas Score credit.
- Premium Payment Credit.
- Edge II Program Tiered Rating.
- Eff. 11-1-10 UTCX-G126752143 [North Carolina Department of Insurance](#)

189. Valiant Insurance Company

- 5% non-fleet private passenger auto comprehensive & collision insurance rates.
- 5% auto bodily injury, property damage, comprehensive & collision coverage if named insured is an educator.
- 5% auto BI, PD, medical payments, comprehensive & collision for loss free credit insured with 3 years with "0" SDIP pts.
- 10% auto bodily injury, property damage, med pay, comprehensive & collision for loss free credit insured 6 years with "0" SDIP pts.
- 5% auto bodily injury & property damage for anti-lock brakes.
- 5% auto comprehensive with anti-theft device (active).
- 10% auto comprehensive with anti-theft device (passive).
- 5% auto bodily, property damage, medical payments, comprehensive & collision for mature driver.
- 5% auto bodily injury, property damage, medical payments, comprehensive & collision for account driver.

- 5% auto comprehensive & collision for multi-car policies.
- 15% auto comprehensive & collision for cars with "0" SDIP pts.
- Eff. 2-15-98

190. Victoria Fire & Casualty Company

TIER A

- Territory Deviation.
- Liability Vehicle Grouping Deviation.
- Model Year Deviation.
- New Vehicle deviation.
- Driver class Deviation.
- Accident Free Deviation.
- Financial Responsibility Deviation(credit score).
- Matrix Deviation (various characteristics).
- Safe Driver Insurance plan Deviation.
- Inexperienced Operator Deviation.
- Intra Agency Transfer Deviation (independent agency refers to Titan).
- Affinity Deviation.
- Paid in Full Policy Premium Amount Deviation.
- Military Deviation.
- Increased Limits Deviation.
- Household composition Deviation.
- Advance Quote Deviation.
- Premium Payer Reward deviation.
- Prior Carrier Deviation.
- Prior Insurance Lapse Deviation.

TIER B

- Territory Deviation and Territory Definitions.
- Model Year Deviation.
- New Vehicle deviation.
- Driver class Deviation.
- Accident Free Deviation.
- Matrix Deviation (various characteristics).
- Safe Driver Insurance plan Deviation.
- Inexperienced Operator Deviation for Bodily Injury, Property Damage, Med Pay and Collision.
- Intra Agency Transfer Deviation (independent agency refers to Titan).
- Affinity Deviation.
- Paid in Full Policy Premium Amount Deviation.
- Military Deviation.
- Advance Quote Deviation.
- Premium Payer Reward deviation.
- Prior Carrier Type Deviation.
- Prior Insurance Lapse Deviation.
- Eff 10-1-11 NTWP-127362497 [NCDOI](#)

191. Vigilant Insurance Company

- Various deviations for bodily injury, property damage, medical payments & uninsured motorist coverage for antique autos.
- Reduced rates for physical damage coverage for antique autos.
- Deviation for split limit bodily injury increased limits.
- Eff. 7-1-03 PC062944 [North Carolina Department of Insurance](#)

192. West American Insurance Company

- Fampak Discount: 5% credit for all coverages.
- Prime Life Discount: 4% credit for all coverages: Certain criteria must be met.
- Employee Discount: 15% credit for all coverages.
- Base Rate Deviation by territory for bodily injury, property damage, med pay, uninsured motorists, comp & collision coverages.
- Anti-Theft Discount: Comprehensive Coverage only: 5% & 15% credit: Certain criteria apply.
- Eff. 9-1-00

193. Wilshire Insurance Company

- Liability Deviation.
- Liability Deviation.
- Liability Deviation.
- Liability Deviation.
- Liability Deviation.
- Liability Deviation.
- Liability Deviation.
- Liability Deviation.
- Liability Deviation.
- Voluntary Manual Deviation (Inexperienced Operator).
- Eff 7-5-11 OCCD-127196090 [NCDOI](#)

AUTOMOBILE

1. 21st Century Advantage Insurance Company
 - Anti-Theft Devices Discount.
 - Anti-lock braking system discount.
 - Extra automobile discount.
 - Tier Deviation.
 - Deviation for determining other than collision base rates for symbol's not displayed.
 - Extended transportation expenses coverage deviation.
 - Driver Deviations.
 - Eff 6-1-08 PC112922 [North Carolina Department of Insurance](#)
2. 21st Century Centennial Insurance Company
 - Class Deviation, Years Licensed, single or multi-car policy, marital status, usage, annual mileage, driver training and /or good student.
 - Territory Deviation.
 - Tier Deviation.
 - Household Composition Deviation, prior BI limits, marital status, number of drivers, number of vehicles, operators less than nine years licensed.
 - Primary Graded Adjustment Deviation.
 - Liability Vehicle Age Deviation.
 - ISO Model Year Symbol Deviation.
 - 21st Century Model Year Symbol Deviation.
 - Anti-Theft Deviation.
 - Eff 10-1-12 AGMK-128518318 [NCDOI](#)
3. ACE American Insurance Company
 - 17% non-fleet private passenger auto bodily injury, property damage, medical payments, uninsured motorist, combined uninsured & underinsured, comprehensive & collision.
 - Eff. 3-18-97
4. ACE Fire Underwriters Insurance Company
 - 17% non-fleet private passenger auto bodily injury, property damage, medical payment, uninsured motorist, combined uninsured motorist & underinsured motorist, comprehensive & collision.
 - Eff. 3-18-97
5. ACE Property & Casualty Insurance Company
 - 17% non-fleet private passenger auto bodily injury, property damage, medical payment, uninsured motorist, combined uninsured motorist & underinsured motorist, comprehensive & collision.
 - Eff. 3-18-97
6. AIG Advantage Insurance Company
 - Anti-Theft Devices Discount.
 - Anti-lock braking system discount.
 - Extra automobile discount.
 - Tier Deviation.
 - Deviation for determining other than collision base rates for symbol's not displayed.
 - Extended transportation expenses coverage deviation.
 - Driver Deviations.
 - Eff 6-1-08 PC112922 [North Carolina Department of Insurance](#)
7. AMCO Insurance Company
 - Financial Responsibility Deviation.
 - Territory Deviation.
 - Allied Affinity Deviation.
 - Preferred Driver Deviation.
 - Driver Class Deviation.
 - Miscellaneous Vehicle Deviation.
 - Eff. 6-15-11 NWPC-127109061 [NCDOI](#)
8. AMEX Assurance Company
 - Accident-Free Discount: Applies to auto BI, PD, med payment & collision: 3-5 yrs.- 10% credit: 6 yrs. or more- 15% credit.
 - Auto/Homeowner Discount 5% Forms 3 & 6: with accompanying homeowners policy.
 - Deviation for auto bodily injury, property damage, medical payments, comprehensive & collision: Credit varies.
 - Installment Payment Plan: Charge waived for electronic funds transfer or payroll deduction.
 - Work Site Discount: named insured policy through the Work Site Marketing Program of AMEX Assurance Company. Preferred Client Deviation 10%.
 - Costco Discount: 3% applies to policies for member insureds of Costco. Vehicle Usage Discount.
 - Multi-car discount for Liability, Comp & coll
 - Liability Limits: credit varies by Limit amount.
 - Eff. 9-1-06 PC095703 [North Carolina Department of Insurance](#)
9. Alfa Alliance Insurance Corporation
 - Account Discount.
 - Multi-Vehicle Discount.
 - Driver Experience Factor.

- Insurance Score (Credit) Factor.
- Installment Payment Deviation.
- Eff. 8-15-11 AFAL-127308907 [NCDOI](#)

10. Allied Property and Casualty Insurance Company

- Matrix deviation.
- Eff. 6-19-12 NWSP-128279382 [NCDOI](#)

- **Motorcycle/Recreational Vehicle**

- Matrix Deviation
- Eff 8-10-07 PC104818 [North Carolina Department of Insurance](#)

11. Allstate Indemnity Company

Standard (Preferred Program)

- Territory Deviation.
- Years Licensed Deviation.
- Fifty-Five (55) and Over Discount.
- Tier Deviation.
- Premier and Premier Plus Discount.
- Multiple Policy Discount.
- New Car Discount.
- The Good Hands People Discount.
- Antilock Brake Discount.
- Accident Rating Deviation (SDIP).
- Installment Payment Fee for Electronic Funds Transfer or Payroll Deviation
- Coverage Deviations (Death Indemnity).
- Certified Risks Financial Responsibility Laws.
- Allstate Auto/Life Discount.

Non-Standard Auto Program

- Liability Coverage Deviations for Bodily Injury and Property Damage
- Installment Payments, Electronic Funds Transfer or Payroll Deduction
- The Good Hands People Discount.
- Certified Risks Financial Responsibility Laws.
- Eff 7-16-12 ALSE-127886653 [NCDOI](#)

12. Allstate Insurance Company

- Installment Payment Fee.
- Coverage Deviation.
- Territory Deviation.
- Certified Risks Financial Responsibility Laws.
- Effective 5-23-11 ALSE-127140827 [NCDOI](#)

13. Allstate Property and Casualty Insurance Company

- Territory Deviation.
- Household Composition.
- Multiple Policy Discount.
- New Car Discount, Months since purchase.
- 55 And Over Discount.
- The Good Hands People Discount.
- Antilock Brake Discount.
- Tier Deviation.
- Premier and Premier Plus Discount.
- Good Payer Discount.
- Allstate Easy Pay Plan Discount.
- Accident Rating Deviation.
- Years Licensed Deviation.
- Installment Payments.
- Future Effective Date Discount.
- Preferred Package Discount.
- Full Pay Discount.
- Certified Risks Financial Responsibility Laws.
- Allstate Auto/Life Discount.
- Effective 8-1-12 ALSE-128509599 [NCDOI](#)

14. American Automobile Insurance Company

- Tier Deviation Factor.
- Account Credit.
- Electronic Funds Transfer.
- Vehicle Equipped with Anti-Theft Devices-Alarm only devices, Active disabling devices, Passive Disabling devices.
- Comprehensive Rate Deviation factor.
- Motorcycle Physical Damage Coverage.
- Territory Deviation.
- Eff. 8-15-10 FFDC-126581084 [North Carolina Department of Insurance](#)

15. American Bankers Insurance Company of Florida
 - Antique Auto Program
 - Car Club discount.
 - Antique Auto 2500 Mile Tier.
 - Antique Auto 5000 Mile Tier.
 - Modified/Collectible Vehicles 2500 Mile Tier.
 - Modified/Collectible Vehicles 5000 Mile Tier.
 - Eff. 4-1-10 ASPX-126454260 [North Carolina Department of Insurance](#)

16. American Centennial Insurance Company
 - 5% non-fleet private passenger auto liability & physical damage rates.
 - Eff. -1-85

17. American Economy Insurance Company
 - 10% deviation where principal operator is aged 55 & over with no inexperienced operator in household.
 - Eff. 4-19-91

18. American Fire & Casualty Company
 - Fampak Discount: 5% credit for all coverages.
 - Prime Life Discount: 4% credit for all coverages: Certain criteria must be met.
 - Employee Discount: 15% credit for all coverages.
 - Base Rate Deviation by territory for bodily injury, property damage, med pay, uninsured motorists, comp & coll coverages.
 - Anti-Theft Discount: Com Coverage only: 5% & 15% credit: Certain criteria apply.
 - Eff. 9-1-00 PC 035767 [Filing Detail](#)

19. American Home Assurance Company
 - 6% - 37% deviation for med pay & uninsured & uninsured/underinsured motorists coverage: All territories.
 - 1% - 46% deviation for bodily injury, property damage, comprehensive & collision coverages: Certain criteria apply.
 - 5% deviation for bodily injury, property damage, medical payments, comprehensive & collision for multi car policies.
 - 5% deviation for comprehensive: All vehicles equipped with alarm only and active disabling devices.
 - 15% deviation for comprehensive: All vehicles equipped with passive disabling devices.
 - 5% deviation for certain coverages: All insureds within sponsored groups.
 - Installment fee waived for automatic deductions from a financial account.
 - 1st installment fee waived for all multiple payment modes.
 - Eff. 12-20-02 PC054433 [Filing Detail](#)

20. American Insurance Company
 - Tier Deviation Factor.
 - Account Credit.
 - Electronic Funds Transfer.
 - Vehicle Equipped with Anti-Theft Devices-Alarm only devices, Active disabling devices, Passive Disabling devices.
 - Comprehensive Rate Deviation factor.
 - Motorcycle Physical Damage Coverage.
 - Territory Deviation
 - Eff 8-15-10 FFDC-126581089 [North Carolina Department of Insurance](#)

21. American Manufacturers Mutual Insurance Company
 - Voluntary deviations without driving points - BI, PD, COMP, COLL credit varies by territory.
 - Voluntary deviations with driving points - BI, PD, COMP, COLL credit varies by territory.
 - Safety Equipment Discounts - 5% - 15% to Med Pay if qualified.
 - Anti-locking braking system discount - 5% for autos equipped with a factory installed four wheel Anti-Lock Braking System.
 - Extended Transportation Expenses Coverage - KIP ONLY - \$30/\$900 Increased Transportation Expense no additional charge.
 - Cancellation - KIP ONLY - return premium is computed on a Pro Rata basis.
 - Classifications - Experienced Operator Credit - principal operator is aged 55 and over and no inexperienced operators apply to the vehicle, apply a 3% discount to the BI and PD Liability, Med Pay, Coll and Coll premiums.
 - Classic Auto Discount: 80% discount to Misc Types Rule-19.F. Classic Auto Discount for BI, PD & med pay coverages.
 - Deferred Premium Payment Plans electronic funds transfer, a \$1 monthly service charge is applied per billing.
 - Kemper Network Deviation 7%: Certain criteria apply.
 - Anti Theft Devices Discount - credit varies.
 - Eff 7-1-03 PC062831 [North Carolina Department of Insurance](#)

22. American Motorists Insurance Company
 - Extended Transportation Expenses Coverage - KIP only: Coverage included at no additional charge.
 - Cancellation - KIP only: Compute return premium on pro rata basis.
 - Deferred Premium Payment Plan.
 - 7% Kemper Network Deviation: Certain criteria apply.
 - Eff 7-1-03 PC062832 [North Carolina Department of Insurance](#)

23. American Security Insurance Company
 - Deviation: Charge as premium for comprehensive (full coverage) & collision (\$100 deductible), the NC Rate Bureau base rates, which became effective January 1, 1984 for territory 17, separately for each coverage. Premiums so determined are applied statewide regardless of territory, no primary or secondary rating factors are applied.

Eff. 2-1-86

24. American Southern Insurance Company

- 12.5% Elite Driver Discount: Applies to each vehicle, each driver when meeting criteria.
- 5% Preferred Driver Discount: Applies to each vehicle, each driver when meeting criteria.
- 2% AAA Carolina Affinity Group Discount when insured is a member of AAA Carolinas.
- Renewal Discount Program when insured with American Southern for three continuous years and loss free.
- Multiple policy discount when the policyholder places both automobile and homeowners coverage through the American Auto Club Insurance Agency. Discount applies to BI, PD, Med Pay, Coll and Comp premiums.
- 10% Super Preferred Driver Discount.
- Eff. 6-15-04 PC071954 [Filing Detail](#)

25. American States Insurance Company

- Tier Deviations.
- ATP Constant.
- Territory Deviations.
- Driver Class Deviations.
- Driver Experience Deviations.
- Student Deviations.
- Merit Deviation.
- Household Structure Deviations.
- Symbol Deviations.
- Model Year Deviations.
- Maximum Years Driving Experience Deviations.
- Minimum Years Driving Experience Deviations.
- Multi-Car Discount Deviation.
- Account Discount Deviations.
- Full Coverage Deviations.
- Accident Free Deviation.
- Violation Free Deviation.
- Accident Forgiveness Deviation.
- Paid in Full Deviation.
- Group Discount Deviation.
- Anti-Theft Discount Deviation.
- Advanced Quote Discount Deviation.
- Employee Discount Deviation.
- New Vehicle Deviations.
- Low Mileage Discount Deviations.
- Eff. 10-25-12 LBRM-128658454 [NCDOI](#)

26. American States Preferred Insurance Company

- Territory Deviation.
- Driving Group Deviations (years driving experience, marital status, good student, distant student), various rates.
- Renewal, Market, and Tier Deviations (financial responsibility, coverages, limits, and continuity of coverage).
- SDIP, Single/Multi Car Deviations, various rates, BI, PD, Medical Payments, Comprehensive and Collision.
- SDIP, Single/Multi Car, 12-Point Violation Deviations.
- Account Discount Deviations.
- Vehicle Usage and Market Tier Deviations, various rates, BI, PD, Med Pay, Comp and Coll.
- Limited Experience Operator Program Subscription.
- Certified Risks – Financial Responsibility Laws Deviation.
- Eff. 4-1-11 LBRM-127073085 [NCDOI](#)

27. AMICA Mutual Insurance Company

- Deviation to Base Rates for BI, PD, med pay, uninsured/underinsured motorists, comprehensive & collision.
- Charge \$2 for each installment with certain exceptions.
- Eliminate additional charge \$2 on 1st installment for insureds participating in the Account Billing Payment Plan.
- Eliminate additional charge \$2 for the first installment payment.
- Eliminate additional charge \$2 for 1st installment payments for group policyholders who pay through payroll deduction.
- Downward deviations to one year short-rate cancellation.
- Multi-Line discount.
- Eff. 5-1-12 AMMA-127858548 [NCDOI](#)

28. Arch Insurance Company

- 15% private passenger auto comprehensive & collision rates.
- Eff 9-29-92

29. Argonaut Insurance Company

- Advantage Discount: 13.5% discount applies to BI,PD, medical, collision & comprehensive for single car auto policies.
- Multi-Car Discount: 23.7% discount applies to BI, PD, medical, collision & comprehensive for single car auto policies.
- Preferred Driver Discount: 10% discount applies to BI, PD, medical, collision & comprehensive for single car auto policies.
- Eff. 4-1-00 PC031707 [North Carolina Department of Insurance](#)

30. Arrowood Indemnity Company

- Installment Payment Plan – Agency payroll deduction.
- Eff 5-15-04 PC069376 [North Carolina Department of Insurance](#)

31. Associated Indemnity Corporation

- Tier Deviation Factor.
- Account Credit.
- Electronic Funds Transfer.
- Vehicle Equipped with Anti-Theft Devices-Alarm Only Devices, Active Disabling Devices, Passive Disabling Devices.
- Motorcycle Physical Damage Coverage only.
- Territory Deviation.
- Eff. 8-15-10 FFDC-126581062 [North Carolina Department of Insurance](#)

32. Association Insurance Company

- 12.5% non-fleet private passenger auto liability & physical damage insurance rates.
- 32.5% non-fleet private passenger auto BI, PD, medical payments, comprehensive & collision for SAS Institute Employees.
- Eff. 1-1-96

33. Assurance Company of America

- 5% non-fleet private passenger auto liability bodily injury, property damage & medical payments.
- 15% non-fleet private passenger auto comprehensive & collision.
- 7.5% deviation for drivers with 30 yrs. driving experience & no inexperience operator on policy.
- 5% non-fleet private passenger auto BI, PD, med pay, comp & coll coverage for 3 consecutive yrs. with "0" SDIP pts.
- 10% non-fleet private passenger auto BI, PD, med pay, comp & coll coverage for 6 consecutive yrs. with "0" SDIP pts.
- 5% non-fleet private passenger auto liability, property damage, comp & collision coverage if named insured is an educator.
- 5% non-fleet private passenger auto bodily injury & property if auto has anti-lock brakes.
- 5% non-fleet private passenger auto comprehensive if auto has anti-theft device.
- 10% non-fleet private passenger auto comprehensive if auto has anti-theft device.
- 5% non-fleet private passenger auto BI, PD, med pay, comp & collision of insured has homeowners policy with Assurance.
- 5% non-fleet private passenger auto comprehensive & collision for multi-car policies.
- 20% non-fleet private passenger auto comprehensive & collision for cars with "0" SDIP pts.
- Eff. 2-15-98

34. Atlantic Casualty Insurance Company

LIABILITY All deviation applicable to non-fleet private passenger bodily injury & property damage coverage for all listed components.

12 point violation must not be one of the following.

- Manslaughter or negligent homicide.
 - Failure to stop & render aid when involved in an accident resulting in bodily injury or death.
 - Pre-arranged racing or knowingly lending a motor vehicle to be used in pre-arranged racing.
 - Transporting illegal intoxicating liquors by motor vehicle.
- 37% bi & pd, single car policies with limits of liability that do not exceed \$25,000/\$50,000 bodily injury, \$25,000 property damage, \$2,000 medical payments: \$25,000/\$50,000/\$25,000 uninsured motorists for operators with 3 yrs. or more driving experience & limits of \$50,000/\$100,000 bodily injury, \$50,000 property damage, \$2,000 medical payments, \$50,000/\$100,000/\$50,000 UM/UIM for operators with 5 yrs. or more driving experience with 12-20 SDIP pts.
 - 33% bi & pd, multi-car policies with limits of liability that do not exceed \$25,000/\$50,000 bodily injury, \$25,000 property damage, \$2,000 medical payments, \$25,000/\$50,000/\$25,000 uninsured motorists for operators with 3 yrs. or more driving experience & limits of \$50,000/\$100,000 bodily injury, \$50,000 property damage, \$2,000 medical payments, \$50,000/\$100,000/\$50,000 UM/UIM for operators with 5 yrs. or more driving experience with 12-20 SDIP pts.
 - Eff. 7-1-94

MOTORCYCLE

- 9% average deviation for private passenger motorcycle physical damage.
- 15% average deviation private passenger motorcycle bodily Injury & property damage.
- Eff. 7-1-91

35. Auto Owners Insurance Company

Standard Program

- Paid in Full Discount Deviation.
- Auto/Home Multi Policy Discount; Auto BI, PD, Med Pay, comprehensive & collision.
- Auto/Life Multi Policy Discount; Auto BI, PD, Med Pay, comprehensive & collision.
- Auto/Umbrella Multi Policy Discount; Auto BI, PD, Med Pay, comprehensive & collision.
- Total Disability Benefits \$50 weekly at no additional charge.
- Auto Death Indemnity \$10,000 at no additional charge.
- Symbol Deviation, Comprehensive Symbols 22 thru 27.
- Territory Deviation.
- Financial Responsibility Deviation.

Premier Program

- Bodily Injury Deviation.
- Property Damage Limit Deviation.
- Auto-Owners Premier Rate Deviation.
- Symbol Deviation.
- Multi Policy Discount Auto/Home; Auto/Life; Auto/Umbrella Discount for BI, PD, Med Pay, comprehensive & collision.
- Paid in full discount.
- Territory Deviation

- Insurance Scoring Discount on all coverages.
 - Auto Death Indemnity \$10,000 at no additional charge.
 - Total Disability Benefits \$35 weekly at no additional charge.
 - Financial Responsibility Deviation.
 - Eff 2-1-12 AOIC-127841221 [NCDOI](#)
36. Bankers Standard Insurance Company
- Vehicle equipped with anti-theft devices discount.
 - Anti-Lock braking system discount.
 - Driver Deviations, Single Car Policy.
 - Driver Deviations, Multi-Car Policy.
 - Deviation for determining other than collision base rate for symbols not displayed on state rate pages.
 - Extra Automobile Discount.
 - Extended transportation expense.
 - IBS Factors.
 - Mass Merchandising discount.
 - Eff. 2-23-11 ACEH-126882294 [North Carolina Department of Insurance](#)
37. Burlington Insurance Company
- 15% private passenger auto physical damage insurance rates.
 - Eff. 5-28-87
38. Central Mutual Insurance Company
- Pathway Deviation.
 - First Accident Forgiveness Discount.
 - Installment Charge Deviation.
 - Deviation for Single Car Risks with Additional Company-Owned Vehicles.
 - Transition/Loyalty Credit.
 - Waiver of Premium Deviation.
 - Miscellaneous Types deviation.
 - Central Mutual Summit Package Deviation.
 - Eff 5-1-12 CEMC-128052522 [NCDOI](#)
39. Century Indemnity Company
- 10% non-fleet private passenger auto comprehensive & collision rates.
 - Eff. 6-1-89
40. The Charter Oak Fire Insurance Company
- Company Coverage-Deviation by Coverage (coverages purchased)
 - Account Discount (Multi Policy)
 - Contributing Vehicle Credit (number of vehicles)
 - Hybrid Vehicle Discount – type of fuel used 10% discount.
 - Installment Payment Plan.
 - Eff 11-1-09 TRVA-126244915 [North Carolina Department of Insurance](#)
41. Chartis Casualty Company
- Deviation applies to non-fleet private passenger BI and PD Liability rate that is not one of the following:
 - a. Manslaughter or negligent homicide.
 - b. Prearranged racing or knowingly lending a motor vehicle to be used in prearranged racing.
 - c. Failure to stop & render aid when involved in an accident resulting in bodily injury or death.
 - d. Transporting illegal intoxication liquors by motor vehicle.
 - 39% on rates with 12-14 SDIP policy points, multi-car & driving experience of 5-6 years with a 12 point violation.
 - 48.0% on rates with 12-14 SDIP policy points, multi-car/married & driving experience of 7-38 years with a 12 point violation.
 - 62.0% on rates with 12-14 SDIP policy points, single car with 7-38 years driving experience with a 12 point violation.
 - 39% on rates with 12-14 SDIP policy points, multi-car, unmarried with 7-38 years driving experience with a 12 point violation.
 - 39% on rates with 12-14 SDIP policy points, multi-car & driving experience of 39+ years with a 12 point violation.
 - 50% on rates with 12-17 SDIP policy points, single car with 5-6 years driving experience with a 12 point violation.
 - 50% on rates with 12-17 SDIP policy points, single car with driving experience of 39+ years with a 12 point violation.
 - 39% on rates with 15-17 SDIP policy points, multi-car & 5 years of driving experience with a 12 point violation.
 - 55% on rates with 15-17 SDIP policy points, single car and 5-6 years driving experience with a 12 point violation.
 - 13% on rates with 18-20 SDIP policy points, multi-car and 5+ years of driving experience with a 12 point violation.
 - 13% on rates with 18-20 SDIP policy points, single car and 5+ years of driving experience with a 12 point violation.
 - 50% on rates with 18-20 SDIP policy points, single car, married driver with 5-38 years of driving exp with a 12 point violation.
 - 39% on rates with 18-20 SDIP policy points, multi-car, married driver with 5-38 years of driving exp with a 12 point violation.
 - 13% on rates with 18-20 SDIP policy points, single car, married driver with 39+ years of driving exp with a 12 point violation.
 - 13% on rates with 18-20 SDIP policy points, multi-car, married driver with 39+ years of driving exp with a 12 point violation.
 - Effective 8-27-04 PC073480 [Filing Detail](#)
42. Chartis Property Casualty Company
- Anti-Theft Devices Discount.
 - Anti-lock braking system discount.
 - Extra automobile discount.
 - Tier Deviation.

- Deviation for determining other than collision base rates for symbol's not displayed.
 - Extended transportation expenses coverage deviation.
 - Driver Deviations.
 - Eff 9-1-09 APCG-126130673 [North Carolina Department of Insurance](#)
43. The Cincinnati Insurance Company
- Deviation on NCRB collision rates.
 - Deviation on NCRB applied to liability and physical damage rates for companion policy.
 - Installment Payment Plan.
 - Annual Pay Discount.
 - Deviation on NCRB BI rates.
 - Deviation on NCRB Combined Single Limit rates.
 - Combined Uninsured Motorist/Underinsured Motorists deviation.
 - Preferred Risk credit Factors.
 - Insurance Scoring Message Credit.
 - Driver Experience.
 - Eff. 4-1-12 CNNB-127784611 [NCDOI](#)
44. Citizens Insurance Company of America
- 10% deviation on coverage for principal operators in household age 55 or older where there are no other operators in household with less than 3 yrs. driving experience. This is a per vehicle credit.
 - Account Credit: 5% auto comp & coll coverage if insured has Homeowners policy with The Hanover Insurance Company.
 - Non-Smoker Discount: 5% auto comprehensive & collision coverage if no drivers have smoked in the past 15 months.
 - 10% deviation for auto bodily injury, property damage, medical payments, comprehensive & collision.
 - Renewal Credit applies to auto bi, pd, med pay, comp & collision. Less than 3 yrs-0%; 3-5 yrs.-3.0%; 5 yrs or more-6.0%.
 - Eff. 9-1-94
45. Colonial American Casualty and Surety Company
- 20% non-fleet private passenger auto bodily injury and property damage. 30% physical damage.
 - 10% auto bodily injury, property damage, medical payments, comprehensive & collision age 55 and over.
 - Good Driver Discount when principal operator(s) has no fault accidents & no moving violation in past 3 yrs.
 - Anti-Theft Device Deviation varies 5% - 10% for non-fleet private passenger auto comprehensive.
 - Eff. 1-1-98
46. Continental Insurance Company
- Anti-Theft Device Discount: Certain criteria apply.
 - Vin Etching Discount: 5% credit applies when criteria are met.
 - Accident/Violation Free Discount.
 - Daytime Running Light Discount.
 - Companion Policy Discount: 10% credit applies if named insured has homeowners policy with any Encompass Ins Co.
 - Airbag Discount: Credit varies when certain criteria is met.
 - Anti-Lock Braking System Discount.
 - Eff. 7-3-01
47. Continental Indemnity Company
- Discount for Qualified Preferred Drivers: 17.5% credit physical damage-5% credit liability when certain criteria is met.
 - Discount for Qualified Standard Drivers: 5% credit physical damage when certain criteria is met.
 - Account Credit Program credit when certain criteria is met & both homeowners & auto policies are written through CNIC.
 - Anti Lock Braking System Discount: 5% credit.
 - Mature Driver Discount: 5% credit when certain criteria is met.
 - Eff. 1-1-01 PC038499 [North Carolina Department of Insurance](#)
48. Depositors Insurance Company
- Matrix Deviation
 - Eff 8-10-07 PC104819 [North Carolina Department of Insurance](#)
49. Economy Fire and Casualty Insurance Company
- Territory Deviation
 - Experience driver deviation.
 - Age 55 and over deviation.
 - Preferred customer discount.
 - Superior driver discount.
 - Multi-Policy discount.
 - Mass merchandising Account deviation.
 - Payroll deduction discount.
 - Employment tenure discount.
 - Extended Transportation Expenses Coverage.
 - Repair or Replacement Coverages – One Year Coverage.
 - Coverage for Rented Vehicles.
 - Eff 4-15-11 METX-G127014111 [North Carolina Department of Insurance](#)
50. Economy Preferred Insurance Company
- Territory Deviation

- Experience driver deviation.
- Age 55 and over deviation.
- Preferred customer discount.
- Superior driver discount.
- Multi-Policy discount.
- Mass merchandising Account deviation.
- Payroll deduction discount.
- Employment tenure discount.
- Extended Transportation Expenses Coverage.
- Repair or Replacement Coverages – One Year Coverage.
- Coverage for Rented Vehicles.
- Eff 4-15-11 METX-G127013859 [North Carolina Department of Insurance](#)

51. Economy Premier Assurance Company

- Pak II Package Credit.
- Pak II Renewal Credit.
- Age 55 and over Credit.
- Good Driver Credit when certain criteria is met.
- Symbol Relativities Deviation.
- Increased Limits Transportation Expenses Deviation.
- Passive Restraint Credit.
- Anti-Theft Device Credit.
- Anti-Lock Braking System Credit.
- Golf-mobile Liability: No additional charge.
- ATV, Mini-bike & Dune Buggy CSL BI & PD liability rates.
- ATV, Mini-bike & Dune Buggy Medical Payment rates.
- Recreational Vehicle Multi-Vehicle Credit.
- Eff. 1-15-12 METX-G127882140 [NCDOI](#)

52. Electric Insurance Company

- Territory Deviation.
- Tier Level Deviations when criteria is met.
- Safe driver discount when criteria is met.
- Elfun Society Membership discount.
- Mass Marketing Discount.
- Multi Policy Credit.
- Installment Payment through electronic funds transfer.
- Payroll deduct discount.
- Comprehensive and Collision Model Year Factor Deviations.
- Eff. 6-15-11 ELEC-127198467 [NCDOI](#)

53. Employers Mutual Casualty Company

- Multi-Policy Credit when auto & homeowners coverage are written with Employers Mutual Casualty Company and/or Emcasco Insurance Company.
- Safety Equipment/Anti-Theft Discount: 20% med pay premium passive restraint on driver side only. 30% med pay premium passive restraint on both sides. 5% on bodily injury & property damage premium for four wheel anti-lock braking system. 5% comprehensive premium for alarm & active disabling devices. 15% comprehensive premium for passive disabling devices.
- Installment Payment Plan: \$3 charge waived when method of payment is through electronic funds transfer.
- Eff. 5-25-97

54. Encompass Indemnity Company

- Territory Deviation.
- Household Composition.
- New Car Discount.
- Tier Rating.
- Good Payer Discount.
- Encompass Easy Pay Plan discount.
- Years Licensed Deviation.
- Homeownership Discount.
- Future effective date discount.
- Accident/Violation Free Discount.
- Companion Discount.
- Anti-theft device discount.
- Anti-lock braking system discount.
- Daytime Running lights discount.
- Bodily Injury Increased Limits Discount.
- Med Pay increased limits deviation.
- All other trailers comprehensive deductible deviation.
- Cancellation deviation.
- Hagerty classic auto.
- Preferred Protection Discount.
- Certified Risks – Financial Responsibility Laws.
- Eff 8-1-11 ALSE-127195307 [NCDOI](#)

Antique and Classic Automobile Program

- Antique Autos Deviation for BI, PD, Med Pay, UM/UIM – All Territories.
 - Classic Autos Deviation for BI, PD, Med Pay, UM/UIM – All Territories
 - Eff 5-15-06 PC091813
55. Erie Insurance Company
- Age 55 and over deviation
 - Anti-lock brake deviation systems on BI and PD on all four wheels.
 - Anti-theft devices.
 - Feature 15 deviation (Accident Forgiveness).
 - Installment Premium Payment Plan deviation.
 - Coverage for Rented Vehicles.
 - Pro rata cancellation and Pro-Rata Table.
 - Multi-Policy Discount.
 - Multi Car - Separate Policies: Certain criteria apply.
 - Reduced Usage Discount: Certain criteria must be met.
 - Payment Plan Discount.
 - Classic Vehicles.
 - Effective 6-1-11 ERAP-127177160 [NCDOI](#)
56. Erie Insurance Exchange
- Base rate deviations by territory on BI, PD, Med Pay, Comprehensive and Collision coverages.
 - Age 55 and over deviation on BI, PD, Med Pay, Comp and Coll.
 - Anti-Lock Brake deviation on Bodily Injury and Property Damage.
 - Anti-Theft Device deviation on Comprehensive.
 - First Accident Forgiveness.
 - Feature 15 Deviation.
 - Premium Payment Plan Service Charge - Installment Payments deviation.
 - Coverage for Rented Vehicles.
 - Pro-Rata Cancellation and Pro-Rata Table for all policies.
 - Comprehensive Deductible factors deviation.
 - Multi Policy Discount Deviation.
 - Pioneer Experience Rating Credit Discount(PERC).
 - Driver Experience Factor(DEF) Deviation.
 - Multi Car Discount - Separate Policies.
 - Reduced Usage Discount.
 - Tiered Rating.
 - Payment Plan Discount.
 - Classic Vehicles.
 - Safe Driver Discount.
 - Advance Quote Discount
 - Prior Bodily Injury Limits Discount.
 - Eff 6-1-11 ERAP-127177197 [NCDOI](#)
57. Essentia Insurance Company
- Bodily Injury base rate deviation.
 - Property Damage base rate deviation.
 - Medical Payments base rate deviation.
 - Uninsured/underinsured Motorists base rate deviation.
 - Eff 5-1-11 BEAC-127015414 [NCDOI](#)
58. Fairmont Premier Insurance Company
- 10.7% private passenger auto BI, PD, med pay, coll, uninsured BI and combined uninsured/underinsured BI; 15.5% comprehensive.
 - Free of at fault accidents: 3-6 yrs.; 10%-non-fleet private passenger auto BI, PD, med pay & coll; Over 6 yrs.-15%.
 - 10% non-fleet private passenger auto BI, PD, med pay, comp & col for principal operators age 55 and over where there is no principal operator in household.
 - BMW model yrs. 1995 & newer: 20% comprehensive; 10% collision.
 - Eff. 3-1-98
59. Farm Bureau Insurance of North Carolina Inc.
- 55% deviation applies to the surcharge on voluntary policies for a 12-point violation that is not one of the following: a) manslaughter or negligent homicide resulting from the operation of a motor vehicle, b) prearranged highway racing or knowingly lending a motor vehicle to be used in prearranged highway racing, c) failure to stop and render aid when involved in an accident resulting in bodily injury or death (hit and run driving), or d) transportation for the sale of illegal intoxicating liquors by motor vehicles.
 - Effective 10-1-04 PC073968 [North Carolina Department of Insurance](#)
60. Farmers Insurance Exchange
- Ultra Premier Rating Plan Deviation
 - Premier and Preferred Base Rate Deviations.
 - Auto/Multi Policy Discount: Certain criteria apply.
 - Anti-Theft Device Discount: ½ % discount applies to Comp when a vehicle is equipped with a passive anti-theft device.
 - Electronic Funds Transfer Discount.
 - Eff. 10-1-08 PC116744 [North Carolina Department of Insurance](#)

61. Federal Insurance Company
- Various deviations for bodily injury, property damage, medical payments & uninsured motorist for antique auto.
 - Reduced rates for physical damage coverages for antique autos.
 - Deviation for Split Limit Bodily Injury Increased Limits.
 - Eff. 7-1-03
62. Federated Mutual Insurance Company
- 5% non-fleet private passenger liability & physical damage when homeowners & personal umbrella policy is written with Federated Mutual Insurance Company.
 - Installment Payment Plan: \$2 charge each installment subject to max. of \$5 per account for all policies.
 - Eff. 4-21-95
63. Fidelity & Deposit Compay of Maryland
- 20% non-fleet private passenger auto bodily injury and property damage. 30% physical damage.
 - 10% non-fleet private passenger auto bodily injury, property damage, med pay, comp. & collision age 55 and over.
 - Good Driver Discount: 10% auto liability, PD, med pay comp & coll when principal operator(s) has no fault accidents & no moving violation in past 3 yrs.
 - Anti-Theft Device: Deviation varies 5% - 10% for non-fleet private passenger auto comprehensive.
 - Eff. 1-1-98
64. Fidelity & Guaranty Insurance Company
- Multi-Policy Discount: 2% credit to total auto insurance premium when both auto & home-owners policies are purchased through USF&G Group when certain criteria is met.
 - 2% credit auto BI, PD, med pay, comp & coll premium when principal operator is age 55 & over and there are no inexperienced operators in household.
 - Physical Damage Deviation: 6% applies to comprehensive & collision.
 - Special Package Discount: 5% credit total policy premium for insured who meet specified underwriting guidelines.
 - 15% total premium for insureds who are a participant through any of the USF&G Group Marketing Plans.
 - Eff. 9-1-00
65. Fidelity & Guaranty Insurance Underwriters
- Multi-Policy Discount: 2% credit to total auto insurance premium when both auto & home-owners policies are purchased through USF&G Group when certain criteria is met.
 - 2% BI, PD, med pay, comp & coll deviation to premium when principal operator is age 55 & over and there are no inexperienced operators in household.
 - Physical Damage Deviation: 6% applies to comprehensive & collision.
 - Special Package Discount: 5% credit total policy premium for insured who meet specified underwriting guidelines.
 - 15% auto total premium for insureds who are a participant through any of the USF&G Group Marketing Plans.
 - Eff. 9-1-00
66. Firemans Fund Insurance Company
- Tier Deviation Factor.
 - Account Credit.
 - Electronic Funds Transfer.
 - Vehicle Equipped with Anti-Theft Devices-Alarm Only Devices, Active Disabling Devices, Passive Disabling Devices.
 - Motorcycle Physical Damage Coverage only.
 - Territory Deviation.
 - Eff. 8-15-10 FFDC-126580666 [North Carolina Department of Insurance](#)
67. Firemen's Insurance Company of Washington D.C.
- 15% auto BI, PD, medical payments, uninsured/underinsured motorist, comp & collision coverage.
 - Eff. 11-1-94
68. First Financial Insurance Company
- 15% non-fleet private passenger physical damage rates.
 - Eff. 12-7-87
69. First Liberty Insurance Corporation
- Liability Single Limits (Property Damage) deviation
 - Liability Split Limits (Bodily Injury) deviation
 - Property Damage Limits deviation.
 - Medical Payments deviation.
 - Group Savings Plus Discount Program.
 - Homeowners Discount
 - Mature Driver Discount.
 - Waive the additional \$3.00 charge on the first installment on the Installment Payment Plan
 - Short Rate Cancellation deviation
 - New Customer deviation.
 - Tiering Deviation.
 - Eff. 12-15-08 PC116669 [North Carolina Department of Insurance](#)
70. First National Insurance Company of America
- Territory Deviations.
 - Driving Group Deviations.
 - Renewal, Market, and Tier Deviations.
 - SDIP, Single/Multi Car Deviations.

- SDIP, Single/Multi Car, Major Deviations.
- Account Discount Deviations.
- Vehicle Usage and Market Deviations.
- Limited Experience Operator Program Subscription.
- Certified Risks – Financial Responsibility Laws Deviation.
- Eff. 4-1-11 LBRM-127073267 [NCDOI](#)

71. Foremost Insurance Company

- Installment Payments
- Eff 12/1/06 PC099237 [North Carolina Department of Insurance](#)

72. GEICO Indemnity Company

- Associate Discount.
- Installment Payment Plan.
- Electronic Banking Discount.
- Multi-Line discount.
- Eff. 11-14-11 GECC-127657277 [NCDOI](#)

73. Garrison Property and Casualty Insurance Company

- Territory Deviation.
- Make/Model Deviation.
- Tier Deviation.
- New Vehicle Discount Deviation.
- Occasional Operator Deviation.
- Passive Restraint Seat Belt Discount Deviation.
- MyUSAA Legacy Deviation.
- Principal Operator Age 55 And Over Deviation.
- Military Installation Garaging Deviation.
- Premier Driver Deviation.
- Daytime Running Lights Deviation.
- Years Driving Experience/Marital Status Deviation.
- Policy Advantage Deviation.
- Short Rate Cancellation Tables Cancellation Deviation.
- UMBI and UMBI/UIMBI.
- Extended Transportation Expenses Coverage.
- Audio, Visual and Data Electronic Equipment Coverage Deviation.
- Customizing Equipment Coverage
- Named Non-Owner Policy Deviation.
- Miscellaneous Types/Trailers.
- Installment Payment Plan
- Eff 5-29-12 USAA-127907061 [NCDOI](#)

74. General Insurance Company of America

- Territory Deviation.
- Driving Group Deviations.
- Renewal, Market, and Tier Deviations.
- SDIP, Single/Multi Car Deviations.
- SDIP, Single/Multi Car Major Deviations.
- Account Discount Deviations.
- Vehicle Usage and Market Deviations.
- Limited Experience Operator Program Subscription.
- Certified Risks – Financial Responsibility Laws Deviation.
- Effective 4-1-11 LBRM-127073272 [NCDOI](#)

75. Generali - U S Branch

- 10% auto liability BI & PD for operator licensed 15 or more yrs. & all drivers total 7-11 SDIP pts.
- 20% auto liability BI & PD for operators licensed 15 or more yrs. & all drivers total 12-20 SDIP pts.
- 15% auto liability BI & PD for operators licensed 10 yrs., but less than 15 yrs. & all drivers total 12-20 SDIP pts.
- 5% auto liability BI & PD for operators licensed 5 yrs., but less than 10 yrs. & all drivers total of 12-20 SDIP pts.
- 5% liability BI & PD rates where vehicles are garaged in territories 11,13,17,31,32,41 or 47.
- 7.5% non-fleet private passenger auto liability BI & PD rates where vehicles are garaged in territories 24,26,33 or 43.
- Eff. 2-9-94

76. Government Employees Insurance Company

- Base Premium Deviation by territory.
- Increased Limits Factor Deviation.
- North Carolina 55 & Over deviation.
- Sponsored Marketing Group Pricing Track.
- Motorcycle Safety Course Credit:
- 5 Year Good Driving Discount: Certain criteria apply.
- Associate Discount: credit to total policy premium.
- Military Discount Deviation.
- Tier Factor Discount.

- Driving Record Tier Mantix.
- Automobile Installment Payments.
- Driver Class Matrix.
- Emergency Road Service.
- Electronic Banking Discount.
- Multi-Line Discount.
- Household composite Index Deviation.
- Eff. 4-19-12 GECC-127844243 [NCDOI](#)

77. Grain Dealers Mutual Insurance Company

- Insurance Score Credit.
- Eff 8-4-12 NCMC-128287690 [NCDOI](#)

78. Graphic Arts Mutual Insurance Company

- Mass Merchandising Plan Discount (Superior and Quality Programs).
- Superior Program Deviation.
- Personal Lines Account Credit (Superior and Quality Programs)
- W.I.S.E./Affinity Discount Deviation (Superior and Quality Programs).
- Mature Driver Credit (Superior Program).
- Eff. 4-1-12 UTCX-G128077953 [NCDOI](#)

79. GuideOne Mutual Insurance Company

- 55% liability & physical damage rates on autos rated as Class 3 under Rule 4 of the NC Personal Auto Manual.
- Eff. 2-1-89

80. Hanover American Insurance Company

- Account Credit Program
- Deviation by Territory for BI, PD, medical payments, comprehensive & collision.
- Renewal Credit: insured with Hanover American Insurance Company only.
- Electronic Funds Transfer Payment Plan.
- Group Modification Plan.
- Installment Payment Plan.
- Anti-Theft Discount Deviation.
- BudgetWise Discount.
- Eff. 7-1-12 HNVX-G128193360 [NCDOI](#)

81. The Hanover Insurance Company

- Anti-Theft Discount Deviation: 5%-10% when certain criteria is met.
- Installment Pay Plan by Electronic Funds Transfer: No service charge.
- Group Modification Plan Deviation: 0% to 15.5%.
- Installment Payment Plan: \$3 charge for each installment, excluding first installment.
- Eff. 4-1-02

82. Harbor Specialty Insurance Company

- 10% physical damage insurance rates for risks with "0" SDIP pts.
- 5% BI, PD, medical payments, comprehensive & collision rates if principal operator of vehicle is age 55 or older.
- 15% comprehensive & collision rates for risks with "0" SDIP pts. Policy must be a part of Personal Protection Program.
- 5% non-fleet private pass auto BI, PD & Med Pay rates for risks with "0" SPID pts.
- Eff 2-1-94

83. Harleysville Mutual Insurance Company

Nationwide Mutual Insurance Company (Harleysville Operations)

- Preferred customer discount.
- StarPak Program Discount – Certain criteria, credits vary.
- Companion Credit.
- Life Insurance/Annuity Policy Discount.
- Group discount.
- Multi-Line (Commercial Auto) all premiums except UM and UIM coverage.
- New Policyholder discount.
- First Accident Forgiveness.
- Territorial Deviations.
- Electronic Funds Transfer.

Nationwide Mutual Insurance Company

- Senior Adult deviation.
- Home and Car Deviation/Homeowner Deviation.
- Miscellaneous Vehicle Deviation.
- Preferred Driver Deviation.
- Combined deviation
- Affinity Deviation.
- Intra-agency transfer Deviation
- Payment Plan Deviation.
- Merit Credit deviation.
- Nationwide Associate Deviation.

- Combined Uninsured/Underinsured Motorists Coverage.
 - Minor Violation Forgiveness Deviation.
 - Easy Pay Sign-up Deviation.
 - Multi-Auto Policy Deviation.
 - Eff 7-30-12 HRLV-128404948 [NCDOI](#)
84. Harleysville Preferred Insurance Company
- Preferred customer discount.
 - StarPak Program Discount.
 - Companion Credit.
 - Life Insurance/Annuity Policy Discount.
 - Group discount-affinity.
 - Coverage Factors for Comp and Coll coverages.
 - Multi-Line (Commercial Auto) all premiums except Uninsured and Underinsured Motorists coverage.
 - New Policyholder discount.
 - First Accident Forgiveness.
 - Territorial Deviations.
 - Electronic Funds Transfer.
 - Eff 7-30-12 HRLV-128376059 [NCDOI](#)
85. Hartford Accident and Indemnity Company
- Territory Deviation.
 - Non-Resident Student.
 - Account Credit.
 - Homeownership Credit.
 - Personal Umbrella Policy Credit.
 - Hybrid Vehicle Credit.
 - New Vehicle Discount.
 - Household Composition Primary Classification Deviation.
 - Presence of married or domestic partners/total number of drivers.
 - Years licensed/married status.
 - Years licensed/annual mileage.
 - Limited Driver.
 - Years licensed/driver training.
 - Years Licensed/Good Student.
 - Years licensed/principal/occasional.
 - Years licensed/number of vehicles.
 - Years licensed/household composition.
 - Vehicle age/number of vehicles.
 - Annual mileage deviation.
 - Defensive driver deviation.
 - Accident forgiveness Deviation.
 - SDIP incident count deviation.
 - Tier Deviation chart.
 - Eff 6-2-12 HART-128087520 [NCDOI](#)
86. Hartford Casualty Insurance Company
- Agency Book Transfer Credit, maintained continuous automobile coverage, four or more consecutive years of accident and conviction free experience, BI, PD, Med Pay, Comp and Collision.
 - Multi Car Discount.
 - Eff 7-1-09 HART-126157758 [North Carolina Department of Insurance](#)
87. Hartford Fire Insurance Company
- Territory Deviation.
 - Non-Resident Student.
 - Account Credit.
 - Homeownership Credit.
 - Personal Umbrella Policy Credit.
 - Hybrid Vehicle Credit.
 - Employee discount.
 - New Vehicle Discount.
 - Designated Affinity Groups Deviation.
 - Household Composition Primary Classification Deviation.
 - Presence of married or domestic partners/total number of drivers.
 - Years licensed/married status.
 - Years licensed/annual mileage.
 - Limited Driver.
 - Years licensed/driver training.
 - Years Licensed/Good Student.
 - Years licensed/principal/occasional.
 - Years licensed/number of vehicles.
 - Years licensed/household composition.
 - Vehicle age/number of vehicles.

- Annual mileage deviation.
- Defensive driver deviation.
- Accident forgiveness Deviation.
- SDIP incident count deviation.
- Tier Deviation chart.
- Eff 10-2-12 HART-128710585 [NCDOI](#)

88. Hartford Insurance Company of the Midwest

- Territory Deviation.
- Non-Resident Student.
- Account Credit.
- Homeownership Credit.
- Personal Umbrella Policy Credit.
- Hybrid Vehicle Credit.
- Employee discount.
- New Vehicle Discount.
- Household Composition Primary Classification Deviation.
- Presence of married or domestic partners/total number of drivers.
- Years licensed/married status.
- Years licensed/annual mileage.
- Limited Driver.
- Years licensed/driver training.
- Years Licensed/Good Student.
- Years licensed/principal/occasional.
- Years licensed/number of vehicles.
- Years licensed/household composition.
- Vehicle age/number of vehicles.
- Annual mileage deviation.
- Defensive driver deviation.
- Accident forgiveness Deviation.
- SDIP incident count deviation.
- Tier Deviation chart.
- Eff 6-2-12 HART-128087211 [NCDOI](#)

89. Hartford Property and Casualty Insurance Company of Hartford

- Territory Deviation.
- Non-Resident Student.
- Account Credit.
- Homeownership Credit.
- Personal Umbrella Policy Credit.
- Hybrid Vehicle Credit.
- New Vehicle Discount.
- Household Composition Primary Classification Deviation.
- Presence of married or domestic partners/total number of drivers.
- Years licensed/married status.
- Years licensed/annual mileage.
- Limited Driver.
- Years licensed/driver training.
- Years Licensed/Good Student.
- Years licensed/principal/occasional.
- Years licensed/number of vehicles.
- Years licensed/household composition.
- Vehicle age/number of vehicles.
- Annual mileage deviation.
- Defensive driver deviation.
- Accident forgiveness Deviation.
- SDIP incident count deviation.
- Tier Deviation chart.
- Eff 6-2-12 HART-128087279 [NCDOI](#)

90. Hartford Underwriters Insurance Company

- Defensive Driver Credit.
- Account Credit.
- Renewal Credit Discount.
- Incident Free Credit.
- Safe Driver Plus Credit.
- Advantage Discount.
- Primary Classification Rating Factors Exception.
- Eff. 11-1-09 HART-126225525 [North Carolina Department of Insurance](#)

91. Horace Mann Insurance Company

- Member only (Affinity) Deviation.
- Surcharge Forgiveness (SDIP).

- Electronic Funds Transfer (Payment Options).
 - Installment Payments.
 - Payroll Payment Plan Deviation.
 - Educator Deviation.
 - Replacement Coverage for New Autos Deviation.
 - Towing and Labor Costs Deviation.
 - 2011+ ISO Symbol Deviation
 - Eff 7-16-12 HRMN-128312978 [NCDOI](#)
92. Horace Mann Property & Casualty Insurance Company
- Territory Deviation.
 - Multi-line Deviation.
 - Member Only (Affinity) deviation.
 - Surcharge Forgiveness (SDIP).
 - Electronic Funds Transfer (Payment Options).
 - Installment Payments.
 - Credit Rating Deviation.
 - Administrator Deviation-School Administrator.
 - Payroll Payment Plan Deviation.
 - Policy Age Deviation.
 - Educator Deviation.
 - Replacement Coverage for New Autos Deviation.
 - Towing and Labor Costs Deviation.
 - 2011+ ISO Symbol Deviation.
 - New Customer Deviation.
 - Eff. 7-16-12 HRMN-128313098 [NCDOI](#)
93. IDS Property Casualty Insurance company
- Accident Free Discount.
 - Auto/Homeowner Discount
 - Deviation for Coverage of BI, PD, Med Pay, Comp, Coll and UM/UIM limits.
 - Liability Limits deviation.
 - Installment Pay Plan.
 - Work Site Discount.
 - Costco Member Discount.
 - Multi-car Discount.
 - Affinity discount.
 - Eff 10-20-11 PRCA-127373888 [NCDOI](#)
94. Indemnity Insurance Company of North America
- 17% BI, PD, medical payments, uninsured motorists, combined uninsured & underinsured, comp & collision.
 - Eff. 3-18-97
95. Infinity Insurance Company
CLASSIC COLLECTORS PROGRAM
- BI & PD, UM or UM/UIM Combined BI, UM or UM/UIM PD coverage, Medical Payment discounts.
 - Comp and Coll and towing coverage deviation.
 - Transfer Credits.
 - Eff 2-10-10 NFNT-126446722 [North Carolina Department of Insurance](#)
96. Insura Property and Casualty Insurance Company
- Multi Policy Discount: 7.5% credit when Homeowners policy is written in the Anthem Casualty Insurance Group.
 - Anti-Theft Discount: Variable credit.
 - Longevity Discount: 5% credit to auto policies that have been in force for past 5 yrs. Credit applies to Plus & Premier policies only.
 - Mature Operator Discount: 5% discount for drivers age 55 to 69 yrs. old with no driver with less than 5 yrs. driving experience. Credit applies to Plus & Premier policies only.
 - .837 Discount Factor for BI, PD, medical payments, comprehensive & collision on all Insura Premier policies.
 - Eff. 1-27-03 PC056566 [North Carolina Department of Insurance](#)
97. Insurance Company of North America
- 17% BI, PD, med payments, uninsured motorists, combined uninsured & underinsured, comp & collision.
 - Eff. 3-18-97
98. Integon Casualty Insurance Company
- Waive installment Payment Plan fee.
 - Vehicle with full coverage, Non Preferred.
 - Driver Class Deviation.
 - Eff. 11-1-09 GMMX-126328159 [North Carolina Department of Insurance](#)
99. Integon General Insurance Corporation
- Waive installment Payment Plan fee GMAC Insurance Employees and affiliates of GMAC Insurance.
 - Vehicle with full coverage, Non Preferred.
 - Eff. 11-1-09 GMMX-126328174 [North Carolina Department of Insurance](#)

100. Integon Indemnity Corporation

- Waive installment Payment Plan fee.
- Vehicle with full coverage, Non Preferred.
- Eff. 11-1-09 GMMX-126328253 [North Carolina Department of Insurance](#)

101. Integon National Insurance Company

- Installment fee waived.
- Vehicle with full coverage.
- Electronic Funds Transfer Payment Plan.
- Safe Driver Insurance Plan/Single vs. Multi-car deviation.
- Inexperience Operators Deviation.
- Driver Class and Waivable Violations Deviations Liability.
- Driver Class and Waivable Violations Deviations Physical Damage.
- Credit Program Deviations.
- Miscellaneous Deviation.
- New Car Deviation.
- Territory Deviation.
- Eff 6-1-10 GMMX-126561856 [North Carolina Department of Insurance](#)

102. Ironshore Indemnity Inc.

- 7.5% BI, PD for multi-car policies, where all drivers on policy together have 12-20 SDIP pts. with one 12 pt. violation which is not one of following: A. Manslaughter or negligent homicide; B. Failure to stop & render aid when involved in an accident resulting in bodily injury or death; C. Pre-arranged racing or knowingly lending a vehicle to be used in prearranged racing; D. Transporting illegal intoxicating liquors by motor vehicle.
- 15% BI, PD for single car risk, where all drivers on policy together have 12-20 SDIP pts. with one 12 pt. violation is not one of following: A. Manslaughter or negligent homicide; B. Failure to stop & render aid when involved in an accident resulting in bodily injury or death; C. Pre-arranged racing of knowingly lending a vehicle to be used in pre-arranged racing; D. Transporting illegal intoxicating liquors by motor vehicle.
- Eff. 6-7-95

103. Lancer Insurance Company

All deviations applicable to non-fleet private passenger auto comprehensive & collision coverages for single car and the insured may not have one of the following:

- a. Manslaughter or negligent homicide.
 - b. Failure to stop & render aid when involved in an accident resulting in bodily injury or death.
 - c. Prearranged racing or knowingly lending a motor vehicle to be used in prearranged racing.
 - d. Transporting illegal liquors by motor vehicle.
- 28% for policies with 12-15 pts.; based on model yr. of auto; driver has at least 3-6 yrs. driving experience.
 - 45% for policies with 12-15 pts.; based on model yr. of auto; driver has at least 7-14 yrs. driving experience.
 - 48% for policies with 12-15 pts.; based on model yr. of auto; driver has at least 15-45 yrs. driving experience.
 - 30% for policies with 10-11 pts.; based on model yr. of auto; driver has at least 7-14 yrs. driving experience.
 - 35% for policies with 10-11 pts.; based on model yr. of auto; driver has at least 15-45 yrs. driving experience.
 - 20% for policies with 8-9 pts.; based on model yr. of auto; driver has at least 7-14 yrs. driving experience.
 - 25% for policies with 8-9 pts.; based on model yr. of auto; driver has at least 15-45 yrs. driving experience.
 - 37% for policies with 8-15 pts.; based on model yr. of auto; driver has at least 3 yrs. driving experience.
 - Eff. 4-1-99

104. Liberty Mutual Insurance Company

- Group Savings Plus Discount.
- Homeowners Discount.
- Mature Driver Discount Program.
- New Customer downward deviation.
- Tiering Deviations.
- Installment Payment Plan.
- Short Rate Cancellation deviation.
- Early Shopper Discount.
- Eff. 3-6-12 LBPM-127985786 [NCDOI](#)

105. LM Property & Casualty Insurance Company

- 2% BI, PD, medical payments, comprehensive & collision for Senior Driver Discount. Certain criteria apply.
- 8% BI, PD, comprehensive & collision for Long Term Discount, when criteria is met.
- 6% BI, PD, comprehensive & collision for New Business Discount.
- 5% Renter's (HO-4) Companion Policy Discount.
- 5% Companion for Life Discount.
- Base Rate Deviation for single & multi car policies.
- Electronic Funds Transfer Deviation: \$1 service charge deleted.
- Installment Payment Plan: No charge for first installment payment.
- Eff. 7-11-03 PC061489 [North Carolina Department of Insurance](#)

106. Lumbermens Mutual Casualty Company

- Deferred Premium Payment Plan - monthly service charge of 3% is applied per billing. If paid through electronic funds transfer, a monthly service charge is applied per billing.
- 7% Kemper Network Deviation: Certain criteria apply.
- Eff 7-1-03

107. Maiden Specialty Insurance Company

- Installment Fee Waived deviation.
- Full Coverage deviation.
- Safe Driver Insurance Plan/Single vs. Multi-Car deviation.
- Eff. 11-1-09 GMMX-126330263 [North Carolina Department of Insurance](#)

108. Main Street America Assurance Company

- Preferred Plus Driver Discount. Collision and Comp Coverages
- Preferred Driver Discount Comp and Coll Coverages.
- Insurance Score Discount BI, PD, Med Pay , Uninsured and Combines UM/UN.
- Installment Pay Plan – Multi-policies, Installment Pay Plan – EFT.
- Combines Personal Protection Program – both HO and Auto, BI, PD, Med, Coll, Comp.
- Eff 10-10-07 PC107137 [North Carolina Department of Insurance](#)

109. Markel Insurance Company

- Base Rate Deviation.
- Mass Marketing Discount.
- Eff 7-18-12 MRKA-128222281 [NCDOI](#)

110. Maryland Casualty Company

- 5% BI, PD, comprehensive & collision coverage if named insured is an educator.
- 5% BI, PD, med payments, comp & collision for drivers with least 30 yrs. driving experience & no inexperience operator.
- 5% non-fleet private passenger auto comprehensive & collision for multi-car policies.
- 5% non-fleet private passenger auto comprehensive & collision for vehicles with "0" SDIP.
- 5% non-fleet private passenger auto BI, PD for anti-lock braking system.
- 5% non-fleet private passenger auto comprehensive for active anti-theft disabling devices.
- 5% non-fleet private passenger auto BI, PD, comprehensive, collision, uninsured
- underinsured motorist, towing & labor & all miscellaneous coverage (companion policy).
- Eff. 2-15-98

111. Massachusetts Bay Insurance Company

- Account Credit Program.
- Electronic Funds Transfer Payment Plan.
- Group Modification Plan.
- Deviation by Territory for BI, PD, med pay, comp & collision.
- Installment Payment Plan.
- Anti-Theft Discount Deviation.
- Budget wise discount.
- Eff. 7-1-12 HNVX-G128193381 [NCDOI](#)

112. Members Insurance Company

- Extra Vehicles Deviation
- Account Credit Deviation
- Underwriting Tier Deviation
- TMIC Auto and Home Deviation.
- Homeowners deviation.
- Eff 2-15-11 NCPC-126990569 [North Carolina Department of Insurance](#)

113. Merastar Insurance Company

- Account Discount, Rule 4.I. (a).
- Mature Operator Discount, Rule 4.I (b).
- Auto/Home Discount, Rule 4.I. (a) on BI, PD, med pay, comp and coll rates.
- Safe and Sound Discount, Rule 4.I. (b) on comp and coll rates.
- Anti-Lock Braking Discount, Rule 4.I.(c) on collision.
- Anti-Theft Discount, Rule 4.I. (c) on comp rates.
- Waiver of Installment Charge, Rule 4.I. (a).
- Personal Financial Management Discount (Credit Score), Rule 4.I. (b).
- Eff. 12-15-09 UNTR-126283450 [North Carolina Department of Insurance](#)

114. Metropolitan Direct Property & Casualty Insurance Company

- Territorial Deviation.
- Experience Driver Deviation.
- Age 55 & Older Deviation.
- Preferred Customer Discount.
- MetRewards Discount.
- Multi Policy Discount.
- Mass Merchandising Account Deviation.
- Payroll Deduction Discount.
- Employment Tenure Discount.
- Small Group Account discount.
- Repair or Replacement Coverage – One Year Coverage.
- Coverage for Rented Vehicles.

- Certified Risks Financial Responsibility Laws discount.
 - Multi-Cycle Discount.
 - Eff 6-15-45 METX-G128208668 [NCDOI](#)
115. Metropolitan Property & Casualty Insurance Company
- Mass Merchandising Account Deviation.
 - Payroll Deduction Discount.
 - Employment Tenure Discount.
 - Small Employer Group Program.
 - Extended Transportation Expenses Coverage.
 - Repair or Replacement Coverages – One Year Coverage.
 - Coverage for Rented Vehicles.
 - Certified Risks Financial Responsibility laws discount.
 - Multi-Cycle Discount.
 - Multi-RV Discount.
 - Golfmobiles Discount.
 - Eff. 5-10-12 METX-G128208598 [NCDOI](#)
116. Motors Insurance Corporation
- Deviation applies under Mechanical Insurance Program & provides for eliminating surcharge on all eligible vehicles equipped with diesel engines.
 - Eff. 10-1-85
117. NGM Insurance Company
- 8% credit on Collision and Comprehensive for Preferred Plus Driver.
 - 4% credit on Collision and Comprehensive for Preferred Driver.
 - Various discounts for named insured insurance score.
 - Installment Payment Plan Deviation.
 - 5% Combined Personal Protection.
 - Eff. 2-9-12 NGMC-127881520 [NCDOI](#)
118. National Specialty Insurance Company
- Deviation on bodily injury, property damage & medical payments: 15% - 0 SDIP pts.; 10% 1-4 SDIP pts. if certain criteria is met.
 - Deviation non-fleet private passenger auto comprehensive & collision coverage: 10% - 0 SDIP pts. if certain criteria is met.
 - Eff. 2-6-95 *Name changed from State National Specialty Insurance Company effective 3/16/04*
119. National Surety Corporation
- Tier Deviation Factor.
 - Account Credit.
 - Electronic Funds Transfer.
 - Vehicle Equipped with Anti-Theft Devices-Alarm Only Devices, Active Disabling Devices, Passive Disabling Devices.
 - Motorcycle Physical Damage Coverage only.
 - Territory Deviation.
 - Eff. 8-15-10 FFDC-126581109 [North Carolina Department of Insurance](#)
120. Nationwide Affinity Insurance Company of America
- Territory Deviation
 - Nationwide Affinity Deviation
 - Liability Vehicle Grouping Deviation
 - Model Year Deviation
 - New Vehicle Deviation
 - Driver Class Deviation
 - Accident Free Deviation
 - Financial Responsibility Deviation (Credit Score)
 - Matrix Deviation (prior insurance, prior bodily injury limits, number of vehicles)
 - Driving record deviation.
 - Misc Vehicle Deviation (Antique or Classic Autos, Motorcycles and any vehicle not subject to the SDIP)
 - Term with Prior Carrier Deviation.
 - Eff 6-11-12 NTWP-128203050 [NCDOI](#)
121. Nationwide Insurance Company of America
- Motorcycle**
- Matrix Deviation
 - Eff 8-10-07 PC104820 [North Carolina Department of Insurance](#)
 - Financial Responsibility Deviation – Based on credit scoring. Credit varies.
 - Territory Deviation – Credit varies by territory.
 - Nationwide Affinity Deviation.
 - Preferred Driver Deviation –according to certain criteria.
 - Intra-Agency Transfer Deviation.
 - Matrix Deviation.
 - Home and Car Deviation.
 - Non-Nationwide Homeowner Deviation.

- Auto Financial Deviation.
- Miscellaneous Vehicle Deviation.
- Driver Class Deviation.
- Household composition deviation
- Payment Plan Deviation.
- Tier Deviation.
- Terms with prior carrier deviation.
- Increased Limits.
- New Vehicle Deviation.
- Advanced Quote Deviation.
- SDIP Deviation.
- Time Since Incident Deviation.
- Nationwide Associate Deviation.
- Uninsured/Underinsured Motorist deviation.
- Accident Forgiveness Deviation.
- Minor violation Forgiveness Deviation.
- Fender Bender Forgiveness.
- Preferred Deviation.
- Preferred Bundle Deviation.
- Easy Pay sign-up deviation.
- Deductible Deviation.
- Eff 11-5-12 NWPC-128475824 [NCDOI](#)

122. Nationwide Mutual Fire Insurance Company

- Company Deviation Factor
- Inexperienced operator deviation.
- Multi-auto Policy Deviation.
- Eff. 3-1-12 NTWP-128004034 [NCDOI](#)

123. Nationwide Mutual Insurance Company

NATIONWIDE MUTUAL INSURANCE COMPANY

- Senior Adult Discount Deviation.
- Home and Car Deviation/Homeowner Deviation.
- Miscellaneous Vehicle Deviation.
- Preferred Driver Deviation.
- Combined deviation
- Affinity Deviation.
- Intra-agency transfer Deviation
- Payment Plan Deviation.
- Merit Credit deviation.
- Nationwide Associate Deviation.
- Nationwide Uninsured/Underinsured Motorists Coverage.
- Minor Violation Forgiveness Deviation.
- Easy Pay Sign-up Deviation.
- Multi-Auto Policy Deviation.

NATIONWIDE MUTUAL INSURANCE COMPANY (HARLEYSVILLE OPERATIONS)

- Preferred customer discount.
- StarPak Program Discount.
- Companion Credit.
- Life Insurance/Annuity Policy Discount.
- Group discount.
- Multi-Line (Commercial Auto) all premiums except UM and UIM coverage.
- New Policyholder discount.
- First Accident Forgiveness.
- Territorial Deviations.
- Electronic Funds Transfer.
- Eff. 10-1-12 NWPC-128475531 [NCDOI](#)

124. Nationwide Property and Casualty Insurance Company

- Financial Responsibility Deviation.
- Territory Deviation.
- Nationwide Affinity Deviation.
- Preferred Driver Deviation –according to certain criteria.
- Intra-Agency Transfer Deviation.
- Matrix Deviation.
- Home Car Deviation.
- Non-Nationwide Homeowner Deviation.
- Auto Financial Deviation.
- Miscellaneous Vehicle Deviation.
- Driver Class Deviation.
- Household composition deviation
- Payment Plan Deviation.
- Tier Deviation.

- Terms with prior carrier deviation.
- Increased Limits.
- New Vehicle Deviation.
- Advanced Quote Deviation.
- SDIP Deviation.
- Time Since Incident Deviation.
- Nationwide Associate Deviation.
- Uninsured/Underinsured Motorist deviation.
- Accident Forgiveness Deviation.
- Minor violation Forgiveness Deviation.
- Fender Bender Forgiveness.
- Preferred Bundle Deviation.
- Easy Pay sign-up deviation.
- Deductible deviation.
- Effective 11-5-12 NWPC-128475823 [NCDOJ](#)

125. Netherlands Insurance Company

- 10% deviation applies to BI, PD, medical payments for risks in territory 11, 13, 14, 15, 16, 17, 18, 24, 25, 31, 32, 33, 47, 51.
- 15% deviation applies to bodily injury, property damage & medical payments for risks in territory 52.
- 15% deviation applies to comprehensive and collision for risks in territories 11,13,14, 16, 17,18, 24, 25, 31, 32, 33, 47.
- 20% deviation applies to comprehensive and collision for risks in territories 15, 51, 52.
- 4% discount bodily injury, property damage & med pay comp and coll coverages where all operators must have '0' merit rating points.
- 7% discount bodily injury, property damage & med pay comp and coll coverages for risks part of the Personal Protectors Program.
- 2% discount for BI, PD, & med pay comp and coll coverages provided the principal operator of the vehicle is age 55 or older.
- Eff. 10-15-02

126. New South Insurance Company

- Waive installment Payment Plan fee.
- Vehicle with full coverage, Non Preferred.
- Safe Driver Insurance Plan Single/Multi Car deviation.
- Eff. 11-1-09 GMMX-126328296 [North Carolina Department of Insurance](#)

127. North Carolina Farm Bureau Mutual Insurance Company

- Driving Experience.
- Deviation of 20% to Collision Coverage on Motorcycles with greater than 1000 cc's.
- Territory Deviation will apply to BI, PD Med Pay, Comp and Coll coverages.
- Twelve-point violation 55% for BI, PD Med Pay, Comp and Coll coverages
- Split Limit BI Increased Limits.
- Insurance Credit Scoring.
- Eff 4-1-12 NCFB-127797113 [NCDOJ](#)

128. Northern Insurance Company of New York

- 10% BI, PD, medical payments, comprehensive, collision & all miscellaneous coverage (Tier I).
- 6% deviation BI, PD, medical payments, comprehensive, collision & all other miscellaneous coverage (Tier II).
- 3% BI, PD, medical payments, comprehensive, collision & all miscellaneous coverage (Tier III).
- 5% BI, PD, med pays, comp & coll for operators with at least 30 yrs. driving experience with no inexperience operators.
- 5% BI & PD with anti-lock braking system.
- Various deviations for comprehensive with vehicles equipped with anti-theft devices.
- 5% BI, PD, med pay, uninsured & underinsured motorist, comp, coll, towing & all misc coverage for auto & home discount.
- 10% BI, PD, comprehensive & collision with named insured employed as an educator.
- 12% BI, PD, med pay, comp & collision where name insured is an employee of Centry Furniture Industries Inc.
- 6% deviation on BI, PD, comp & coll if named insured is an employee of Premier, Inc. & its Hospitals & Health Systems & Premier Insurance Management Services, Inc.
- 9% deviation on BI, PD, comp & coll if named insured is an employee of American Veterinarians Medical Association Professional Liability Insurance Trust.
- Eff. 7-19-01 PC042666 [NCDOJ](#)

129. Ohio Casualty Insurance Company

- 4% credit to all coverages with an operator age 55 or older who purchase Homeowners coverage in Ohio Casualty Group.
- Employee Discount: 15% when criteria is met.
- Anti-Theft Discount: Comprehensive Coverage only: 5% alarm only & active disabling devices: 15% passive disabling devices: Other criteria apply.
- Eff. 9-1-00

130. Omni Insurance Company

- For deviations see the North Carolina Department of Insurance website.
- Eff 5-28-01 **PC041974** [Filing Detail](#)

131. OneBeacon America Insurance Company

- Base rate deviation by territory: bodily injury, property damage, med pay, comprehensive & collision premium. Variable credits.
- 5% bodily injury, property damage, med pay, comprehensive & collision driven by insured who reached age 55.
- Anti-Theft Device Credits: on comprehensive if vehicle is equipped with anti-theft device. 5% alarm only, active disabling device. 10% passive disabling device.
- Cancellation will be done on a pro-rata basis.

- Eff. 11-20-01

132. OneBeacon Midwest Insurance Company

- 5% Multi-Policy Credit for BI, PD, med pay, comprehensive & collision for principal driver age 55 & over.
- Anti-Theft Device Credit: Credit varies 5% - 10% for comprehensive coverage.
- Cancellation: Deviation on short rate cancellation resulting in pro-rata cancellation.
- Eff. 11-20-01

133. Owners Insurance Company

- Bodily Injury Limit Deviation.
- Property Damage Limit Deviation.
- Owners Rate Deviation.
- Symbol Deviation.
- Multi Policy Discount Auto/Home; Auto/Life; Auto/Umbrella Discount for BI, PD, Med Pay, comprehensive & collision.
- Paid in full discount.
- Mature Driver Discount.
- Territory Deviation
- Insurance Scoring Discount on all coverages.
- Financial Responsibility Deviation.
- Eff 2-1-12 AOIC-127842865 [NCDOI](#)

134. Pacific Employers Insurance Company

- 17% BI, PD, med pay, uninsured motorists, combined uninsured & underinsured, comprehensive & collision.
- Eff. 3-18-97

135. Pacific Indemnity Company

- Antique Auto: Various deviations on liability & physical damage coverages.
- Increased Limits Deviations.
- Eff. 7-1-03 PC062945 [North Carolina Department of Insurance](#)

136. Peak Property and Casualty Insurance Corporation

- 67% deviation on bodily injury and property damage coverages to single car with 12 SDIP points
- 52% deviation on bodily injury and property damage coverages to single car with 13-14 SDIP points
- 50 % deviation on bodily injury and property damage coverages to single car with 15 SDIP points
- 30% deviation on bodily injury and property damage coverage to multi car with 16-20 SDIP points
- 52% deviation on bodily injury and property damage coverages to multi car with 12 SDIP points
- 51% deviation on bodily injury and property damage coverages to multi car with 13-14 SDIP points
- 49% deviation on bodily injury and property damage coverages to multi car with 15 SDIP points
- 33% deviation on bodily injury and property damage coverage to multi car with 16-20 SDIP points
- Eff 4-17-07 PC103425 [North Carolina Department of Insurance](#)

137. Peerless Insurance Company

- Deviation on BI, PD, Med Pay, Comp and Coll written with forms HO-3, HO-5, or HE-7 that are part of the Personal Protector Program.
- Deviation on BI, PD, Med Pay, Comp & Coll written with form HO-06 that is part of the Personal Protector program.
- Deviation on Installment Payment Plan by Electronic Funds Transfer or Agency Bill.
- Price Point deviation.
- Deviation on BI, PD, Med Pay, Comp and Coll coverage written with forms HO-4 and part of Personal Protector Program.
- Effective 8-15-12 LBRM-128292222 [NCDOI](#)

138. Pennsylvania General Insurance Company

- 20% non-fleet private passenger auto comprehensive & collision rates.
- 5% Account Credit is applicable to all voluntary personal auto policies where named insured has his/her homeowners (except Forms HO- & HO-4) insurance in any of General Accident Companies. Credit applies to total premium for each coverage.
- 5% Anti-Lock Brake Discount: BI, PD, single limit liability, medical payments & collision if vehicle is equipped with factory installed anti-lock brakes.
- 15% bodily injury, property damage & medical payments.
- Eff. 3-15-96

139. Pennsylvania National Mutual Casualty Insurance Company

- Account Credit, Preferred and Preferred Advantage Programs.
- Account Credit without Homeowners Preferred and Preferred Advantage Programs.
- Mature Driver Discount Preferred and Preferred Advantage Programs.
- Personal Auto Preferred Program by Territory.
- Personal Auto Preferred Advantage Program by Territory.
- Insurance Bureau Score discount Preferred and Preferred Advantage Programs.
- Private Passenger Autos written on a Commercial Lines Policy.
- Underwriting Scorecard deviation.
- Territory Deviation.
- Installment Charges.
- Paid in Full Discount.
- Affinity Group Discount.
- Agency Transfer Transition Factor.
- Eff 10-1-12 PNPR-128494779 [NCDOI](#)

140. Pharmacists Mutual Insurance Company

- Multi-Policy Credit Personal Package discount.
- Multivariate Rating.
- Deviation of Base Rates.
- Eff 11-1-11 PHAR-127314841 [NCDOI](#)

141. Philadelphia Indemnity Insurance Company

- Liability coverage Only
- Physical Damage Coverage only
- Eff 1-1-06 PC087035 [Filing Detail](#)

142. Phoenix Insurance Company

- Company Coverage Factors.
- Account Discount (Multi-Policy)
- Contributing Vehicle Credit (number of vehicles)
- Hybrid Vehicle Discount (type of fuel used)
- Installment Payment.
- Multi-Line Insurance and Financial Services Institution.
- Effective 11-1-09 TRVA-126245059 [North Carolina Department of Insurance](#)

143. Platt River Insurance Company

- 17.5 % Credit Physical Damage and 5% Credit Liability base premiums: Certain Preferred Driver criteria must be met.
- 5% Credit Physical Damage base premiums: Certain Standard Driver criteria must be met.
- Account Credit Program: 10% Credit: Must have Homeowners and Auto policy with UIC.
- 5% Credit for BI, PD and Med Pay for factory installed Anti-Lock Brake System.
- 5% Credit for BI, PD, Med Pay, Collisions, and Comprehensive premiums: Mature Driver Discount: Certain criteria apply.
- Eff. 10-1-99

144. Privilege Underwriters Reciprocal Exchange

- Extra Vehicle deviation.
- Accident Prevention Course.
- Driver Training Course.
- Good Student Discount.
- Away at School discount.
- Years clean discount.
- Multi-line Policy.
- Anti-lock brakes.
- Anti-theft discount.
- Window Glass Etching discount.
- Tier Rating Credit Scoring.
- Eff 9-3-10 PRIV-126711287 [North Carolina Department of Insurance](#)

145. Progressive American Insurance Company

- Territory Deviation – Liability
- Household Group Deviation – Liability
- Financial Responsibility Deviation – Liability
- Points Deviation – Liability
- High Points Deviation- Liability
- Discount Deviation – Liability
- Accident with no Point Deviation – Liability
- Accident with Point Deviation – Liability
- Major Violation Deviation – Liability
- Minor Violation and Points Deviation – Liability
- Market and Points Deviation – Liability
- Points and Inexperienced Operator Deviation – Liability
- Household Structure Deviation – Liability
- Tier Deviation – Liability.
- Paperless Deviation – Liability.
- BI Limit Deviation - Liability.
- Household Composition Deviation – Liability.
- Non-Negligent Occurrence Deviation – Liability.
- Territory Deviation – Physical Damage
- Household Group Deviation – Physical Damage
- Financial Responsibility Deviation – Physical Damage
- Points Deviation – Physical Damage
- High Points Deviation- Physical Damage
- Discount Deviation – Physical Damage
- Accident with no Point Deviation – Physical Damage
- Accident with Point Deviation – Physical Damage
- Major Violation Deviation – Physical Damage
- Minor Violation and Points Deviation – Physical Damage
- Points and Inexperienced Operator Deviation- Physical Damage
- Household Structure Deviation – Physical Damage

- Tier Deviation – Physical Damage
- Paperless Deviation – Physical Damage.
- Electronic Funds Transfer Installment Deviation.
- Household Composition Deviation – Physical Damage.
- Non-Negligent Occurrence Deviation – Physical Damage.
- Effective 10-1-12 PRGS-128571245 [NCDOI](#)

146. Progressive Northern Insurance Company

- Territory Deviation – Liability
- Household Group Deviation – Liability
- Financial Responsibility Deviation – Liability
- Points Deviation – Liability
- High Points Deviation- Liability
- Discount Deviation – Liability
- Accident with no Point Deviation – Liability
- Accident with Point Deviation – Liability
- Major Violation Deviation – Liability
- Minor Violation and Points Deviation – Liability
- Market and Points Deviation – Liability
- Points and Inexperienced Operator Deviation – Liability
- Household Structure Deviation – Liability
- Multi Policy Deviation – Liability
- Paperless Deviation.
- Household composition Deviation – Liability.
- Non-Negligent Occurrence Deviation.
- Territory Deviation – Physical Damage
- Household Group Deviation – Physical Damage
- Financial Responsibility Deviation – Physical Damage
- Points Deviation –Physical Damage
- High Points Deviation- Physical Damage
- Discount Deviation – Physical Damage
- Accident with no Point Deviation – Physical Damage
- Accident with Point Deviation – Physical Damage
- Major Violation Deviation – Physical Damage
- Minor Violation and Points Deviation – Physical Damage
- Market and Points Deviation – Physical Damage
- Points and Inexperienced Operator Deviation – Physical Damage
- Household Structure Deviation – Physical Damage
- Multi Policy Deviation – Physical Damage
- Paperless Deviation – Physical Damage.
- Household composition Deviation – Physical Damage.
- Non-Negligent Occurrence Deviation – Physical Damage.
- Electronic Funds Transfer Installment deviation
- New Business Installment deviation.
- Eff 10-1-12 PRGS-128558749 [NCDOI](#)

147. Progressive Preferred Insurance Company

LIABILITY All deviation applicable to non-fleet private passenger auto bodily injury, property damage & medical payments coverage for all listed components.

- 14%-35% for single car policies, non standard underwriting with 5-6 or more SDIP pts.
- 28% for multi car policies, non standard underwriting with 6 or more SDIP pts.
- 15%-36% for single car policies, middle underwriting with 3-6 or more SDIP pts.
- 11%-29% for multi car policies, middle underwriting with 4-6 or more SDIP pts.
- 14%-50% for single car policies, standard underwriting with 0-6 or more SDIP pts.
- 16%-35% for multi car policies, standard underwriting with 2-6 or more SDIP pts.
- 31%-53% for single car policies, preferred underwriting with 0-6 or more SDIP pts
- 25%-39% for multi car policies, preferred underwriting with 0-6 or more SDIP pts.
- 51%-53% for single car policies, ultra-preferred underwriting with 0-6 or more SDIP pts.
- 39%-42% for multi car policies, ultra preferred underwriting with 0-6 or more SDIP pts.
- 5% for policies in non-standard, middle & standard underwriting to policies with proof of homeownership.
- 5%-10% for risks who are members of qualified participating groups, associations or employees of qualified participating employer when risks meet underwriting guidelines.

LIABILITY All deviation applicable to non-fleet private passenger auto bodily injury, property damage & medical payments coverage for all listed components. 12 point violation must not be one of the following:

- Manslaughter or negligent homicide.
 - Prearranged racing or knowing lending a motor vehicle to be used in prearranged racing.
 - Failure to stop & render aid when involved in an accident resulting in bodily injury or death.
 - Transporting illegal intoxicating liquors by motor vehicle.
- Deviation for single car, non standard underwriting, 12-21 SDIP pts. Credit varies 58%-74%.
 - Deviation for multi car, non standard underwriting, 12-21 SDIP pts. Credit varies 44%-63%.
 - Deviation for single car, middle underwriting, 12-21 SDIP pts. Credit varies 60%-75%.
 - Deviation for multi car, middle underwriting, 12-21 SDIP pts. Credit varies 48%-66%.
 - Deviation for single car, standard, preferred and ultra preferred underwriting, 12-21 SDIP pts. Credit varies 60%-75%.
 - Deviation for multi car, standard, preferred and ultra preferred underwriting, 12-21 SDIP pts. Credit varies 48%-66%.

LIABILITY All deviation applicable to non-fleet private passenger auto bodily injury, property damage & medical payments coverage for all listed components. If the resulting rate is equal to or greater than N.C. Rate Bureau rates, the policy is ineligible for any deviation.

- 1.14 factor applies single car, non standard underwriting for policies without proof of prior auto insurance.
- 1.09 factor applies multi car, non standard underwriting for policies without proof of prior auto insurance.
- 1.05-1.20 factors vary based on territories.
- 1.05-3.20 factors vary based on average driver group 1-17.
- 1.10-1.45 factors vary for single car policies with 1-3 or more accidents.
- 1.06-1.30 factors vary for multi car policies with 1-3 or more accidents.

PHYSICAL DAMAGE All deviation applicable to non-fleet private passenger auto physical damage coverage for all listed deviation components, unless otherwise stated below.

- 26% for single car policies, non standard underwriting with 6 or more SDIP pts.
- 23% for multi car policies, non standard underwriting with collision coverage on more than one vehicle with 6 or more SDIP pts.
- 27%-28% for single car policies, middle underwriting with 5-6 or more SDIP pts.
- 37% for multi car policies, non standard underwriting with collision coverage on one vehicle with 6 or more SDIP pts.
- 18%-24% for multi car policies, middle underwriting, collision coverage on more than one vehicle 5-6 or more SDIP pts.
- 33%-47% for single car policies, standard underwriting with 2-6 or more SDIP pts.
- 31%-38% for multi car policies, middle underwriting, collision coverage on one vehicle with 5-6 or more SDIP pts.
- 22%-40% for multi car policies, standard underwriting, collision coverage on more than one vehicle, 2-6 or more SDIP pts.
- 24%-47% for multi car policies, standard underwriting, collision coverage on one vehicle with 2-5 or more SDIP pts.
- 26%-47% for single car policies, preferred underwriting with 0-5 or more SDIP pts.
- 23%-40% for multi car policies, preferred underwriting, collision coverage on more than one vehicle, 0-6 or more SDIP pts.
- 23%-47% for multi car policies, preferred underwriting, collision coverage on one vehicle with 0-5 or more SDIP pts.
- 48% single car policies, ultra preferred underwriting.
- 40% multi car policies, ultra preferred underwriting, collision coverage on more than one vehicle.
- 40%-47% multi car policies, ultra preferred underwriting, collision coverage on one vehicle with 0-5 or more SDIP pts.
- 5% for policies, non standard, middle and standard underwriting with proof of homeownership.
- 5%-10% for risks who are members of qualified participating groups, associations or employees of qualified participating employers when risks meet underwriting guidelines.

PHYSICAL DAMAGE All deviation applicable to non-fleet private passenger auto physical damage coverage for all listed deviation components, unless otherwise stated below.

12 point violation must not be one of the following:

- a. Manslaughter or negligent homicide.
 - b. Prearranged racing or knowing lending a motor vehicle to be used in prearranged racing.
 - c. Failure to stop & render aid when involved in an accident resulting in bodily injury or death.
 - d. Transporting illegal intoxicating liquors by motor vehicle.
- 54%-69% single car policies, non standard underwriting with 12-18 or more SDIP pts.
 - 45%-64% for multi car policies, non standard underwriting, with collision coverage on more than one vehicle with 12-18 or more SDIP pts.
 - 51%-67% for multi car policies, non standard underwriting, collision coverage on one vehicle with 12-18 or more SDIP pts.
 - 57%-71% for single car policies, middle underwriting with 12-18 or more SDIP pts.
 - 47%-66% for multi car policies, middle underwriting with collision coverage on more than one vehicle with 12-18 or more SDIP pts.
 - 54%-69% for multi car policies, middle underwriting with collision coverage on one vehicle with 12-18 or more SDIP pts.
 - 57%-71% for single car policies, standard, preferred and ultra preferred underwriting with 12-18 or more SDIP pts.
 - 47%-66% for multi car policies, standard, preferred and ultra preferred underwriting, collision coverage on more than one vehicle with 12-21 SDIP pts.
 - 54%-69% for multi car policies, standard, preferred and ultra-preferred underwriting, collision coverage on one vehicle with 12-18 or more SDIP pts.

PHYSICAL DAMAGE All deviation applicable to non-fleet private passenger auto physical damage coverage for all listed deviation components. If the resulting rate is equal to or greater than the N.C. Rate Bureau, the policy is ineligible for any deviation.

- 1.19 factor applies, single car policies, non standard underwriting for policies without proof prior of auto insurance.
- 1.15 factor applies, multi car policies, non standard underwriting without proof of prior auto insurance.
- 1.05-1.20 factors vary based on territories.
- 1.10-2.75 factors vary based on average driver group 1-16.
- 1.08-1.35 single car policies with 1-3 or more accidents.
- 1.05-1.24 multi car policies with 1-3 or more accidents.
- Installment Payment Plan: \$3 charge waived for policies purchased by employees from an approved employer group if premium is paid via payroll deduction.
- Eff. 7-1-99

148. Progressive Premier Insurance Company of Illinois

- Territory Deviation – Liability
- Household Group Deviation – Liability
- Financial Responsibility Deviation – Liability
- Points Deviation – Liability
- High Points Deviation- Liability
- Discount Deviation – Liability
- Accident with no Point Deviation – Liability
- Accident with Point Deviation – Liability
- Major Violation Deviation – Liability
- Minor Violation and Points Deviation – Liability
- Market and Points Deviation – Liability
- Points and Inexperienced Operator Deviation – Liability
- Household Structure Deviation – Liability
- Tier Deviation – Liability.
- Paperless Deviation – Liability.
- BI Limit Deviation - Liability.

- Household Composition Deviation – Liability.
- Non-Negligent Occurrence Deviation – Liability.
- Territory Deviation – Physical Damage
- Household Group Deviation – Physical Damage
- Financial Responsibility Deviation – Physical Damage
- Points Deviation – Physical Damage
- High Points Deviation- Physical Damage
- Discount Deviation – Physical Damage
- Accident with no Point Deviation – Physical Damage
- Accident with Point Deviation – Physical Damage
- Major Violation Deviation – Physical Damage
- Minor Violation and Points Deviation – Physical Damage
- Points and Inexperienced Operator Deviation- Physical Damage
- Household Structure Deviation – Physical Damage
- Tier Deviation – Physical Damage
- Paperless Deviation – Physical Damage.
- Household Composition Deviation – Physical Damage.
- Non-Negligent Occurrence Deviation – Physical Damage.
- Electronic Funds Transfer Installment Deviation.
- Eff 10-1-12 PRGS-128571204 [NCDOI](#)

149. Progressive Southeastern Insurance Company

- Territory Deviation – Liability
- Household Group Deviation – Liability
- Financial Responsibility Deviation – Liability
- Points Deviation – Liability
- High Points Deviation- Liability
- Discount Deviation – Liability
- Accident with no Point Deviation – Liability
- Accident with Point Deviation – Liability
- Major Violation Deviation – Liability
- Minor Violation and Points Deviation – Liability
- Market and Points Deviation – Liability
- Points and Inexperienced Operator Deviation – Liability
- Household Structure Deviation – Liability
- Multi Policy Deviation – Liability
- Paperless Deviation.
- Household composition Deviation – Liability.
- Non-Negligent Occurrence Deviation – Liability.
- Territory Deviation – Physical Damage
- Household Group Deviation – Physical Damage
- Financial Responsibility Deviation – Physical Damage
- Points Deviation –Physical Damage
- High Points Deviation- Physical Damage
- Discount Deviation – Physical Damage
- Accident with no Point Deviation – Physical Damage
- Accident with Point Deviation – Physical Damage
- Major Violation Deviation – Physical Damage
- Minor Violation and Points Deviation – Physical Damage
- Market and Points Deviation – Physical Damage
- Points and Inexperienced Operator Deviation – Physical Damage
- Household Structure Deviation – Physical Damage
- Multi Policy Deviation – Physical Damage
- Paperless Deviation – Physical Damage.
- Household composition Deviation – Physical Damage.
- Non-Negligent Occurrence Deviation – Physical Damage.
- Electronic Funds Transfer Installment Deviation.
- New Business Installment Deviation.
- Eff 10-1-12 PRGS-128558745 [NCDOI](#)

150. Progressive Universal Insurance Company

- Territory Deviation – Liability
- Household Group Deviation – Liability
- Financial Responsibility Deviation – Liability
- Points Deviation – Liability
- High Points Deviation- Liability
- Discount Deviation – Liability
- Accident with no Point Deviation – Liability
- Accident with Point Deviation – Liability
- Major Violation Deviation – Liability
- Minor Violation and Points Deviation – Liability
- Market and Points Deviation – Liability

- Points and Inexperienced Operator Deviation – Liability
- Household Structure Deviation – Liability
- Tier Deviation – Liability.
- Paperless Deviation – Liability.
- BI Limit Deviation - Liability.
- Household Composition Deviation – Liability.
- Non-Negligent Occurrence Deviation – Liability.
- Territory Deviation – Physical Damage
- Household Group Deviation – Physical Damage
- Financial Responsibility Deviation – Physical Damage
- Points Deviation – Physical Damage
- High Points Deviation- Physical Damage
- Discount Deviation – Physical Damage
- Accident with no Point Deviation – Physical Damage
- Accident with Point Deviation – Physical Damage
- Major Violation Deviation – Physical Damage
- Minor Violation and Points Deviation – Physical Damage
- Points and Inexperienced Operator Deviation- Physical Damage
- Household Structure Deviation – Physical Damage
- Tier Deviation – Physical Damage
- Paperless Deviation – Physical Damage.
- Household composition Deviation – Physical Damage.
- Non-Negligent Occurrence Deviation. – Physical Damage.
- Effective 10-1-12 PRGS-128571207 [NCDO!](#)

151. Providence Washington Insurance Company

Standard Program

- Multi-Policy Credit: 10% applies to bodily injury, property damage, medical payments, comprehensive & collision.
- Mature Driver Credit: Applies to bodily injury, property damage, medical payments, comprehensive & collision.
- Multiple Automobile Credit: 5% applies to BI, PD, medical payments, comprehensive & collision: Certain criteria apply.

Preferred Program

- Territory Deviation: Various credits apply to bodily injury, property damage, medical payments, comprehensive & collision.
- Multi Policy Credit: 10% applies to bodily injury, property damage, medical payments, comprehensive & collision.
- Mature Driver Credit: Applies to bodily injury, property damage, medical payments, comprehensive & collision.
- Multiple Automobile Credit: 5% applies to BI, PD, medical payments, comprehensive & collision: Certain criteria apply.
- Eff.7-1-02

152. Republic Franklin Insurance Company

- Personal Auto Account Credit.
- W.I.S.E./Affinity Discount.
- Mature Driver Credit: Certain criteria apply.
- Company Car Discount.
- Select Program.
- Essentials Program Deviation.
- Electronic Stability Control Devices Discount/Greenhouse gas score credit.
- Premium Payment Credit.
- Eff. 5-1-12 UTCX-G128145801 [NCDO!](#)

153. Response Worldwide Insurance Company

- 7.0% non-fleet private passenger auto bodily injury, property damage & medical payments coverage when certain criteria is met.
- 10.0% non-fleet private passenger auto comprehensive & collision coverage if certain criteria is met.
- Eff. 7-15-96 PC 034398 [Filing Detail](#)

154. Safeco Insurance Company of America

- Territory Deviation.
- Driving Group Deviations.
- Renewal, Market, and Tier Deviations.
- SDIP, Single/Multi Car Deviations.
- SDIP, Single/Multi Car, Major Deviations.
- Account Discount Deviations.
- Vehicle Usage and Market Deviations.
- Limited Experience Operator Program Subscription Deviation.
- Certified Risks – Financial Responsibility Laws Deviation.
- Eff 4-1-11 LBRM-127073276 [NCDO!](#)

155. Seaton Insurance Company

- 15% auto liability, med pay & physical damage. "Unimate Plus" in addition to above: (1) Policy in force 3 yrs. & no at-fault accident additional 5% credit liability, med pays & phys damage; (2) Policy in force 6 yrs. & no at-fault accident; Second 5% credit on coverages listed above.
- 5% non-fleet private passenger auto non-fleet physical damage rates. Discount applies: (1) All vehicles assigned to driver 55 yrs. of age or older, (2) All vehicles on policy, regardless of number, if all drivers are 55 yrs. of age or older, (3) Private passenger vehicles only (no miscellaneous types).
- Eff. 6-20-88

156. Selective Insurance Company of South Carolina

- Installment Payment Plan: \$2 per each installment.
- 30% deviation applies to liability & physical damage when a commercial package policy is written with the risk.
- Eff. 6-1-01

157. Selective Insurance Company of the Southeast

- 30% deviation will be applied to liability Phys Damage rates when a Commercial Package policy is written in conjunction with the risk.
- Eff. 4-1-08 PC112412 [North Carolina Department of Insurance](#)

158. Sentinel Insurance Company, Ltd.

- Insurance score Tier deviation factors.
- Account/Tier Deviation.
- Safe Driver/Incident Free Credit/Tier Deviation factor.
- Least experienced driver factor/Tier Deviation factor
- Most experienced driver factor/Tier Deviation factor.
- Prior BI limits credit/Tier Deviation factor.
- Territory/Tier Deviation factor.
- Multi-Car credit.
- Primary Classification Rating Factors Exception.
- Eff 9-28-11 HART-127286409 [NCDOI](#)

159. Southern Guaranty Insurance Company

- Exceptional Driver Program: 15% BI, PD, medl pay, comprehensive & collision when underwriting guidelines are met.
- Exception Plus: Additional 5% credit for BI, PD, med pay, comp & coll when policy has been in-force at least 3 yrs. & no at-fault accidents in preceding 3 yrs. A second 5% credit for policies in-force at least 6 yrs. & no at-fault accidents in preceding 6 yrs. Maximum Exceptional Driver credit is 25%.
- Mature Driver Discount: 10% BI, PD, med pay, comprehensive, collision & medical payments when underwriting guidelines are met.
- Multi Policy Discount: 5% auto comp & coll base rate if Southern Guaranty Insurance Company insures both homeowner & auto policy.
- 10% credit auto BI, PD, med pay, comp & coll for all private passenger auto policies for University of North Carolina Employees.
- Eff. 7-1-00

160. Southern Insurance Company of Virginia

ADVANTAGE XL PROGRAM

- Multi-Car Discount.
- Recreational Trailer Rate Discount.
- Loss Free Renewal Discount.
- New Business Automobile Discount.
- Passive Restraint Discount.
- Anti-Lock Braking System Discount.
- Anti-Theft Devices Discount.
- Account Credit.
- Automatic Payment Plan.
- First Accident Forgiveness.
- PACE Endorsement.
- XL Factors.
- Experienced Operator Discount.

MERIT XL PROGRAM

- Deviation by Coverage and Territory.
- Experienced Operator Discount.
- Multi-Car Discount.
- Recreational Trailer Rate Discount.
- Loss-Free Renewal Discount.
- New Business Automobile Discount.
- Passive Restraint Discount.
- Anti-Lock Braking System Discount.
- Anti-Theft Devices Discount.
- Account Credit.
- Automatic Payment Plan.
- First Accident Forgiveness.
- PACE Endorsement.
- XL Factors.

SUPERIOR XL PROGRAM

- Deviation by Coverage and Territory.
- Experienced Operator Discount.
- Multi-Car Discount.
- Recreational Trailer Rate Discount.
- Loss-Free Renewal Discount.
- New Business Automobile Discount.
- Passive Restraint Discount.
- Anti-Lock Braking System Discount.
- Anti-Theft Devices Discount.
- Account Credit Plan.

- Automatic Payment Plan.
- First Accident Forgiveness.
- PACE Endorsement.
- XL Factors.
- Extra Edge Discount.

PREFERRED XL PROGRAM

- Deviation by Coverage and Territory.
- Experienced Operator Discount.
- Multi-Car Discount..
- Recreational Trailer Rates.
- Loss-Free Renewal Discount.
- New Business Automobile Discount.
- Passive Restrain Discount.
- Anti-Lock Braking System Discount.
- Anti-Theft Devices Discount.
- Account Credit Plan.
- Automatic Payment Plan.
- First Accident Payment Plan.
- PACE Endorsement.
- XL Rating Factor

AUTOGUARD XL, AUTOGUARD II XL PROGRAMS

- Multi-Car Discount.
- Recreational Trailer Rate Discount.
- Passive Restraint Discount.
- Anti-Lock Braking System Discount.
- Anti-Theft Devices Discount.
- Account Credit.
- Automatic Payment Plan.

PREFERRED PROGRAM

- Deviation by Coverage and Territory.
- Experienced Operator Discount.
- Multi-Car Discount.
- Recreational Trailer Rates.
- Loss-Free Renewal Discount.
- New Business Automobile Discount.
- Passive Restraint Discount.
- Anti-Lock Braking System Discount.
- Anti-Theft Devices Discount.
- Account Credit Plan.
- Automatic Payment Plan.

STANDARD PROGRAM

- Experienced Operator Discount.
- Multi-Car Discount.
- Recreational Trailer Rates.
- Loss-Free Renewal Discount.
- Passive Restraint Discount.
- Anti-Lock Braking System Discount.
- Anti-Theft Devices Discount.
- Account Credit Plan.
- Automatic Payment Plan.
- Eff. 7-1-12 DNGL-128308478 [NCDOI](#)

161. Southern Pilot Insurance Company

- UNC-Chapel Hill Employee discount.
- Exceptional Driver Plan Credit: on a vehicle insured in the voluntary market and principally driven by an operator with at least nine years of operating experience who has had no chargeable accidents within the past three years.
- Accident Free Discount: 5% credit shall be applied to BI, PD, Med Pay, Comp and Coll premiums on a vehicle insured in the voluntary market and driven by an operator who has had no chargeable accidents within the past three years and has been continuously insured with Southern Pilot for at least three years. An additional 5% applies for a six yr. period. New Business applicants and Southern Pilot renewal customers insured in the voluntary market who can document continuous coverage with a prior carrier and no chargeable accident for a three or six year period as described above are also eligible for the Southern Pilot Accident Free Discount. Maximum Accident Free Discount is 10%. Accident Free will be removed at the next renewal following the first chargeable accident where \$1000 or more was paid for BI, PD, Med and Coll (combined) for any operator in the household.
- Mature Driver Discount: Principal Operators who have 34 years or more of driving experience that are written in the voluntary market and have no operators in their household with less than nine years driving experience shall receive a %% discount on Bodily Injury, Property Damage, Comprehensive, Collision & Medical expense premiums for the vehicle they principally operator.
- Multi Policy Discount: 5% credit applied to BI, PD, med pay, comp, & coll premiums developed from the North Carolina Rate Bureau Personal Auto Manual on a vehicle insured in the voluntary market when Southern Pilot Insurance Company insures an individual's home and automobile.
- Eff. 2-24-09 PC123649 [North Carolina Department of Insurance](#)

162. SPARTA Insurance Company

- 5% auto BI, PD, medical payments, comprehensive & collision driven by insured who reached age 55.
- Anti-Theft Device Credits: auto comprehensive when vehicle is equipped with anti-theft device. 5% alarm only, active disabling device. 10% passive disabling device.
- Cancellation will be done on a pro-rata basis.
- Eff. 11-20-01 PC045268 [Filing Detail](#)

163. St. Paul Fire and Marine Insurance Company

- Installment charge deviation: \$2 charge each installment.
- Eff. 1-1-95

164. St. Paul Guardian Insurance Company

- 5% base rate comprehensive coverage when policy qualifies for PAK II Program.
- 5% base rate collision coverage when policy qualifies for PAK II Program.
- 10% Mature Operator Credit: Combined single limit BI, PD, med pay, comp & coll, when principal operator is age 55 & less than or equal to 64 yrs. of age & no inexperienced operators in household. 5% credit for ages 65-74 & no inexperience operator in household.
- 10% Good Driver Deviation, when certain criteria is met.
- Symbol Reactivities model year 1976-1982, Symbol 14, comprehensive - 7.8% credit; collision - 12.7% credit. Model yrs. 1975 & prior; Values above \$10,000 rated Symbol 7 for comprehensive & collision.
- Increase Limits Extended Transportation Expense Coverage is provided at no charge, when comprehensive coverage is purchased & policy qualifies for PAK II Program.
- Passive Restraint Deviation: 20% when restraint is installed in driver-side only position; 30% when restraint is installed in both front outboard seat positions. If policy qualifies for PAK II Program, airbag discount applies to factory installed automatic occupant restraint. Deviation applies only to medical payments base premium.
- Anti-Theft Device Deviation for PAK II Program: 5% alarm only, 5% active disabling device; 15% passive disabling device. This deviation applies to comprehensive base premium.
- Anti-Lock Braking System Deviation: 5% combined single limit liability, BI, PD liability base premium when private passenger auto equipped with factory installed four-wheel anti-lock braking system.
- Golfmobile Liability Coverage provided at no additional charge.
- Miscellaneous Types: ATV, minibike & dune buggy, combined BI & PD liability rates not used for commercial purposes will be same rate as North Carolina Reinsurance Facility. Snowmobile rates, medical payments coverage rate will be 22% of Territory 18 private passenger auto med pays rate. Collision rates will be same as NC Rate Bureau's snowmobile rates.
- 10% when more than one recreational vehicle is covered under same policy for following miscellaneous types, trailers designed for use with private passenger autos, motorbikes or other similar motor vehicles not used for commercial purposes (excluding motorcycles, motorscooters & mopeds); snowmobiles & golfmobiles.
- Renewal Credit: 0-2 yrs.-0%; 3yrs.-3%; 4yrs.-4%; 5 or more yrs. -5% premium credit when insured maintained consecutive yrs. of coverage with St. Paul. Credit will apply to final premium for each coverage & rounded to nearest dollar.
- Installment charge deviation: \$2 charge each installment unless Electronic Funds Transfer billing option is selected, then no charge.
- Employee Discount: New Business - 20%; Renewals - 15% when criteria is met.
- Eff. 3-1-00

165. St. Paul Mercury Insurance Company

- 15% non-fleet private passenger auto liability & physical damage insurance rates.
- Eff. 1-1-88

166. Standard Fire Insurance Company

- Territorial Deviation Grid.
- Insurance Score Level Multiplier for Other Than Inexperienced Operators.
- Account Discount.
- Contributing Vehicle Credit.
- Hybrid Vehicle Discount (type of fuel used).
- Installment Payment Plan.
- Eff 5-2-11 TRVA-127017372 [NCDOL](#)

167. State Automobile Mutual Insurance Company

- 10% auto BI, PD, med pay, comp & coll coverages, no SDIP pts., no inexperienced operators & insured has Homeowners policy with State Auto Companies.
- 5% auto BI, PD, medical payments, comprehensive & collision coverages provided no SDIP pts., no inexperienced operators & all operators in household are age 55 or older.
- 15% auto BI, PD, med pay, comp & coll coverages provided there are no SDIP pts., no inexperienced operators, all operators in household are age 55 or older and insured has a Homeowners policy with State Auto Companies.
- Installment Pay Plan charge is reduced to \$1 per installment on all new and renewal business.
- 5% auto BI & PD liability (or combined single liability) coverage for private passenger auto equipped with factory installed four wheel anti-locking braking systems.
- Eff. 2-1-93

168. State Auto Property & Casualty Insurance Company

- Auto/Home Discount.
- Financial Stability.
- Driver Experience.
- Territory deviation.
- Early Upload discount.
- Good Student Discount.
- Anti-Lock Braking Systems Discount.

- Installment Plan with Electronic Funds Transfer deviation.
- Customizing Equipment deviation.
- Discount on BI, PD, Med Pay, UM/UIM, Comp and Coll coverages for Electric Autos.
- Paid in Full Discount.
- Eff. 8-26-12 STAT-128295964 [NCDOI](#)

169. State Farm Mutual Automobile Insurance Company

- Territory Deviation.
- Accident Free Deviation.
- Multi Line Deviation when criteria is met.
- Installment Payment - electronic funds transfer Deviation.
- Good Driving Deviation.
- Classic vehicle Deviation.
- Customer Rating Index (CRI) Deviation.
- SDIP Deviation.
- Customization Deviation.
- Antique Vehicle Deviation.
- Utility Vehicle Deviation.
- Motorcycle Liability Deviation.
- Eff 11-8-10 SFMA-126773290 [North Carolina Department of Insurance](#)

170. Teachers Insurance Company

- Multiline Deviation.
- Member only (Affinity).
- Surcharge Forgiveness (SDIP).
- Electronic Funds Transfer (Payment Options).
- Installment Payments.
- Payroll Payment Plan Deviation.
- Educator deviation.
- Replacement Coverage for New Autos Deviation.
- Towing and Labor Costs Deviation.
- 2011+ ISO Symbol Deviation.
- Eff 7-16-12 HRMN-128313227 [NCDOI](#)

171. Titan Indemnity Company

- TIER A
- Territory Deviation.
- Model Year Deviation.
- New Vehicle Deviation.
- Driver Class Deviation.
- Accident Free Deviation.
- Financial Responsibility Deviation (Credit Score).
- Matrix Deviation (various characteristics).
- Safe Driver Insurance Plan Deviation.
- Inexperienced Operator Deviation.
- Intra Agency Transfer Deviation.
- Affinity Deviation.
- Paid in Full Deviation.
- Military Deviation.
- Increased Limits Deviation.
- Household composition Deviation.
- Advance Quote Deviation.
- Driving Group Deviation.
- Premium Payer Reward deviation.
- Prior Carrier Deviation.
- Prior Insurance Lapse Deviation.
- Accident Forgiveness Deviation.
- TIER B
- Territory Deviation.
- Model Year Deviation.
- New Vehicle Deviation.
- Driver Class Deviation.
- Accident Free Deviation.
- Matrix Deviation.
- Safe Driver Insurance Plan Deviation.
- Inexperienced Operator Deviation.
- Intra Agency Transfer Deviation.
- Affinity Deviation.
- Paid in Full Deviation.
- Military Deviation.
- Advance Quote Deviation.
- Driving Group Deviation.

- Premium Payer Reward deviation.
- Prior Carrier Type Deviation.
- Prior Insurance Lapse Deviation.
- Accident Forgiveness Deviation.
- Eff 7-9-12 NTWP-128393139 [NCDOI](#)

172. Travelers Casualty & Surety Company

- Anti-Lock Brake Deviation: 5% auto single limit (liability & medical payments) or BI, PD & medical payments.
- Anti-Theft Device Deviation: 5% or 10% discount depending on how vehicle is equipped. Applicable to non-fleet private passenger auto comprehensive base premiums.
- 7% Loss & Conviction Free Renewal Deviation: Multi-car policies: Applies to non-fleet private passenger auto BI, PD, medical payments & collision coverage. Credit applies to voluntary policies.
- Mature Driver Deviation: 3% to BI, PD & medical payments; 5% collision, 10% comprehensive coverage.
- Passive Restraint Discount: 1% auto BI, PD & medical payments. Credit applies to voluntary policies.
- 7% Loss & Conviction Free Renewal Deviation; Multi-car policies: Applies to collision coverage only when policy is ceded to the Facility.
- Mature Driver Deviation.
- Eff. 12-17-93

173. Travelers Casualty & Surety Company of America

- 15% non-fleet private passenger auto bodily injury, property damage & medical payments rates.
- 15% non-fleet private passenger auto comprehensive & collision rates.
- Eff. 10-15-92

174. Travelers Casualty Insurance Company of America

- 30% non-fleet private passenger auto liability & medical payments rates.
- 30% non-fleet private passenger auto physical damage rates.
- Eff. 10-15-92
- Name Changed from Travelers Casualty & Surety Company of Illinois effective 1/1/04

175. Travelers Indemnity Company

- Installment Payment Plan, waiver of charge on certain entities using payroll deduction.
- Contributing Vehicle Credit.
- Eff. 11-1-09 TRVA-126245042 [North Carolina Department of Insurance](#)

176. Travelers Indemnity Company of America

- Account Discount.
- Contributing Vehicle Credit.
- Hybrid Vehicle Discount.
- Installment Payments - Installment charge for each installment is deleted.
- Eff 11-1-09 TRVA-126245162 [North Carolina Department of Insurance](#)

177. The Travelers Indemnity Company of Connecticut

- Company Coverage Factors.
- Account Discount, Bodily Injury, Prop Dam, Med Pay, Un/Underinsured Motorist, Comp, Coll.
- Contributing Vehicle Credit: deviation applied on autos, pickups, vans & classic autos for bodily injury property damage, medical pay & collision for single car policy yet have more than one private passenger auto insured with The Travelers.
- Hybrid Vehicle Discount 10% discount.
- Installment Payment Plan.
- Effective 11-1-09 TRVA-126245153 [North Carolina Department of Insurance](#)

178. Travelers Personal Security Insurance Company

- Territorial Deviation by coverage.
- Insurance Score Level/Multiplier for other than inexperienced operators (years of driving experience).
- Account Discount - when both voluntary private passenger auto policy and a dwelling homeowners policy with Travelers.
- Contributing Vehicle Credit – (number of vehicles).
- Company Coverage Factor.
- Hybrid Vehicle Discount (type of fuel used)
- Installment Payment Plan.
- Eff 5-2-11 TRVA-127017464 [NCDOI](#)

179. Travelers Property Casualty Company of America

- Account Credit: 10% credit when voluntary auto & homeowners policy with The Travelers.
- Careful Driver Credit: 7% auto BI, PD, medical payments & collision that have 0 SDIP pts. for the last 3 consecutive yrs.
- Senior Driver Credit: Credit varies 3% - 6% when criteria is met.
- Contributing Vehicle Credit: 25% auto BI, PD, med pay & coll for single car policy, yet have more than one auto insured with The Travelers.
- Contributing Vehicle Credit: 15% auto comprehensive, fire/fire & theft/fire, theft, CAC for insured who have a single car policy, yet have more than one auto insured with The Travelers.
- Highly Preferred Credit: 19% credit when certain criteria is met.
- Preferred Credit: 10% credit when certain criteria is met.
- Eff. 8-21-99

180. Truck Insurance Exchange

- Territory Deviation.

- Household Group Deviation - Liability.
- Single Car Financial Responsibility and Points Deviation – Liability.
- Multi Car Financial Responsibility and Points Deviation – Liability.
- Financial Responsibility High Points Deviation Single Car – Liability.
- Financial Responsibility High Points Deviation Multi Car – Liability.
- Multi-Car/Paid-in-full/Auto-Home/Mobile Home/Rent Deviation – Liability.
- Accident and Point Deviation - Liability.
- Major Violation Deviation – Liability.
- Minor Violation and Points Deviation – Liability.
- Market and Points Deviation – Liability.
- Points and Inexperienced Operator Deviation – Liability.
- Household Structure Deviation – Liability.
- Electronic Funds Transfer Installment Deviation.
- Territory Deviation-Physical Damage.
- Household Group Deviation - Physical Damage.
- Single Car-Points Financial Responsibility and Points Deviation - Physical Damage.
- Multi Car, One Collision Vehicle, Financial Responsibility and Points – Physical Damage.
- Multi Car, Two or More Collision Vehicles, Financial Responsibility and Points – Physical Damage
- Financial Responsibility High Points Deviation Single Car-Physical Damage.
- Financial Responsibility High Points Deviation Multi Car-Physical Damage.
- Multi Car/Paid in full/auto-Home/Mobile Home/rent deviation - Physical Damage.
- Accident and Point Deviation-Physical Damage.
- Major Violation-Physical Damage.
- Minor Violation and Points Deviation-Physical Damage.
- Market and Points Deviation-Physical Damage.
- Points and Inexperienced Operator Deviation - Physical Damage.
- Household Structure Deviation-Physical Damage.
- Marital Status deviation Liability.
- Electronic Funds Transfer Deviation Liability.
- Marital Status deviation Physical Damage.
- Electronic Funds Transfer Deviation Physical Damage
- Eff 3-1-10 FARM-126381295 [North Carolina Department of Insurance](#)

181. Trumbull Insurance Company

- Insurance Score Tier deviation.
- Account or Homeownership Factor deviation.
- Driving Record Factor.
- Least Experienced drive factor.
- Most experienced driver factor.
- Prior bodily injury limits factor.
- Annual mileage factor.
- Coverage Selection factor.
- Cars versus drivers factor.
- Marital Status factor.
- AARP Membership.
- Territory factor.
- Defensive Driver factor.
- Eff 11-1-09 HART-126225619 [North Carolina Department of Insurance](#)

182. Twin City Fire Insurance Company

- Account Credit.
- Agency Book Transfer.
- Multi Car Discount.
- Eff 5-8-12 HART-128009725 [NCDOI](#)

183. USAA Casualty Insurance Company

- Territory Deviation.
- Make/Model Deviation.
- Tier Deviation.
- New Vehicle Discount Deviation.
- Occasional Operator Deviation.
- Passive Restraint Seat Belt Discount Deviation.
- MyUSAA Legacy Deviation.
- Principal Operator Age 55 And Over Deviation.
- Military Installation Garaging Deviation.
- Premier Driver Deviation.
- Daytime Running Lights Deviation.
- Years Driving Experience/Marital Status Deviation.
- Policy Advantage Deviation.

- Short Rate Cancellation Tables Cancellation Deviation.
- UMBI and UMBI/UIMBI.
- Extended Transportation Expenses Coverage.
- Audio, Visual and Data Electronic Equipment Coverage Deviation.
- Customizing Equipment Coverage
- Named Non-Owner Policy Deviation.
- Miscellaneous Types/Trailers.
- Installment Payment Plan Deviation.
- Eff 5-29-12 USAA-127892798 [NCDOI](#)

184. USAA General Indemnity Company

- Territory Deviation.
- Make/Model Deviation.
- Tier Deviation.
- New Vehicle Discount Deviation.
- Occasional Operator Deviation.
- Passive Restraint Seat Belt Discount Deviation.
- MyUSAA Legacy Deviation.
- Principal Operator Age 55 And Over Deviation.
- Military Installation Garaging Deviation.
- Premier Driver Deviation.
- Daytime Running Lights Deviation.
- Years Driving Experience/Marital Status Deviation.
- Short Rate Cancellation Tables Cancellation Deviation.
- UMBI and UMBI/UIMBI.
- Extended Transportation Expenses coverage.
- Towing and Labor Costs Deviation.
- Audio, Visual and Data Electronic Equipment Coverage Deviation.
- Customizing Equipment Coverage
- Named Non-Owner Policy Deviation.
- Miscellaneous Types/Trailers.
- Multiple Car By Number of Operators.
- Installment Payment Plan Deviation.
- Eff 5-29-12 USAA-127894300 [NCDOI](#)

185. Unigard Indemnity Company

- 5% auto physical damage rates. Deviation applies: (1) All vehicles assigned to driver 55 yrs. of age or older, (2) All vehicles on policy, regardless of number, if all drivers are 55 yrs. of age or older, (3) Private passenger vehicles only.
- 10% physical damage rates when same insured also has Homeowners Form HO 00 03 or HO 00 06.
- Eff. 9-5-89

186. United Services Automobile Association

- Territory Deviation.
- Make/Model Deviation.
- Tier Deviation.
- New Vehicle Discount Deviation.
- Occasional Operator Deviation.
- Passive Restraint Seat Belt Discount Deviation.
- MyUSAA Legacy Deviation.
- Principal Operator Age 55 And Over Deviation.
- Military Installation Garaging Deviation.
- Premier Driver Deviation.
- Daytime Running Lights Deviation.
- Years Driving Experience/Marital Status Deviation.
- Policy Advantage Deviation.
- Short Rate Cancellation Tables Cancellation Deviation.
- UMBI and UMBI/UIMBI.
- Extended transportation expense and towing and labor.
- Audio, Visual and Data Electronic Equipment Coverage Deviation.
- Customizing Equipment Coverage
- Named Non-Owner Policy Deviation.
- Extended Non-Owned liability.
- Miscellaneous Types/Trailers.
- Installment Payment Plan Deviation.
- Eff. 5-29-12 USAA-127891508 [NCDOI](#)

187. United States Fidelity & Guaranty Company

- Multi-Policy Discount.
- Principal Operator age 55 & over.
- Physical Damage Deviation.
- Special Package Discount.
- Employee Group Discount.
- Eff. 9-1-00 PC034571 [NCDOI](#)

188. United States Liability Insurance Company

- Deviation on UMBI for limits up to 250K/500K and for limits higher than 250K/500K.
- Deviation on combines UM/UIM Bodily Injury.
- Deviation credit range for BI, PD and Medical Payments.
- Deviation on Comp, Fire and Theft Rates.
- Deviation on Collision Rates.
- Credit applied to deviated rates on BI, PD, and Med Pay for rating each each vehicle in excess of 3.
- Eff 2-2-12 USLI-127937418 [NCDOI](#)

189. Unitrin Auto and Home Insurance Company

- Pricing Level Voluntary deviations no points.
- Extended Transportation Expense Coverage (Package Plus Only).
- Pro Rata Cancellation (Package Plus).
- Experienced Operator Credit; no inexperienced operators, apply discount to BI, PD, Collision and Comprehensive (Price levels A through Q only)
- Electronic Funds Transfer (EFT) Installment Payments-No installment charge will be applied
- Network Discount, 6% discount applied to BI, PD, Med Pay, Collision and Comprehensive
- Vehicles Equipped with Anti-Theft Devices, (Pricing Levels A through Q). 1. Alarm Only and Active Disabling Devices -5% discount on Comprehensive Coverage. 2. Passive Disabling Devices-15% discount on Comprehensive Coverage
- Package Plus Deviation, Rule 4.H, Bodily Injury, Property Damage, Medical Payments, Comprehensive and Collision
- Multiple Vehicle Discount, pricing levels A thru R only.
- Vehicles Equipped with Anti-lock braking system, pricing level A thru S only
- Physical Damage Rules.
- Eff 4-15-12 KEMP-128092495 [NCDOI](#)

190. Unitrin Safeguard Insurance Company

- Voluntary Pricing Level deviations (Price levels A through R only).
- Misc Coverage - Extended Transportation Expense Coverage.
- Pro Rata Cancellation all Package Policies.
- Experienced Operator Credit.
- Payment Options – Electronic Funds Transfer (EFT).
- Affinity Group Network Group Discount, applied to BI, PD, Med Pay, Collision and Comprehensive
- Safety Features - Anti-Lock Breaking Systems, BI and PD.
- Safety Features - Anti-Theft Devices, Comp only.
- Multi-Policy Package Plus.
- Multiple Vehicle Discount.
- Physical Damage Rules.
- Safe Driver Insurance Plan.
- Eff 9-1-12 KEMP-128463218 [NCDOI](#)

191. Universal Insurance Company

- 15.0% auto BI, PD & med pay for DWI conviction limited to one lifetime alcohol related conviction per household. Credit applies to single car. SDIP pts. must be between 12- 20.
- 7.5% Multi-car, auto BI, PD & med pay when an insured has a DWI conviction and SDIP pts. are between 12 & 20. There can be no more than one lifetime alcohol related conviction per household.
- 3.5% auto BI, PD & med pay when an insured has a DWI & SDIP pts. are between 8 & 14. Credit applies to single or multi-car risk.
- 5% auto comprehensive & collision with 10-18 SDIP pts. based on model year of auto.
- 10% auto comprehensive & collision with 8-9 SDIP pts. based on model year of auto.
- 25% auto comprehensive & collision with 10-18 SDIP pts. based on model year of auto.
- 40% auto comprehensive & collision with 12-14 SDIP pts. based on model year of auto.
- 20% non-fleet private passenger auto comprehensive & collision with 12-14 SDIP pts. based on model year of auto.
- 52% auto bodily injury, property damage & medical payments for experience drivers, single car risk with 12-20 SDIP pts.
- 42% auto bodily injury, property damage & med pay for experience drivers, multi-car risk with 12-20 SDIP pts. by at least one driver.
- Eff. 2-1-98

192. Utica Mutual Insurance Company

- Utica National Insurance Group Employees Mass Merchandising Plan.
- Account Credit
- Wise Affinity/Affinity discount.
- Mature Driver Credit
- Electronic Stability Control devices Discount
- Greenhouse Gas Score credit
- Premium Payment Credit
- Edge Program Tiered Rating
- Eff. 5-1-12 UTCX-G128145759 [NCDOI](#)

193. Utica National Assurance Company

- Mass Merchandising Plan for employees of Utica National Insurance Group.
- Personal Lines Account Credit.
- Wise Affinity/Affinity discount.
- Company Car Discount.
- Mature Driver Credit.
- Electronic Stability Control devices Discount.

- Greenhouse Gas Score credit.
- Premium Payment Credit.
- Edge II Program Tiered Rating.
- Eff. 11-1-10 UTCX-G126752143 [North Carolina Department of Insurance](#)

194. Valiant Insurance Company

- 5% non-fleet private passenger auto comprehensive & collision insurance rates.
- 5% auto bodily injury, property damage, comprehensive & collision coverage if named insured is an educator.
- 5% auto BI, PD, medical payments, comprehensive & collision for loss free credit insured with 3 years with "0" SDIP pts.
- 10% auto bodily injury, property damage, med pay, comprehensive & collision for loss free credit insured 6 years with "0" SDIP pts.
- 5% auto bodily injury & property damage for anti-lock brakes.
- 5% auto comprehensive with anti-theft device (active).
- 10% auto comprehensive with anti-theft device (passive).
- 5% auto bodily, property damage, medical payments, comprehensive & collision for mature driver.
- 5% auto bodily injury, property damage, medical payments, comprehensive & collision for account driver.
- 5% auto comprehensive & collision for multi-car policies.
- 15% auto comprehensive & collision for cars with "0" SDIP pts.
- Eff. 2-15-98

195. Victoria Fire & Casualty Company

TIER A

- Territory Deviation.
- Liability Vehicle Grouping Deviation.
- Model Year Deviation.
- New Vehicle deviation.
- Driver class Deviation.
- Accident Free Deviation.
- Financial Responsibility Deviation(credit score).
- Matrix Deviation (various characteristics).
- Safe Driver Insurance plan Deviation.
- Inexperienced Operator Deviation.
- Intra Agency Transfer Deviation (independent agency refers to Titan).
- Affinity Deviation.
- Paid in Full Policy Premium Amount Deviation.
- Military Deviation.
- Increased Limits Deviation.
- Household composition Deviation.
- Advance Quote Deviation.
- Premium Payer Reward deviation.
- Prior Carrier Deviation.
- Prior Insurance Lapse Deviation.

TIER B

- Territory Deviation and Territory Definitions.
- Model Year Deviation.
- New Vehicle deviation.
- Driver class Deviation.
- Accident Free Deviation.
- Matrix Deviation (various characteristics).
- Safe Driver Insurance plan Deviation.
- Inexperienced Operator Deviation for Bodily Injury, Property Damage, Med Pay and Collision.
- Intra Agency Transfer Deviation (independent agency refers to Titan).
- Affinity Deviation.
- Paid in Full Policy Premium Amount Deviation.
- Military Deviation.
- Advance Quote Deviation.
- Premium Payer Reward deviation.
- Prior Carrier Type Deviation.
- Prior Insurance Lapse Deviation.
- Eff 4-1-12 NTWP-128021438 [NCDOI](#)

196. Vigilant Insurance Company

- Various deviations for bodily injury, property damage, medical payments & uninsured motorist coverage for antique autos.
- Reduced rates for physical damage coverage for antique autos.
- Deviation for split limit bodily injury increased limits.
- Eff. 7-1-03 PC062944 [North Carolina Department of Insurance](#)

197. West American Insurance Company

- Fampak Discount: 5% credit for all coverages.
- Prime Life Discount: 4% credit for all coverages.
- Employee Discount: 15% credit for all coverages.
- Base Rate Deviation by territory.
- Anti-Theft Discount various discounts.
- Eff. 9-1-00 PC035766 [NCDOI](#)

198. Wilshire Insurance Company

- Liability Deviation.
- Liability Deviation.
- Liability Deviation.
- Liability Deviation.
- Liability Deviation.
- Liability Deviation.
- Liability Deviation.
- Liability Deviation.
- Liability Deviation.
- Voluntary Manual Deviation (Inexperienced Operator).
- Eff 7-5-11 OCCD-127196090 [NCDO!](#)

AUTOMOBILE

1. 21st Century Advantage Insurance Company
 - Anti-Theft Devices Discount.
 - Anti-lock braking system discount.
 - Extra automobile discount.
 - Tier Deviation.
 - Deviation for determining other than collision base rates for symbol's not displayed.
 - Extended transportation expenses coverage deviation.
 - Driver Deviations.
 - Eff 6-1-08 APCG-125478807 [NCDOI](#)
2. 21st Century Centennial Insurance Company
 - Class Deviation, Years Licensed, single or multi-car policy, marital status, usage, annual mileage, driver training and /or good student.
 - Territory Deviation.
 - Tier Deviation.
 - Household Composition Deviation, prior BI limits, marital status, number of drivers, number of vehicles, operators less than nine years licensed.
 - Primary Graded Adjustment Deviation.
 - Liability Vehicle Age Deviation.
 - ISO Model Year Symbol Deviation.
 - 21st Century Model Year Symbol Deviation.
 - Anti-Theft Deviation.
 - Eff 10-1-12 AGMK-128518318 [NCDOI](#)
3. ACE American Insurance Company
 - 17% private passenger auto BI, PD, Med Pay, uninsured motorist, combined uninsured & underinsured, comp & collision.
 - Eff. 3-18-97
4. ACE Fire Underwriters Insurance Company
 - 17% non-fleet private passenger auto bodily injury, property damage, medical payment, uninsured motorist, combined uninsured motorist & underinsured motorist, comprehensive & collision.
 - Eff. 3-18-97
5. ACE Property & Casualty Insurance Company
 - 17% non-fleet private passenger auto bodily injury, property damage, medical payment, uninsured motorist, combined uninsured motorist & underinsured motorist, comprehensive & collision.
 - Eff. 3-18-97
6. AMCO Insurance Company
 - Financial Responsibility Deviation.
 - Territory Deviation.
 - Allied Affinity Deviation.
 - Preferred Driver Deviation.
 - Driver Class Deviation.
 - Miscellaneous Vehicle Deviation.
 - Eff. 3-15-13 NWPC-128770958 [NCDOI](#)
7. AMEX Assurance Company
 - Accident-Free Discount: Applies to auto BI, PD, med payment & collision: 3-5 yrs.- 10% credit: 6 yrs. or more- 15% credit.
 - Auto/Homeowner Discount 5% Forms 3 & 6: with accompanying homeowners policy.
 - Deviation for auto bodily injury, property damage, medical payments, comprehensive & collision: Credit varies.
 - Installment Payment Plan: Charge waived for electronic funds transfer or payroll deduction.
 - Work Site Discount: named insured policy through the Work Site Marketing Program of AMEX Assurance Company. Preferred Client Deviation 10%.
 - Costco Discount: 3% applies to policies for member insureds of Costco. Vehicle Usage Discount.
 - Multi-car discount for Liability, Comp & coll
 - Liability Limits: credit varies by Limit amount.
 - Eff. 9-1-06 PC095703 [North Carolina Department of Insurance](#)
8. Alfa Alliance Insurance Corporation
 - Account Discount.
 - Multi-Vehicle Discount.
 - Driver Experience Factor.
 - Insurance Score (Credit) Factor.
 - Installment Payment Deviation.
 - Eff. 8-15-11 AFAL-127308907 [NCDOI](#)
9. Allied Property and Casualty Insurance Company
 - Financial Responsibility Deviation.
 - Territory Deviation.
 - Allied Affinity Deviation.
 - Preferred Driver Deviation.
 - Matrix deviation.
 - Home and car deviation.

- Non-Allied Homeowner deviation.
- Auto financial deviation.'
- Driver Class deviation.
- Household composition deviation.
- Miscellaneous Vehicle Deviation.
- Nationwide associate deviation.
- Advanced quote deviation.
- New vehicle deviation.
- Premier Intra-agency transfer deviation.
- Easy Pay sign-up deviation.
- Eff. 3-15-13 NWPC-128770942 [NCDOI](#)

- **Motorcycle/Recreational Vehicle**
- Matrix Deviation
- Eff 8-10-07 PC104818 [North Carolina Department of Insurance](#)

10. Allstate Indemnity Company
Standard (Preferred Program)

- Territory Deviation.
- Years Licensed Deviation.
- Fifty-Five (55) and Over Discount.
- Tier Deviation.
- Premier and Premier Plus Discount.
- Multiple Policy Discount.
- New Car Discount.
- The Good Hands People Discount.
- Antilock Brake Discount.
- Accident Rating Deviation (SDIP).
- Installment Payment Fee for Electronic Funds Transfer or Payroll Deviation
- Coverage Deviations (Death Indemnity).
- Certified Risks Financial Responsibility Laws.
- Allstate Auto/Life Discount.

Non-Standard Auto Program

- Liability Coverage Deviations for Bodily Injury and Property Damage
- Installment Payments, Electronic Funds Transfer or Payroll Deduction
- The Good Hands People Discount.
- Certified Risks Financial Responsibility Laws.
- Eff 7-16-12 ALSE-127886653 [NCDOI](#)

11. Allstate Insurance Company

- Installment Payment Fee.
- Coverage Deviation.
- Territory Deviation.
- Certified Risks Financial Responsibility Laws.
- Effective 5-23-11 ALSE-127140827 [NCDOI](#)

12. Allstate Property and Casualty Insurance Company

- Territory Deviation.
- Household Composition.
- Multiple Policy Discount.
- New Car Discount, Months since purchase.
- 55 And Over Discount.
- The Good Hands People Discount.
- Antilock Brake Discount.
- Tier Deviation.
- Premier and Premier Plus Discount.
- Good Payer Discount.
- Allstate Easy Pay Plan Discount.
- Accident Rating Deviation.
- Years Licensed Deviation.
- Installment Payments.
- Future Effective Date Discount.
- Preferred Package Discount.
- Full Pay Discount.
- Certified Risks Financial Responsibility Laws.
- Allstate Auto/Life Discount.
- Effective 2-25-13 ALSE-128794701 [NCDOI](#)

13. American Automobile Insurance Company

- Tier Deviation Factor.
- Account Credit.
- Electronic Funds Transfer.
- Vehicle Equipped with Anti-Theft Devices-Alarm only devices, Active disabling devices, Passive Disabling devices.

- Comprehensive Rate Deviation factor.
 - Motorcycle Physical Damage Coverage.
 - Territory Deviation.
 - Eff. 8-15-10 FFDC-126581084 [North Carolina Department of Insurance](#)
14. American Bankers Insurance Company of Florida
- Antique Auto Program
 - Car Club discount.
 - Antique Auto 2500 Mile Tier.
 - Antique Auto 5000 Mile Tier.
 - Modified/Collectible Vehicles 2500 Mile Tier.
 - Modified/Collectible Vehicles 5000 Mile Tier.
 - Eff. 4-1-10 ASPX-126454260 [North Carolina Department of Insurance](#)
15. American Centennial Insurance Company
- 5% non-fleet private passenger auto liability & physical damage rates.
 - Eff. -1-85
16. American Economy Insurance Company
- 10% deviation where principal operator is aged 55 & over with no inexperienced operator in household.
 - Eff. 4-19-91
17. American Fire & Casualty Company
- Fampak Discount: 5% credit for all coverages.
 - Prime Life Discount: 4% credit for all coverages: Certain criteria must be met.
 - Employee Discount: 15% credit for all coverages.
 - Base Rate Deviation by territory for bodily injury, property damage, med pay, uninsured motorists, comp & coll coverages.
 - Anti-Theft Discount: Com Coverage only: 5% & 15% credit: Certain criteria apply.
 - Eff. 9-1-00 PC 035767 [Filing Detail](#)
18. American Home Assurance Company
- 6% - 37% deviation for med pay & uninsured & uninsured/underinsured motorists coverage: All territories.
 - 1% - 46% deviation for bodily injury, property damage, comprehensive & collision coverages: Certain criteria apply.
 - 5% deviation for bodily injury, property damage, medical payments, comprehensive & collision for multi car policies.
 - 5% deviation for comprehensive: All vehicles equipped with alarm only and active disabling devices.
 - 15% deviation for comprehensive: All vehicles equipped with passive disabling devices.
 - 5% deviation for certain coverages: All insureds within sponsored groups.
 - Installment fee waived for automatic deductions from a financial account.
 - 1st installment fee waived for all multiple payment modes.
 - Eff. 12-20-02 PC054433 [Filing Detail](#)
19. American Insurance Company
- Tier Deviation Factor.
 - Account Credit.
 - Electronic Funds Transfer.
 - Vehicle Equipped with Anti-Theft Devices-Alarm only devices, Active disabling devices, Passive Disabling devices.
 - Comprehensive Rate Deviation factor.
 - Motorcycle Physical Damage Coverage.
 - Territory Deviation
 - Eff 8-15-10 FFDC-126581089 [North Carolina Department of Insurance](#)
20. American Manufacturers Mutual Insurance Company
- Voluntary deviations without driving points - BI, PD, COMP, COLL credit varies by territory.
 - Voluntary deviations with driving points - BI, PD, COMP, COLL credit varies by territory.
 - Safety Equipment Discounts - 5% - 15% to Med Pay if qualified.
 - Anti-locking braking system discount - 5% for autos equipped with a factory installed four wheel Anti-Lock Braking System.
 - Extended Transportation Expenses Coverage - KIP ONLY - \$30/\$900 Increased Transportation Expense no additional charge.
 - Cancellation - KIP ONLY - return premium is computed on a Pro Rata basis.
 - Classifications - Experienced Operator Credit - principal operator is aged 55 and over and no inexperienced operators apply to the vehicle, apply a 3% discount to the BI and PD Liability, Med Pay, Coll and Coll premiums.
 - Classic Auto Discount: 80% discount to Misc Types Rule-19.F. Classic Auto Discount for BI, PD & med pay coverages.
 - Deferred Premium Payment Plans electronic funds transfer, a \$1 monthly service charge is applied per billing.
 - Kemper Network Deviation 7%: Certain criteria apply.
 - Anti Theft Devices Discount - credit varies.
 - Eff 7-1-03 PC062831 [North Carolina Department of Insurance](#)
21. American Motorists Insurance Company
- Extended Transportation Expenses Coverage - KIP only: Coverage included at no additional charge.
 - Cancellation - KIP only: Compute return premium on pro rata basis.
 - Deferred Premium Payment Plan.
 - 7% Kemper Network Deviation: Certain criteria apply.
 - Eff 7-1-03 PC062832 [North Carolina Department of Insurance](#)

22. American Security Insurance Company

- Deviation: Charge as premium for comprehensive (full coverage) & collision (\$100 deductible), the NC Rate Bureau base rates, which became effective January 1, 1984 for territory 17, separately for each coverage. Premiums so determined are applied statewide regardless of territory, no primary or secondary rating factors are applied.
- Eff. 2-1-86

23. American Southern Insurance Company

- 12.5% Elite Driver Discount: Applies to each vehicle, each driver when meeting criteria.
- 5% Preferred Driver Discount: Applies to each vehicle, each driver when meeting criteria.
- 2% AAA Carolina Affinity Group Discount when insured is a member of AAA Carolinas.
- Renewal Discount Program when insured with American Southern for three continuous years and loss free.
- Multiple policy discount when the policyholder places both automobile and homeowners coverage through the American Auto Club Insurance Agency. Discount applies to BI, PD, Med Pay, Coll and Comp premiums.
- 10% Super Preferred Driver Discount.
- Eff. 6-15-04 PC071954 [Filing Detail](#)

24. American States Insurance Company

- Tier Deviations.
- ATP Constant.
- Territory Deviations.
- Driver Class Deviations.
- Driver Experience Deviations.
- Student Deviations.
- Merit Deviation.
- Household Structure Deviations.
- Symbol Deviations.
- Model Year Deviations.
- Maximum Years Driving Experience Deviations.
- Minimum Years Driving Experience Deviations.
- Multi-Car Discount Deviation.
- Account Discount Deviations.
- Full Coverage Deviations.
- Accident Free Deviation.
- Violation Free Deviation.
- Accident Forgiveness Deviation.
- Paid in Full Deviation.
- Group Discount Deviation.
- Anti-Theft Discount Deviation.
- Advanced Quote Discount Deviation.
- Employee Discount Deviation.
- New Vehicle Deviations.
- Low Mileage Discount Deviations.
- Eff. 2-9-13 LBRM-128770319 [NCDOI](#)

25. American States Preferred Insurance Company

- Territory Deviation.
- Driving Group Deviations (years driving experience, marital status, good student, distant student), various rates.
- Renewal, Market, and Tier Deviations (financial responsibility, coverages, limits, and continuity of coverage).
- SDIP, Single/Multi Car Deviations, various rates, BI, PD, Medical Payments, Comprehensive and Collision.
- SDIP, Single/Multi Car, 12-Point Violation Deviations.
- Account Discount Deviations.
- Vehicle Usage and Market Tier Deviations, various rates, BI, PD, Med Pay, Comp and Coll.
- Limited Experience Operator Program Subscription.
- Certified Risks – Financial Responsibility Laws Deviation.
- Eff. 4-25-13 LBRM-128863601 [NCDOI](#)

26. AMICA Mutual Insurance Company

- Deviation to Base Rates for BI, PD, med pay, uninsured/underinsured motorists, comp & collision.
- Additional charge of \$2 for each installment with certain exceptions.
- Eliminate additional charge \$2 on 1st installment for insureds participating in the Account Billing Payment Plan.
- Eliminate additional charge \$2 for the first installment payment.
- Eliminate additional charge \$2 for all installment payments for group policyholders who pay through payroll deduction.
- Downward deviations to one year short-rate cancellation.
- Multi-Line discount.
- Eff. 5-1-13 AMMA-128751832 [NCDOI](#)

27. Arch Insurance Company

- 15% private passenger auto comprehensive & collision rates.
- Eff 9-29-92

28. Argonaut Insurance Company

- Advantage Discount: 13.5% discount applies to BI,PD, medical, collision & comprehensive for single car auto policies.
- Multi-Car Discount: 23.7% discount applies to BI, PD, medical, collision & comprehensive for single car auto policies.

- Preferred Driver Discount: 10% discount applies to BI, PD, medical, collision & comprehensive for single car auto policies.
- Eff. 4-1-00 PC031707 [North Carolina Department of Insurance](#)

29. Arrowood Indemnity Company

- Installment Payment Plan – Agency payroll deduction.
- Eff 5-15-04 PC069376 [North Carolina Department of Insurance](#)

30. Associated Indemnity Corporation

- Tier Deviation Factor.
- Account Credit.
- Electronic Funds Transfer.
- Vehicle Equipped with Anti-Theft Devices-Alarm Only Devices, Active Disabling Devices, Passive Disabling Devices.
- Motorcycle Physical Damage Coverage only.
- Territory Deviation.
- Eff. 8-15-10 FFDC-126581062 [North Carolina Department of Insurance](#)

31. Association Insurance Company

- 12.5% non-fleet private passenger auto liability & physical damage insurance rates.
- 32.5% non-fleet private passenger auto BI, PD, medical payments, comprehensive & collision for SAS Institute Employees.
- Eff. 1-1-96

32. Assurance Company of America

- 5% non-fleet private passenger auto liability bodily injury, property damage & medical payments.
- 15% non-fleet private passenger auto comprehensive & collision.
- 7.5% deviation for drivers with 30 yrs. driving experience & no inexperience operator on policy.
- 5% non-fleet private passenger auto BI, PD, med pay, comp & coll coverage for 3 consecutive yrs. with "0" SDIP pts.
- 10% non-fleet private passenger auto BI, PD, med pay, comp & coll coverage for 6 consecutive yrs. with "0" SDIP pts.
- 5% non-fleet private passenger auto liability, property damage, comp & collision coverage if named insured is an educator.
- 5% non-fleet private passenger auto bodily injury & property if auto has anti-lock brakes.
- 5% non-fleet private passenger auto comprehensive if auto has anti-theft device.
- 10% non-fleet private passenger auto comprehensive if auto has anti-theft device.
- 5% non-fleet private passenger auto BI, PD, med pay, comp & collision of insured has homeowners policy with Assurance.
- 5% non-fleet private passenger auto comprehensive & collision for multi-car policies.
- 20% non-fleet private passenger auto comprehensive & collision for cars with "0" SDIP pts.
- Eff. 2-15-98

33. Atlantic Casualty Insurance Company

LIABILITY All deviation applicable to non-fleet private passenger bodily injury & property damage coverage for all listed components.

12 point violation must not be one of the following.

- Manslaughter or negligent homicide.
 - Failure to stop & render aid when involved in an accident resulting in bodily injury or death.
 - Pre-arranged racing or knowingly lending a motor vehicle to be used in pre-arranged racing.
 - Transporting illegal intoxicating liquors by motor vehicle.
- 37% bi & pd, single car policies with limits of liability that do not exceed \$25,000/\$50,000 bodily injury, \$25,000 property damage, \$2,000 medical payments: \$25,000/\$50,000/\$25,000 uninsured motorists for operators with 3 yrs. or more driving experience & limits of \$50,000/\$100,000 bodily injury, \$50,000 property damage, \$2,000 medical payments, \$50,000/\$100,000/\$50,000 UM/UIM for operators with 5 yrs. or more driving experience with 12-20 SDIP pts.
 - 33% bi & pd, multi-car policies with limits of liability that do not exceed \$25,000/\$50,000 bodily injury, \$25,000 property damage, \$2,000 medical payments, \$25,000/\$50,000/\$25,000 uninsured motorists for operators with 3 yrs. or more driving experience & limits of \$50,000/\$100,000 bodily injury, \$50,000 property damage, \$2,000 medical payments, \$50,000/\$100,000/\$50,000 UM/UIM for operators with 5 yrs. or more driving experience with 12-20 SDIP pts.
 - Eff. 7-1-94

MOTORCYCLE

- 9% average deviation for private passenger motorcycle physical damage.
- 15% average deviation private passenger motorcycle bodily Injury & property damage.
- Eff. 7-1-91

34. Auto Owners Insurance Company

Standard Program

- Paid in Full Discount Deviation.
- Auto/Home Multi Policy Discount; Auto BI, PD, Med Pay, comprehensive & collision.
- Auto/Life Multi Policy Discount; Auto BI, PD, Med Pay, comprehensive & collision.
- Auto/Umbrella Multi Policy Discount; Auto BI, PD, Med Pay, comprehensive & collision.
- Total Disability Benefits \$50 weekly at no additional charge.
- Auto Death Indemnity \$10,000 at no additional charge.
- Symbol Deviation, Comprehensive Symbols 22 thru 27.
- Territory Deviation.
- Financial Responsibility Deviation.

Premier Program

- Bodily Injury Deviation.
- Property Damage Limit Deviation.
- Auto-Owners Premier Rate Deviation.
- Symbol Deviation.

- Auto/Home Multi-Policy Discount BI, PD, Med Pay, Comp & Collision.
 - Auto/Life Multi-Policy Discount BI, PD, Med Pay, Comp & Collision.
 - Auto/Umbrella Multi-Policy Discount BI, PD, Med Pay, Comp & Collision.
 - Paid in full discount.
 - Territory Deviation
 - Insurance Scoring Discount.
 - Auto Death Indemnity \$10,000 at no additional charge.
 - Total Disability Benefits \$35 weekly at no additional charge.
 - Financial Responsibility Deviation.
 - Eff 8-9-13 AOIC-128649736 [NCDOI](#)
35. Bankers Standard Insurance Company
- Vehicle equipped with anti-theft devices discount.
 - Anti-Lock braking system discount.
 - Driver Deviations, Single Car Policy.
 - Driver Deviations, Multi-Car Policy.
 - Deviation for determining other than collision base rate for symbols not displayed on state rate pages.
 - Extra Automobile Discount.
 - Extended transportation expense.
 - IBS Factors.
 - Mass Merchandising discount.
 - Eff. 2-23-11 ACEH-126882294 [North Carolina Department of Insurance](#)
36. Burlington Insurance Company
- 15% private passenger auto physical damage insurance rates.
 - Eff. 5-28-87
37. Central Mutual Insurance Company
- Pathway Deviation.
 - First Accident Forgiveness Discount.
 - Installment Charge Deviation.
 - Deviation for Single Car Risks with Additional Company-Owned Vehicles.
 - Transition/Loyalty Credit.
 - Waiver of Premium Deviation.
 - Miscellaneous Types deviation.
 - Central Mutual Sumit Package Deviation.
 - Eff 5-1-12 CEMC-128052522 [NCDOI](#)
38. Century Indemnity Company
- 10% non-fleet private passenger auto comprehensive & collision rates.
 - Eff. 6-1-89
39. The Charter Oak Fire Insurance Company
- Company Coverage-Deviation by Coverage (coverages purchased)
 - Account Discount (Multi Policy)
 - Contributing Vehicle Credit (number of vehicles)
 - Hybrid Vehicle Discount – type of fuel used 10% discount.
 - Installment Payment Plan.
 - Eff 11-1-09 TRVA-126244915 [North Carolina Department of Insurance](#)
40. Chartis Casualty Company
- Deviation applies to non-fleet private passenger BI and PD Liability rate that is not one of the following:
 - a. Manslaughter or negligent homicide.
 - b. Prearranged racing or knowingly lending a motor vehicle to be used in prearranged racing.
 - c. Failure to stop & render aid when involved in an accident resulting in bodily injury or death.
 - d. Transporting illegal intoxication liquors by motor vehicle.
 - 39% on rates with 12-14 SDIP policy points, multi-car & driving experience of 5-6 years with a 12 point violation.
 - 48.0% on rates with 12-14 SDIP policy points, multi-car/married & driving experience of 7-38 years with a 12 point violation.
 - 62.0% on rates with 12-14 SDIP policy points, single car with 7-38 years driving experience with a 12 point violation.
 - 39% on rates with 12-14 SDIP policy points, multi-car, unmarried with 7-38 years driving experience with a 12 point violation.
 - 39% on rates with 12-14 SDIP policy points, multi-car & driving experience of 39+ years with a 12 point violation.
 - 50% on rates with 12-17 SDIP policy points, single car with 5-6 years driving experience with a 12 point violation.
 - 50% on rates with 12-17 SDIP policy points, single car with driving experience of 39+ years with a 12 point violation.
 - 39% on rates with 15-17 SDIP policy points, multi-car & 5 years of driving experience with a 12 point violation.
 - 55% on rates with 15-17 SDIP policy points, single car and 5-6 years driving experience with a 12 point violation.
 - 13% on rates with 18-20 SDIP policy points, multi-car & driving experience with a 12 point violation.
 - 13% on rates with 18-20 SDIP policy points, single car and 5+ years of driving experience with a 12 point violation.
 - 50% on rates with 18-20 SDIP policy points, single car, married driver with 5-38 years of driving exp with a 12 point violation.
 - 39% on rates with 18-20 SDIP policy points, multi-car, married driver with 5-38 years of driving exp with a 12 point violation.
 - 13% on rates with 18-20 SDIP policy points, single car, married driver with 39+ years of driving exp with a 12 point violation.
 - 13% on rates with 18-20 SDIP policy points, multi-car, married driver with 39+ years of driving exp with a 12 point violation.
 - Effective 8-27-04 PC073480 [Filing Detail](#)

41. Chartis Property Casualty Company
- Anti-Theft Devices Discount.
 - Anti-lock braking system discount.
 - Extra automobile discount.
 - Tier Deviation.
 - Deviation for determining other than collision base rates for symbol's not displayed.
 - Extended transportation expenses coverage deviation.
 - Driver Deviations.
 - Eff 9-1-09 APCG-126130673 [North Carolina Department of Insurance](#)
42. The Cincinnati Insurance Company
- An approximate 3% downward deviation on Collision rates.
 - Deviation on Other Than Collision base rates.
 - Deviation on Bodily Injury base rates
 - Deviation on Medical Payments base rates.
 - An additional 10% downward deviation applied to liability and physical damage rates for companion policy.
 - Installment payment plan.
 - Annual Pay Discount.
 - An approximate 2% downward deviation on Combined Single Limit rates.
 - Preferred Risk Credit Factors.
 - Insurance Scoring Message Credit factors.
 - Driver Experience.
 - Eff. 4-1-13 CNNB-128718761 [NCDOI](#)
43. Citizens Insurance Company of America
- 10% deviation on coverage for principal operators in household age 55 or older where there are no other operators in household with less than 3 yrs. driving experience. This is a per vehicle credit.
 - Account Credit: 5% auto comp & coll coverage if insured has Homeowners policy with The Hanover Insurance Company.
 - Non-Smoker Discount: 5% auto comprehensive & collision coverage if no drivers have smoked in the past 15 months.
 - 10% deviation for auto bodily injury, property damage, medical payments, comprehensive & collision.
 - Renewal Credit applies to auto bi, pd, med pay, comp & collision. Less than 3 yrs-0%; 3-5 yrs.-3.0%; 5 yrs or more-6.0%.
 - Eff. 9-1-94
44. Colonial American Casualty and Surety Company
- 20% non-fleet private passenger auto bodily injury and property damage. 30% physical damage.
 - 10% auto bodily injury, property damage, medical payments, comprehensive & collision age 55 and over.
 - Good Driver Discount when principal operator(s) has no fault accidents & no moving violation in past 3 yrs.
 - Anti-Theft Device Deviation varies 5% - 10% for non-fleet private passenger auto comprehensive.
 - Eff. 1-1-98
45. Continental Insurance Company
- Anti-Theft Device Discount: Certain criteria apply.
 - Vin Etching Discount: 5% credit applies when criteria are met.
 - Accident/Violation Free Discount.
 - Daytime Running Light Discount.
 - Companion Policy Discount: 10% credit applies if named insured has homeowners policy with any Encompass Ins Co.
 - Airbag Discount: Credit varies when certain criteria is met.
 - Anti-Lock Braking System Discount.
 - Eff. 7-3-01
46. Continental Indemnity Company
- Discount for Qualified Preferred Drivers: 17.5% credit physical damage-5% credit liability when certain criteria is met.
 - Discount for Qualified Standard Drivers: 5% credit physical damage when certain criteria is met.
 - Account Credit Program credit when certain criteria is met & both homeowners & auto policies are written through CNIC.
 - Anti Lock Braking System Discount: 5% credit.
 - Mature Driver Discount: 5% credit when certain criteria is met.
 - Eff. 1-1-01 PC038499 [North Carolina Department of Insurance](#)
47. Depositors Insurance Company
- Matrix Deviation
 - Eff 8-10-07 PC104819 [North Carolina Department of Insurance](#)
48. Economy Fire and Casualty Insurance Company
- Territory Deviation
 - Experience driver deviation.
 - Age 55 and over deviation.
 - Preferred customer discount.
 - MetRewards Discount.
 - Multi-Policy discount.
 - Mass merchandising Account deviation.
 - Payroll deduction discount.
 - Employment tenure discount.
 - Small Group account discount.

- Extended Transportation Expenses Coverage.
- Repair or Replacement Coverages – One Year Coverage.
- Coverage for Rented Vehicles.
- Certified Risks Financial Responsibility laws discount.
- Eff 5-10-12 METX-G128208732 [NCDOI](#)

49. Economy Preferred Insurance Company

- Territory Deviation
- Experience driver deviation.
- Age 55 and over deviation.
- Preferred customer discount.
- MetRewards Discount.
- Multi-Policy discount.
- Mass merchandising Account deviation.
- Payroll deduction discount.
- Employment tenure discount.
- Small Group account discount.
- Extended Transportation Expenses Coverage.
- Repair or Replacement Coverage – One Year Coverage.
- Coverage for Rented Vehicles.
- Certified Risks Financial Responsibility laws discount.
- Eff 5-10-12 METX-G128208791 [NCDOI](#)

50. Economy Premier Assurance Company

- Pak II Package Credit.
- Pak II Renewal Credit.
- Age 55 and over deviation.
- Good Driver Credit when certain criteria is met.
- Symbol Relativities Deviation.
- Increased Limits Transportation Expenses Deviation.
- Passive Restraint Credit.
- Anti-Theft Device Credit.
- Anti-Lock Braking System Credit.
- Golf-mobile Liability: No additional charge.
- ATV, Mini-bike & Dune Buggy CSL BI & PD liability rates.
- ATV, Mini-bike & Dune Buggy Medical Payment rates.
- Recreational Vehicle Multi-Vehicle Credit.
- Eff. 2-25-13 METX-G128821620 [NCDOI](#)

51. Electric Insurance Company

- Installment Payments.
- Territory Deviation.
- Tier Level Deviations.
- Mass Marketing discount.
- Multi-Policy credit.
- Safe driver discount.
- Payroll deduct discount.
- Comprehensive and Collision Model Year Factor Deviations.
- Pro-Rate Cancellation.
- Eff. 10-15-12 ELEC-128673208 [NCDOI](#)

52. Employers Mutual Casualty Company

- Multi-Policy Credit when auto & homeowners coverage are written with Employers Mutual Casualty Company and/or Emcasco Insurance Company.
- Safety Equipment/Anti-Theft Discount: 20% med pay premium passive restraint on driver side only. 30% med pay premium passive restraint on both sides. 5% on bodily injury & property damage premium for four wheel anti-lock braking system. 5% comprehensive premium for alarm & active disabling devices. 15% comprehensive premium for passive disabling devices.
- Installment Payment Plan: \$3 charge waived when method of payment is through electronic funds transfer.
- Eff. 5-25-97

53. Encompass Indemnity Company

- Territory Deviation.
- Household Composition.
- New Car Discount.
- Tier Rating.
- Good Payer Discount.
- Encompass Easy Pay Plan discount.
- Years Licensed Deviation.
- Homeownership Discount.
- Future effective date discount.
- Accident/Violation Free Discount.
- Companion Discount.
- Anti-theft device discount.
- Anti-lock braking system discount.

- Daytime Running lights discount.
- Bodily Injury Increased Limits Discount.
- Med Pay increased limits deviation.
- All other trailers comprehensive deductible deviation.
- Cancellation deviation.
- Hagerty classic auto.
- Preferred Protection Discount.
- Certified Risks – Financial Responsibility Laws.
- Full Pay Discount.
- Eff 4-12-13 ALSE-128721577 [NCDOI](#)

Antique and Classic Automobile Program

- Antique Autos Deviation for BI, PD, Med Pay, UM/UIM – All Territories.
- Classic Autos Deviation for BI, PD, Med Pay, UM/UIM – All Territories
- Eff 5-15-06 PC091813

54. Erie Insurance Company

- Age 55 and over deviation
- Anti-lock brake deviation systems on BI and PD on all four wheels.
- Anti-theft devices.
- Feature 15 deviation (Accident Forgiveness).
- Installment Premium Payment Plan deviation.
- Coverage for Rented Vehicles.
- Multi-Policy Discount.
- Multi Car - Separate Policies: Certain criteria apply.
- Reduced Usage Discount: Certain criteria must be met.
- Payment Plan Discount.
- Classic Vehicles.
- Pro-Rata cancellation for all policies.
- Multi-Auto Policy.
- Effective 6-1-12 ERAP-128510286 [NCDOI](#)

55. Erie Insurance Exchange

- Base rate deviations by territory on BI, PD, Med Pay, Comprehensive and Collision coverages.
- Age 55 and over deviation on BI, PD, Med Pay, Comp and Coll.
- Anti-Lock Brake deviation on Bodily Injury and Property Damage.
- Anti-Theft Device deviation on Comprehensive.
- First Accident Forgiveness.
- Feature 15 Deviation.
- Premium Payment Plan Service Charge - Installment Payments deviation.
- Coverage for Rented Vehicles.
- Pro-Rata Cancellation and Pro-Rata Table for all policies.
- Comprehensive Deductible factors deviation.
- Multi Policy Discount Deviation.
- Pioneer Experience Rating Credit Discount(PERC).
- Driver Experience Factor(DEF) Deviation.
- Multi Car Discount - Separate Policies.
- Reduced Usage Discount.
- Tiered Rating.
- Payment Plan Discount.
- Classic Vehicles.
- Safe Driver Discount.
- Advance Quote Discount
- Prior Bodily Injury Limits Discount.
- Class.
- Eff 4-1-13 ERAP-128822247 [NCDOI](#)

56. Essentia Insurance Company

- Bodily Injury base rate deviation.
- Property Damage base rate deviation.
- Medical Payments base rate deviation.
- Uninsured/underinsured Motorists base rate deviation.
- Eff 5-1-11 BEAC-127015414 [NCDOI](#)

57. Esurance Insurance Company

- Territory Deviation.
- Household Group Deviation
- Financial Responsibility deviation
- Points deviation
- High Points deviation
- Discount deviation
- Accident with no Point deviation
- Accident with Point deviation

- Major Violation deviation
 - Minor Violation and Points deviation
 - Market and Points deviation
 - Points and Inexperienced Operator deviation
 - Household Structure deviation
 - Bodily Injury deviation
 - Claim Free discount
 - Preferred Risk Discount
 - Affinity discount
 - Education discount
 - Switch and Save discount
 - Expense Saving Discount
 - Time at residence discount
 - Future Effective date discount
 - Mature Driver discount,
 - Eff 2-15-13 ESUR-128679418 [NCDOJ](#)
58. Fairmont Premier Insurance Company
- 10.7% private passenger auto BI, PD, med pay, coll, uninsured BI and combined uninsured/underinsured BI; 15.5% comprehensive.
 - Free of at fault accidents: 3-6 yrs.; 10%-non-fleet private passenger auto BI, PD, med pay & coll; Over 6 yrs.-15%.
 - 10% non-fleet private passenger auto BI, PD, med pay, comp & col for principal operators age 55 and over where there is no principal operator in household.
 - BMW model yrs. 1995 & newer: 20% comprehensive; 10% collision.
 - Eff. 3-1-98
59. Farm Bureau Insurance of North Carolina Inc.
- 55% deviation applies to the surcharge on voluntary policies for a 12-point violation that is not one of the following: a) manslaughter or negligent homicide resulting from the operation of a motor vehicle, b) prearranged highway racing or knowingly lending a motor vehicle to be used in prearranged highway racing, c) failure to stop and render aid when involved in an accident resulting in bodily injury or death (hit and run driving), or d) transportation for the sale of illegal intoxicating liquors by motor vehicles.
 - Effective 10-1-04 PC073968 [North Carolina Department of Insurance](#)
60. Farmers Insurance Exchange
- Ultra Premier Rating Plan Deviation
 - Premier and Preferred Base Rate Deviations.
 - Auto/Multi Policy Discount: Certain criteria apply.
 - Anti-Theft Device Discount: ½ % discount applies to Comp when a vehicle is equipped with a passive anti-theft device.
 - Electronic Funds Transfer Discount.
 - Eff. 10-1-08 PC116744 [North Carolina Department of Insurance](#)
61. Federal Insurance Company
- Various deviations for bodily injury, property damage, medical payments & uninsured motorist for antique auto.
 - Reduced rates for physical damage coverages for antique autos.
 - Deviation for Split Limit Bodily Injury Increased Limits.
 - Eff. 7-1-03
62. Federated Mutual Insurance Company
- 5% non-fleet private passenger liability & physical damage when homeowners & personal umbrella policy is written with Federated Mutual Insurance Company.
 - Installment Payment Plan: \$2 charge each installment subject to max. of \$5 per account for all policies.
 - Eff. 4-21-95
63. Fidelity & Deposit Compay of Maryland
- 20% non-fleet private passenger auto bodily injury and property damage. 30% physical damage.
 - 10% non-fleet private passenger auto bodily injury, property damage, med pay, comp. & collision age 55 and over.
 - Good Driver Discount: 10% auto liability, PD, med pay comp & coll when principal operator(s) has no fault accidents & no moving violation in past 3 yrs.
 - Anti-Theft Device: Deviation varies 5% - 10% for non-fleet private passenger auto comprehensive.
 - Eff. 1-1-98
64. Fidelity & Guaranty Insurance Company
- Multi-Policy Discount: 2% credit to total auto insurance premium when both auto & home-owners policies are purchased through USF&G Group when certain criteria is met.
 - 2% credit auto BI, PD, med pay, comp & coll premium when principal operator is age 55 & over and there are no inexperienced operators in household.
 - Physical Damage Deviation: 6% applies to comprehensive & collision.
 - Special Package Discount: 5% credit total policy premium for insured who meet specified underwriting guidelines.
 - 15% total premium for insureds who are a participant through any of the USF&G Group Marketing Plans.
 - Eff. 9-1-00
65. Fidelity & Guaranty Insurance Underwriters
- Multi-Policy Discount: 2% credit to total auto insurance premium when both auto & home-owners policies are purchased through USF&G Group when certain criteria is met.
 - 2% BI, PD, med pay, comp & coll deviation to premium when principal operator is age 55 & over and there are no inexperienced operators in household.
 - Physical Damage Deviation: 6% applies to comprehensive & collision.

- Special Package Discount: 5% credit total policy premium for insured who meet specified underwriting guidelines.
- 15% auto total premium for insureds who are a participant through any of the USF&G Group Marketing Plans.
- Eff. 9-1-00

66. Firemans Fund Insurance Company

- Tier Deviation Factor.
- Account Credit.
- Electronic Funds Transfer.
- Vehicle Equipped with Anti-Theft Devices-Alarm Only Devices, Active Disabling Devices, Passive Disabling Devices.
- Motorcycle Physical Damage Coverage only.
- Territory Deviation.
- Eff. 8-15-10 FFDC-126580666 [North Carolina Department of Insurance](#)

67. Firemen's Insurance Company of Washington D.C.

- 15% auto BI, PD, medical payments, uninsured/underinsured motorist, comp & collision coverage.
- Eff. 11-1-94

68. First Financial Insurance Company

- 15% non-fleet private passenger physical damage rates.
- Eff. 12-7-87

69. First Liberty Insurance Corporation

- Liability Single Limits (Property Damage) deviation
- Liability Split Limits (Bodily Injury) deviation
- Property Damage Limits deviation.
- Medical Payments deviation.
- Group Savings Plus Discount Program.
- Homeowners Discount
- Mature Driver Discount.
- Waive the additional \$3.00 charge on the first installment on the Installment Payment Plan
- Short Rate Cancellation deviation
- New Customer deviation.
- Tiering Deviation.
- Eff. 12-15-08 PC116669 [North Carolina Department of Insurance](#)

70. First National Insurance Company of America

- Territory Deviations.
- Driving Group Deviations.
- Renewal, Market, and Tier Deviations.
- SDIP, Single/Multi Car Deviations.
- SDIP, Single/Multi Car, Major Deviations.
- Account Discount Deviations.
- Vehicle Usage and Market Deviations.
- Limited Experience Operator Program Subscription.
- Certified Risks – Financial Responsibility Laws Deviation.
- Eff. 4-25-13 LBRM-128863565 [NCDOI](#)

71. Foremost Insurance Company

- Installment Payments
- Eff 12/1/06 PC099237 [North Carolina Department of Insurance](#)

72. GEICO Indemnity Company

- Associate Discount.
- Installment Payment Plan.
- Electronic Banking Discount.
- Multi-Line discount.
- Eff. 11-14-11 GECC-127657277 [NCDOI](#)

73. Garrison Property and Casualty Insurance Company

- Territory Deviation.
- Make/Model Deviation.
- Tier Deviation.
- New Vehicle Discount Deviation.
- Occasional Operator Deviation.
- Passive Restraint Seat Belt Discount Deviation.
- MyUSAA Legacy Deviation.
- Principal Operator Age 55 And Over Deviation.
- Military Installation Garaging Deviation.
- Premier Driver Deviation.
- Daytime Running Lights Deviation.
- Years Driving Experience/Marital Status Deviation.
- Policy Advantage Deviation.
- Short Rate Cancellation Tables Cancellation Deviation.

- UMBI and UMBI/UIMBI.
- Extended Transportation Expenses Coverage.
- Audio, Visual and Data Electronic Equipment Coverage Deviation.
- Customizing Equipment Coverage
- Named Non-Owner Policy Deviation.
- Miscellaneous Types/Trailers.
- Installment Payment Plan
- Eff 3-25-13 USAA-128839538 [NCDOI](#)

74. General Insurance Company of America

- Territory Deviation.
- Driving Group Deviations.
- Renewal, Market, and Tier Deviations.
- SDIP, Single/Multi Car Deviations.
- SDIP, Single/Multi Car Major Deviations.
- Account Discount Deviations.
- Vehicle Usage and Market Deviations.
- Limited Experience Operator Program Subscription.
- Certified Risks – Financial Responsibility Laws Deviation.
- Effective 4-25-13 LBRM-128863602 [NCDOI](#)

75. Generali - U S Branch

- 10% auto liability BI & PD for operator licensed 15 or more yrs. & all drivers total 7-11 SDIP pts.
- 20% auto liability BI & PD for operators licensed 15 or more yrs. & all drivers total 12-20 SDIP pts.
- 15% auto liability BI & PD for operators licensed 10 yrs., but less than 15 yrs. & all drivers total 12-20 SDIP pts.
- 5% auto liability BI & PD for operators licensed 5 yrs., but less than 10 yrs. & all drivers total of 12-20 SDIP pts.
- 5% liability BI & PD rates where vehicles are garaged in territories 11,13,17,31,32,41 or 47.
- 7.5% non-fleet private passenger auto liability BI & PD rates where vehicles are garaged in territories 24,26,33 or 43.
- Eff. 2-9-94

76. Government Employees Insurance Company

- Base Premium Deviation by territory.
- Increased Limits Factor Deviation.
- North Carolina 55 & Over deviation.
- Sponsored Marketing Group Pricing Track.
- Motorcycle Safety Course Credit:
- 5 Year Good Driving Discount: Certain criteria apply.
- Associate Discount: credit to total policy premium.
- Military Discount Deviation.
- Tier Factor Discount.
- Driving Record Tier Matrix.
- Automobile Installment Payments.
- Driver Class Matrix.
- Emergency Road Service.
- Electronic Banking Discount.
- Multi-Line Discount.
- Household composite Index Deviation.
- Waiver of Surcharge.
- Rental Reimbursement (ETEC).
- Eff. 6-6-13 GECC-128953561 [NCDOI](#)

77. Grain Dealers Mutual Insurance Company

- Insurance Score Credit.
- Eff 8-4-12 NCMC-128287690 [NCDOI](#)

78. Graphic Arts Mutual Insurance Company

- Mass Merchandising Plan Discount (Superior and Quality Programs).
- Superior Program Deviation.
- Personal Lines Account Credit (Superior and Quality Programs)
- W.I.S.E./Affinity Discount Deviation (Superior and Quality Programs).
- Mature Driver Credit (Superior Program).
- Eff. 4-1-12 UTCX-G128077953 [NCDOI](#)

79. GuideOne Mutual Insurance Company

- 55% liability & physical damage rates on autos rated as Class 3 under Rule 4 of the NC Personal Auto Manual.
- Eff. 2-1-89

80. Hanover American Insurance Company

- Account Credit Program
- Deviation by Territory for BI, PD, medical payments, comprehensive & collision.
- Renewal Credit: insured with Hanover American Insurance Company only.
- Electronic Funds Transfer Payment Plan.
- Group Modification Plan.

- Installment Payment Plan.
 - Anti-Theft Discount Deviation.
 - BudgetWise Discount.
 - Eff. 7-1-12 HNVX-G128193360 [NCDOI](#)
81. The Hanover Insurance Company
- Anti-Theft Discount Deviation: 5%-10% when certain criteria is met.
 - Installment Pay Plan by Electronic Funds Transfer: No service charge.
 - Group Modification Plan Deviation: 0% to 15.5%.
 - Installment Payment Plan: \$3 charge for each installment, excluding first installment.
 - Eff. 4-1-02
82. Harbor Specialty Insurance Company
- 10% physical damage insurance rates for risks with "0" SDIP pts.
 - 5% BI, PD, medical payments, comprehensive & collision rates if principal operator of vehicle is age 55 or older.
 - 15% comprehensive & collision rates for risks with "0" SDIP pts. Policy must be a part of Personal Protection Program.
 - 5% non-fleet private pass auto BI, PD & Med Pay rates for risks with "0" SPID pts.
 - Eff 2-1-94
83. Harleysville Preferred Insurance Company
- Preferred customer discount.
 - StarPak Program Discount.
 - Companion Credit.
 - Life Insurance/Annuity Policy Discount.
 - Group discount-affinity.
 - Coverage Factors for Comp and Coll coverages.
 - Multi-Line (Commercial Auto) all premiums except Uninsured and Underinsured Motorists coverage.
 - New Policyholder discount.
 - First Accident Forgiveness.
 - Territorial Deviations.
 - Electronic Funds Transfer.
 - Eff 7-30-12 HRLV-128578051 [NCDOI](#)
84. Hartford Accident and Indemnity Company
- Territory Deviation.
 - Non-Resident Student.
 - Account Credit.
 - Homeownership Credit.
 - Personal Umbrella Policy Credit.
 - Hybrid Vehicle Credit.
 - New Vehicle Discount.
 - Household Composition Primary Classification Deviation.
 - Presence of married or domestic partners/total number of drivers.
 - Years licensed/married status.
 - Years licensed/annual mileage.
 - Limited Driver.
 - Years licensed/driver training.
 - Years Licensed/Good Student.
 - Years licensed/principal/occasional.
 - Years licensed/number of vehicles.
 - Years licensed/household composition.
 - Vehicle age/number of vehicles.
 - Annual mileage deviation.
 - Defensive driver deviation.
 - Accident forgiveness Deviation.
 - SDIP incident count deviation.
 - Tier Deviation chart.
 - Eff 4-1-13 HART-128847278 [NCDOI](#)
85. Hartford Casualty Insurance Company
- Agency Book Transfer Credit, maintained continuous automobile coverage, four or more consecutive years of accident and conviction free experience, BI, PD, Med Pay, Comp and Collision.
 - Account Credit.
 - Eff 5-8-12 HART-128103692 [NCDOI](#)
86. Hartford Fire Insurance Company
- Territory Deviation.
 - Non-Resident Student.
 - Account Credit.
 - Homeownership Credit.
 - Personal Umbrella Policy Credit.
 - Hybrid Vehicle Credit.
 - Employee discount.

- New Vehicle Discount.
- Designated Affinity Groups Deviation.
- Household Composition Primary Classification Deviation.
- Presence of married or domestic partners/total number of drivers.
- Years licensed/married status.
- Years licensed/annual mileage.
- Limited Driver.
- Years licensed/driver training.
- Years Licensed/Good Student.
- Years licensed/principal/occasional.
- Years licensed/number of vehicles.
- Years licensed/household composition.
- Vehicle age/number of vehicles.
- Writing Company Expense Deviation.
- Annual mileage deviation.
- Defensive driver deviation.
- Accident forgiveness Deviation.
- SDIP incident count deviation.
- Tier Deviation chart.
- Territory Definition Table.
- Eff 4-1-13 HART-128847369 [NCDOI](#)

87. Hartford Insurance Company of the Midwest

- Territory Deviation.
- Non-Resident Student.
- Account Credit.
- Homeownership Credit.
- Personal Umbrella Policy Credit.
- Hybrid Vehicle Credit.
- Employee discount.
- New Vehicle Discount.
- Household Composition Primary Classification Deviation.
- Presence of married or domestic partners/total number of drivers.
- Years licensed/married status.
- Years licensed/annual mileage.
- Limited Driver.
- Years licensed/driver training.
- Years Licensed/Good Student.
- Years licensed/principal/occasional.
- Years licensed/number of vehicles.
- Years licensed/household composition.
- Vehicle age/number of vehicles.
- Annual mileage deviation.
- Writing Company Deviation.
- Defensive driver deviation.
- Accident forgiveness Deviation.
- SDIP incident count deviation.
- Tier Deviation chart.
- Territory Definition Table.
- Eff 4-1-13 HART-128847407 [NCDOI](#)

88. Hartford Property and Casualty Insurance Company of Hartford

- Territory Deviation.
- Non-Resident Student.
- Account Credit.
- Homeownership Credit.
- Personal Umbrella Policy Credit.
- Hybrid Vehicle Credit.
- New Vehicle Discount.
- Household Composition Primary Classification Deviation.
- Presence of married or domestic partners/total number of drivers.
- Years licensed/married status.
- Years licensed/annual mileage.
- Limited Driver.
- Years licensed/driver training.
- Years Licensed/Good Student.
- Years licensed/principal/occasional.
- Years licensed/number of vehicles.
- Years licensed/household composition.
- Vehicle age/number of vehicles.
- Annual mileage deviation.
- Defensive driver deviation.

- Accident forgiveness Deviation.
 - SDIP incident count deviation.
 - Tier Deviation chart.
 - Eff 6-2-12 HART-128087279 [NCDOI](#)
89. Hartford Underwriters Insurance Company
- Defensive Driver Credit.
 - Account Credit.
 - Renewal Credit Discount.
 - Incident Free Credit.
 - Safe Driver Plus Credit.
 - Advantage Discount.
 - Primary Classification Rating Factors Exception.
 - Eff. 11-1-09 HART-126225525 [North Carolina Department of Insurance](#)
90. Horace Mann Insurance Company
- Member only (Affinity) Deviation.
 - Surcharge Forgiveness (SDIP).
 - Electronic Funds Transfer (Payment Options).
 - Installment Payments.
 - Payroll Payment Plan Deviation.
 - Educator Deviation.
 - Replacement Coverage for New Autos Deviation.
 - Towing and Labor Costs Deviation.
 - 2011+ ISO Symbol Deviation
 - Eff 7-16-12 HRMN-128312978 [NCDOI](#)
91. Horace Mann Property & Casualty Insurance Company
- Territory Deviation.
 - Multi-line Deviation.
 - Member Only (Affinity) deviation.
 - Surcharge Forgiveness (SDIP).
 - Electronic Funds Transfer (Payment Options).
 - Installment Payments.
 - Credit Rating Deviation.
 - Administrator Deviation-School Administrator.
 - Payroll Payment Plan Deviation.
 - Policy Age Deviation.
 - Educator Deviation.
 - Replacement Coverage for New Autos Deviation.
 - Towing and Labor Costs Deviation.
 - 2011+ ISO Symbol Deviation.
 - New Customer Deviation.
 - Eff. 7-16-12 HRMN-128313098 [NCDOI](#)
92. IDS Property Casualty Insurance company
- Accident Free Discount.
 - Auto/Homeowner Discount
 - Deviation for Coverage of BI, PD, Med Pay, Comp, Coll and UM/UIM limits.
 - Liability Limits deviation.
 - Installment Pay Plan.
 - Work Site Discount.
 - Costco Member Discount.
 - Multi-car Discount.
 - Affinity discount.
 - Eff 10-20-11 PRCA-127373888 [NCDOI](#)
93. Indemnity Insurance Company of North America
- 17% BI, PD, medical payments, uninsured motorists, combined uninsured & underinsured, comp & collision.
 - Eff. 3-18-97
94. Infinity Insurance Company
CLASSIC COLLECTORS PROGRAM
- BI & PD, UM or UM/UIM Combined BI, UM or UM/UIM PD coverage, Medical Payment discounts.
 - Comp and Coll and towing coverage deviation.
 - Transfer Credits.
 - Eff 2-10-10 NFNT-126446722 [North Carolina Department of Insurance](#)
95. Insura Property and Casualty Insurance Company
- Multi Policy Discount: 7.5% credit when Homeowners policy is written in the Anthem Casualty Insurance Group.
 - Anti-Theft Discount: Variable credit.
 - Longevity Discount: credit to Plus & Premier auto policies that have been in force for past 5 yrs.
 - Mature Operator Discount: discount for drivers age 55 to 69 yrs. old with no driver with less than 5 yrs. driving experience. Credit applies to Plus & Premier

- policies only.
- Discount Factor for BI, PD, medical payments, comprehensive & collision on all Insura Premier policies.
 - Eff. 1-27-03 PC056566 [North Carolina Department of Insurance](#)
96. Insurance Company of North America
- 17% BI, PD, med payments, uninsured motorists, combined uninsured & underinsured, comp & collision.
 - Eff. 3-18-97
97. Integon Casualty Insurance Company
- Waive installment Payment Plan fee.
 - Vehicle with full coverage, Non Preferred.
 - Driver Class Deviation.
 - Eff. 11-1-09 GMMX-126328159 [North Carolina Department of Insurance](#)
98. Integon General Insurance Corporation
- Waive installment Payment Plan fee GMAC Insurance Employees and affiliates of GMAC Insurance.
 - Vehicle with full coverage, Non Preferred.
 - Eff. 11-1-09 GMMX-126328174 [North Carolina Department of Insurance](#)
99. Integon Indemnity Corporation
- Waive installment Payment Plan fee.
 - Vehicle with full coverage, Non Preferred.
 - Eff. 11-1-09 GMMX-126328253 [North Carolina Department of Insurance](#)
100. Integon National Insurance Company
- Installment fee waived.
 - Vehicle with full coverage.
 - Electronic Funds Transfer Payment Plan.
 - Safe Driver Insurance Plan/Single vs. Multi-car deviation.
 - Inexperience Operators Deviation.
 - Driver Class and Waivable Violations Deviations Liability.
 - Credit Program Deviations.
 - At Fault Accident.
 - New Car Deviation.
 - Territory Deviation.
 - Policy Limit deviation.
 - NCI Deviation.
 - Multi Policy(Homeowner) Deviation.
 - Minimum Driving Experience Deviation.
 - Miscellaneous deviation.
 - Bookroll stabilization deviation.
 - Eff 10-1-13 GMMX-129185029 [NCDOI](#)
101. Ironshore Indemnity Inc.
- 7.5% BI, PD for multi-car policies, where all drivers on policy together have 12-20 SDIP pts. with one 12 pt. violation which is not one of following: A. Manslaughter or negligent homicide: B. Failure to stop & render aid when involved in an accident resulting in bodily injury or death: C. Pre-arranged racing or knowingly lending a vehicle to be used in prearranged racing: D. Transporting illegal intoxicating liquors by motor vehicle.
 - 15% BI, PD for single car risk, where all drivers on policy together have 12-20 SDIP pts. with one 12 pt. violation is not one of following: A. Manslaughter or negligent homicide; B. Failure to stop & render aid when involved in an accident resulting in bodily injury or death: C. Pre-arranged racing of knowingly lending a vehicle to be used in pre-arranged racing: D. Transporting illegal intoxicating liquors by motor vehicle.
 - Eff. 6-7-95
102. Lancer Insurance Company
- All deviations applicable to non-fleet private passenger auto comprehensive & collision coverages for single car and the insured may not have one of the following:
- a. Manslaughter or negligent homicide.
 - b. Failure to stop & render aid when involved in an accident resulting in bodily injury or death.
 - c. Prearranged racing or knowingly lending a motor vehicle to be used in prearranged racing.
 - d. Transporting illegal liquors by motor vehicle.
- 28% for policies with 12-15 pts.; based on model yr. of auto; driver has at least 3-6 yrs. driving experience.
 - 45% for policies with 12-15 pts.; based on model yr. of auto; driver has at least 7-14 yrs. driving experience.
 - 48% for policies with 12-15 pts.; based on model yr. of auto; driver has at least 15-45 yrs. driving experience.
 - 30% for policies with 10-11 pts.; based on model yr. of auto; driver has at least 7-14 yrs. driving experience.
 - 35% for policies with 10-11 pts.; based on model yr. of auto; driver has at least 15-45 yrs. driving experience.
 - 20% for policies with 8-9 pts.; based on model yr. of auto; driver has at least 7-14 yrs. driving experience.
 - 25% for policies with 8-9 pts.; based on model yr. of auto; driver has at least 15-45 yrs. driving experience.
 - 37% for policies with 8-15 pts.; based on model yr. of auto; driver has at least 3 yrs. driving experience.
 - Eff. 4-1-99
103. Liberty Mutual Insurance Company
- Group Savings Plus Discount.
 - Homeowners Discount.
 - Mature Driver Discount Program.

- New Customer downward deviation.
- Tiering Deviations.
- Installment Payment Plan.
- Short Rate Cancellation deviation.
- Early Shopper Discount.
- Eff. 3-6-12 LBPM-127985786 [NCDOI](#)

104. LM Insurance Corporation

- Territory Deviation.
- Liberty Mutual advantage.
- Multi-Policy Discount.
- Policy Segmentation Program.
- New Graduate Discount.
- Student-away-at-School Discount.
- Good Student Discount.
- Newly Retired Discount.
- Accident Prevention Course Discount.
- Driver Training Discount.
- TeenSMART Driving Course Discount.
- Military Discount.
- New-to-Liberty Vehicle Discount.
- Vehicle Safety Discount.
- Hybrid Vehicle Discount.
- Paid-in-Full Discount.
- Electronic Funds Transfer (EFT) / Recurring Credit Card Discount.
- Payroll Deduction Discount.
- Early Shopper Discount.
- Newlywed Discount.
- Newly Licensed Driver Discount.
- Newly Independent Discount.
- New Move Discount.
- Paperless Policy Discount.
- Accident Forgiveness.
- Installment Payments.
- Pro-Rata Cancellation Exception.
- Eff 12-17-12 LBPM-128588968 [NCDOI](#)

105. LM Property & Casualty Insurance Company

- 2% BI, PD, medical payments, comprehensive & collision for Senior Driver Discount. Certain criteria apply.
- 8% BI, PD, comprehensive & collision for Long Term Discount, when criteria is met.
- 6% BI, PD, comprehensive & collision for New Business Discount.
- 5% Renter's (HO-4) Companion Policy Discount.
- 5% Companion for Life Discount.
- Base Rate Deviation for single & multi car policies.
- Electronic Funds Transfer Deviation: \$1 service charge deleted.
- Installment Payment Plan: No charge for first installment payment.
- Eff. 7-11-03 PC061489 [North Carolina Department of Insurance](#)

106. Lumbermens Mutual Casualty Company

- Deferred Premium Payment Plan - monthly service charge of 3\$ is applied per billing. If paid through electronic funds transfer, a monthly service charge is applied per billing.
- 7% Kemper Network Deviation: Certain criteria apply.
- Eff 7-1-03

107. Maiden Specialty Insurance Company

- Installment Fee Waived deviation.
- Full Coverage deviation.
- Safe Driver Insurance Plan/Single vs. Multi-Car deviation.
- Eff. 11-1-09 GMMX-126330263 [North Carolina Department of Insurance](#)

108. Main Street America Assurance Company

- Preferred Plus Driver Discount. Collision and Comp Coverages
- Preferred Driver Discount Comp and Coll Coverages.
- Insurance Score Discount BI, PD, Med Pay, Uninsured and Combines UM/UN.
- Installment Pay Plan – Multi-policies, Installment Pay Plan – EFT.
- Combines Personal Protection Program – both HO and Auto, BI, PD, Med, Coll, Comp.
- Eff 10-10-07 PC107137 [North Carolina Department of Insurance](#)

109. Markel Insurance Company

- Base Rate Deviation.
- Mass Marketing Discount.
- Eff 1-1-13 MRKA-128222281 [NCDOI](#)

110. Maryland Casualty Company

- 5% BI, PD, comprehensive & collision coverage if named insured is an educator.
- 5% BI, PD, med payments, comp & collision for drivers with least 30 yrs. driving experience & no inexperience operator.
- 5% non-fleet private passenger auto comprehensive & collision for multi-car policies.
- 5% non-fleet private passenger auto comprehensive & collision for vehicles with "0" SDIP.
- 5% non-fleet private passenger auto BI, PD for anti-lock braking system.
- 5% non-fleet private passenger auto comprehensive for active anti-theft disabling devices.
- 5% non-fleet private passenger auto BI, PD, comprehensive, collision, uninsured
- underinsured motorist, towing & labor & all miscellaneous coverage (companion policy).
- Eff. 2-15-98

111. Massachusetts Bay Insurance Company

- Account Credit Program.
- Electronic Funds Transfer Payment Plan.
- Group Modification Plan.
- Deviation by Territory for BI, PD, med pay, comp & collision.
- Installment Payment Plan.
- Anti-Theft Discount Deviation.
- Budget wise discount.
- Eff. 7-1-12 HNVX-G128193381 [NCDOI](#)

112. Members Insurance Company

- Extra Vehicles Deviation
- Account Credit Deviation
- Underwriting Tier Deviation
- TMIC Auto and Home Deviation.
- Homeowners deviation.
- Electronic Funds Transfer Deviation.
- Eff 1-1-13 NCPC-128705838 [NCDOI](#)

113. Merastar Insurance Company

- Account Discount, Rule 4.I. (a).
- Mature Operator Discount, Rule 4.I (b).
- Auto/Home Discount, Rule 4.I. (a) on BI, PD, med pay, comp and coll rates.
- Safe and Sound Discount, Rule 4.I. (b) on comp and coll rates.
- Anti-Lock Braking Discount, Rule 4.I.(c) on collision.
- Anti-Theft Discount, Rule 4.I. (c) on comp rates.
- Waiver of Installment Charge, Rule 4.I. (a).
- Personal Financial Management Discount (Credit Score), Rule 4.I. (b).
- Eff. 12-15-09 UNTR-126283450 [North Carolina Department of Insurance](#)

114. Metropolitan Direct Property & Casualty Insurance Company

- Territorial Deviation.
- Experience Driver Deviation.
- Age 55 & Older Deviation.
- Preferred Customer Discount.
- MetRewards Discount.
- Multi Policy Discount.
- Mass Merchandising Account Deviation.
- Payroll Deduction Discount.
- Employment Tenure Discount.
- Small Group Account discount.
- Repair or Replacement Coverage – One Year Coverage.
- Coverage for Rented Vehicles.
- Certified Risks Financial Responsibility Laws discount.
- Multi-Cycle Discount.
- Eff 6-15-12 METX-G128208668 [NCDOI](#)

115. Metropolitan Property & Casualty Insurance Company

- Mass Merchandising Account Deviation.
- Payroll Deduction Discount.
- Employment Tenure Discount.
- Small Employer Group Program.
- Extended Transportation Expenses Coverage.
- Repair or Replacement Coverages – One Year Coverage.
- Coverage for Rented Vehicles.
- Certified Risks Financial Responsibility laws discount.
- Multi-Cycle Discount.
- Multi-RV Discount.
- Golfmobiles Discount.
- Eff. 5-10-12 METX-G128208598 [NCDOI](#)

116. Motors Insurance Corporation

- Deviation applies under Mechanical Insurance Program & provides for eliminating surcharge on all eligible vehicles equipped with diesel engines.
- Eff. 10-1-85

117. NGM Insurance Company

- 8% credit on Collision and Comprehensive for Preferred Plus Driver.
- 4% credit on Collision and Comprehensive for Preferred Driver.
- Various discounts for named insured insurance score.
- Installment Payment Plan Deviation.
- 5% Combined Personal Protection.
- Eff. 2-9-12 NGMC-127881520 [NCDOI](#)

118. National Specialty Insurance Company

- Deviation on bodily injury, property damage & medical payments: 15% - 0 SDIP pts.; 10% 1-4 SDIP pts. if certain criteria is met.
- Deviation non-fleet private passenger auto comprehensive & collision coverage: 10% - 0 SDIP pts. if certain criteria is met.
- Eff. 2-6-95 *Name changed from State National Specialty Insurance Company effective 3/16/04*

119. National Surety Corporation

- Tier Deviation Factor.
- Account Credit.
- Electronic Funds Transfer.
- Vehicle Equipped with Anti-Theft Devices-Alarm Only Devices, Active Disabling Devices, Passive Disabling Devices.
- Motorcycle Physical Damage Coverage only.
- Territory Deviation.
- Eff. 8-15-10 FFDC-126581109 [North Carolina Department of Insurance](#)

120. Nationwide Affinity Insurance Company of America

- Territory Deviation
- Nationwide Affinity Deviation
- Liability Vehicle Grouping Deviation
- Model Year Deviation
- New Vehicle Deviation
- Driver Class Deviation
- Accident Free Deviation
- Financial Responsibility Deviation (Credit Score)
- Matrix Deviation (prior insurance, prior bodily injury limits, number of vehicles)
- Driving record deviation.
- Misc Vehicle Deviation (Antique or Classic Autos, Motorcycles and any vehicle not subject to the SDIP)
- Term with Prior Carrier Deviation.
- Eff 7-8-13 NTWP-129020436 [NCDOI](#)

121. Nationwide Insurance Company of America

Motorcycle

- Motorcycle Deviation Matrix.
- Eff 6-17-13 NWSP-129017869 [NCDOI](#)
-
- Financial Responsibility Deviation – Based on credit scoring. Credit varies.
- Territory Deviation – Credit varies by territory.
- Nationwide Affinity Deviation.
- Preferred Driver Deviation –according to certain criteria.
- Intra-Agency Transfer Deviation.
- Matrix Deviation.
- Home and Car Deviation.
- Non-Nationwide Homeowner Deviation.
- Auto Financial Deviation.
- Miscellaneous Vehicle Deviation.
- Driver Class Deviation.
- Household composition deviation
- Payment Plan Deviation.
- Tier Deviation.
- Terms with prior carrier deviation.
- Increased Limits.
- New Vehicle Deviation.
- Advanced Quote Deviation.
- SDIP Deviation.
- Time Since Incident Deviation.
- Nationwide Associate Deviation.
- Uninsured/Underinsured Motorist deviation.
- Accident Forgiveness Deviation.
- Minor violation Forgiveness Deviation.
- Fender Bender Forgiveness.
- Preferred Deviation.

- Preferred Bundle Deviation.
- Easy Pay sign-up deviation.
- Deductible Deviation.
- Eff 11-5-12 NWPC-128475824 [NCDOI](#)

122. Nationwide Mutual Fire Insurance Company

- Company Deviation Factor
- Inexperienced operator deviation.
- Multi-auto Policy Deviation.
- Eff. 3-1-12 NTWP-128004034 [NCDOI](#)

123. Nationwide Mutual Insurance Company

NATIONWIDE MUTUAL INSURANCE COMPANY

- Senior Adult Discount Deviation.
- Home and Car Deviation/Homeowner Deviation.
- Miscellaneous Vehicle Deviation.
- Preferred Driver Deviation.
- Combined deviation
- Affinity Deviation.
- Intra-agency transfer Deviation
- Payment Plan Deviation.
- Merit Credit deviation.
- Nationwide Associate Deviation.
- Nationwide Uninsured/Underinsured Motorists Coverage.
- Minor Violation Forgiveness Deviation.
- Easy Pay Sign-up Deviation.
- Multi-Auto Policy Deviation.

NATIONWIDE MUTUAL INSURANCE COMPANY (HARLEYSVILLE OPERATIONS)

- Preferred customer discount.
- StarPak Program Discount.
- Companion Credit.
- Life Insurance/Annuity Policy Discount.
- Group discount.
- Multi-Line (Commercial Auto) all premiums except UM and UIM coverage.
- New Policyholder discount.
- First Accident Forgiveness.
- Territorial Deviations.
- Electronic Funds Transfer.
- Eff. 10-1-12 NWPC-128475531 [NCDOI](#)

124. Nationwide Property and Casualty Insurance Company

- Financial Responsibility Deviation.
- Territory Deviation.
- Nationwide Affinity Deviation.
- Preferred Driver Deviation –according to certain criteria.
- Intra-Agency Transfer Deviation.
- Matrix Deviation.
- Home Car Deviation.
- Non-Nationwide Homeowner Deviation.
- Auto Financial Deviation.
- Miscellaneous Vehicle Deviation.
- Driver Class Deviation.
- Household composition deviation
- Payment Plan Deviation.
- Tier Deviation.
- Terms with prior carrier deviation.
- Increased Limits.
- New Vehicle Deviation.
- Advanced Quote Deviation.
- SDIP Deviation.
- Time Since Incident Deviation.
- Nationwide Associate Deviation.
- Uninsured/Underinsured Motorist deviation.
- Accident Forgiveness Deviation.
- Minor violation Forgiveness Deviation.
- Fender Bender Forgiveness.
- Preferred Bundle Deviation.
- Easy Pay sign-up deviation.
- Deductible deviation.
- Effective 5-5-13 NWPC-128835207 [NCDOI](#)

125. Netherlands Insurance Company

- 10% deviation applies to BI, PD, medical payments for risks in territory 11, 13, 14, 15, 16, 17, 18, 24, 25, 31, 32, 33, 47, 51.

- 15% deviation applies to bodily injury, property damage & medical payments for risks in territory 52.
- 15% deviation applies to comprehensive and collision for risks in territories 11,13,14, 16, 17,18, 24, 25, 31, 32, 33, 47.
- 20% deviation applies to comprehensive and collision for risks in territories 15, 51, 52.
- 4% discount bodily injury, property damage & med pay comp and coll coverages where all operators must have '0' merit rating points.
- 7% discount bodily injury, property damage & med pay comp and coll coverages for risks part of the Personal Protectors Program.
- 2% discount for BI, PD, & med pay comp and coll coverages provided the principal operator of the vehicle is age 55 or older.
- Eff. 10-15-02

126. New South Insurance Company

- Waive installment Payment Plan fee.
- Vehicle with full coverage, Non Preferred.
- Safe Driver Insurance Plan Single/Multi Car deviation.
- Eff. 11-1-09 GMMX-126328296 [North Carolina Department of Insurance](#)

127. North Carolina Farm Bureau Mutual Insurance Company

- Driving Experience.
- Deviation of 20% to Collision Coverage on Motorcycles with greater than 1000 cc's.
- Territory Deviation will apply to BI, PD Med Pay, Comp and Coll coverages.
- Twelve-point violation 55% for BI, PD Med Pay, Comp and Coll coverages
- Split Limit BI Increased Limits.
- Insurance Credit Scoring.
- Eff 4-1-13 NCFB-128835484 [NCDOI](#)

128. Northern Insurance Company of New York

- 10% BI, PD, medical payments, comprehensive, collision & all miscellaneous coverage (Tier I).
- 6% deviation BI, PD, medical payments, comprehensive, collision & all other miscellaneous coverage (Tier II).
- 3% BI, PD, medical payments, comprehensive, collision & all miscellaneous coverage (Tier III).
- 5% BI, PD, med pays, comp & coll for operators with at least 30 yrs. driving experience with no inexperience operators.
- 5% BI & PD with anti-lock braking system.
- Various deviations for comprehensive with vehicles equipped with anti-theft devices.
- 5% BI, PD, med pay, uninsured & underinsured motorist, comp, coll, towing & all misc coverage for auto & home discount.
- 10% BI, PD, comprehensive & collision with named insured employed as an educator.
- 12% BI, PD, med pay, comp & collision where name insured is an employee of Centry Furniture Industries Inc.
- 6% deviation on BI, PD, comp & coll if named insured is an employee of Premier, Inc. & its Hospitals & Health Systems & Premier Insurance Management Services, Inc.
- 9% deviation on BI, PD, comp & coll if named insured is an employee of American Veterinarians Medical Association Professional Liability Insurance Trust.
- Eff. 7-19-01 PC042666 [NCDOI](#)

129. Ohio Casualty Insurance Company

- 4% credit to all coverages with an operator age 55 or older who purchase Homeowners coverage in Ohio Casualty Group.
- Employee Discount: 15% when criteria is met.
- Anti-Theft Discount: Comprehensive Coverage only: 5% alarm only & active disabling devices: 15% passive disabling devices: Other criteria apply.
- Eff. 9-1-00

130. Omni Insurance Company

- For deviations see the North Carolina Department of Insurance website.
- Eff 5-28-01 **PC041974** [Filing Detail](#)

131. OneBeacon America Insurance Company

- Base rate deviation by territory: bodily injury, property damage, med pay, comprehensive & collision premium. Variable credits.
- 5% bodily injury, property damage, med pay, comprehensive & collision driven by insured who reached age 55.
- Anti-Theft Device Credits: on comprehensive if vehicle is equipped with anti-theft device. 5% alarm only, active disabling device. 10% passive disabling device.
- Cancellation will be done on a pro-rata basis.
- Eff. 11-20-01

132. OneBeacon Midwest Insurance Company

- 5% Multi-Policy Credit for BI, PD, med pay, comprehensive & collision for principal driver age 55 & over.
- Anti-Theft Device Credit: Credit varies 5% - 10% for comprehensive coverage.
- Cancellation: Deviation on short rate cancellation resulting in pro-rata cancellation.
- Eff. 11-20-01

133. Owners Insurance Company

- Bodily Injury Limit Deviation.
- Property Damage Limit Deviation.
- Owners Rate Deviation.
- Symbol Deviation.
- Multi Policy Discount Auto/Home; Auto/Life; Auto/Umbrella Discount for BI, PD, Med Pay, comprehensive & collision.
- Paid in full discount.
- Mature Driver Discount.
- Territory Deviation
- Insurance Scoring Discount.
- Financial Responsibility Deviation.

- Eff 8-9-13 AOIC-128649882 [NCDOI](#)
134. Pacific Employers Insurance Company
 - 17% BI, PD, med pay, uninsured motorists, combined uninsured & underinsured, comprehensive & collision.
 - Eff. 3-18-97
 135. Pacific Indemnity Company
 - Antique Auto: Various deviations on liability & physical damage coverages.
 - Increased Limits Deviations.
 - Eff. 7-1-03 PC062945 [North Carolina Department of Insurance](#)
 136. Peak Property and Casualty Insurance Corporation
 - 67% deviation on bodily injury and property damage coverages to single car with 12 SDIP points
 - 52% deviation on bodily injury and property damage coverages to single car with 13-14 SDIP points
 - 50 % deviation on bodily injury and property damage coverages to single car with 15 SDIP points
 - 30% deviation on bodily injury and property damage coverage to multi car with 16-20 SDIP points
 - 52% deviation on bodily injury and property damage coverages to multi car with 12 SDIP points
 - 51% deviation on bodily injury and property damage coverages to multi car with 13-14 SDIP points
 - 49% deviation on bodily injury and property damage coverages to multi car with 15 SDIP points
 - 33% deviation on bodily injury and property damage coverage to multi car with 16-20 SDIP points
 - Eff 4-17-07 PC103425 [North Carolina Department of Insurance](#)
 137. Peerless Insurance Company
 - Deviation on BI, PD, Med Pay, Comp and Coll written with forms HO-3, HO-5, or HE-7 that are part of the Personal Protector Program.
 - Deviation on BI, PD, Med Pay, Comp & Coll written with form HO-06 that is part of the Personal Protector program.
 - Deviation on Installment Payment Plan by Electronic Funds Transfer or Agency Bill.
 - Price Point deviation.
 - Deviation on BI, PD, Med Pay, Comp and Coll coverage written with forms HO-4 and part of Personal Protector Program.
 - Effective 8-15-12 LBRM-128292222 [NCDOI](#)
 138. Pennsylvania General Insurance Company
 - 20% non-fleet private passenger auto comprehensive & collision rates.
 - 5% Account Credit is applicable to all voluntary personal auto policies where named insured has his/her homeowners (except Forms HO- & HO-4) insurance in any of General Accident Companies. Credit applies to total premium for each coverage.
 - 5% Anti-Lock Brake Discount: BI, PD, single limit liability, medical payments & collision if vehicle is equipped with factory installed anti-lock brakes.
 - 15% bodily injury, property damage & medical payments.
 - Eff. 3-15-96
 139. Pennsylvania National Mutual Casualty Insurance Company
 - Account Credit, Preferred and Preferred Advantage Programs.
 - Account Credit without Homeowners Preferred and Preferred Advantage Programs.
 - Mature Driver Discount Preferred and Preferred Advantage Programs.
 - Personal Auto Preferred Program by Territory.
 - Personal Auto Preferred Advantage Program by Territory.
 - Insurance Bureau Score discount Preferred and Preferred Advantage Programs.
 - Private Passenger Autos written on a Commercial Lines Policy.
 - Underwriting Scorecard deviation.
 - Territory Deviation.
 - Installment Charges.
 - Paid in Full Discount.
 - Affinity Group Discount.
 - Agency Transfer Transition Factor.
 - Eff 10-1-12 PNPR-128494779 [NCDOI](#)
 140. Pharmacists Mutual Insurance Company
 - Multi-Policy Credit Personal Package discount.
 - Multivariate Rating.
 - Deviation of Base Rates.
 - Eff 11-1-11 PHAR-127314841 [NCDOI](#)
 141. Philadelphia Indemnity Insurance Company
 - Liability coverage Only
 - Physical Damage Coverage only
 - Eff 1-1-06 PC087035 [Filing Detail](#)
 142. Phoenix Insurance Company
 - Company Coverage Factors.
 - Account Discount (Multi-Policy)
 - Contributing Vehicle Credit (number of vehicles)
 - Hybrid Vehicle Discount (type of fuel used)
 - Installment Payment.
 - Multi-Line Insurance and Financial Services Institution.
 - Effective 11-1-09 TRVA-126245059 [North Carolina Department of Insurance](#)

143. Platt River Insurance Company

- 17.5 % Credit Physical Damage and 5% Credit Liability base premiums: Certain Preferred Driver criteria must be met.
- 5% Credit Physical Damage base premiums: Certain Standard Driver criteria must be met.
- Account Credit Program: 10% Credit: Must have Homeowners and Auto policy with UIC.
- 5% Credit for BI, PD and Med Pay for factory installed Anti-Lock Brake System.
- 5% Credit for BI, PD, Med Pay, Collisions, and Comprehensive premiums: Mature Driver Discount: Certain criteria apply.
- Eff. 10-1-99

144. Privilege Underwriters Reciprocal Exchange

- Extra Vehicle deviation.
- Accident Prevention Course.
- Driver Training Course.
- Good Student Discount.
- Away at School discount.
- Years clean discount.
- Multi-line Policy.
- Anti-lock brakes.
- Anti-theft discount.
- Window Glass Etching discount.
- Tier Rating Credit Scoring.
- Annual Mileage Discount.
- Mobile Device Control Discount.
- Accident Forgiveness.
- Vacation Use Discount.
- Eff 1-31-13 PRIV-128803821 [NCDOI](#)

145. Progressive American Insurance Company

- Territory Deviation – Liability
- Household Group Deviation – Liability
- Financial Responsibility Deviation – Liability
- Points Deviation – Liability
- High Points Deviation- Liability
- Discount Deviation – Liability
- Accident with no Point Deviation – Liability
- Accident with Point Deviation – Liability
- Major Violation Deviation – Liability
- Minor Violation and Points Deviation – Liability
- Market and Points Deviation – Liability
- Points and Inexperienced Operator Deviation – Liability
- Household Structure Deviation – Liability
- Tier Deviation – Liability.
- Paperless Deviation – Liability.
- BI Limit Deviation - Liability.
- Household Composition Deviation – Liability.
- Non-Negligent Occurrence Deviation – Liability.
- Territory Deviation – Physical Damage
- Household Group Deviation – Physical Damage
- Financial Responsibility Deviation – Physical Damage
- Points Deviation – Physical Damage
- High Points Deviation- Physical Damage
- Discount Deviation – Physical Damage
- Accident with no Point Deviation – Physical Damage
- Accident with Point Deviation – Physical Damage
- Major Violation Deviation – Physical Damage
- Minor Violation and Points Deviation – Physical Damage
- Points and Inexperienced Operator Deviation- Physical Damage
- Household Structure Deviation – Physical Damage
- Tier Deviation – Physical Damage
- Paperless Deviation – Physical Damage.
- Electronic Funds Transfer Installment Deviation.
- Household Composition Deviation – Physical Damage.
- Non-Negligent Occurrence Deviation – Physical Damage.
- Electronic Funds Transfer Installment deviation.
- Eff 9-6-13 PRGS-129156410 [NCDOI](#)

146. Progressive Northern Insurance Company

- Territory Deviation – Liability
- Household Group Deviation – Liability
- Financial Responsibility Deviation – Liability
- Points Deviation – Liability
- High Points Deviation- Liability
- Discount Deviation – Liability

- Accident with no Point Deviation – Liability
- Accident with Point Deviation – Liability
- Major Violation Deviation – Liability
- Minor Violation and Points Deviation – Liability
- Market and Points Deviation – Liability
- Points and Inexperienced Operator Deviation – Liability
- Household Structure Deviation – Liability
- Multi Policy Deviation – Liability
- Paperless Deviation.
- Household composition Deviation – Liability.
- Non-Negligent Occurrence Deviation.
- Territory Deviation – Physical Damage
- Household Group Deviation – Physical Damage
- Financial Responsibility Deviation – Physical Damage
- Points Deviation –Physical Damage
- High Points Deviation- Physical Damage
- Discount Deviation – Physical Damage
- Accident with no Point Deviation – Physical Damage
- Accident with Point Deviation – Physical Damage
- Major Violation Deviation – Physical Damage
- Minor Violation and Points Deviation – Physical Damage
- Market and Points Deviation – Physical Damage
- Points and Inexperienced Operator Deviation – Physical Damage
- Household Structure Deviation – Physical Damage
- Multi Policy Deviation – Physical Damage
- Paperless Deviation – Physical Damage.
- Household composition Deviation – Physical Damage.
- Non-Negligent Occurrence Deviation – Physical Damage.
- Electronic Funds Transfer Installment deviation
- New Business Installment deviation.
- Eff 9-6-13 PRGS-129151581 [NCDOI](#)

147. Progressive Preferred Insurance Company

LIABILITY All deviation applicable to non-fleet private passenger auto bodily injury, property damage & medical payments coverage for all listed components.

- 14%-35% for single car policies, non standard underwriting with 5-6 or more SDIP pts.
- 28% for multi car policies, non standard underwriting with 6 or more SDIP pts.
- 15%-36% for single car policies, middle underwriting with 3-6 or more SDIP pts.
- 11%-29% for multi car policies, middle underwriting with 4-6 or more SDIP pts.
- 14%-50% for single car policies, standard underwriting with 0-6 or more SDIP pts.
- 16%-35% for multi car policies, standard underwriting with 2-6 or more SDIP pts.
- 31%-53% for single car policies, preferred underwriting with 0-6 or more SDIP pts
- 25%-39% for multi car policies, preferred underwriting with 0-6 or more SDIP pts.
- 51%-53% for single car policies, ultra-preferred underwriting with 0-6 or more SDIP pts.
- 39%-42% for multi car policies, ultra preferred underwriting with 0-6 or more SDIP pts.
- 5% for policies in non-standard, middle & standard underwriting to policies with proof of homeownership.
- 5%-10% for risks who are members of qualified participating groups, associations or employees of qualified participating employer when risks meet underwriting guidelines.

LIABILITY All deviation applicable to non-fleet private passenger auto bodily injury, property damage & medical payments coverage for all listed components.

12 point violation must not be one of the following:

- Manslaughter or negligent homicide.
 - Prearranged racing or knowing lending a motor vehicle to be used in prearranged racing.
 - Failure to stop & render aid when involved in an accident resulting in bodily injury or death.
 - Transporting illegal intoxicating liquors by motor vehicle.
- Deviation for single car, non standard underwriting, 12-21 SDIP pts. Credit varies 58%-74%.
 - Deviation for multi car, non standard underwriting, 12-21 SDIP pts. Credit varies 44%-63%.
 - Deviation for single car, middle underwriting, 12-21 SDIP pts. Credit varies 60%-75%.
 - Deviation for multi car, middle underwriting, 12-21 SDIP pts. Credit varies 48%-66%.
 - Deviation for single car, standard, preferred and ultra preferred underwriting, 12-21 SDIP pts. Credit varies 60%-75%.
 - Deviation for multi car, standard, preferred and ultra preferred underwriting, 12-21 SDIP pts. Credit varies 48%-66%.

LIABILITY All deviation applicable to non-fleet private passenger auto bodily injury, property damage & medical payments coverage for all listed components. If the resulting rate is equal to or greater than N.C. Rate Bureau rates, the policy is ineligible for any deviation.

- 1.14 factor applies single car, non standard underwriting for policies without proof of prior auto insurance.
- 1.09 factor applies multi car, non standard underwriting for policies without proof of prior auto insurance.
- 1.05-1.20 factors vary based on territories.
- 1.05-3.20 factors vary based on average driver group 1-17.
- 1.10-1.45 factors vary for single car policies with 1-3 or more accidents.
- 1.06-1.30 factors vary for multi car policies with 1-3 or more accidents.

PHYSICAL DAMAGE All deviation applicable to non-fleet private passenger auto physical damage coverage for all listed deviation components, unless otherwise stated below.

- 26% for single car policies, non standard underwriting with 6 or more SDIP pts.
- 23% for multi car policies, non standard underwriting with collision coverage on more than one vehicle with 6 or more SDIP pts.
- 27%-28% for single car policies, middle underwriting with 5-6 or more SDIP pts.
- 37% for multi car policies, non standard underwriting with collision coverage on one vehicle with 6 or more SDIP pts.

- 18%-24% for multi car policies, middle underwriting, collision coverage on more than one vehicle 5-6 or more SDIP pts.
- 33%-47% for single car policies, standard underwriting with 2-6 or more SDIP pts.
- 31%-38% for multi car policies, middle underwriting, collision coverage on one vehicle with 5-6 or more SDIP pts.
- 22%-40% for multi car policies, standard underwriting, collision coverage on more than one vehicle, 2-6 or more SDIP pts.
- 24%-47% for multi car policies, standard underwriting, collision coverage on one vehicle with 2-5 or more SDIP pts.
- 26%-47% for single car policies, preferred underwriting with 0-5 or more SDIP pts.
- 23%-40% for multi car policies, preferred underwriting, collision coverage on more than one vehicle, 0-6 or more SDIP pts.
- 23%-47% for multi car policies, preferred underwriting, collision coverage on one vehicle with 0-5 or more SDIP pts.
- 48% single car policies, ultra preferred underwriting.
- 40% multi car policies, ultra preferred underwriting, collision coverage on more than one vehicle.
- 40%-47% multi car policies, ultra preferred underwriting, collision coverage on one vehicle with 0-5 or more SDIP pts.
- 5% for policies, non standard, middle and standard underwriting with proof of homeownership.
- 5%-10% for risks who are members of qualified participating groups, associations or employees of qualified participating employers when risks meet underwriting guidelines.

PHYSICAL DAMAGE All deviation applicable to non-fleet private passenger auto physical damage coverage for all listed deviation components, unless otherwise stated below.

12 point violation must not be one of the following:

- Manslaughter or negligent homicide.
 - Prearranged racing or knowing lending a motor vehicle to be used in prearranged racing.
 - Failure to stop & render aid when involved in an accident resulting in bodily injury or death.
 - Transporting illegal intoxicating liquors by motor vehicle.
- 54%-69% single car policies, non standard underwriting with 12-18 or more SDIP pts.
 - 45%-64% for multi car policies, non standard underwriting, with collision coverage on more than one vehicle with 12-18 or more SDIP pts.
 - 51%-67% for multi car policies, non standard underwriting, collision coverage on one vehicle with 12-18 or more SDIP pts.
 - 57%-71% for single car policies, middle underwriting with 12-18 or more SDIP pts.
 - 47%-66% for multi car policies, middle underwriting with collision coverage on more than one vehicle with 12-18 or more SDIP pts.
 - 54%-69% for multi car policies, middle underwriting with collision coverage on one vehicle with 12-18 or more SDIP pts.
 - 57%-71% for single car policies, standard, preferred and ultra preferred underwriting with 12-18 or more SDIP pts.
 - 47%-66% for multi car policies, standard, preferred and ultra preferred underwriting, collision coverage on more than one vehicle with 12-21 SDIP pts.
 - 54%-69% for multi car policies, standard, preferred and ultra-preferred underwriting, collision coverage on one vehicle with 12-18 or more SDIP pts.

PHYSICAL DAMAGE All deviation applicable to non-fleet private passenger auto physical damage coverage for all listed deviation components. If the resulting rate is equal to or greater than the N.C. Rate Bureau, the policy is ineligible for any deviation.

- 1.19 factor applies, single car policies, non standard underwriting for policies without proof prior of auto insurance.
- 1.15 factor applies, multi car policies, non standard underwriting without proof of prior auto insurance.
- 1.05-1.20 factors vary based on territories.
- 1.10-2.75 factors vary based on average driver group 1-16.
- 1.08-1.35 single car policies with 1-3 or more accidents.
- 1.05-1.24 multi car policies with 1-3 or more accidents.
- Installment Payment Plan: \$3 charge waived for policies purchased by employees from an approved employer group if premium is paid via payroll deduction.
- Eff. 7-1-99

148. Progressive Premier Insurance Company of Illinois

- Territory Deviation – Liability
- Household Group Deviation – Liability
- Financial Responsibility Deviation – Liability
- Points Deviation – Liability
- High Points Deviation- Liability
- Discount Deviation – Liability
- Accident with no Point Deviation – Liability
- Accident with Point Deviation – Liability
- Major Violation Deviation – Liability
- Minor Violation and Points Deviation – Liability
- Market and Points Deviation – Liability
- Points and Inexperienced Operator Deviation – Liability
- Household Structure Deviation – Liability
- Tier Deviation – Liability.
- Paperless Deviation – Liability.
- BI Limit Deviation - Liability.
- Household Composition Deviation – Liability.
- Non-Negligent Occurrence Deviation – Liability.
- Territory Deviation – Physical Damage
- Household Group Deviation – Physical Damage
- Financial Responsibility Deviation – Physical Damage
- Points Deviation – Physical Damage
- High Points Deviation- Physical Damage
- Discount Deviation – Physical Damage
- Accident with no Point Deviation – Physical Damage
- Accident with Point Deviation – Physical Damage
- Major Violation Deviation – Physical Damage
- Minor Violation and Points Deviation – Physical Damage
- Points and Inexperienced Operator Deviation- Physical Damage
- Household Structure Deviation – Physical Damage

- Tier Deviation – Physical Damage
- Paperless Deviation – Physical Damage.
- Household Composition Deviation – Physical Damage.
- Non-Negligent Occurrence Deviation – Physical Damage.
- Electronic Funds Transfer Installment Deviation.
- Eff 9-6-13 PRGS-129156419 [NCDOI](#)

149. Progressive Southeastern Insurance Company

- Territory Deviation – Liability
- Household Group Deviation – Liability
- Financial Responsibility Deviation – Liability
- Points Deviation – Liability
- High Points Deviation- Liability
- Discount Deviation – Liability
- Accident with no Point Deviation – Liability
- Accident with Point Deviation – Liability
- Major Violation Deviation – Liability
- Minor Violation and Points Deviation – Liability
- Market and Points Deviation – Liability
- Points and Inexperienced Operator Deviation – Liability
- Household Structure Deviation – Liability
- Multi Policy Deviation – Liability
- Paperless Deviation.
- Household composition Deviation – Liability.
- Non-Negligent Occurrence Deviation – Liability.
- Territory Deviation – Physical Damage
- Household Group Deviation – Physical Damage
- Financial Responsibility Deviation – Physical Damage
- Points Deviation –Physical Damage
- High Points Deviation- Physical Damage
- Discount Deviation – Physical Damage
- Accident with no Point Deviation – Physical Damage
- Accident with Point Deviation – Physical Damage
- Major Violation Deviation – Physical Damage
- Minor Violation and Points Deviation – Physical Damage
- Market and Points Deviation – Physical Damage
- Points and Inexperienced Operator Deviation – Physical Damage
- Household Structure Deviation – Physical Damage
- Multi Policy Deviation – Physical Damage
- Paperless Deviation – Physical Damage.
- Household composition Deviation – Physical Damage.
- Non-Negligent Occurrence Deviation – Physical Damage.
- Electronic Funds Transfer Installment Deviation.
- New Business Installment Deviation.
- Eff 9-6-13 PRGS-129151717 [NCDOI](#)

150. Progressive Universal Insurance Company

- Territory Deviation – Liability
- Household Group Deviation – Liability
- Financial Responsibility Deviation – Liability
- Points Deviation – Liability
- High Points Deviation- Liability
- Discount Deviation – Liability
- Accident with no Point Deviation – Liability
- Accident with Point Deviation – Liability
- Major Violation Deviation – Liability
- Minor Violation and Points Deviation – Liability
- Market and Points Deviation – Liability
- Points and Inexperienced Operator Deviation – Liability
- Household Structure Deviation – Liability
- Tier Deviation – Liability.
- Paperless Deviation – Liability.
- BI Limit Deviation - Liability.
- Household Composition Deviation – Liability.
- Non-Negligent Occurrence Deviation – Liability.
- Territory Deviation – Physical Damage
- Household Group Deviation – Physical Damage
- Financial Responsibility Deviation – Physical Damage
- Points Deviation – Physical Damage
- High Points Deviation- Physical Damage
- Discount Deviation – Physical Damage
- Accident with no Point Deviation – Physical Damage

- Accident with Point Deviation – Physical Damage
- Major Violation Deviation – Physical Damage
- Minor Violation and Points Deviation – Physical Damage
- Points and Inexperienced Operator Deviation- Physical Damage
- Household Structure Deviation – Physical Damage
- Tier Deviation – Physical Damage
- Paperless Deviation – Physical Damage.
- Household composition Deviation – Physical Damage.
- Non-Negligent Occurrence Deviation. – Physical Damage.
- Effective 9-6-13 PRGS-129156488 [NCDOI](#)

151. Property and Casualty Insurance Company of Hartford

- Territory Deviation.
- Non-Resident Student.
- Account Credit.
- Homeownership Credit.
- Personal Umbrella Policy Credit.
- Hybrid Vehicle Credit.
- New Vehicle Discount.
- Household Composition Primary Classification Deviation.
- Presence of married or domestic partners/total number of drivers.
- Years licensed/married status.
- Years licensed/annual mileage.
- Limited Driver.
- Years licensed/driver training.
- Years Licensed/Good Student.
- Years licensed/principal/occasional.
- Years licensed/number of vehicles.
- Years licensed/household composition.
- Vehicle age/number of vehicles.
- Annual mileage deviation.
- Defensive driver deviation.
- Writing Company Deviation.
- Accident forgiveness Deviation.
- SDIP incident count deviation.
- Tier Deviation chart.
- Eff 4-1-13 HART-128847402 [NCDOI](#)

152. Providence Washington Insurance Company

Standard Program

- Multi-Policy Credit: 10% applies to bodily injury, property damage, medical payments, comprehensive & collision.
- Mature Driver Credit: Applies to bodily injury, property damage, medical payments, comprehensive & collision.
- Multiple Automobile Credit: 5% applies to BI, PD, medical payments, comprehensive & collision: Certain criteria apply.

Preferred Program

- Territory Deviation: Various credits apply to bodily injury, property damage, medical payments, comprehensive & collision.
- Multi Policy Credit: 10% applies to bodily injury, property damage, medical payments, comprehensive & collision.
- Mature Driver Credit: Applies to bodily injury, property damage, medical payments, comprehensive & collision.
- Multiple Automobile Credit: 5% applies to BI, PD, medical payments, comprehensive & collision: Certain criteria apply.
- Eff.7-1-02

153. Republic Franklin Insurance Company

- Personal Auto Account Credit.
- W.I.S.E./Affinity Discount.
- Mature Driver Credit: Certain criteria apply.
- Company Car Discount.
- Select Program.
- Essentials Program Deviation.
- Electronic Stability Control Devices Discount/Greenhouse gas score credit.
- Premium Payment Credit.
- Eff. 5-1-12 UTCX-G128145801 [NCDOI](#)

154. Response Worldwide Insurance Company

- 7.0% non-fleet private passenger auto bodily injury, property damage & medical payments coverage when certain criteria is met.
- 10.0% non-fleet private passenger auto comprehensive & collision coverage if certain criteria is met.
- Eff. 7-15-96 PC 034398 [Filing Detail](#)

155. Safeco Insurance Company of America

- Territory Deviation.
- Driving Group Deviations.
- Renewal, Market, and Tier Deviations.
- SDIP, Single/Multi Car Deviations.
- SDIP, Single/Multi Car, Major Deviations.
- Account Discount Deviations.

- Vehicle Usage and Market Deviations.
- Limited Experience Operator Program Subscription Deviation.
- Certified Risks – Financial Responsibility Laws Deviation.
- Eff 2-25-13 LBRM-128863764 [NCDOJ](#)

156. Seaton Insurance Company

- 15% auto liability, med pay & physical damage. "Unimate Plus" in addition to above: (1) Policy in force 3 yrs. & no at-fault accident additional 5% credit liability, med pays & phys damage; (2) Policy in force 6 yrs. & no at-fault accident; Second 5% credit on coverages listed above.
- 5% non-fleet private passenger auto non-fleet physical damage rates. Discount applies: (1) All vehicles assigned to driver 55 yrs. of age or older, (2) All vehicles on policy, regardless of number, if all drivers are 55 yrs. of age or older, (3) Private passenger vehicles only (no miscellaneous types).
- Eff. 6-20-88

157. Selective Insurance Company of South Carolina

- Installment Payment Plan: \$2 per each installment.
- 30% deviation applies to liability & physical damage when a commercial package policy is written with the risk.
- Eff. 6-1-01

158. Selective Insurance Company of the Southeast

- 30% deviation will be applied to liability Phys Damage rates when a Commercial Package policy is written in conjunction with the risk.
- Eff. 4-1-08 PC112412 [North Carolina Department of Insurance](#)

159. Sentinel Insurance Company, Ltd.

- Insurance score Tier deviation factors.
- Account/Tier Deviation.
- Safe Driver/Incident Free Credit/Tier Deviation factor.
- Least experienced driver factor/Tier Deviation factor
- Most experienced driver factor/Tier Deviation factor.
- Prior BI limits credit/Tier Deviation factor.
- Territory/Tier Deviation factor.
- Primary Classification Rating Factors Exception.
- Eff 5-15-12 HART-128075459 [NCDOJ](#)

160. Southern Guaranty Insurance Company

- Exceptional Driver Program: 15% BI, PD, medl pay, comprehensive & collision when underwriting guidelines are met.
- Exception Plus: Additional 5% credit for BI, PD, med pay, comp & coll when policy has been in-force at least 3 yrs. & no at-fault accidents in preceding 3 yrs. A second 5% credit for policies in-force at least 6 yrs. & no at-fault accidents in preceding 6 yrs. Maximum Exceptional Driver credit is 25%.
- Mature Driver Discount: 10% BI, PD, med pay, comprehensive, collision & medical payments when underwriting guidelines are met.
- Multi Policy Discount: 5% auto comp & coll base rate if Southern Guaranty Insurance Company insures both homeowner & auto policy.
- 10% credit auto BI, PD, med pay, comp & coll for all private passenger auto policies for University of North Carolina Employees.
- Eff. 7-1-00

161. Southern Insurance Company of Virginia

ADVANTAGE XL PROGRAM

- Multi-Car Discount.
- Recreational Trailer Rate Discount.
- Loss Free Renewal Discount.
- New Business Automobile Discount.
- Passive Restraint Discount.
- Anti-Lock Braking System Discount.
- Anti-Theft Devices Discount.
- Account Credit.
- Automatic Payment Plan.
- First Accident Forgiveness.
- PACE Endorsement.
- XL Factors.
- Experienced Operator Discount.

MERIT XL PROGRAM

- Deviation by Coverage and Territory.
- Experienced Operator Discount.
- Multi-Car Discount.
- Recreational Trailer Rate Discount.
- Loss-Free Renewal Discount.
- New Business Automobile Discount.
- Passive Restraint Discount.
- Anti-Lock Braking System Discount.
- Anti-Theft Devices Discount.
- Account Credit.
- Automatic Payment Plan.
- First Accident Forgiveness.
- PACE Endorsement.
- XL Factors.

SUPERIOR XL PROGRAM

- Deviation by Coverage and Territory.
- Experienced Operator Discount.
- Multi-Car Discount.
- Recreational Trailer Rate Discount.
- Loss-Free Renewal Discount.
- New Business Automobile Discount.
- Passive Restraint Discount.
- Anti-Lock Braking System Discount.
- Anti-Theft Devices Discount.
- Account Credit Plan.
- Automatic Payment Plan.
- First Accident Forgiveness.
- PACE Endorsement.
- XL Factors.
- Extra Edge Discount.

PREFERRED XL PROGRAM

- Deviation by Coverage and Territory.
- Experienced Operator Discount.
- Multi-Car Discount..
- Recreational Trailer Rates.
- Loss-Free Renewal Discount.
- New Business Automobile Discount.
- Passive Restrain Discount.
- Anti-Lock Braking System Discount.
- Anti-Theft Devices Discount.
- Account Credit Plan.
- Automatic Payment Plan.
- First Accident Payment Plan.
- PACE Endorsement.
- XL Rating Factor

AUTOGUARD XL, AUTOGUARD II XL PROGRAMS

- Multi-Car Discount.
- Recreational Trailer Rate Discount.
- Passive Restraint Discount.
- Anti-Lock Braking System Discount.
- Anti-Theft Devices Discount.
- Account Credit.
- Automatic Payment Plan.

PREFERRED PROGRAM

- Deviation by Coverage and Territory.
- Experienced Operator Discount.
- Multi-Car Discount.
- Recreational Trailer Rates.
- Loss-Free Renewal Discount.
- New Business Automobile Discount.
- Passive Restraint Discount.
- Anti-Lock Braking System Discount.
- Anti-Theft Devices Discount.
- Account Credit Plan.
- Automatic Payment Plan.

STANDARD PROGRAM

- Experienced Operator Discount.
- Multi-Car Discount.
- Recreational Trailer Rates.
- Loss-Free Renewal Discount.
- Passive Restraint Discount.
- Anti-Lock Braking System Discount.
- Anti-Theft Devices Discount.
- Account Credit Plan.
- Automatic Payment Plan.
- Eff. 7-1-12 DNGL-128308478 [NCDOI](#)

162. Southern Pilot Insurance Company

- UNC-Chapel Hill Employee discount.
- Exceptional Driver Plan Credit: on a vehicle insured in the voluntary market and principally driven by an operator with at least nine years of operating experience who has had no chargeable accidents within the past three years.
- Accident Free Discount: 5% credit shall be applied to BI, PD, Med Pay, Comp and Coll premiums on a vehicle insured in the voluntary market and driven by an operator who has had no chargeable accidents within the past three years and has been continuously insured with Southern Pilot for at least three

years. An additional 5% applies for a six yr. period. New Business applicants and Southern Pilot renewal customers insured in the voluntary market who can document continuous coverage with a prior carrier and no chargeable accident for a three or six year period as described above are also eligible for the Southern Pilot Accident Free Discount. Maximum Accident Free Discount is 10%. Accident Free will be removed at the next renewal following the first chargeable accident where \$1000 or more was paid for BI, PD, Med and Coll (combined) for any operator in the household.

- Mature Driver Discount: Principal Operators who have 34 years or more of driving experience that are written in the voluntary market and have no operators in their household with less than nine years driving experience shall receive a %% discount on Bodily Injury, Property Damage, Comprehensive, Collision & Medical expense premiums for the vehicle they principally operator.
- Multi Policy Discount: 5% credit applied to BI, PD, med pay, comp, & coll premiums developed from the North Carolina Rate Bureau Personal Auto Manual on a vehicle insured in the voluntary market when Southern Pilot Insurance Company insures an individual's home and automobile.
- Eff. 2-24-09 PC123649 [North Carolina Department of Insurance](#)

163. SPARTA Insurance Company

- 5% auto BI, PD, medical payments, comprehensive & collision driven by insured who reached age 55.
- Anti-Theft Device Credits: auto comprehensive when vehicle is equipped with anti-theft device. 5% alarm only, active disabling device. 10% passive disabling device.
- Cancellation will be done on a pro-rata basis.
- Eff. 11-20-01 PC045268 [Filing Detail](#)

164. St. Paul Fire and Marine Insurance Company

- Installment charge deviation: \$2 charge each installment.
- Eff. 1-1-95

165. St. Paul Guardian Insurance Company

- 5% base rate comprehensive coverage when policy qualifies for PAK II Program.
- 5% base rate collision coverage when policy qualifies for PAK II Program.
- 10% Mature Operator Credit: Combined single limit BI, PD, med pay, comp & coll, when principal operator is age 55 & less than or equal to 64 yrs. of age & no inexperienced operators in household. 5% credit for ages 65-74 & no inexperience operator in household.
- 10% Good Driver Deviation, when certain criteria is met.
- Symbol Reactivities model year 1976-1982, Symbol 14, comprehensive - 7.8% credit; collision - 12.7% credit. Model yrs. 1975 & prior; Values above \$10,000 rated Symbol 7 for comprehensive & collision.
- Increase Limits Extended Transportation Expense Coverage is provided at no charge, when comprehensive coverage is purchased & policy qualifies for PAK II Program.
- Passive Restraint Deviation: 20% when restraint is installed in driver-side only position; 30% when restraint is installed in both front outboard seat positions. If policy qualifies for PAK II Program, airbag discount applies to factory installed automatic occupant restraint. Deviation applies only to medical payments base premium.
- Anti-Theft Device Deviation for PAK II Program: 5% alarm only, 5% active disabling device; 15% passive disabling device. This deviation applies to comprehensive base premium.
- Anti-Lock Braking System Deviation: 5% combined single limit liability, BI, PD liability base premium when private passenger auto equipped with factory installed four-wheel anti-lock braking system.
- Golfmobile Liability Coverage provided at no additional charge.
- Miscellaneous Types: ATV, minibike & dune buggy, combined BI & PD liability rates not used for commercial purposes will be same rate as North Carolina Reinsurance Facility. Snowmobile rates, medical payments coverage rate will be 22% of Territory 18 private passenger auto med pays rate. Collision rates will be same as NC Rate Bureau's snowmobile rates.
- 10% when more than one recreational vehicle is covered under same policy for following miscellaneous types, trailers designed for use with private passenger autos, motorbikes or other similar motor vehicles not used for commercial purposes (excluding motorcycles, motorscooters & mopeds); snowmobiles & golfmobiles.
- Renewal Credit: 0-2 yrs.-0%; 3yrs.-3%; 4yrs.-4%; 5 or more yrs. -5% premium credit when insured maintained consecutive yrs. of coverage with St. Paul. Credit will apply to final premium for each coverage & rounded to nearest dollar.
- Installment charge deviation: \$2 charge each installment unless Electronic Funds Transfer billing option is selected, then no charge.
- Employee Discount: New Business - 20%; Renewals - 15% when criteria is met.
- Eff. 3-1-00

166. St. Paul Mercury Insurance Company

- 15% non-fleet private passenger auto liability & physical damage insurance rates.
- Eff. 1-1-88

167. Standard Fire Insurance Company

- Territorial Deviation Grid.
- Insurance Score Level Multiplier for Other Than Inexperienced Operators.
- Account Discount.
- Hybrid Vehicle Discount.
- Installment Payment deviation.
- Minimum Years Licensed and Number of Married.
- Vehicle Driver Composition.
- Good Student Credit.
- Eff 1-26-13 TRVA-128767841 [NCDOI](#)

168. State Automobile Mutual Insurance Company

- 10% auto BI, PD, med pay, comp & coll coverages, no SDIP pts., no inexperienced operators & insured has Homeowners policy with State Auto Companies.
- 5% auto BI, PD, medical payments, comprehensive & collision coverages provided no SDIP pts., no inexperienced operators & all operators in household are age 55 or older.
- 15% auto BI, PD, med pay, comp & coll coverages provided there are no SDIP pts., no inexperienced operators, all operators in household are age 55 or older and insured has a Homeowners policy with State Auto Companies.

- Installment Pay Plan charge is reduced to \$1 per installment on all new and renewal business.
- 5% auto BI & PD liability (or combined single liability) coverage for private passenger auto equipped with factory installed four wheel anti-locking braking systems.
- Eff. 2-1-93

169. State Auto Property & Casualty Insurance Company

- Auto/Home Discount.
- Financial Stability.
- Driver Experience.
- Territory deviation.
- Early Upload discount.
- Good Student Discount.
- Anti-Lock Braking Systems Discount.
- Installment Plan with Electronic Funds Transfer deviation.
- Customizing Equipment deviation.
- Discount on BI, PD, Med Pay, UM/UIM, Comp and Coll coverages for Electric Autos.
- Paid in Full Discount.
- Eff. 8-26-12 STAT-128295964 [NCDOI](#)

170. State Farm Mutual Automobile Insurance Company

- Territory Deviation.
- Accident Free Deviation.
- Multi Line Deviation when criteria is met.
- Installment Payment - electronic funds transfer Deviation.
- Good Driving Deviation.
- Classic vehicle Deviation.
- Customer Rating Index (CRI) Deviation.
- SDIP Deviation.
- Customization Deviation.
- Antique Vehicle Deviation.
- Utility Vehicle Deviation.
- Motorcycle Liability Deviation.
- Eff 8-13-12 SFMA-128373338 [NCDOI](#)

171. Teachers Insurance Company

- Multiline Deviation.
- Member only (Affinity).
- Surcharge Forgiveness (SDIP).
- Electronic Funds Transfer (Payment Options).
- Installment Payments.
- Payroll Payment Plan Deviation.
- Educator deviation.
- Replacement Coverage for New Autos Deviation.
- Towing and Labor Costs Deviation.
- 2011+ ISO Symbol Deviation.
- Eff 7-16-12 HRMN-128313227 [NCDOI](#)

172. Titan Indemnity Company

- **TIER A**
- Territory Deviation.
- Model Year Deviation.
- New Vehicle Deviation.
- Driver Class Deviation.
- Accident Free Deviation.
- Financial Responsibility Deviation (Credit Score).
- Matrix Deviation (various characteristics).
- Safe Driver Insurance Plan Deviation.
- Inexperienced Operator Deviation.
- Intra Agency Transfer Deviation.
- Affinity Deviation.
- Paid in Full Deviation.
- Military Deviation.
- Increased Limits Deviation.
- Household composition Deviation.
- Advance Quote Deviation.
- Driving Group Deviation.
- Premium Payer Reward deviation.
- Prior Carrier Deviation.
- Prior Insurance Lapse Deviation.
- Accident Forgiveness Deviation.
- Collision Deviation.
- **TIER B**

- Territory Deviation.
- Model Year Deviation.
- New Vehicle Deviation.
- Driver Class Deviation.
- Accident Free Deviation.
- Matrix Deviation.
- Safe Driver Insurance Plan Deviation.
- Inexperienced Operator Deviation.
- Intra Agency Transfer Deviation.
- Affinity Deviation.
- Paid in Full Deviation.
- Military Deviation.
- Advance Quote Deviation.
- Driving Group Deviation.
- Premium Payer Reward deviation.
- Prior Carrier Type Deviation.
- Prior Insurance Lapse Deviation.
- Accident Forgiveness Deviation.
- Collision deviation.
- Increased Limits deviation.
- Eff 7-15-13 NTWP-129020527 [NCDOI](#)

173. Travelers Casualty & Surety Company

- Anti-Lock Brake Deviation: 5% auto single limit (liability & medical payments) or BI, PD & medical payments.
- Anti-Theft Device Deviation: 5% or 10% discount depending on how vehicle is equipped. Applicable to non-fleet private passenger auto comprehensive base premiums.
- 7% Loss & Conviction Free Renewal Deviation: Multi-car policies: Applies to non-fleet private passenger auto BI, PD, medical payments & collision coverage. Credit applies to voluntary policies.
- Mature Driver Deviation: 3% to BI, PD & medical payments; 5% collision, 10% comprehensive coverage.
- Passive Restraint Discount: 1% auto BI, PD & medical payments. Credit applies to voluntary policies.
- 7% Loss & Conviction Free Renewal Deviation; Multi-car policies: Applies to collision coverage only when policy is ceded to the Facility.
- Mature Driver Deviation.
- Eff. 12-17-93

174. Travelers Casualty & Surety Company of America

- 15% non-fleet private passenger auto bodily injury, property damage & medical payments rates.
- 15% non-fleet private passenger auto comprehensive & collision rates.
- Eff. 10-15-92

175. Travelers Casualty Insurance Company of America

- 30% non-fleet private passenger auto liability & medical payments rates.
- 30% non-fleet private passenger auto physical damage rates.
- Eff. 10-15-92
- Name Changed from Travelers Casualty & Surety Company of Illinois effective 1/1/04

176. Travelers Indemnity Company

- Installment Payment Plan, waiver of charge on certain entities using payroll deduction.
- Contributing Vehicle Credit.
- Eff. 11-1-09 TRVA-126245042 [North Carolina Department of Insurance](#)

177. Travelers Indemnity Company of America

- Account Discount.
- Contributing Vehicle Credit.
- Hybrid Vehicle Discount.
- Installment Payments - Installment charge for each installment is deleted.
- Eff 11-1-09 TRVA-126245162 [North Carolina Department of Insurance](#)

178. The Travelers Indemnity Company of Connecticut

- Company Coverage Factors.
- Account Discount, Bodily Injury, Prop Dam, Med Pay, Un/Underinsured Motorist, Comp, Coll.
- Contributing Vehicle Credit: deviation applied on autos, pickups, vans & classic autos for bodily injury property damage, medical pay & collision for single car policy yet have more than one private passenger auto insured with The Travelers.
- Hybrid Vehicle Discount 10% discount.
- Installment Payment Plan.
- Effective 11-1-09 TRVA-126245153 [North Carolina Department of Insurance](#)

179. Travelers Personal Security Insurance Company

- Territorial Deviation Grid.
- Insurance Score Level Multiplier for Other Than Inexperienced Operators.
- Account Discount.
- Hybrid Vehicle Discount.
- Installment Payment deviation.
- Minimum Years Licensed and Number of Married.

- Vehicle Driver Composition.
 - Good Student Credit.
 - Eff 1-26-13 TRVA-128767844 [NCDOI](#)
180. Travelers Property Casualty Company of America
- Account Credit: 10% credit when voluntary auto & homeowners policy with The Travelers.
 - Careful Driver Credit: 7% auto BI, PD, medical payments & collision that have 0 SDIP pts. for the last 3 consecutive yrs.
 - Senior Driver Credit: Credit varies 3% - 6% when criteria is met.
 - Contributing Vehicle Credit: 25% auto BI, PD, med pay & coll for single car policy, yet have more than one auto insured with The Travelers.
 - Contributing Vehicle Credit: 15% auto comprehensive, fire/fire & theft/fire, theft, CAC for insured who have a single car policy, yet have more than one auto insured with The Travelers.
 - Highly Preferred Credit: 19% credit when certain criteria is met.
 - Preferred Credit: 10% credit when certain criteria is met.
 - Eff. 8-21-99
181. Truck Insurance Exchange
- Territory Deviation.
 - Household Group Deviation - Liability.
 - Single Car Financial Responsibility and Points Deviation – Liability.
 - Multi Car Financial Responsibility and Points Deviation – Liability.
 - Financial Responsibility High Points Deviation Single Car – Liability.
 - Financial Responsibility High Points Deviation Multi Car – Liability.
 - Multi-Car/Paid-in-full/Auto-Home/Mobile Home/Rent Deviation – Liability.
 - Accident and Point Deviation - Liability.
 - Major Violation Deviation – Liability.
 - Minor Violation and Points Deviation – Liability.
 - Market and Points Deviation – Liability.
 - Points and Inexperienced Operator Deviation – Liability.
 - Household Structure Deviation – Liability.
 - Electronic Funds Transfer Installment Deviation.
 - Territory Deviation-Physical Damage.
 - Household Group Deviation - Physical Damage.
 - Single Car-Points Financial Responsibility and Points Deviation - Physical Damage.
 - Multi Car, One Collision Vehicle, Financial Responsibility and Points – Physical Damage.
 - Multi Car, Two or More Collision Vehicles, Financial Responsibility and Points – Physical Damage
 - Financial Responsibility High Points Deviation Single Car-Physical Damage.
 - Financial Responsibility High Points Deviation Multi Car-Physical Damage.
 - Multi Car/Paid in full/auto-Home/Mobile Home/rent deviation - Physical Damage.
 - Accident and Point Deviation-Physical Damage.
 - Major Violation-Physical Damage.
 - Minor Violation and Points Deviation-Physical Damage.
 - Market and Points Deviation-Physical Damage.
 - Points and Inexperienced Operator Deviation - Physical Damage.
 - Household Structure Deviation-Physical Damage.
 - Marital Status deviation Liability.
 - Electronic Funds Transfer Deviation Liability.
 - Marital Status deviation Physical Damage.
 - Electronic Funds Transfer Deviation Physical Damage
 - Eff 3-1-10 FARM-126381295 [North Carolina Department of Insurance](#)
182. Trumbull Insurance Company
- Insurance Score Tier deviation.
 - Account or Homeownership Factor deviation.
 - Driving Record Factor.
 - Least Experienced drive factor.
 - Most experienced driver factor.
 - Prior bodily injury limits factor.
 - Annual mileage factor.
 - Coverage Selection factor.
 - Cars versus drivers factor.
 - Marital Status factor.
 - AARP Membership.
 - Territory factor.
 - Defensive Driver factor.
 - Eff 4-23-12 HART-128028482 [NCDOI](#)
183. Twin City Fire Insurance Company
- Account Credit.
 - Agency Book Transfer.
 - Multi Car Discount.

- Eff 5-8-12 HART-128009725 [NCDOI](#)

184. USAA Casualty Insurance Company

- Territory Deviation.
- Make/Model Deviation.
- Tier Deviation.
- New Vehicle Discount Deviation.
- Occasional Operator Deviation.
- Passive Restraint Seat Belt Discount Deviation.
- MyUSAA Legacy Deviation.
- Principal Operator Age 55 And Over Deviation.
- Military Installation Garaging Deviation.
- Premier Driver Deviation.
- Daytime Running Lights Deviation.
- Years Driving Experience/Marital Status Deviation.
- Policy Advantage Deviation.
- Short Rate Cancellation Tables Cancellation Deviation.
- UMBI and UMBI/UIMBI.
- Extended Transportation Expenses Coverage.
- Audio, Visual and Data Electronic Equipment Coverage Deviation.
- Customizing Equipment Coverage
- Named Non-Owner Policy Deviation.
- Miscellaneous Types/Trailers.
- Installment Payment Plan Deviation.
- Eff 5-29-12 USAA-127892798 [NCDOI](#)

185. USAA General Indemnity Company

- Territory Deviation.
- Make/Model Deviation.
- Tier Deviation.
- New Vehicle Discount Deviation.
- Occasional Operator Deviation.
- Passive Restraint Seat Belt Discount Deviation.
- MyUSAA Legacy Deviation.
- Principal Operator Age 55 And Over Deviation.
- Military Installation Garaging Deviation.
- Premier Driver Deviation.
- Daytime Running Lights Deviation.
- Years Driving Experience/Marital Status Deviation.
- Short Rate Cancellation Tables Cancellation Deviation.
- UMBI and UMBI/UIMBI.
- Extended Transportation Expenses coverage.
- Towing and Labor Costs Deviation.
- Audio, Visual and Data Electronic Equipment Coverage Deviation.
- Customizing Equipment Coverage
- Named Non-Owner Policy Deviation.
- Miscellaneous Types/Trailers.
- Multiple Car By Number of Operators.
- Installment Payment Plan Deviation.
- Eff 5-29-12 USAA-127894300 [NCDOI](#)

186. Unigard Indemnity Company

- 5% auto physical damage rates. Deviation applies: (1) All vehicles assigned to driver 55 yrs. of age or older, (2) All vehicles on policy, regardless of number, if all drivers are 55 yrs. of age or older, (3) Private passenger vehicles only.
- 10% physical damage rates when same insured also has Homeowners Form HO 00 03 or HO 00 06.
- Eff. 9-5-89

187. United Services Automobile Association

- Territory Deviation.
- Make/Model Deviation.
- Tier Deviation.
- New Vehicle Discount Deviation.
- Occasional Operator Deviation.
- Passive Restraint Seat Belt Discount Deviation.
- MyUSAA Legacy Deviation.
- Principal Operator Age 55 And Over Deviation.
- Military Installation Garaging Deviation.
- Premier Driver Deviation.
- Daytime Running Lights Deviation.
- Years Driving Experience/Marital Status Deviation.
- Policy Advantage Deviation.
- Short Rate Cancellation Tables Cancellation Deviation.
- UMBI and UMBI/UIMBI.

- Extended transportation expense and towing and labor.
- Audio, Visual and Data Electronic Equipment Coverage Deviation.
- Customizing Equipment Coverage
- Named Non-Owner Policy Deviation.
- Extended Non-Owned liability.
- Miscellaneous Types/Trailers.
- Installment Payment Plan Deviation.
- Eff. 5-29-12 USAA-127891508 [NCDOI](#)

188. United States Fidelity & Guaranty Company

- Multi-Policy Discount.
- Principal Operator age 55 & over.
- Physical Damage Deviation.
- Special Package Discount.
- Employee Group Discount.
- Eff. 9-1-00 PC034571 [NCDOI](#)

189. United States Liability Insurance Company

- Deviation on UMBI for limits up to 250K/500K and for limits higher than 250K/500K.
- Deviation on combines UM/UIM Bodily Injury.
- Deviation credit range for BI, PD and Medical Payments.
- Deviation on Comp, Fire and Theft Rates.
- Deviation on Collision Rates.
- Credit applied to deviated rates on BI, PD, and Med Pay for rating each each vehicle in excess of 3.
- Eff 2-2-12 USLI-127937418 [NCDOI](#)

190. Unitrin Auto and Home Insurance Company

- Territory Definitions.
- Pricing Level Voluntary deviations no points.
- Extended Transportation Expense Coverage (Package Plus Only).
- Pro Rata Cancellation (Package Plus).
- Experienced Operator Credit; no inexperienced operators, apply discount to BI, PD, Collision and Comprehensive (Price levels A through Q only)
- Electronic Funds Transfer (EFT) Installment Payments-No installment charge will be applied
- Network Discount, 6% discount applied to BI, PD, Med Pay, Collision and Comprehensive
- Vehicles Equipped with Anti-Theft Devices, (Pricing Levels A through Q). 1. Alarm Only and Active Disabling Devices -5% discount on Comprehensive Coverage. 2. Passive Disabling Devices-15% discount on Comprehensive Coverage
- Package Plus Deviation, Rule 4.H, Bodily Injury, Property Damage, Medical Payments, Comprehensive and Collision
- Multiple Vehicle Discount (same policy), pricing levels A thru R only.
- Vehicles Equipped with Anti-lock braking system, pricing level A thru S only
- Physical Damage Rules.
- Eff 9-1-12 KEMP-128463201 [NCDOI](#)

191. Unitrin Safeguard Insurance Company

- Voluntary Pricing Level deviations (Price levels A through R only).
- Misc Coverage - Extended Transportation Expense Coverage.
- Pro Rata Cancellation all Package Policies.
- Experienced Operator Credit.
- Payment Options – Electronic Funds Transfer (EFT).
- Affinity Group Network Group Discount, applied to BI, PD, Med Pay, Collision and Comprehensive
- Safety Features - Anti-Lock Breaking Systems, BI and PD.
- Safety Features - Anti-Theft Devices, Comp only.
- Multi-Policy Package Plus.
- Multiple Vehicle Discount.
- Physical Damage Rules.
- Safe Driver Insurance Plan.
- Eff 9-1-12 KEMP-128463218 [NCDOI](#)

192. Universal Insurance Company

- 15.0% auto BI, PD & med pay for DWI conviction limited to one lifetime alcohol related conviction per household. Credit applies to single car. SDIP pts. must be between 12- 20.
- 7.5% Multi-car, auto BI, PD & med pay when an insured has a DWI conviction and SDIP pts. are between 12 & 20. There can be no more than one lifetime alcohol related conviction per household.
- 3.5% auto BI, PD & med pay when an insured has a DWI & SDIP pts. are between 8 & 14. Credit applies to single or multi-car risk.
- 5% auto comprehensive & collision with 10-18 SDIP pts. based on model year of auto.
- 10% auto comprehensive & collision with 8-9 SDIP pts. based on model year of auto.
- 25% auto comprehensive & collision with 10-18 SDIP pts. based on model year of auto.
- 40% auto comprehensive & collision with 12-14 SDIP pts. based on model year of auto.
- 20% non-fleet private passenger auto comprehensive & collision with 12-14 SDIP pts. based on model year of auto.
- 52% auto bodily injury, property damage & medical payments for experience drivers, single car risk with 12-20 SDIP pts.
- 42% auto bodily injury, property damage & med pay for experience drivers, multi-car risk with 12-20 SDIP pts. by at least one driver.
- Eff. 2-1-98

193. Utica Mutual Insurance Company

- Utica National Insurance Group Employees Mass Merchandising Plan.
- Account Credit
- Wise Affinity/Affinity discount.
- Mature Driver Credit
- Electronic Stability Control devices Discount
- Greenhouse Gas Score credit
- Premium Payment Credit
- Edge Program Tiered Rating
- Eff. 5-1-12 UTCX-G128145759 [NCDOI](#)

194. Utica National Assurance Company

- Mass Merchandising Plan for employees of Utica National Insurance Group.
- Personal Lines Account Credit.
- Wise Affinity/Affinity discount.
- Company Car Discount.
- Mature Driver Credit.
- Electronic Stability Control devices Discount.
- Greenhouse Gas Score credit.
- Premium Payment Credit.
- Edge II Program Tiered Rating.
- Eff. 11-1-10 UTCX-G126752143 [North Carolina Department of Insurance](#)

195. Valiant Insurance Company

- 5% non-fleet private passenger auto comprehensive & collision insurance rates.
- 5% auto bodily injury, property damage, comprehensive & collision coverage if named insured is an educator.
- 5% auto BI, PD, medical payments, comprehensive & collision for loss free credit insured with 3 years with "0" SDIP pts.
- 10% auto bodily injury, property damage, med pay, comprehensive & collision for loss free credit insured 6 years with "0" SDIP pts.
- 5% auto bodily injury & property damage for anti-lock brakes.
- 5% auto comprehensive with anti-theft device (active).
- 10% auto comprehensive with anti-theft device (passive).
- 5% auto bodily, property damage, medical payments, comprehensive & collision for mature driver.
- 5% auto bodily injury, property damage, medical payments, comprehensive & collision for account driver.
- 5% auto comprehensive & collision for multi-car policies.
- 15% auto comprehensive & collision for cars with "0" SDIP pts.
- Eff. 2-15-98

196. Victoria Fire & Casualty Company

TIER A

- Territory Deviation.
- Model Year Deviation.
- New Vehicle deviation.
- Driver class Deviation.
- Accident Free Deviation.
- Financial Responsibility Deviation(credit score).
- Matrix Deviation (various characteristics).
- Safe Driver Insurance plan Deviation.
- Inexperienced Operator Deviation.
- Intra Agency Transfer Deviation (independent agency refers to Titan).
- Affinity Deviation.
- Paid in Full Policy Premium Amount Deviation.
- Military Deviation.
- Increased Limits Deviation.
- Household composition Deviation.
- Advance Quote Deviation.
- Driving Group Deviation.
- Premium Payer Reward deviation.
- Prior Carrier Deviation.
- Prior Insurance Lapse Deviation.
- Accident Forgiveness Deviation.
- Collision Deviation.

TIER B

- Territory Deviation and Territory Definitions.
- Model Year Deviation.
- New Vehicle deviation.
- Driver class Deviation.
- Accident Free Deviation.
- Matrix Deviation (various characteristics).
- Safe Driver Insurance plan Deviation.
- Inexperienced Operator Deviation for Bodily Injury, Property Damage, Med Pay and Collision.
- Intra Agency Transfer Deviation (independent agency refers to Titan).
- Affinity Deviation.

- Paid in Full Policy Premium Amount Deviation.
- Military Deviation.
- Advance Quote Deviation.
- Driving Group Deviation.
- Premium Payer Reward deviation.
- Prior Carrier Type Deviation.
- Prior Insurance Lapse Deviation.
- Accident Forgiveness Deviation.
- Collision deviation.
- Increased Limits deviation.
- Eff 7-15-13 NTWP-129020536 [NCDOI](#)

197. Vigilant Insurance Company

- Various deviations for bodily injury, property damage, medical payments & uninsured motorist coverage for antique autos.
- Reduced rates for physical damage coverage for antique autos.
- Deviation for split limit bodily injury increased limits.
- Eff. 7-1-03 PC062944 [North Carolina Department of Insurance](#)

198. West American Insurance Company

- Fampak Discount: 5% credit for all coverages.
- Prime Life Discount: 4% credit for all coverages.
- Employee Discount: 15% credit for all coverages.
- Base Rate Deviation by territory.
- Anti-Theft Discount various discounts.
- Eff. 9-1-00 PC035766 [NCDOI](#)

199. Wilshire Insurance Company

- Liability Deviation.
- Liability Deviation.
- Liability Deviation.
- Liability Deviation.
- Liability Deviation.
- Liability Deviation.
- Liability Deviation.
- Liability Deviation.
- Liability Deviation.
- Voluntary Manual Deviation (Inexperienced Operator).
- Eff 7-5-11 OCCD-127196090 [NCDOI](#)

AUTOMOBILE

1. 21st Century Advantage Insurance Company
 - Anti-Theft Devices Discount.
 - Anti-lock braking system discount.
 - Extra automobile discount.
 - Tier Deviation.
 - Deviation for determining other than collision base rates for symbol's not displayed.
 - Extended transportation expenses coverage deviation.
 - Driver Deviations.
 - Eff 6-1-08 APCG-125478807 [NCDOI](#)
2. 21st Century Centennial Insurance Company
 - Class Deviation.
 - Territory Deviation.
 - Tier Deviation.
 - Household Composition Deviation.
 - Primary Graded Adjustment Deviation.
 - Liability Vehicle Age Deviation.
 - ISO Model Year Symbol Deviation.
 - 21st Century Model Year Symbol Deviation.
 - Anti-Theft Deviation.
 - Eff 11-11-13 AGMK-128859882 [NCDOI](#)
3. ACE American Insurance Company
 - 17% private passenger auto BI, PD, Med Pay, uninsured motorist, combined uninsured & underinsured, comp & collision.
 - Eff. 3-18-97
4. ACE Fire Underwriters Insurance Company
 - 17% non-fleet private passenger auto bodily injury, property damage, medical payment, uninsured motorist, combined uninsured motorist & underinsured motorist, comprehensive & collision.
 - Eff. 3-18-97
5. ACE Property & Casualty Insurance Company
 - 17% non-fleet private passenger auto bodily injury, property damage, medical payment, uninsured motorist, combined uninsured motorist & underinsured motorist, comprehensive & collision.
 - Eff. 3-18-97
6. AMCO Insurance Company
 - Financial Responsibility Deviation.
 - Territory Deviation.
 - Allied Affinity Deviation.
 - Preferred Driver Deviation.
 - Driver Class Deviation.
 - Miscellaneous Vehicle Deviation.
 - Eff. 3-15-14 NWPC-129263472 [NCDOI](#)
7. AMEX Assurance Company
 - Accident-Free Discount: Applies to auto BI, PD, med payment & collision: 3-5 yrs.- 10% credit: 6 yrs. or more- 15% credit.
 - Auto/Homeowner Discount 5% Forms 3 & 6: with accompanying homeowners policy.
 - Deviation for auto bodily injury, property damage, medical payments, comprehensive & collision: Credit varies.
 - Installment Payment Plan: Charge waived for electronic funds transfer or payroll deduction.
 - Work Site Discount: named insured policy through the Work Site Marketing Program of AMEX Assurance Company. Preferred Client Deviation 10%.
 - Costco Discount: 3% applies to policies for member insureds of Costco. Vehicle Usage Discount.
 - Multi-car discount for Liability, Comp & coll
 - Liability Limits: credit varies by Limit amount.
 - Eff. 9-1-06 PC095703 [North Carolina Department of Insurance](#)
8. Alfa Alliance Insurance Corporation
 - Account Discount.
 - Multi-Vehicle Discount.
 - Driver Experience Factor.
 - Insurance Score (Credit) Factor.
 - Installment Payment Deviation.
 - Eff. 8-15-11 AFAL-127308907 [NCDOI](#)
9. Allied Property and Casualty Insurance Company
 - Financial Responsibility Deviation.
 - Territory Deviation.
 - Allied Affinity Deviation.
 - Preferred Driver Deviation.
 - Matrix deviation.
 - Home and car deviation.

- Non-Allied Homeowner deviation.
- Auto financial deviation.'
- Driver Class deviation.
- Household composition deviation.
- Miscellaneous Vehicle Deviation.
- Nationwide associate deviation.
- Advanced quote deviation.
- New vehicle deviation.
- Prior Carrier Deviation..
- Easy Pay sign-up deviation.
- Eff. 4-15-14 NWPC-129345810 [NCDOI](#)
- **Motorcycle/Recreational Vehicle**
- Matrix Deviation
- Eff 8-10-07 PC104818 [North Carolina Department of Insurance](#)

10. Allstate Indemnity Company
Standard (Preferred Program)

- Territory Deviation.
- Years Licensed Deviation.
- Fifty-Five (55) and Over Discount.
- Tier Deviation.
- Premier and Premier Plus Discount.
- Multiple Policy Discount.
- New Car Discount.
- The Good Hands People Discount.
- Antilock Brake Discount.
- Accident Rating Deviation (SDIP).
- Installment Payment Fee for Electronic Funds Transfer or Payroll Deviation
- Coverage Deviations (Death Indemnity).
- Certified Risks Financial Responsibility Laws.
- Allstate Auto/Life Discount.

Non-Standard Auto Program

- Liability Coverage Deviations for Bodily Injury and Property Damage
- Installment Payments, Electronic Funds Transfer or Payroll Deduction
- The Good Hands People Discount.
- Certified Risks Financial Responsibility Laws.
- Eff 11-1-14 ALSE-129687660 [NCDOI](#)

11. Allstate Insurance Company

- Installment Payment Fee.
- Coverage Deviation.
- Territory Deviation.
- Certified Risks Financial Responsibility Laws.
- Effective 5-23-11 ALSE-127140827 [NCDOI](#)

12. Allstate Property and Casualty Insurance Company

- Territory Deviation.
- Household Composition.
- Multiple Policy Discount.
- New Car Discount, Months since purchase.
- 55 And Over Discount.
- The Good Hands People Discount.
- Antilock Brake Discount.
- Tier Deviation.
- Premier and Premier Plus Discount.
- Good Payer Discount.
- Allstate Easy Pay Plan Discount.
- Years Licensed Deviation.
- Installment Payments.
- Future Effective Date Discount.
- Preferred Package Discount.
- Full Pay Discount.
- Certified Risks Financial Responsibility Laws.
- Allstate Auto/Life Discount.
- Accident Forgiveness Deviation.
- Effective 11-1-14 ALSE-129687659 [NCDOI](#)

13. American Automobile Insurance Company

- Tier Deviation Factor.
- Account Credit.
- Electronic Funds Transfer.
- Vehicle Equipped with Anti-Theft Devices-Alarm only devices, Active disabling devices, Passive Disabling devices.

- Comprehensive Rate Deviation factor.
 - Motorcycle Physical Damage Coverage.
 - Territory Deviation.
 - Eff. 8-15-10 FFDC-126581084 [North Carolina Department of Insurance](#)
14. [American Bankers Insurance Company of Florida](#)
- Antique Auto Program
 - Car Club discount.
 - Antique Auto 2500 Mile Tier.
 - Antique Auto 5000 Mile Tier.
 - Modified/Collectible Vehicles 2500 Mile Tier.
 - Modified/Collectible Vehicles 5000 Mile Tier.
 - Eff. 4-1-10 ASPX-126454260 [North Carolina Department of Insurance](#)
15. [American Centennial Insurance Company](#)
- 5% non-fleet private passenger auto liability & physical damage rates.
 - Eff. -1-85
16. [American Economy Insurance Company](#)
- 10% deviation where principal operator is aged 55 & over with no inexperienced operator in household.
 - Eff. 4-19-91
17. [American Fire & Casualty Company](#)
- Fampak Discount: 5% credit for all coverages.
 - Prime Life Discount: 4% credit for all coverages: Certain criteria must be met.
 - Employee Discount: 15% credit for all coverages.
 - Base Rate Deviation by territory for bodily injury, property damage, med pay, uninsured motorists, comp & coll coverages.
 - Anti-Theft Discount: Com Coverage only: 5% & 15% credit: Certain criteria apply.
 - Eff. 9-1-00 PC 035767 [Filing Detail](#)
18. [American Home Assurance Company](#)
- 6% - 37% deviation for med pay & uninsured & uninsured/underinsured motorists coverage: All territories.
 - 1% - 46% deviation for bodily injury, property damage, comprehensive & collision coverages: Certain criteria apply.
 - 5% deviation for bodily injury, property damage, medical payments, comprehensive & collision for multi car policies.
 - 5% deviation for comprehensive: All vehicles equipped with alarm only and active disabling devices.
 - 15% deviation for comprehensive: All vehicles equipped with passive disabling devices.
 - 5% deviation for certain coverages: All insureds within sponsored groups.
 - Installment fee waived for automatic deductions from a financial account.
 - 1st installment fee waived for all multiple payment modes.
 - Eff. 12-20-02 PC054433 [Filing Detail](#)
19. [American Insurance Company](#)
- Tier Deviation Factor.
 - Account Credit.
 - Electronic Funds Transfer.
 - Vehicle Equipped with Anti-Theft Devices-Alarm only devices, Active disabling devices, Passive Disabling devices.
 - Comprehensive Rate Deviation factor.
 - Motorcycle Physical Damage Coverage.
 - Territory Deviation
 - Eff 8-15-10 FFDC-126581089 [North Carolina Department of Insurance](#)
20. [American Manufacturers Mutual Insurance Company](#)
- Voluntary deviations without driving points - BI, PD, COMP, COLL credit varies by territory.
 - Voluntary deviations with driving points - BI, PD, COMP, COLL credit varies by territory.
 - Safety Equipment Discounts - 5% - 15% to Med Pay if qualified.
 - Anti-locking braking system discount - 5% for autos equipped with a factory installed four wheel Anti-Lock Braking System.
 - Extended Transportation Expenses Coverage - KIP ONLY - \$30/\$900 Increased Transportation Expense no additional charge.
 - Cancellation - KIP ONLY - return premium is computed on a Pro Rata basis.
 - Classifications - Experienced Operator Credit - principal operator is aged 55 and over and no inexperienced operators apply to the vehicle, apply a 3% discount to the BI and PD Liability, Med Pay, Coll and Coll premiums.
 - Classic Auto Discount: 80% discount to Misc Types Rule-19.F. Classic Auto Discount for BI, PD & med pay coverages.
 - Deferred Premium Payment Plans electronic funds transfer, a \$1 monthly service charge is applied per billing.
 - Kemper Network Deviation 7%: Certain criteria apply.
 - Anti Theft Devices Discount - credit varies.
 - Eff 7-1-03 PC062831 [North Carolina Department of Insurance](#)
21. [American Motorists Insurance Company](#)
- Extended Transportation Expenses Coverage - KIP only: Coverage included at no additional charge.
 - Cancellation - KIP only: Compute return premium on pro rata basis.
 - Deferred Premium Payment Plan.
 - 7% Kemper Network Deviation: Certain criteria apply.
 - Eff 7-1-03 PC062832 [North Carolina Department of Insurance](#)

22. American Security Insurance Company

- Deviation: Charge as premium for comprehensive (full coverage) & collision (\$100 deductible), the NC Rate Bureau base rates, which became effective January 1, 1984 for territory 17, separately for each coverage. Premiums so determined are applied statewide regardless of territory, no primary or secondary rating factors are applied.
- Eff. 2-1-86

23. American Southern Insurance Company

- 12.5% Elite Driver Discount: Applies to each vehicle, each driver when meeting criteria.
- 5% Preferred Driver Discount: Applies to each vehicle, each driver when meeting criteria.
- 2% AAA Carolina Affinity Group Discount when insured is a member of AAA Carolinas.
- Renewal Discount Program when insured with American Southern for three continuous years and loss free.
- Multiple policy discount when the policyholder places both automobile and homeowners coverage through the American Auto Club Insurance Agency. Discount applies to BI, PD, Med Pay, Coll and Comp premiums.
- 10% Super Preferred Driver Discount.
- Eff. 6-15-04 PC071954 [Filing Detail](#)

24. American States Insurance Company

- Tier Deviations.
- ATP Constant.
- Territory Deviations.
- Driver Class Deviations.
- Driver Experience Deviations.
- Student Deviations.
- Merit Deviation.
- Household Structure Deviations.
- Symbol Deviations.
- Model Year Deviations.
- Maximum Years Driving Experience Deviations.
- Minimum Years Driving Experience Deviations.
- Multi-Car Discount Deviation.
- Account Discount Deviations.
- Full Coverage Deviations.
- Accident Free Deviation.
- Violation Free Deviation.
- Accident Forgiveness Deviation.
- Paid in Full Deviation.
- Group Discount Deviation.
- Anti-Theft Discount Deviation.
- Advanced Quote Discount Deviation.
- Employee Discount Deviation.
- New Vehicle Deviations.
- Low Mileage Discount Deviations.
- Eff. 6-14-14 LBPM-129477681 [NCDOI](#)

25. American States Preferred Insurance Company

- Territory Deviation.
- Driving Group Deviations (years driving experience, marital status, good student, distant student), various rates.
- Renewal, Market, and Tier Deviations (financial responsibility, coverages, limits, and continuity of coverage).
- SDIP, Single/Multi Car Deviations, various rates, BI, PD, Medical Payments, Comprehensive and Collision.
- SDIP, Single/Multi Car, 12-Point Violation Deviations.
- Account Discount Deviations.
- Vehicle Usage and Market Tier Deviations, various rates, BI, PD, Med Pay, Comp and Coll.
- Limited Experience Operator Program Subscription.
- Certified Risks – Financial Responsibility Laws Deviation.
- Eff. 3-8-14 LBRM-129380301 [NCDOI](#)

26. AMICA Mutual Insurance Company

- Deviation to Base Rates.
- Multi-line deviation.
- Deviations to one year short-rate cancellation.
- Installment optional payment plans.
- Eff. 10-27-14 AMMA-129611653 [NCDOI](#)

27. Arch Insurance Company

- 15% private passenger auto comprehensive & collision rates.
- Eff 9-29-92

28. Argonaut Insurance Company

- Advantage Discount: 13.5% discount applies to BI,PD, medical, collision & comprehensive for single car auto policies.
- Multi-Car Discount: 23.7% discount applies to BI, PD, medical, collision & comprehensive for single car auto policies.
- Preferred Driver Discount: 10% discount applies to BI, PD, medical, collision & comprehensive for single car auto policies.
- Eff. 4-1-00 PC031707 [North Carolina Department of Insurance](#)

29. Arrowood Indemnity Company
- Installment Payment Plan – Agency payroll deduction.
 - Eff 5-15-04 PC069376 [North Carolina Department of Insurance](#)
30. Associated Indemnity Corporation
- Tier Deviation Factor.
 - Account Credit.
 - Electronic Funds Transfer.
 - Vehicle Equipped with Anti-Theft Devices-Alarm Only Devices, Active Disabling Devices, Passive Disabling Devices.
 - Motorcycle Physical Damage Coverage only.
 - Territory Deviation.
 - Eff. 8-15-10 FFDC-126581062 [North Carolina Department of Insurance](#)
31. Association Insurance Company
- 12.5% non-fleet private passenger auto liability & physical damage insurance rates.
 - 32.5% non-fleet private passenger auto BI, PD, medical payments, comprehensive & collision for SAS Institute Employees.
 - Eff. 1-1-96
32. Assurance Company of America
- 5% non-fleet private passenger auto liability bodily injury, property damage & medical payments.
 - 15% non-fleet private passenger auto comprehensive & collision.
 - 7.5% deviation for drivers with 30 yrs. driving experience & no inexperience operator on policy.
 - 5% non-fleet private passenger auto BI, PD, med pay, comp & coll coverage for 3 consecutive yrs. with "0" SDIP pts.
 - 10% non-fleet private passenger auto BI, PD, med pay, comp & coll coverage for 6 consecutive yrs. with "0" SDIP pts.
 - 5% non-fleet private passenger auto liability, property damage, comp & collision coverage if named insured is an educator.
 - 5% non-fleet private passenger auto bodily injury & property if auto has anti-lock brakes.
 - 5% non-fleet private passenger auto comprehensive if auto has anti-theft device.
 - 10% non-fleet private passenger auto comprehensive if auto has anti-theft device.
 - 5% non-fleet private passenger auto BI, PD, med pay, comp & collision of insured has homeowners policy with Assurance.
 - 5% non-fleet private passenger auto comprehensive & collision for multi-car policies.
 - 20% non-fleet private passenger auto comprehensive & collision for cars with "0" SDIP pts.
 - Eff. 2-15-98
33. Atlantic Casualty Insurance Company
- LIABILITY All deviation applicable to non-fleet private passenger bodily injury & property damage coverage for all listed components.
12 point violation must not be one of the following.
- Manslaughter or negligent homicide.
 - Failure to stop & render aid when involved in an accident resulting in bodily injury or death.
 - Pre-arranged racing or knowingly lending a motor vehicle to be used in pre-arranged racing.
 - Transporting illegal intoxicating liquors by motor vehicle.
- 37% bi & pd, single car policies with limits of liability that do not exceed \$25,000/\$50,000 bodily injury, \$25,000 property damage, \$2,000 medical payments: \$25,000/\$50,000/\$25,000 uninsured motorists for operators with 3 yrs. or more driving experience & limits of \$50,000/\$100,000 bodily injury, \$50,000 property damage, \$2,000 medical payments, \$50,000/\$100,000/\$50,000 UM/UIM for operators with 5 yrs. or more driving experience with 12-20 SDIP pts.
 - 33% bi & pd, multi-car policies with limits of liability that do not exceed \$25,000/\$50,000 bodily injury, \$25,000 property damage, \$2,000 medical payments, \$25,000/\$50,000/\$25,000 uninsured motorists for operators with 3 yrs. or more driving experience & limits of \$50,000/\$100,000 bodily injury, \$50,000 property damage, \$2,000 medical payments, \$50,000/\$100,000/\$50,000 UM/UIM for operators with 5 yrs. or more driving experience with 12-20 SDIP pts.
 - Eff. 7-1-94

MOTORCYCLE

- 9% average deviation for private passenger motorcycle physical damage.
- 15% average deviation private passenger motorcycle bodily Injury & property damage.
- Eff. 7-1-91

34. Auto Owners Insurance Company

Standard Program

- Paid in Full Discount Deviation.
- Auto/Home Multi Policy Discount; Auto BI, PD, Med Pay, comprehensive & collision.
- Auto/Life Multi Policy Discount; Auto BI, PD, Med Pay, comprehensive & collision.
- Auto/Umbrella Multi Policy Discount; Auto BI, PD, Med Pay, comprehensive & collision.
- Total Disability Benefits \$50 weekly at no additional charge.
- Auto Death Indemnity \$10,000 at no additional charge.
- Symbol Deviation, Comprehensive Symbols 22 thru 27.
- Territory Deviation.
- Financial Responsibility Deviation.

Premier Program

- Bodily Injury Deviation.
- Property Damage Limit Deviation.
- Auto-Owners Premier Rate Deviation.
- Symbol Deviation.
- Auto/Home Multi-Policy Discount BI, PD, Med Pay, Comp & Collision.
- Auto/Life Multi-Policy Discount BI, PD, Med Pay, Comp & Collision.
- Auto/Umbrella Multi-Policy Discount BI, PD, Med Pay, Comp & Collision.

- Paid in full discount.
- Territory Deviation
- Insurance Scoring Discount.
- Auto Death Indemnity \$10,000 at no additional charge.
- Total Disability Benefits \$35 weekly at no additional charge.
- Financial Responsibility Deviation.
- Eff 8-9-13 AOIC-128649736 [NCDOI](#)

35. Bankers Standard Insurance Company

- Vehicle equipped with anti-theft devices discount.
- Anti-Lock braking system discount.
- Driver Deviations, Single Car Policy.
- Driver Deviations, Multi-Car Policy.
- Deviation for determining other than collision base rate for symbols not displayed on state rate pages.
- Extra Automobile Discount.
- Extended transportation expense.
- IBS Factors.
- Mass Merchandising discount.
- Eff. 3-15-14 ACEH-129241410 [NCDOIO](#)

36. Burlington Insurance Company

- 15% private passenger auto physical damage insurance rates.
- Eff. 5-28-87

37. Central Mutual Insurance Company

- Central's Pathway Deviation.
- First Accident Forgiveness Discount.
- Installment Charge Deviation.
- Deviation for Single Car Risks with Additional Company-Owned Vehicles.
- Transition/Loyalty Credit.
- Waiver of Premium Deviation.
- Miscellaneous Types deviation.
- Central Mutual Summit Package Deviation.
- Central Mutual Affiliate Group Membership deviation.
- Eff 5-1-14 CEMC-129392077 [NCDOI](#)

38. Century Indemnity Company

- 10% non-fleet private passenger auto comprehensive & collision rates.
- Eff. 6-1-89

39. The Charter Oak Fire Insurance Company

- Company Coverage-Deviation by Coverage (coverages purchased)
- Account Discount (Multi Policy)
- Contributing Vehicle Credit (number of vehicles)
- Hybrid Vehicle Discount – type of fuel used 10% discount.
- Installment Payment Plan.
- Eff 11-1-09 TRVA-126244915 [North Carolina Department of Insurance](#)

40. Chartis Casualty Company

- Deviation applies to non-fleet private passenger BI and PD Liability rate that is not one of the following:
 - a. Manslaughter or negligent homicide.
 - b. Prearranged racing or knowingly lending a motor vehicle to be used in prearranged racing.
 - c. Failure to stop & render aid when involved in an accident resulting in bodily injury or death.
 - d. Transporting illegal intoxication liquors by motor vehicle.
- 39% on rates with 12-14 SDIP policy points, multi-car & driving experience of 5-6 years with a 12 point violation.
- 48.0% on rates with 12-14 SDIP policy points, multi-car/married & driving experience of 7-38 years with a 12 point violation.
- 62.0% on rates with 12-14 SDIP policy points, single car with 7-38 years driving experience with a 12 point violation.
- 39% on rates with 12-14 SDIP policy points, multi-car, unmarried with 7-38 years driving experience with a 12 point violation.
- 39% on rates with 12-14 SDIP policy points, multi-car & driving experience of 39+ years with a 12 point violation.
- 50% on rates with 12-17 SDIP policy points, single car with 5-6 years driving experience with a 12 point violation.
- 50% on rates with 12-17 SDIP policy points, single car with driving experience of 39+ years with a 12 point violation.
- 39% on rates with 15-17 SDIP policy points, multi-car & 5 years of driving experience with a 12 point violation.
- 55% on rates with 15-17 SDIP policy points, single car and 5-6 years driving experience with a 12 point violation.
- 13% on rates with 18-20 SDIP policy points, multi-car and 5+ years of driving experience with a 12 point violation.
- 13% on rates with 18-20 SDIP policy points, single car and 5+ years of driving experience with a 12 point violation.
- 50% on rates with 18-20 SDIP policy points, single car, married driver with 5-38 years of driving exp with a 12 point violation.
- 39% on rates with 18-20 SDIP policy points, multi-car, married driver with 5-38 years of driving exp with a 12 point violation.
- 13% on rates with 18-20 SDIP policy points, single car, married driver with 39+ years of driving exp with a 12 point violation.
- 13% on rates with 18-20 SDIP policy points, multi-car, married driver with 39+ years of driving exp with a 12 point violation.
- Effective 8-27-04 PC073480 [Filing Detail](#)

41. Chartis Property Casualty Company

- Anti-Theft Devices Discount.

- Anti-lock braking system discount.
 - Extra automobile discount.
 - Tier Deviation.
 - Deviation for determining other than collision base rates for symbol's not displayed.
 - Extended transportation expenses coverage deviation.
 - Driver Deviations.
 - Eff 9-1-09 APCG-126130673 [North Carolina Department of Insurance](#)
42. The Cincinnati Insurance Company
- Deviation base rates.
 - Package discount.
 - Installment payment plan.
 - Annual Pay Discount.
 - Preferred Risk Credit Factors.
 - Insurance Scoring Message Credit factors.
 - Primary Classification rating factors.
 - Driver Experience.
 - Eff. 11-1-14 CNNB-129546404 [NCDOI](#)
43. Citizens Insurance Company of America
- 10% deviation on coverage for principal operators in household age 55 or older where there are no other operators in household with less than 3 yrs. driving experience. This is a per vehicle credit.
 - Account Credit: 5% auto comp & coll coverage if insured has Homeowners policy with The Hanover Insurance Company.
 - Non-Smoker Discount: 5% auto comprehensive & collision coverage if no drivers have smoked in the past 15 months.
 - 10% deviation for auto bodily injury, property damage, medical payments, comprehensive & collision.
 - Renewal Credit applies to auto bi, pd, med pay, comp & collision. Less than 3 yrs-0%; 3-5 yrs.-3.0%; 5 yrs or more-6.0%.
 - Eff. 9-1-94
44. Colonial American Casualty and Surety Company
- 20% non-fleet private passenger auto bodily injury and property damage. 30% physical damage.
 - 10% auto bodily injury, property damage, medical payments, comprehensive & collision age 55 and over.
 - Good Driver Discount when principal operator(s) has no fault accidents & no moving violation in past 3 yrs.
 - Anti-Theft Device Deviation varies 5% - 10% for non-fleet private passenger auto comprehensive.
 - Eff. 1-1-98
45. Continental Insurance Company
- Anti-Theft Device Discount: Certain criteria apply.
 - Vin Etching Discount: 5% credit applies when criteria are met.
 - Accident/Violation Free Discount.
 - Daytime Running Light Discount.
 - Companion Policy Discount: 10% credit applies if named insured has homeowners policy with any Encompass Ins Co.
 - Airbag Discount: Credit varies when certain criteria is met.
 - Anti-Lock Braking System Discount.
 - Eff. 7-3-01
46. Continental Indemnity Company
- Discount for Qualified Preferred Drivers: 17.5% credit physical damage-5% credit liability when certain criteria is met.
 - Discount for Qualified Standard Drivers: 5% credit physical damage when certain criteria is met.
 - Account Credit Program credit when certain criteria is met & both homeowners & auto policies are written through CNIC.
 - Anti Lock Braking System Discount: 5% credit.
 - Mature Driver Discount: 5% credit when certain criteria is met.
 - Eff. 1-1-01 PC038499 [North Carolina Department of Insurance](#)
47. Depositors Insurance Company
- Matrix Deviation
 - Eff 8-10-07 PC104819 [North Carolina Department of Insurance](#)
48. Economy Fire and Casualty Insurance Company
- Territory Deviation
 - Experience driver deviation.
 - Age 55 and over deviation.
 - Preferred customer discount.
 - MetRewards Discount.
 - Multi-Policy discount.
 - Mass merchandising Account deviation.
 - Payroll deduction discount.
 - Employment tenure discount.
 - Small Group account discount.
 - Extended Transportation Expenses Coverage.
 - Repair or Replacement Coverages – One Year Coverage.
 - Coverage for Rented Vehicles.
 - Certified Risks Financial Responsibility laws discount.
 - Eff 12-31-13 METX-G129327755 [NCDOI](#)

49. Economy Preferred Insurance Company

- Territory Deviation
- Experience driver deviation.
- Age 55 and over deviation.
- Preferred customer discount.
- MetRewards Discount.
- Multi-Policy discount.
- Mass merchandising Account deviation.
- Payroll deduction discount.
- Employment tenure discount.
- Small Group account discount.
- Extended Transportation Expenses Coverage.
- Repair or Replacement Coverage – One Year Coverage.
- Coverage for Rented Vehicles.
- Certified Risks Financial Responsibility laws discount.
- Eff 12-31-13 METX-G129327376 [NCDOI](#)

50. Economy Premier Assurance Company

- Pak II Package Credit.
- Pak II Renewal Credit.
- Age 55 and over deviation.
- Good Driver Credit when certain criteria is met.
- Symbol Relativities Deviation.
- Increased Limits Transportation Expenses Deviation.
- Passive Restraint Credit.
- Anti-Theft Device Credit.
- Anti-Lock Braking System Credit.
- Golf-mobile Liability: No additional charge.
- ATV, Mini-bike & Dune Buggy CSL BI & PD liability rates.
- ATV, Mini-bike & Dune Buggy Medical Payment rates.
- Recreational Vehicle Multi-Vehicle Credit.
- Eff. 2-25-13 METX-G128821620 [NCDOI](#)

51. Electric Insurance Company

- Territory Deviation.
- Tier Level Deviations.
- Comprehensive and Collision Model Year Factor Deviations.
- Pro-Rate Cancellation.
- Mass Marketing discount.
- Multi-Policy credit.
- Safe driver discount.
- Payroll deduct discount.
- Installment Payments.
- Eff. 2-1-13 ELEC-128822992 [NCDOI](#)

52. Employers Mutual Casualty Company

- Multi-Policy Credit when auto & homeowners coverage are written with Employers Mutual Casualty Company and/or Emcasco Insurance Company.
- Safety Equipment/Anti-Theft Discount: 20% med pay premium passive restraint on driver side only. 30% med pay premium passive restraint on both sides. 5% on bodily injury & property damage premium for four wheel anti-lock braking system. 5% comprehensive premium for alarm & active disabling devices. 15% comprehensive premium for passive disabling devices.
- Installment Payment Plan: \$3 charge waived when method of payment is through electronic funds transfer.
- Eff. 5-25-97

53. Encompass Indemnity Company

- Territory Deviation.
- Household Composition.
- New Car Discount.
- Tier Rating.
- Good Payer Discount.
- Encompass Easy Pay Plan discount.
- Years Licensed Deviation.
- Homeownership Discount.
- Future effective date discount.
- Accident/Violation Free Discount.
- Companion Discount.
- Anti-theft device discount.
- Anti-lock braking system discount.
- Daytime Running lights discount.
- Bodily Injury Increased Limits Discount.
- Med Pay increased limits deviation.
- All other trailers comprehensive deductible deviation.
- Cancellation deviation.

- Hagerty classic auto.
- Preferred Protection Discount.
- Certified Risks – Financial Responsibility Laws.
- Full Pay Discount.
- Eff 4-12-13 ALSE-128721577 [NCDOI](#)

Antique and Classic Automobile Program

- Antique Autos Deviation for BI, PD, Med Pay, UM/UIM – All Territories.
- Classic Autos Deviation for BI, PD, Med Pay, UM/UIM – All Territories
- Eff 5-15-06 PC091813

54. Erie Insurance Company

- Age 55 and over deviation
- Anti-lock brake deviation systems on BI and PD on all four wheels.
- Anti-theft devices.
- Feature 15 deviation (Accident Forgiveness).
- Installment Premium Payment Plan deviation.
- Coverage for Rented Vehicles.
- Multi-Policy Discount.
- Multi Car - Separate Policies: Certain criteria apply.
- Reduced Usage Discount: Certain criteria must be met.
- Payment Plan Discount.
- Classic Vehicles.
- Pro-Rata cancellation for all policies.
- Multi-Auto Policy.
- Effective 6-1-12 ERAP-128510286 [NCDOI](#)

55. Erie Insurance Exchange

- Base rate deviations by territory, BI, PD, Med Pay, Comp and Coll.
- Age 55 and over deviation on BI, PD, Med Pay, Comp and Coll.
- Anti-Lock Brake deviation on Bodily Injury and Property Damage.
- Anti-Theft Device deviation on Comprehensive.
- First Accident Forgiveness.
- Feature 15 Deviation.
- Premium Payment Plan Service Charge - Installment Payments deviation.
- Coverage for Rented Vehicles.
- Pro-Rata Cancellation and Pro-Rata Table for all policies.
- Comprehensive Deductible factors deviation.
- Multi Policy Discount Deviation.
- Driver Experience Factor(DEF) Deviation.
- Multi Car Discount - Separate Policies.
- Reduced Usage Discount.
- Tiered Rating.
- Payment Plan Discount.
- Classic Vehicles.
- Safe Driver Discount.
- Advance Quote Discount
- Prior Bodily Injury Limits Discount.
- Class.
- Model Year.
- Eff 10-1-14 ERAP-129590087 [NCDOI](#)

56. Essentia Insurance Company

- Bodily Injury base rate deviation.
- Property Damage base rate deviation.
- Medical Payments base rate deviation.
- Uninsured/underinsured Motorists base rate deviation.
- Eff 5-1-11 BEAC-127015414 [NCDOI](#)

57. Esurance Insurance Company

- Territory Deviation.
- Household Group Deviation
- Financial Responsibility deviation
- Points deviation
- High Points deviation
- Discount deviation
- Accident with no Point deviation
- Accident with Point deviation
- Major Violation deviation
- Minor Violation and Points deviation
- Market and Points deviation
- Points and Inexperienced Operator deviation
- Household Structure deviation

- Bodily Injury deviation
 - Claim Free discount
 - Preferred Risk Discount
 - Affinity discount
 - Education discount
 - Switch and Save discount
 - Expense Saving Discount
 - Time at residence discount
 - Future Effective date discount
 - Mature Driver discount,
 - Eff 1-29-14 ESUR-129369139 [NCDOI](#)
58. Fairmont Premier Insurance Company
- 10.7% private passenger auto BI, PD, med pay, coll, uninsured BI and combined uninsured/underinsured BI; 15.5% comprehensive.
 - Free of at fault accidents: 3-6 yrs.; 10%-non-fleet private passenger auto BI, PD, med pay & coll; Over 6 yrs.-15%.
 - 10% non-fleet private passenger auto BI, PD, med pay, comp & col for principal operators age 55 and over where there is no principal operator in household.
 - BMW model yrs. 1995 & newer: 20% comprehensive; 10% collision.
 - Eff. 3-1-98
59. Farm Bureau Insurance of North Carolina Inc.
- 55% deviation applies to the surcharge on voluntary policies for a 12-point violation that is not one of the following: a) manslaughter or negligent homicide resulting from the operation of a motor vehicle, b) prearranged highway racing or knowingly lending a motor vehicle to be used in prearranged highway racing, c) failure to stop and render aid when involved in an accident resulting in bodily injury or death (hit and run driving), or d) transportation for the sale of illegal intoxicating liquors by motor vehicles.
 - Effective 10-1-04 PC073968 [North Carolina Department of Insurance](#)
60. Farmers Insurance Exchange
- Ultra Premier Rating Plan Deviation
 - Premier and Preferred Base Rate Deviations.
 - Auto/Multi Policy Discount: Certain criteria apply.
 - Anti-Theft Device Discount: ½ % discount applies to Comp when a vehicle is equipped with a passive anti-theft device.
 - Electronic Funds Transfer Discount.
 - Eff. 10-1-08 PC116744 [North Carolina Department of Insurance](#)
61. Federal Insurance Company
- Miscellaneous types-antique autos.
 - Payment options-installment fee waived on auto recurring payments.
 - Eff. 10-6-14 CHUB-129646254 [NCDOI](#)
62. Federated Mutual Insurance Company
- 5% non-fleet private passenger liability & physical damage when homeowners & personal umbrella policy is written with Federated Mutual Insurance Company.
 - Installment Payment Plan: \$2 charge each installment subject to max. of \$5 per account for all policies.
 - Eff. 4-21-95
63. Fidelity & Deposit Compay of Maryland
- 20% non-fleet private passenger auto bodily injury and property damage. 30% physical damage.
 - 10% non-fleet private passenger auto bodily injury, property damage, med pay, comp. & collision age 55 and over.
 - Good Driver Discount: 10% auto liability, PD, med pay comp & coll when principal operator(s) has no fault accidents & no moving violation in past 3 yrs.
 - Anti-Theft Device: Deviation varies 5% - 10% for non-fleet private passenger auto comprehensive.
 - Eff. 1-1-98
64. Fidelity & Guaranty Insurance Company
- Multi-Policy Discount: 2% credit to total auto insurance premium when both auto & home-owners policies are purchased through USF&G Group when certain criteria is met.
 - 2% credit auto BI, PD, med pay, comp & coll premium when principal operator is age 55 & over and there are no inexperienced operators in household.
 - Physical Damage Deviation: 6% applies to comprehensive & collision.
 - Special Package Discount: 5% credit total policy premium for insured who meet specified underwriting guidelines.
 - 15% total premium for insureds who are a participant through any of the USF&G Group Marketing Plans.
 - Eff. 9-1-00
65. Fidelity & Guaranty Insurance Underwriters
- Multi-Policy Discount: 2% credit to total auto insurance premium when both auto & home-owners policies are purchased through USF&G Group when certain criteria is met.
 - 2% BI, PD, med pay, comp & coll deviation to premium when principal operator is age 55 & over and there are no inexperienced operators in household.
 - Physical Damage Deviation: 6% applies to comprehensive & collision.
 - Special Package Discount: 5% credit total policy premium for insured who meet specified underwriting guidelines.
 - 15% auto total premium for insureds who are a participant through any of the USF&G Group Marketing Plans.
 - Eff. 9-1-00
66. Firemans Fund Insurance Company
- Tier Deviation Factor.

- Account Credit.
- Electronic Funds Transfer.
- Vehicle Equipped with Anti-Theft Devices-Alarm Only Devices, Active Disabling Devices, Passive Disabling Devices.
- Motorcycle Physical Damage Coverage only.
- Territory Deviation.
- Eff. 8-15-10 FFDC-126580666 [North Carolina Department of Insurance](#)

67. Firemen's Insurance Company of Washington D.C.

- 15% auto BI, PD, medical payments, uninsured/underinsured motorist, comp & collision coverage.
- Eff. 11-1-94

68. First Financial Insurance Company

- 15% non-fleet private passenger physical damage rates.
- Eff. 12-7-87

69. First Liberty Insurance Corporation

- Liability Single Limits (Property Damage) deviation
- Liability Split Limits (Bodily Injury) deviation
- Property Damage Limits deviation.
- Medical Payments deviation.
- Group Savings Plus Discount Program.
- Homeowners Discount
- Mature Driver Discount.
- Waive the additional \$3.00 charge on the first installment on the Installment Payment Plan
- Short Rate Cancellation deviation
- New Customer deviation.
- Tiering Deviation.
- Eff. 12-15-08 PC116669 [North Carolina Department of Insurance](#)

70. First National Insurance Company of America

- Territory Deviations.
- Driving Group Deviations.
- Renewal, Market, and Tier Deviations.
- SDIP, Single/Multi Car Deviations.
- SDIP, Single/Multi Car, Major Deviations.
- Account Discount Deviations.
- Vehicle Usage and Market Deviations.
- Limited Experience Operator Program Subscription.
- Certified Risks – Financial Responsibility Laws Deviation.
- Eff. 3-8-14 LBPM-129380263 [NCDOI](#)

71. Foremost Insurance Company

- Installment Payments
- Eff 12/1/06 PC099237 [North Carolina Department of Insurance](#)

72. GEICO Indemnity Company

- Associate Discount.
- Installment Payment Plan.
- Electronic Banking Discount.
- Multi-Line discount.
- Eff. 11-14-11 GECC-127657277 [NCDOI](#)

73. Garrison Property and Casualty Insurance Company

- Territory Deviation.
- Make/Model Deviation.
- Tier Deviation.
- New Vehicle Discount Deviation.
- Occasional Operator Deviation.
- Passive Restraint Seat Belt Discount Deviation.
- MyUSAA Legacy Deviation.
- Principal Operator Age 55 And Over Deviation.
- Military Installation Garaging Deviation.
- Premier Driver Deviation.
- Daytime Running Lights Deviation.
- Years Driving Experience/Marital Status Deviation.
- Multi-car by number of operators deviation.
- Short Rate Cancellation Tables Cancellation Deviation.
- UMBI and UMBI/UIMBI.
- Extended Transportation Expenses Coverage.
- Towing and Labor Coverage deviation.
- Audio, Visual and Data Electronic Equipment Coverage Deviation.
- Customizing Equipment Coverage
- Named Non-Owner Policy Deviation.

- Extended Non-owned liability deviation.
- Miscellaneous Types/Trailers.
- Installment Payment Plan
- Eff 11-18-13 USAA-129214373 [NCDOI](#)

74. General Insurance Company of America

- Territory Deviation.
- Driving Group Deviations.
- Renewal, Market, and Tier Deviations.
- SDIP, Single/Multi Car Deviations.
- SDIP, Single/Multi Car Major Deviations.
- Account Discount Deviations.
- Vehicle Usage and Market Deviations.
- Limited Experience Operator Program Subscription.
- Certified Risks – Financial Responsibility Laws Deviation.
- Effective 3-8-14 LBPM-129380326 [NCDOI](#)

75. Generali - U S Branch

- 10% auto liability BI & PD for operator licensed 15 or more yrs. & all drivers total 7-11 SDIP pts.
- 20% auto liability BI & PD for operators licensed 15 or more yrs. & all drivers total 12-20 SDIP pts.
- 15% auto liability BI & PD for operators licensed 10 yrs., but less than 15 yrs. & all drivers total 12-20 SDIP pts.
- 5% auto liability BI & PD for operators licensed 5 yrs., but less than 10 yrs. & all drivers total of 12-20 SDIP pts.
- 5% liability BI & PD rates where vehicles are garaged in territories 11,13,17,31,32,41 or 47.
- 7.5% non-fleet private passenger auto liability BI & PD rates where vehicles are garaged in territories 24,26,33 or 43.
- Eff. 2-9-94

76. Government Employees Insurance Company

- Territory deviation.
- Increased Limits Factor Deviation.
- North Carolina 55 & Over deviation.
- Sponsored Marketing Group Pricing Track.
- Motorcycle Safety Course Credit:
- 5 Year Good Driving Discount: Certain criteria apply.
- Associate Discount: credit to total policy premium.
- Military Discount Deviation.
- Tier Factor Discount.
- Driving Record Tier Matrix.
- Automobile Installment Payments.
- Driver Class Matrix.
- Emergency Road Service.
- E-Banking Discount.
- Multi-Line Discount.
- Household composite Index Deviation.
- Waiver of Surcharge.
- Rental reimbursement.
- Eff. 10-2-14 GECC-129696582 [NCDOI](#)

77. Grain Dealers Mutual Insurance Company

- Insurance Score Credit.
- Eff 8-4-12 NCMC-128287690 [NCDOI](#)

78. Graphic Arts Mutual Insurance Company

- Mass Merchandising Plan Discount (Superior and Quality Programs).
- Superior Program Deviation.
- Personal Lines Account Credit (Superior and Quality Programs
- W.I.S.E./Affinity Discount Deviation (Superior and Quality Programs).
- Mature Driver Credit (Superior Program).
- Eff. 4-1-12 UTCX-G128077953 [NCDOI](#)

79. GuideOne Mutual Insurance Company

- 55% liability & physical damage rates on autos rated as Class 3 under Rule 4 of the NC Personal Auto Manual.
- Eff. 2-1-89

80. Hanover American Insurance Company

- Account Credit Program
- Deviation by Territory for BI, PD, medical payments, comprehensive & collision.
- Renewal Credit: insured with Hanover American Insurance Company only.
- Electronic Funds Transfer Payment Plan.
- Group Modification Plan.
- Installment Payment Plan.
- Anti-Theft Discount Deviation.
- BudgetWise Discount.
- Eff. 7-1-12 HNVX-G128193360 [NCDOI](#)

81. The Hanover Insurance Company
- Anti-Theft Discount Deviation: 5%-10% when certain criteria is met.
 - Installment Pay Plan by Electronic Funds Transfer: No service charge.
 - Group Modification Plan Deviation: 0% to 15.5%.
 - Installment Payment Plan: \$3 charge for each installment, excluding first installment.
 - Eff. 4-1-02
82. Harbor Specialty Insurance Company
- 10% physical damage insurance rates for risks with "0" SDIP pts.
 - 5% BI, PD, medical payments, comprehensive & collision rates if principal operator of vehicle is age 55 or older.
 - 15% comprehensive & collision rates for risks with "0" SDIP pts. Policy must be a part of Personal Protection Program.
 - 5% non-fleet private pass auto BI, PD & Med Pay rates for risks with "0" SPID pts.
 - Eff 2-1-94
83. Harleysville Preferred Insurance Company
- Preferred customer discount.
 - StarPak Program Discount.
 - Companion Credit.
 - Life Insurance/Annuity Policy Discount.
 - Group discount-affinity.
 - Coverage Factors for Comp and Coll coverages.
 - Multi-Line (Commercial Auto) all premiums except Uninsured and Underinsured Motorists coverage.
 - New Policyholder discount.
 - First Accident Forgiveness.
 - Territorial Deviations.
 - Electronic Funds Transfer.
 - Eff 7-30-14 HRLV-129513761 [NCDOI](#)
84. Hartford Accident and Indemnity Company
- Territory Deviation.
 - Non-Resident Student.
 - Account Credit.
 - Homeownership Credit.
 - Personal Umbrella Policy Credit.
 - Hybrid Vehicle Credit.
 - New Vehicle Discount.
 - Household Composition Primary Classification Deviation.
 - Presence of married or domestic partners/total number of drivers.
 - Years licensed/married status.
 - Years licensed/annual mileage.
 - Limited Driver.
 - Years licensed/driver training.
 - Years Licensed/Good Student.
 - Years licensed/principal/occasional.
 - Years licensed/number of vehicles.
 - Years licensed/household composition.
 - Vehicle age/number of vehicles.
 - Annual mileage deviation.
 - Defensive driver deviation.
 - Accident forgiveness Deviation.
 - SDIP incident count deviation.
 - Tier Deviation chart.
 - Eff 4-1-13 HART-128847278 [NCDOI](#)
85. Hartford Casualty Insurance Company
- Agency Book Transfer Credit, maintained continuous automobile coverage, four or more consecutive years of accident and conviction free experience, BI, PD, Med Pay, Comp and Collision.
 - Account Credit.
 - Eff 5-8-12 HART-128103692 [NCDOI](#)
86. Hartford Fire Insurance Company
- Territory Deviation.
 - Non-Resident Student.
 - Account Credit.
 - Homeownership Credit.
 - Personal Umbrella Policy Credit.
 - Hybrid Vehicle Credit.
 - Employee discount.
 - New Vehicle Discount.
 - Designated Affinity Groups Deviation.
 - Household Composition Primary Classification Deviation.
 - Presence of married or domestic partners/total number of drivers.

- Years licensed/married status.
- Years licensed/annual mileage.
- Limited Driver.
- Years licensed/driver training.
- Years Licensed/Good Student.
- Years licensed/principal/occasional.
- Years licensed/number of vehicles.
- Years licensed/household composition.
- Vehicle age/number of vehicles.
- Writing Company Expense Deviation.
- Annual mileage deviation.
- Defensive driver deviation.
- Accident forgiveness Deviation.
- SDIP incident count deviation.
- Tier Deviation chart.
- Territory Definition Table.
- Eff 4-1-13 HART-128847369 [NCDOI](#)

87. Hartford Insurance Company of the Midwest

- Territory Deviation.
- Non-Resident Student.
- Account Credit.
- Homeownership Credit.
- Personal Umbrella Policy Credit.
- Hybrid Vehicle Credit.
- Employee discount.
- New Vehicle Discount.
- Household Composition Primary Classification Deviation.
- Presence of married or domestic partners/total number of drivers.
- Years licensed/married status.
- Years licensed/annual mileage.
- Limited Driver.
- Years licensed/driver training.
- Years Licensed/Good Student.
- Years licensed/principal/occasional.
- Years licensed/number of vehicles.
- Years licensed/household composition.
- Vehicle age/number of vehicles.
- Annual mileage deviation.
- Writing Company Deviation.
- Defensive driver deviation.
- Accident forgiveness Deviation.
- SDIP incident count deviation.
- Tier Deviation chart.
- Territory Definition Table.
- Eff 4-1-13 HART-128847407 [NCDOI](#)

88. Hartford Underwriters Insurance Company

- Defensive Driver Credit.
- Account Credit.
- Renewal Credit Discount.
- Incident Free Credit.
- Safe Driver Plus Credit.
- Advantage Discount.
- Primary Classification Rating Factors Exception.
- Eff. 11-1-09 HART-126225525 [North Carolina Department of Insurance](#)

89. Horace Mann Insurance Company

- Members Only deviation.
- Surcharge Forgiveness (SDIP).
- Electronic Funds Transfer (Payment Options).
- Installment Payments.
- Payroll Payment Plan Deviation.
- Educator Deviation.
- Replacement Coverage for New Autos Deviation.
- Towing and Labor Costs Deviation.
- 2011+ ISO Symbol Deviation
- Eff 5-29-13 HRMN-129028395 [NCDOI](#)

90. Horace Mann Property & Casualty Insurance Company

- Territory Deviation.
- Multi-line Deviation.
- Member only deviation.

- Surcharge Forgiveness (SDIP).
 - Electronic Funds Transfer (Payment Options).
 - Installment Payments.
 - Credit Rating Deviation.
 - Administrator Deviation-School Administrator.
 - Payroll Payment Plan Deviation.
 - Policy Age deviation.
 - Educator Deviation.
 - Replacement Coverage for new autos deviation.
 - Towing and labor costs deviation.
 - 2011+ ISO Symbol Deviation.
 - New Customer Deviation.
 - Eff. 10-1-13 HRMN-129029096 [NCDOI](#)
91. IDS Property Casualty Insurance company
- Accident Free Discount.
 - Auto/Homeowner Discount
 - Deviation for Coverage of BI, PD, Med Pay, Comp, Coll and UM/UIM limits.
 - Liability Limits deviation.
 - Installment Pay Plan.
 - Work Site Discount.
 - Costco Member Discount.
 - Multi-car Discount.
 - Affinity discount.
 - Territory Deviation.
 - Eff 10-1-14 PRCA-129610654 [NCDOI](#)
92. Indemnity Insurance Company of North America
- 17% BI, PD, medical payments, uninsured motorists, combined uninsured & underinsured, comp & collision.
 - Eff. 3-18-97
93. Infinity Insurance Company
CLASSIC COLLECTORS PROGRAM
- BI & PD, UM or UM/UIM Combined BI, UM or UM/UIM PD coverage, Medical Payment discounts.
 - Comp and Coll and towing coverage deviation.
 - Transfer Credits.
 - Eff 2-10-10 NFNT-126446722 [North Carolina Department of Insurance](#)
94. Insura Property and Casualty Insurance Company
- Multi Policy Discount: 7.5% credit when Homeowners policy is written in the Anthem Casualty Insurance Group.
 - Anti-Theft Discount: Variable credit.
 - Longevity Discount: credit to Plus & Premier auto policies that have been in force for past 5 yrs.
 - Mature Operator Discount: discount for drivers age 55 to 69 yrs. old with no driver with less than 5 yrs. driving experience. Credit applies to Plus & Premier policies only.
 - Discount Factor for BI, PD, medical payments, comprehensive & collision on all Insura Premier policies.
 - Eff. 1-27-03 PC056566 [North Carolina Department of Insurance](#)
95. Insurance Company of North America
- 17% BI, PD, med payments, uninsured motorists, combined uninsured & underinsured, comp & collision.
 - Eff. 3-18-97
96. Integon Casualty Insurance Company
- Waive installment Payment Plan fee.
 - Vehicle with full coverage, Non Preferred.
 - Driver Class Deviation.
 - Eff. 11-1-09 GMMX-129493514
97. Integon General Insurance Corporation
- Payment Deviation.
 - Payment Adjustment deviation.
 - Foreign Driver Experience Deviation.
 - Household Composition deviation.
 - Experience/Violation Credit.
 - Credit Program.
 - Thin and no hit deviation.
 - Violations deviations.
 - Accident Forgiveness deviation.
 - Garaging Territory.
 - Tier Territory deviation.
 - Homeowner/Mobile Home deviation.
 - GMAC Affiliation deviation.
 - Miscellaneous Policy and Vehicle Level Deviation.
 - Low Mileage deviation.

- Miscellaneous Driver Level deviation.
- Insurance Experience deviation.
- New Business deviation.
- Tenure-Vehicles/driver/coverage deviation.
- Vehicle History deviation.
- Vehicle Symbol deviation liability.
- Vehicle Age deviation.
- Internal Transfer deviation.
- Rate Stability deviation.
- Book roll Stabilization deviation.
- Base rate deviation.
- Primary Policy Exposure deviation.
- Secondary Policy Exposure deviation.
- National General Insurance Employee deviation
- Eff. 12-12-14 GMMX-129493514 [NCDOI](#)

98. Integon Indemnity Corporation

- Payment Deviation.
- Payment Adjustment deviation.
- Foreign Driver Experience Deviation.
- Household Composition deviation.
- Experience/Violation Credit.
- Credit Program.
- Thin and no hit deviation.
- Violations deviations.
- Accident Forgiveness deviation.
- Garaging Territory.
- Tier Territory deviation.
- Homeowner/Mobile Home deviation.
- GMAC Affiliation deviation.
- Miscellaneous Policy and Vehicle Level Deviation.
- Low Mileage deviation.
- Miscellaneous Driver Level deviation.
- Insurance Experience deviation.
- New Business deviation.
- Tenure-Vehicles/driver/coverage deviation.
- Vehicle History deviation.
- Vehicle Symbol deviation liability.
- Vehicle Age deviation.
- Internal Transfer deviation.
- Rate Stability deviation.
- Book roll Stabilization deviation.
- Base rate deviation.
- Primary Policy Exposure deviation.
- Secondary Policy Exposure deviation.
- National General Insurance Employee deviation.
- Eff. 12-12-14 GMMX-129493515 [NCDOI](#)

99. Integon National Insurance Company

- Installment fee waived.
- Vehicle with full coverage.
- Electronic Funds Transfer Payment Plan.
- Safe Driver Insurance Plan/Single vs. Multi-car deviation.
- Inexperience Operators Deviation.
- Driver Class and Waivable Violations Deviations Liability.
- Credit Program Deviations.
- At Fault Accident.
- New Car Deviation.
- Territory Deviation.
- Policy Limit deviation.
- NCI Deviation.
- Multi Policy(Homeowner) Deviation.
- Minimum Driving Experience Deviation.
- Miscellaneous deviation.
- Bookroll stabilization deviation.
- Eff 10-1-13 GMMX-129185029 [NCDOI](#)

100. Integon Preferred Insurance Company

- Payment Deviation.
- Payment Adjustment deviation.
- Foreign Driver Experience Deviation.
- Household Composition deviation.

- Experience/Violation Credit.
- Credit Program.
- Thin and no hit deviation.
- Violations deviations.
- Accident Forgiveness deviation.
- Garaging Territory.
- Tier Territory deviation.
- Homeowner/Mobile Home deviation.
- GMAC Affiliation deviation.
- Miscellaneous Policy and Vehicle Level Deviation.
- Low Mileage deviation.
- Miscellaneous Driver Level deviation.
- Insurance Experience deviation.
- New Business deviation.
- Tenure-Vehicles/driver/coverage deviation.
- Vehicle History deviation.
- Vehicle Symbol deviation liability.
- Vehicle Age deviation.
- Internal Transfer deviation.
- Rate Stability deviation.
- Book roll Stabilization deviation.
- Base rate deviation.
- Primary Policy Exposure deviation.
- Secondary Policy Exposure deviation.
- National General Insurance Employee deviation.
- Eff 12-12-14 GMMX-129493473 [NCDOI](#)

101. Ironshore Indemnity Inc.

- 7.5% BI, PD for multi-car policies, where all drivers on policy together have 12-20 SDIP pts. with one 12 pt. violation which is not one of following: A. Manslaughter or negligent homicide; B. Failure to stop & render aid when involved in an accident resulting in bodily injury or death; C. Pre-arranged racing or knowingly lending a vehicle to be used in prearranged racing; D. Transporting illegal intoxicating liquors by motor vehicle.
- 15% BI, PD for single car risk, where all drivers on policy together have 12-20 SDIP pts. with one 12 pt. violation is not one of following: A. Manslaughter or negligent homicide; B. Failure to stop & render aid when involved in an accident resulting in bodily injury or death; C. Pre-arranged racing of knowingly lending a vehicle to be used in pre-arranged racing; D. Transporting illegal intoxicating liquors by motor vehicle.
- Eff. 6-7-95

102. Lancer Insurance Company

All deviations applicable to non-fleet private passenger auto comprehensive & collision coverages for single car and the insured may not have one of the following:

- Manslaughter or negligent homicide.
 - Failure to stop & render aid when involved in an accident resulting in bodily injury or death.
 - Prearranged racing or knowingly lending a motor vehicle to be used in prearranged racing.
 - Transporting illegal liquors by motor vehicle.
- 28% for policies with 12-15 pts.; based on model yr. of auto; driver has at least 3-6 yrs. driving experience.
 - 45% for policies with 12-15 pts.; based on model yr. of auto; driver has at least 7-14 yrs. driving experience.
 - 48% for policies with 12-15 pts.; based on model yr. of auto; driver has at least 15-45 yrs. driving experience.
 - 30% for policies with 10-11 pts.; based on model yr. of auto; driver has at least 7-14 yrs. driving experience.
 - 35% for policies with 10-11 pts.; based on model yr. of auto; driver has at least 15-45 yrs. driving experience.
 - 20% for policies with 8-9 pts.; based on model yr. of auto; driver has at least 7-14 yrs. driving experience.
 - 25% for policies with 8-9 pts.; based on model yr. of auto; driver has at least 15-45 yrs. driving experience.
 - 37% for policies with 8-15 pts.; based on model yr. of auto; driver has at least 3 yrs. driving experience.
 - Eff. 4-1-99

103. Liberty Mutual Insurance Company

- Group Savings Plus Discount.
- Homeowners Discount.
- Mature Driver Discount Program.
- New Customer downward deviation.
- Tiering Deviations.
- Installment Payment Plan.
- Short Rate Cancellation deviation.
- Early Shopper Discount.
- Eff. 3-6-12 LBPM-127985786 [NCDOI](#)

104. LM Insurance Corporation

- Territory Deviation.
- Liberty Mutual advantage.
- Multi-Policy Discount.
- Policy Segmentation Program.
- New Graduate Discount.
- Student-away-at-School Discount.
- Good Student Discount.
- Newly Retired Discount.

- Accident Prevention Course Discount.
- Driver Training Discount.
- TeenSMART Driving Course Discount.
- Military Discount.
- New-to-Liberty Vehicle Discount.
- Vehicle Safety Discount.
- Hybrid Vehicle Discount.
- Paid-in-Full Discount.
- Electronic Funds Transfer (EFT) / Recurring Credit Card Discount.
- Payroll Deduction Discount.
- Early Shopper Discount.
- Newlywed Discount.
- Newly Licensed Driver Discount.
- Newly Independent Discount.
- New Move Discount.
- Paperless Policy Discount.
- Accident Forgiveness.
- Installment Payments.
- Pro-Rata Cancellation Exception.
- Eff 12-17-12 LBPM-128588968 [NCDOI](#)

105. LM Property & Casualty Insurance Company

- 2% BI, PD, medical payments, comprehensive & collision for Senior Driver Discount. Certain criteria apply.
- 8% BI, PD, comprehensive & collision for Long Term Discount, when criteria is met.
- 6% BI, PD, comprehensive & collision for New Business Discount.
- 5% Renter's (HO-4) Companion Policy Discount.
- 5% Companion for Life Discount.
- Base Rate Deviation for single & multi car policies.
- Electronic Funds Transfer Deviation: \$1 service charge deleted.
- Installment Payment Plan: No charge for first installment payment.
- Eff. 7-11-03 PC061489 [North Carolina Department of Insurance](#)

106. Lumbermens Mutual Casualty Company

- Deferred Premium Payment Plan - monthly service charge of 3\$ is applied per billing. If paid through electronic funds transfer, a monthly service charge is applied per billing.
- 7% Kemper Network Deviation: Certain criteria apply.
- Eff 7-1-03

107. Maiden Specialty Insurance Company

- Installment Fee Waived deviation.
- Full Coverage deviation.
- Safe Driver Insurance Plan/Single vs. Multi-Car deviation.
- Eff. 11-1-09 GMMX-126330263 [North Carolina Department of Insurance](#)

108. Main Street America Assurance Company

- Preferred Plus Driver Discount. Collision and Comp Coverages
- Preferred Driver Discount Comp and Coll Coverages.
- Insurance Score Discount BI, PD, Med Pay, Uninsured and Combines UM/UN.
- Installment Pay Plan – Multi-policies, Installment Pay Plan – EFT.
- Combines Personal Protection Program – both HO and Auto, BI, PD, Med, Coll, Comp.
- Eff 10-10-07 PC107137 [North Carolina Department of Insurance](#)

109. Markel Insurance Company

- Base Rate Deviation.
- Mass Marketing Discount.
- Eff 1-1-13 MRKA-128222281 [NCDOI](#)

110. Maryland Casualty Company

- 5% BI, PD, comprehensive & collision coverage if named insured is an educator.
- 5% BI, PD, med payments, comp & collision for drivers with least 30 yrs. driving experience & no inexperience operator.
- 5% non-fleet private passenger auto comprehensive & collision for multi-car policies.
- 5% non-fleet private passenger auto comprehensive & collision for vehicles with "0" SDIP.
- 5% non-fleet private passenger auto BI, PD for anti-lock braking system.
- 5% non-fleet private passenger auto comprehensive for active anti-theft disabling devices.
- 5% non-fleet private passenger auto BI, PD, comprehensive, collision, uninsured
- underinsured motorist, towing & labor & all miscellaneous coverage (companion policy).
- Eff. 2-15-98

111. Massachusetts Bay Insurance Company

- Account Credit Program.
- Electronic Funds Transfer Payment Plan.
- Group Modification Plan.
- Deviation by Territory for BI, PD, med pay, comp & collision.

- Installment Payment Plan.
- Anti-Theft Discount Deviation.
- Budget wise discount.
- Eff. 7-1-12 HNVX-G128193381 [NCDOI](#)

112. Members Insurance Company

- Extra Vehicles Deviation
- Account Credit Deviation
- Underwriting Tier Deviation
- TMIC Auto and Home Deviation.
- Homeowners deviation.
- Electronic Funds Transfer Deviation.
- Eff 7-9-14 CMCG-129625902 [NCDOI](#)

113. Merastar Insurance Company

- Account Discount, Rule 4.I. (a).
- Mature Operator Discount, Rule 4.I (b).
- Auto/Home Discount, Rule 4.I. (a) on BI, PD, med pay, comp and coll rates.
- Safe and Sound Discount, Rule 4.I. (b) on comp and coll rates.
- Anti-Lock Braking Discount, Rule 4.I.(c) on collision.
- Anti-Theft Discount, Rule 4.I. (c) on comp rates.
- Waiver of Installment Charge, Rule 4.I. (a).
- Personal Financial Management Discount (Credit Score), Rule 4.I. (b).
- Eff. 12-15-09 UNTR-126283450 [North Carolina Department of Insurance](#)

114. Metropolitan Direct Property & Casualty Insurance Company

- Territorial Deviation.
- Experience Driver Deviation.
- Age 55 & Older Deviation.
- Preferred Customer Discount.
- MetRewards Discount.
- Multi Policy Discount.
- Mass Merchandising Account Deviation.
- Payroll Deduction Discount.
- Employment Tenure Discount.
- Small Group Account discount.
- Repair or Replacement Coverage – One Year Coverage.
- Coverage for Rented Vehicles.
- Certified Risks Financial Responsibility Laws discount.
- Multi-Cycle Discount.
- Extended Transportation Expenses coverage.
- Eff 6-30-14 METX-G129404833 [NCDOI](#)

115. Metropolitan Property & Casualty Insurance Company

- Mass Merchandising Account Deviation.
- Payroll Deduction Discount.
- Employment Tenure Discount.
- Small Employer Group Program.
- Extended Transportation Expenses Coverage.
- Repair or Replacement Coverages – One Year Coverage.
- Coverage for Rented Vehicles.
- Certified Risks Financial Responsibility laws discount.
- Multi-Cycle Discount.
- Multi-RV Discount.
- Golfmobiles Discount.
- Eff. 5-10-12 METX-G128208598 [NCDOI](#)

116. Motors Insurance Corporation

- Deviation applies under Mechanical Insurance Program & provides for eliminating surcharge on all eligible vehicles equipped with diesel engines.
- Eff. 10-1-85

117. NGM Insurance Company

- 8% credit on Collision and Comprehensive for Preferred Plus Driver.
- 4% credit on Collision and Comprehensive for Preferred Driver.
- Various discounts for named insured insurance score.
- Installment Payment Plan Deviation.
- 5% Combined Personal Protection.
- Eff. 2-9-12 NGMC-127881520 [NCDOI](#)

118. National Specialty Insurance Company

- Deviation on bodily injury, property damage & medical payments: 15% - 0 SDIP pts.; 10% 1-4 SDIP pts. if certain criteria is met.
- Deviation non-fleet private passenger auto comprehensive & collision coverage: 10% - 0 SDIP pts. if certain criteria is met.

- Eff. 2-6-95 *Name changed from State National Specialty Insurance Company effective 3/16/04*

119. National Surety Corporation

- Tier Deviation Factor.
- Account Credit.
- Electronic Funds Transfer.
- Vehicle Equipped with Anti-Theft Devices-Alarm Only Devices, Active Disabling Devices, Passive Disabling Devices.
- Motorcycle Physical Damage Coverage only.
- Territory Deviation.
- Eff. 8-15-10 FFDC-126581109 [North Carolina Department of Insurance](#)

120. Nationwide Affinity Insurance Company of America

- Territory Deviation
- Nationwide Affinity Deviation
- Liability Vehicle Grouping Deviation
- Model Year Deviation
- New Vehicle Deviation
- Driver Class Deviation
- Accident Free Deviation
- Financial Responsibility Deviation (Credit Score)
- Matrix Deviation (prior insurance, prior bodily injury limits, number of vehicles)
- Driving record deviation.
- Misc Vehicle Deviation (Antique or Classic Autos, Motorcycles and any vehicle not subject to the SDIP)
- Term with Prior Carrier Deviation.
- Eff 5-15-14 NTWP-129425171 [NCDOI](#)

121. Nationwide General Insurance Company

- Financial Responsibility Deviation – Based on credit scoring. Credit varies.
- Territory Deviation – Credit varies by territory.
- Nationwide Affinity Deviation.
- Preferred Driver Deviation –according to certain criteria.
- Intra-Agency Transfer Deviation.
- Matrix Deviation.
- Home and Car Deviation.
- Non-Nationwide Homeowner Deviation.
- Auto Financial Deviation.
- Miscellaneous Vehicle Deviation.
- Driver Class Deviation.
- Household composition deviation
- Payment Plan Deviation.
- Tier Deviation.
- Terms with prior carrier deviation.
- Increased Limits.
- New Vehicle Deviation.
- Advanced Quote Deviation.
- SDIP Deviation.
- Time Since Incident Deviation.
- Nationwide Associate Deviation.
- Uninsured/Underinsured Motorist deviation.
- Accident Forgiveness Deviation.
- Minor violation Forgiveness Deviation.
- Preferred Deviation.
- Preferred Bundle Deviation.
- Easy Pay sign-up deviation.
- Deductible Deviation.
- Company placement Deviation.
- Eff 6-8-14 NWPC-129386330 [NCDOI](#)

122. Nationwide Insurance Company of America

Motorcycle

- Motorcycle Deviation Matrix.
- Eff 6-17-13 NWSP-129017869 [NCDOI](#)
-
- Financial Responsibility Deviation – Based on credit scoring. Credit varies.
- Territory Deviation – Credit varies by territory.
- Nationwide Affinity Deviation.
- Preferred Driver Deviation –according to certain criteria.
- Intra-Agency Transfer Deviation.
- Matrix Deviation.
- Home and Car Deviation.
- Non-Nationwide Homeowner Deviation.
- Auto Financial Deviation.
- Miscellaneous Vehicle Deviation.

- Driver Class Deviation.
- Household composition deviation
- Payment Plan Deviation.
- Tier Deviation.
- Terms with prior carrier deviation.
- Increased Limits.
- New Vehicle Deviation.
- Advanced Quote Deviation.
- SDIP Deviation.
- Time Since Incident Deviation.
- Nationwide Associate Deviation.
- Uninsured/Underinsured Motorist deviation.
- Accident Forgiveness Deviation.
- Minor violation Forgiveness Deviation.
- Preferred Deviation.
- Preferred Bundle Deviation.
- Easy Pay sign-up deviation.
- Deductible Deviation.
- Company placement deviation.
- Eff 6-8-14 NWPC-129386328 [NCDOI](#)

123. Nationwide Mutual Fire Insurance Company

- Company Deviation Factor
- Inexperienced operator deviation.
- Multi-auto Policy Deviation.
- Eff. 3-1-12 NTWP-128004034 [NCDOI](#)

124. Nationwide Mutual Insurance Company

NATIONWIDE MUTUAL INSURANCE COMPANY

- Senior Adult Discount Deviation.
- Home and Car Deviation/Homeowner Deviation.
- Miscellaneous Vehicle Deviation.
- Preferred Driver Deviation.
- Combined deviation
- Affinity Deviation.
- Intra-agency transfer Deviation
- Payment Plan Deviation.
- Merit Credit deviation.
- Nationwide Associate Deviation.
- Nationwide Uninsured/Underinsured Motorists Coverage.
- Minor Violation Forgiveness Deviation.
- Easy Pay Sign-up Deviation.
- Multi-Auto Policy Deviation.

NATIONWIDE MUTUAL INSURANCE COMPANY (HARLEYSVILLE OPERATIONS)

- Preferred customer discount.
- StarPak Program Discount.
- Companion Credit.
- Life Insurance/Annuity Policy Discount.
- Group discount.
- Multi-Line (Commercial Auto) all premiums except UM and UIM coverage.
- New Policyholder discount.
- First Accident Forgiveness.
- Territorial Deviations.
- Electronic Funds Transfer.
- Eff. 7-30-14 HRLV-129513784 [NCDOI](#)

NATIONWIDE MUTUAL INSURANCE COMPANY Classic Auto Program

- Bodily injury base rate deviation.
- Property damage base rate deviation.
- Medical payments base rate deviation.
- Uninsured/underinsured motorists base rate deviation.
- Mass marketing discount.
- Eff 12-31-13 NWLC-129149776 [NCDOI](#)

125. Nationwide Property and Casualty Insurance Company

- Financial Responsibility Deviation.
- Territory Deviation.
- Nationwide Affinity Deviation.
- Preferred Driver Deviation –according to certain criteria.
- Intra-Agency Transfer Deviation.
- Matrix Deviation.
- Home Car Deviation.

- Non-Nationwide Homeowner Deviation.
- Auto Financial Deviation.
- Miscellaneous Vehicle Deviation.
- Driver Class Deviation.
- Household composition deviation
- Payment Plan Deviation.
- Tier Deviation.
- Terms with prior carrier deviation.
- Increased Limits.
- New Vehicle Deviation.
- Advanced Quote Deviation.
- SDIP Deviation.
- Time Since Incident Deviation.
- Nationwide Associate Deviation.
- Uninsured/Underinsured Motorist deviation.
- Accident Forgiveness Deviation.
- Minor violation Forgiveness Deviation.
- Fender Bender Forgiveness.
- Preferred Bundle Deviation.
- Easy Pay sign-up deviation.
- Deductible deviation.
- Effective 6-8-14 NWPC-129386282 [NCDOI](#)

126. Netherlands Insurance Company

- 10% deviation applies to BI, PD, medical payments for risks in territory 11, 13, 14, 15, 16, 17, 18, 24, 25, 31, 32, 33, 47, 51.
- 15% deviation applies to bodily injury, property damage & medical payments for risks in territory 52.
- 15% deviation applies to comprehensive and collision for risks in territories 11,13,14, 16, 17,18, 24, 25, 31, 32, 33, 47.
- 20% deviation applies to comprehensive and collision for risks in territories 15, 51, 52.
- 4% discount bodily injury, property damage & med pay comp and coll coverages where all operators must have '0' merit rating points.
- 7% discount bodily injury, property damage & med pay comp and coll coverages for risks part of the Personal Protectors Program.
- 2% discount for BI, PD, & med pay comp and coll coverages provided the principal operator of the vehicle is age 55 or older.
- Eff. 10-15-02

127. New South Insurance Company

- Waive installment Payment Plan fee.
- Vehicle with full coverage, Non Preferred.
- Safe Driver Insurance Plan Single/Multi Car deviation.
- Eff. 11-1-09 GMMX-126328296 [North Carolina Department of Insurance](#)

128. North Carolina Farm Bureau Mutual Insurance Company

- Driving Experience.
- Deviation of 20% to Collision Coverage on Motorcycles with greater than 1000 cc's.
- Territory Deviation will apply to BI, PD Med Pay, Comp and Coll coverages.
- Twelve-point violation for BI, PD Med Pay, Comp and Coll coverages
- Split Limit BI Increased Limits.
- Insurance Credit Scoring.
- Eff 6-1-14 NCFB-129424902 [NCDOI](#)

129. Northern Insurance Company of New York

- 10% BI, PD, medical payments, comprehensive, collision & all miscellaneous coverage (Tier I).
- 6% deviation BI, PD, medical payments, comprehensive, collision & all other miscellaneous coverage (Tier II).
- 3% BI, PD, medical payments, comprehensive, collision & all miscellaneous coverage (Tier III).
- 5% BI, PD, med pays, comp & coll for operators with at least 30 yrs. driving experience with no inexperience operators.
- 5% BI & PD with anti-lock braking system.
- Various deviations for comprehensive with vehicles equipped with anti-theft devices.
- 5% BI, PD, med pay, uninsured & underinsured motorist, comp, coll, towing & all misc coverage for auto & home discount.
- 10% BI, PD, comprehensive & collision with named insured employed as an educator.
- 12% BI, PD, med pay, comp & collision where name insured is an employee of Centry Furniture Industries Inc.
- 6% deviation on BI, PD, comp & coll if named insured is an employee of Premier, Inc. & its Hospitals & Health Systems & Premier Insurance Management Services, Inc.
- 9% deviation on BI, PD, comp & coll if named insured is an employee of American Veterinarians Medical Association Professional Liability Insurance Trust.
- Eff. 7-19-01 PC042666 [NCDOI](#)

130. Ohio Casualty Insurance Company

- 4% credit to all coverages with an operator age 55 or older who purchase Homeowners coverage in Ohio Casualty Group.
- Employee Discount: 15% when criteria is met.
- Anti-Theft Discount: Comprehensive Coverage only: 5% alarm only & active disabling devices: 15% passive disabling devices: Other criteria apply.
- Eff. 9-1-00

131. Omni Insurance Company

- For deviations see the North Carolina Department of Insurance website.
- Eff 5-28-01 **PC041974** [Filing Detail](#)

132. OneBeacon America Insurance Company

- Base rate deviation by territory: bodily injury, property damage, med pay, comprehensive & collision premium. Variable credits.
- 5% bodily injury, property damage, med pay, comprehensive & collision driven by insured who reached age 55.
- Anti-Theft Device Credits: on comprehensive if vehicle is equipped with anti-theft device. 5% alarm only, active disabling device. 10% passive disabling device.
- Cancellation will be done on a pro-rata basis.
- Eff. 11-20-01

133. OneBeacon Midwest Insurance Company

- 5% Multi-Policy Credit for BI, PD, med pay, comprehensive & collision for principal driver age 55 & over.
- Anti-Theft Device Credit: Credit varies 5% - 10% for comprehensive coverage.
- Cancellation: Deviation on short rate cancellation resulting in pro-rata cancellation.
- Eff. 11-20-01

134. Owners Insurance Company

- Bodily Injury Limit Deviation.
- Property Damage Limit Deviation.
- Owners Rate Deviation.
- Symbol Deviation.
- Multi Policy Discount Auto/Home; Auto/Life; Auto/Umbrella Discount for BI, PD, Med Pay, comprehensive & collision.
- Paid in full discount.
- Mature Driver Discount.
- Territory Deviation
- Insurance Scoring Discount.
- Financial Responsibility Deviation.
- Eff 8-9-13 AOIC-128649882 [NCDOI](#)

135. Pacific Employers Insurance Company

- 17% BI, PD, med pay, uninsured motorists, combined uninsured & underinsured, comprehensive & collision.
- Eff. 3-18-97

136. Pacific Indemnity Company

- Miscellaneous types-antique autos.
- Payment options-installment fee waived on auto recurring payments.
- Eff. 10-6-14 CHUB-129646257 [NCDOI](#)

137. Peak Property and Casualty Insurance Corporation

- Various BI & PD deviations to policies with 12-20 SDIP points ranging from -30 percent to -67 percent.
- Eff 11-1-13 VKNG-129176271 [NCDOI](#)

138. Peerless Insurance Company

- Deviation on BI, PD, Med Pay, Comp and Coll written with forms HO-3, HO-5, or HE-7 that are part of the Personal Protector Program.
- Deviation on BI, PD, Med Pay, Comp & Coll written with form HO-06 that is part of the Personal Protector program.
- Deviation on Installment Payment Plan by Electronic Funds Transfer or Agency Bill.
- Price Point deviation.
- Deviation on BI, PD, Med Pay, Comp and Coll coverage written with forms HO-4 and part of Personal Protector Program.
- Effective 8-15-13 LBRM-128968114 [NCDOI](#)

139. Pennsylvania General Insurance Company

- 20% non-fleet private passenger auto comprehensive & collision rates.
- 5% Account Credit is applicable to all voluntary personal auto policies where named insured has his/her homeowners (except Forms HO- & HO-4) insurance in any of General Accident Companies. Credit applies to total premium for each coverage.
- 5% Anti-Lock Brake Discount: BI, PD, single limit liability, medical payments & collision if vehicle is equipped with factory installed anti-lock brakes.
- 15% bodily injury, property damage & medical payments.
- Eff. 3-15-96

140. Pennsylvania National Mutual Casualty Insurance Company

- Account Credit, Preferred and Preferred Advantage Programs.
- Account Credit without Homeowners Preferred and Preferred Advantage Programs.
- Mature Driver Discount Preferred and Preferred Advantage Programs.
- Personal Auto Preferred Program by Territory.
- Personal Auto Preferred Advantage Program by Territory.
- Insurance Bureau Score discount Preferred and Preferred Advantage Programs.
- Private Passenger Autos written on a Commercial Lines Policy.
- Underwriting Scorecard deviation.
- Territory Deviation.
- Installment Charges.
- Paid in Full Discount.
- Affinity Group Discount.
- Agency Transfer Transition Factor.
- Advanced quote discount.
- Eff 10-1-14 PNPR-129578456 [NCDOI](#)

141. Pharmacists Mutual Insurance Company

- Multi-Policy Credit Personal Package discount.
- Multivariate Rating.
- Deviation of Base Rates.
- Eff 11-1-11 PHAR-127314841 [NCDOI](#)

142. Philadelphia Indemnity Insurance Company

- Misc Type E Antique Auto.
- Misc Type F Classic Auto.
- Misc Type E Physical Damage only and Collision coverage for Antique Auto.
- Misc Type F Classic Auto Physical Damage.
- Eff 4-1-14 PHLX-G129363895 [NCDOI](#)

143. Phoenix Insurance Company

- Company Coverage Factors.
- Account Discount (Multi-Policy)
- Contributing Vehicle Credit (number of vehicles)
- Hybrid Vehicle Discount (type of fuel used)
- Installment Payment.
- Multi-Line Insurance and Financial Services Institution.
- Effective 11-1-09 TRVA-126245059 [North Carolina Department of Insurance](#)

144. Platt River Insurance Company

- 17.5 % Credit Physical Damage and 5% Credit Liability base premiums: Certain Preferred Driver criteria must be met.
- 5% Credit Physical Damage base premiums: Certain Standard Driver criteria must be met.
- Account Credit Program: 10% Credit: Must have Homeowners and Auto policy with UIC.
- 5% Credit for BI, PD and Med Pay for factory installed Anti-Lock Brake System.
- 5% Credit for BI, PD, Med Pay, Collisions, and Comprehensive premiums: Mature Driver Discount: Certain criteria apply.
- Eff. 10-1-99

145. Privilege Underwriters Reciprocal Exchange

- Extra Vehicle deviation.
- Accident Prevention Course.
- Driver Training Course.
- Good Student Discount.
- Away at School discount.
- Years clean discount.
- Multi-line Policy.
- Anti-lock brakes.
- Anti-theft discount.
- Window Glass Etching discount.
- Tier Rating Credit Scoring.
- Annual Mileage Discount.
- Mobile Device Control Discount.
- Accident Forgiveness.
- Vacation Use Discount.
- Years Licensed Deviation.
- Territory deviation.
- Eff 8-16-14 PRIV-129596371 [NCDOI](#)

146. Progressive American Insurance Company

- Territory Deviation – Liability
- Household Group Deviation – Liability
- Financial Responsibility Deviation – Liability
- Points Deviation – Liability
- High Points Deviation- Liability
- Discount Deviation – Liability
- Accident with no Point Deviation – Liability
- Accident with Point Deviation – Liability
- Major Violation Deviation – Liability
- Minor Violation and Points Deviation – Liability
- Market and Points Deviation – Liability
- Points and Inexperienced Operator Deviation – Liability
- Household Structure Deviation – Liability
- Tier Deviation – Liability.
- Paperless Deviation – Liability.
- BI Limit Deviation - Liability.
- Household Composition Deviation – Liability.
- Non-Negligent Occurrence Deviation – Liability.
- Territory Deviation – Physical Damage
- Household Group Deviation – Physical Damage
- Financial Responsibility Deviation – Physical Damage
- Points Deviation – Physical Damage

- High Points Deviation- Physical Damage
- Discount Deviation – Physical Damage
- Accident with no Point Deviation – Physical Damage
- Accident with Point Deviation – Physical Damage
- Major Violation Deviation – Physical Damage
- Minor Violation and Points Deviation – Physical Damage
- Points and Inexperienced Operator Deviation- Physical Damage
- Household Structure Deviation – Physical Damage
- Tier Deviation – Physical Damage
- Paperless Deviation – Physical Damage.
- Electronic Funds Transfer Installment Deviation.
- Household Composition Deviation – Physical Damage.
- Non-Negligent Occurrence Deviation – Physical Damage.
- Electronic Funds Transfer Installment deviation.
- Eff 9-6-13 PRGS-129156410 [NCDOI](#)

147. Progressive Northern Insurance Company

- Territory Deviation – Liability
- Household Group Deviation – Liability
- Financial Responsibility Deviation – Liability
- Points Deviation – Liability
- High Points Deviation- Liability
- Discount Deviation – Liability
- Accident with no Point Deviation – Liability
- Accident with Point Deviation – Liability
- Major Violation Deviation – Liability
- Minor Violation and Points Deviation – Liability
- Market and Points Deviation – Liability
- Points and Inexperienced Operator Deviation – Liability
- Household Structure Deviation – Liability
- Multi Policy Deviation – Liability
- Paperless Deviation.
- Household composition Deviation – Liability.
- Non-Negligent Occurrence Deviation.
- Territory Deviation – Physical Damage
- Household Group Deviation – Physical Damage
- Financial Responsibility Deviation – Physical Damage
- Points Deviation –Physical Damage
- High Points Deviation- Physical Damage
- Discount Deviation – Physical Damage
- Accident with no Point Deviation – Physical Damage
- Accident with Point Deviation – Physical Damage
- Major Violation Deviation – Physical Damage
- Minor Violation and Points Deviation – Physical Damage
- Market and Points Deviation – Physical Damage
- Points and Inexperienced Operator Deviation – Physical Damage
- Household Structure Deviation – Physical Damage
- Multi Policy Deviation – Physical Damage
- Paperless Deviation – Physical Damage.
- Household composition Deviation – Physical Damage.
- Non-Negligent Occurrence Deviation – Physical Damage.
- Electronic Funds Transfer Installment deviation
- New Business Installment deviation.
- Eff 9-6-13 PRGS-129151581 [NCDOI](#)

148. Progressive Preferred Insurance Company

LIABILITY All deviation applicable to non-fleet private passenger auto bodily injury, property damage & medical payments coverage for all listed components.

- 14%-35% for single car policies, non standard underwriting with 5-6 or more SDIP pts.
- 28% for multi car policies, non standard underwriting with 6 or more SDIP pts.
- 15%-36% for single car policies, middle underwriting with 3-6 or more SDIP pts.
- 11%-29% for multi car policies, middle underwriting with 4-6 or more SDIP pts.
- 14%-50% for single car policies, standard underwriting with 0-6 or more SDIP pts.
- 16%-35% for multi car policies, standard underwriting with 2-6 or more SDIP pts.
- 31%-53% for single car policies, preferred underwriting with 0-6 or more SDIP pts
- 25%-39% for multi car policies, preferred underwriting with 0-6 or more SDIP pts.
- 51%-53% for single car policies, ultra-preferred underwriting with 0-6 or more SDIP pts.
- 39%-42% for multi car policies, ultra preferred underwriting with 0-6 or more SDIP pts.
- 5% for policies in non-standard, middle & standard underwriting to policies with proof of homeownership.
- 5%-10% for risks who are members of qualified participating groups, associations or employees of qualified participating employer when risks meet underwriting guidelines.

LIABILITY All deviation applicable to non-fleet private passenger auto bodily injury, property damage & medical payments coverage for all listed components.

12 point violation must not be one of the following:

- a. Manslaughter or negligent homicide.

- b. Prearranged racing or knowing lending a motor vehicle to be used in prearranged racing.
- c. Failure to stop & render aid when involved in an accident resulting in bodily injury or death.
- d. Transporting illegal intoxicating liquors by motor vehicle.

- Deviation for single car, non standard underwriting, 12-21 SDIP pts. Credit varies 58%-74%.
- Deviation for multi car, non standard underwriting, 12-21 SDIP pts. Credit varies 44%-63%.
- Deviation for single car, middle underwriting, 12-21 SDIP pts. Credit varies 60%-75%.
- Deviation for multi car, middle underwriting, 12-21 SDIP pts. Credit varies 48%-66%.
- Deviation for single car, standard, preferred and ultra preferred underwriting, 12-21 SDIP pts. Credit varies 60%-75%.
- Deviation for multi car, standard, preferred and ultra preferred underwriting, 12-21 SDIP pts. Credit varies 48%-66%.

LIABILITY All deviation applicable to non-fleet private passenger auto bodily injury, property damage & medical payments coverage for all listed components. If the resulting rate is equal to or greater than N.C. Rate Bureau rates, the policy is ineligible for any deviation.

- 1.14 factor applies single car, non standard underwriting for policies without proof of prior auto insurance.
- 1.09 factor applies multi car, non standard underwriting for policies without proof of prior auto insurance.
- 1.05-1.20 factors vary based on territories.
- 1.05-3.20 factors vary based on average driver group 1-17.
- 1.10-1.45 factors vary for single car policies with 1-3 or more accidents.
- 1.06-1.30 factors vary for multi car policies with 1-3 or more accidents.

PHYSICAL DAMAGE All deviation applicable to non-fleet private passenger auto physical damage coverage for all listed deviation components, unless otherwise stated below.

- 26% for single car policies, non standard underwriting with 6 or more SDIP pts.
- 23% for multi car policies, non standard underwriting with collision coverage on more than one vehicle with 6 or more SDIP pts.
- 27%-28% for single car policies, middle underwriting with 5-6 or more SDIP pts.
- 37% for multi car policies, non standard underwriting with collision coverage on one vehicle with 6 or more SDIP pts.
- 18%-24% for multi car policies, middle underwriting, collision coverage on more than one vehicle 5-6 or more SDIP pts.
- 33%-47% for single car policies, standard underwriting with 2-6 or more SDIP pts.
- 31%-38% for multi car policies, middle underwriting, collision coverage on one vehicle with 5-6 or more SDIP pts.
- 22%-40% for multi car policies, standard underwriting, collision coverage on more than one vehicle, 2-6 or more SDIP pts.
- 24%-47% for multi car policies, standard underwriting, collision coverage on one vehicle with 2-5 or more SDIP pts.
- 26%-47% for single car policies, preferred underwriting with 0-5 or more SDIP pts.
- 23%-40% for multi car policies, preferred underwriting, collision coverage on more than one vehicle, 0-6 or more SDIP pts.
- 23%-47% for multi car policies, preferred underwriting, collision coverage on one vehicle with 0-5 or more SDIP pts.
- 48% single car policies, ultra preferred underwriting.
- 40% multi car policies, ultra preferred underwriting, collision coverage on more than one vehicle.
- 40%-47% multi car policies, ultra preferred underwriting, collision coverage on one vehicle with 0-5 or more SDIP pts.
- 5% for policies, non standard, middle and standard underwriting with proof of homeownership.
- 5%-10% for risks who are members of qualified participating groups, associations or employees of qualified participating employers when risks meet underwriting guidelines.

PHYSICAL DAMAGE All deviation applicable to non-fleet private passenger auto physical damage coverage for all listed deviation components, unless otherwise stated below.

12 point violation must not be one of the following:

- a. Manslaughter or negligent homicide.
- b. Prearranged racing or knowing lending a motor vehicle to be used in prearranged racing.
- c. Failure to stop & render aid when involved in an accident resulting in bodily injury or death.
- d. Transporting illegal intoxicating liquors by motor vehicle.
- 54%-69% single car policies, non standard underwriting with 12-18 or more SDIP pts.
- 45%-64% for multi car policies, non standard underwriting, with collision coverage on more than one vehicle with 12-18 or more SDIP pts.
- 51%-67% for multi car policies, non standard underwriting, collision coverage on one vehicle with 12-18 or more SDIP pts.
- 57%-71% for single car policies, middle underwriting with 12-18 or more SDIP pts.
- 47%-66% for multi car policies, middle underwriting with collision coverage on more than one vehicle with 12-18 or more SDIP pts.
- 54%-69% for multi car policies, middle underwriting with collision coverage on one vehicle with 12-18 or more SDIP pts.
- 57%-71% for single car policies, standard, preferred and ultra preferred underwriting with 12-18 or more SDIP pts.
- 47%-66% for multi car policies, standard, preferred and ultra preferred underwriting, collision coverage on more than one vehicle with 12-21 SDIP pts.
- 54%-69% for multi car policies, standard, preferred and ultra-preferred underwriting, collision coverage on one vehicle with 12-18 or more SDIP pts.

PHYSICAL DAMAGE All deviation applicable to non-fleet private passenger auto physical damage coverage for all listed deviation components. If the resulting rate is equal to or greater than the N.C. Rate Bureau, the policy is ineligible for any deviation.

- 1.19 factor applies, single car policies, non standard underwriting for policies without proof prior of auto insurance.
- 1.15 factor applies, multi car policies, non standard underwriting without proof of prior auto insurance.
- 1.05-1.20 factors vary based on territories.
- 1.10-2.75 factors vary based on average driver group 1-16.
- 1.08-1.35 single car policies with 1-3 or more accidents.
- 1.05-1.24 multi car policies with 1-3 or more accidents.
- Installment Payment Plan: \$3 charge waived for policies purchased by employees from an approved employer group if premium is paid via payroll deduction.
- Eff. 7-1-99

149. Progressive Premier Insurance Company of Illinois

- Tier deviation.
- Electronic Funds Transfer Installment Deviation.
- New business Installment deviation.
- Pro-Rata Cancellation deviation.
- Eff 11-14-14 PRGS-129029130 [NCDOJ](#)

150. Progressive Southeastern Insurance Company

- Tier Deviation.
- Electronic Funds transfer installment deviation.
- New business installment deviation.
- Pro rata cancellation deviation.
- Eff 11-14-14 PRGS-129069041

151. Progressive Universal Insurance Company

- Tier Deviation.
- Electronic Funds Transfer Installment Deviation.
- New business Installment deviation.
- Pro-Rata Cancellation deviation
- Eff 11-14-14 PRGS-129029123 [NCDOI](#)

152. Property and Casualty Insurance Company of Hartford

- Territory Deviation.
- Non-Resident Student.
- Account Credit.
- Homeownership Credit.
- Personal Umbrella Policy Credit.
- Hybrid Vehicle Credit.
- New Vehicle Discount.
- Household Composition Primary Classification Deviation.
- Presence of married or domestic partners/total number of drivers.
- Years licensed/married status.
- Years licensed/annual mileage.
- Limited Driver.
- Years licensed/driver training.
- Years Licensed/Good Student.
- Years licensed/principal/occasional.
- Years licensed/number of vehicles.
- Years licensed/household composition.
- Vehicle age/number of vehicles.
- Annual mileage deviation.
- Defensive driver deviation.
- Writing Company Deviation.
- Accident forgiveness Deviation.
- SDIP incident count deviation.
- Tier Deviation chart.
- Eff 4-1-13 HART-128847402 [NCDOI](#)

153. Providence Washington Insurance Company

Standard Program

- Multi-Policy Credit: 10% applies to bodily injury, property damage, medical payments, comprehensive & collision.
- Mature Driver Credit: Applies to bodily injury, property damage, medical payments, comprehensive & collision.
- Multiple Automobile Credit: 5% applies to BI, PD, medical payments, comprehensive & collision: Certain criteria apply.

Preferred Program

- Territory Deviation: Various credits apply to bodily injury, property damage, medical payments, comprehensive & collision.
- Multi Policy Credit: 10% applies to bodily injury, property damage, medical payments, comprehensive & collision.
- Mature Driver Credit: Applies to bodily injury, property damage, medical payments, comprehensive & collision.
- Multiple Automobile Credit: 5% applies to BI, PD, medical payments, comprehensive & collision: Certain criteria apply.
- Eff.7-1-02

154. Republic Franklin Insurance Company

- Personal Auto Account Credit.
- W.I.S.E./Affinity Discount.
- Mature Driver Credit: Certain criteria apply.
- Company Car Discount.
- Select Program.
- Essentials Program Deviation.
- Electronic Stability Control Devices Discount/Greenhouse gas score credit.
- Premium Payment Credit.
- Eff. 5-1-12 UTCX-G128145801 [NCDOI](#)

155. Response Worldwide Insurance Company

- 7.0% non-fleet private passenger auto bodily injury, property damage & medical payments coverage when certain criteria is met.
- 10.0% non-fleet private passenger auto comprehensive & collision coverage if certain criteria is met.
- Eff. 7-15-96 PC 034398 [Filing Detail](#)

156. Safeco Insurance Company of America

- Territory Deviation.
- Driving Group Deviations.
- Renewal, Market, and Tier Deviations.

- SDIP, Single/Multi Car Deviations.
- SDIP, Single/Multi Car, Major Deviations.
- Account Discount Deviations.
- Vehicle Usage and Market Deviations.
- Limited Experience Operator Program Subscription Deviation.
- Certified Risks – Financial Responsibility Laws Deviation.
- Eff 3-8-14 LBPM-129380328 [NCDOJ](#)

157. Seaton Insurance Company

- 15% auto liability, med pay & physical damage. "Unimate Plus" in addition to above: (1) Policy in force 3 yrs. & no at-fault accident additional 5% credit liability, med pays & phys damage; (2) Policy in force 6 yrs. & no at-fault accident; Second 5% credit on coverages listed above.
- 5% non-fleet private passenger auto non-fleet physical damage rates. Discount applies: (1) All vehicles assigned to driver 55 yrs. of age or older, (2) All vehicles on policy, regardless of number, if all drivers are 55 yrs. of age or older, (3) Private passenger vehicles only (no miscellaneous types).
- Eff. 6-20-88

158. Selective Insurance Company of South Carolina

- Installment Payment Plan: \$2 per each installment.
- 30% deviation applies to liability & physical damage when a commercial package policy is written with the risk.
- Eff. 6-1-01

159. Selective Insurance Company of the Southeast

- 30% deviation will be applied to liability Phys Damage rates when a Commercial Package policy is written in conjunction with the risk.
- Eff. 4-1-08 PC112412 [North Carolina Department of Insurance](#)

160. Sentinel Insurance Company, Ltd.

- Insurance score Tier deviation factors.
- Account/Tier Deviation.
- Safe Driver/Incident Free Credit/Tier Deviation factor.
- Least experienced driver factor/Tier Deviation factor
- Most experienced driver factor/Tier Deviation factor.
- Prior BI limits credit/Tier Deviation factor.
- Territory/Tier Deviation factor.
- Primary Classification Rating Factors Exception.
- Eff 10-1-14 HART-129612456 [NCDOJ](#)

161. Southern Guaranty Insurance Company

- Exceptional Driver Program: 15% BI, PD, medl pay, comprehensive & collision when underwriting guidelines are met.
- Exception Plus: Additional 5% credit for BI, PD, med pay, comp & coll when policy has been in-force at least 3 yrs. & no at-fault accidents in preceding 3 yrs. A second 5% credit for policies in-force at least 6 yrs. & no at-fault accidents in preceding 6 yrs. Maximum Exceptional Driver credit is 25%.
- Mature Driver Discount: 10% BI, PD, med pay, comprehensive, collision & medical payments when underwriting guidelines are met.
- Multi Policy Discount: 5% auto comp & coll base rate if Southern Guaranty Insurance Company insures both homeowner & auto policy.
- 10% credit auto BI, PD, med pay, comp & coll for all private passenger auto policies for University of North Carolina Employees.
- Eff. 7-1-00

162. Southern Insurance Company of Virginia

ADVANTAGE XL PROGRAM

- Multi-Car Discount.
- Recreational Trailer Rate Discount.
- Loss Free Renewal Discount.
- New Business Automobile Discount.
- Passive Restraint Discount.
- Anti-Lock Braking System Discount.
- Anti-Theft Devices Discount.
- Account Credit.
- Automatic Payment Plan.
- First Accident Forgiveness.
- PACE Endorsement.
- XL Factors.
- Experienced Operator Discount.
- Paid in full discount.

MERIT XL PROGRAM

- Deviation by Coverage and Territory.
- Experienced Operator Discount.
- Multi-Car Discount.
- Recreational Trailer Rate Discount.
- Loss-Free Renewal Discount.
- New Business Automobile Discount.
- Passive Restraint Discount.
- Anti-Lock Braking System Discount.
- Anti-Theft Devices Discount.
- Account Credit.
- Automatic Payment Plan.

- First Accident Forgiveness.
- PACE Endorsement.
- XL Factors.
- Paid in full discount.

SUPERIOR XL PROGRAM

- Deviation by Coverage and Territory.
- Experienced Operator Discount.
- Multi-Car Discount.
- Recreational Trailer Rate Discount.
- Loss-Free Renewal Discount.
- New Business Automobile Discount.
- Passive Restraint Discount.
- Anti-Lock Braking System Discount.
- Anti-Theft Devices Discount.
- Account Credit Plan.
- Automatic Payment Plan.
- First Accident Forgiveness.
- PACE Endorsement.
- XL Factors.
- Extra Edge Discount.
- Paid in full discount.

PREFERRED XL PROGRAM

- Deviation by Coverage and Territory.
- Experienced Operator Discount.
- Multi-Car Discount..
- Recreational Trailer Rates.
- Loss-Free Renewal Discount.
- New Business Automobile Discount.
- Passive Restrain Discount.
- Anti-Lock Braking System Discount.
- Anti-Theft Devices Discount.
- Account Credit Plan.
- Automatic Payment Plan.
- First Accident Payment Plan.
- PACE Endorsement.
- XL Rating Factor
- Paid in full discount.

AUTOGUARD XL, AUTOGUARD II XL PROGRAMS

- Multi-Car Discount.
- Recreational Trailer Rate Discount.
- Passive Restraint Discount.
- Anti-Lock Braking System Discount.
- Anti-Theft Devices Discount.
- Account Credit.
- Automatic Payment Plan.

PREFERRED PROGRAM

- Deviation by Coverage and Territory.
- Experienced Operator Discount.
- Multi-Car Discount.
- Recreational Trailer Rates.
- Loss-Free Renewal Discount.
- New Business Automobile Discount.
- Passive Restraint Discount.
- Anti-Lock Braking System Discount.
- Anti-Theft Devices Discount.
- Account Credit Plan.
- Automatic Payment Plan.

STANDARD PROGRAM

- Experienced Operator Discount.
- Multi-Car Discount.
- Recreational Trailer Rates.
- Loss-Free Renewal Discount.
- Passive Restraint Discount.
- Anti-Lock Braking System Discount.
- Anti-Theft Devices Discount.
- Account Credit Plan.
- Automatic Payment Plan.
- Paid in full discount.

- Eff. 1-15-14 DNGL-129300430 [NCDOI](#)

163. Southern Pilot Insurance Company

- UNC-Chapel Hill Employee discount.
- Exceptional Driver Plan Credit: on a vehicle insured in the voluntary market and principally driven by an operator with at least nine years of operating experience who has had no chargeable accidents within the past three years.
- Accident Free Discount: 5% credit shall be applied to BI, PD, Med Pay, Comp and Coll premiums on a vehicle insured in the voluntary market and driven by an operator who has had no chargeable accidents within the past three years and has been continuously insured with Southern Pilot for at least three years. An additional 5% applies for a six yr. period. New Business applicants and Southern Pilot renewal customers insured in the voluntary market who can document continuous coverage with a prior carrier and no chargeable accident for a three or six year period as described above are also eligible for the Southern Pilot Accident Free Discount. Maximum Accident Free Discount is 10%. Accident Free will be removed at the next renewal following the first chargeable accident where \$1000 or more was paid for BI, PD, Med and Coll (combined) for any operator in the household.
- Mature Driver Discount: Principal Operators who have 34 years or more of driving experience that are written in the voluntary market and have no operators in their household with less than nine years driving experience shall receive a %% discount on Bodily Injury, Property Damage, Comprehensive, Collision & Medical expense premiums for the vehicle they principally operator.
- Multi Policy Discount: 5% credit applied to BI, PD, med pay, comp, & coll premiums developed from the North Carolina Rate Bureau Personal Auto Manual on a vehicle insured in the voluntary market when Southern Pilot Insurance Company insures an individual's home and automobile.
- Eff. 2-24-09 PC123649 [North Carolina Department of Insurance](#)

164. SPARTA Insurance Company

- 5% auto BI, PD, medical payments, comprehensive & collision driven by insured who reached age 55.
- Anti-Theft Device Credits: auto comprehensive when vehicle is equipped with anti-theft device. 5% alarm only, active disabling device. 10% passive disabling device.
- Cancellation will be done on a pro-rata basis.
- Eff. 11-20-01 PC045268 [Filing Detail](#)

165. St. Paul Fire and Marine Insurance Company

- Installment charge deviation: \$2 charge each installment.
- Eff. 1-1-95

166. St. Paul Guardian Insurance Company

- 5% base rate comprehensive coverage when policy qualifies for PAK II Program.
- 5% base rate collision coverage when policy qualifies for PAK II Program.
- 10% Mature Operator Credit: Combined single limit BI, PD, med pay, comp & coll, when principal operator is age 55 & less than or equal to 64 yrs. of age & no inexperienced operators in household. 5% credit for ages 65-74 & no inexperience operator in household.
- 10% Good Driver Deviation, when certain criteria is met.
- Symbol Reactivities model year 1976-1982, Symbol 14, comprehensive - 7.8% credit; collision - 12.7% credit. Model yrs. 1975 & prior; Values above \$10,000 rated Symbol 7 for comprehensive & collision.
- Increase Limits Extended Transportation Expense Coverage is provided at no charge, when comprehensive coverage is purchased & policy qualifies for PAK II Program.
- Passive Restraint Deviation: 20% when restraint is installed in driver-side only position; 30% when restraint is installed in both front outboard seat positions. If policy qualifies for PAK II Program, airbag discount applies to factory installed automatic occupant restraint. Deviation applies only to medical payments base premium.
- Anti-Theft Device Deviation for PAK II Program: 5% alarm only, 5% active disabling device; 15% passive disabling device. This deviation applies to comprehensive base premium.
- Anti-Lock Braking System Deviation: 5% combined single limit liability, BI, PD liability base premium when private passenger auto equipped with factory installed four-wheel anti-lock braking system.
- Golfmobile Liability Coverage provided at no additional charge.
- Miscellaneous Types: ATV, minibike & dune buggy, combined BI & PD liability rates not used for commercial purposes will be same rate as North Carolina Reinsurance Facility. Snowmobile rates, medical payments coverage rate will be 22% of Territory 18 private passenger auto med pays rate. Collision rates will be same as NC Rate Bureau's snowmobile rates.
- 10% when more than one recreational vehicle is covered under same policy for following miscellaneous types, trailers designed for use with private passenger autos, motorbikes or other similar motor vehicles not used for commercial purposes (excluding motorcycles, motorscooters & mopeds); snowmobiles & golfmobiles.
- Renewal Credit: 0-2 yrs.-0%; 3yrs.-3%; 4yrs.-4%; 5 or more yrs. -5% premium credit when insured maintained consecutive yrs. of coverage with St. Paul. Credit will apply to final premium for each coverage & rounded to nearest dollar.
- Installment charge deviation: \$2 charge each installment unless Electronic Funds Transfer billing option is selected, then no charge.
- Employee Discount: New Business - 20%; Renewals - 15% when criteria is met.
- Eff. 3-1-00

167. St. Paul Mercury Insurance Company

- 15% non-fleet private passenger auto liability & physical damage insurance rates.
- Eff. 1-1-88

168. Standard Fire Insurance Company

- Territorial Deviation Grid.
- Insurance Score Level Multiplier for Other Than Inexperienced Operators.
- Account Discount.
- Hybrid Vehicle Discount.
- Installment Payment deviation.
- Minimum Years Licensed and Number of Married.
- Vehicle Driver Composition.
- Good Student Credit.
- Eff 7-24-14 TRVA-129466535 [NCDOI](#)

169. State Automobile Mutual Insurance Company

- 10% auto BI, PD, med pay, comp & coll coverages, no SDIP pts., no inexperienced operators & insured has Homeowners policy with State Auto Companies.
- 5% auto BI, PD, medical payments, comprehensive & collision coverages provided no SDIP pts., no inexperienced operators & all operators in household are age 55 or older.
- 15% auto BI, PD, med pay, comp & coll coverages provided there are no SDIP pts., no inexperienced operators, all operators in household are age 55 or older and insured has a Homeowners policy with State Auto Companies.
- Installment Pay Plan charge is reduced to \$1 per installment on all new and renewal business.
- 5% auto BI & PD liability (or combined single liability) coverage for private passenger auto equipped with factory installed four wheel anti-locking braking systems.
- Eff. 2-1-93

170. State Auto Property & Casualty Insurance Company

- Auto/Home Discount.
- Financial Stability.
- Driver Experience.
- Territory deviation.
- Early Upload discount.
- Good Student Discount.
- Anti-Lock Braking Systems Discount.
- Installment Plan with Electronic Funds Transfer deviation.
- Customizing Equipment deviation.
- Discount on BI, PD, Med Pay, UM/UIM, Comp and Coll coverages for Electric Autos.
- Paid in Full Discount.
- Eff. 8-26-14 STAT-129474601 [NCDOI](#)

171. State Farm Mutual Automobile Insurance Company

- Territory Deviation.
- Accident Free Deviation.
- Multi Line Deviation when criteria is met.
- Installment Payment - electronic funds transfer Deviation.
- Good Driving Deviation.
- Classic vehicle Deviation.
- Customer Rating Index (CRI) Deviation.
- SDIP Deviation.
- Customization Deviation.
- Antique Vehicle Deviation.
- Utility Vehicle Deviation.
- Motorcycle Liability Deviation.
- Multi-car deviation.
- Classification deviation.
- Medical payment coverage limit deviation.
- PPA model year deviation.
- Motor cycle model year deviation.
- Inexperienced operator deviation.
- Drive safe & save deviation.
- Eff 1-6-14 SFMA-128850037 [NCDOI](#)

172. Teachers Insurance Company

- Multiline Deviation.
- Surcharge Forgiveness (SDIP).
- Electronic Funds Transfer (Payment Options).
- Installment Payments.
- Payroll Payment Plan Deviation.
- Educator deviation.
- 2011+ ISO Symbol Deviation.
- Eff 10-1-14 HRMN-129632610 [NCDOI](#)

173. Titan Indemnity Company

- **TIER A**
- Territory Deviation.
- Model Year Deviation.
- New Vehicle Deviation.
- Driver Class Deviation.
- Accident Free Deviation.
- Financial Responsibility Deviation (Credit Score).
- Matrix Deviation (various characteristics).
- Safe Driver Insurance Plan Deviation.
- Inexperienced Operator Deviation.
- Intra Agency Transfer Deviation.
- Affinity Deviation.
- Paid in Full Deviation.

- Military Deviation.
- Increased Limits Deviation.
- Household composition Deviation.
- Advance Quote Deviation.
- Driving Group Deviation.
- Premium Payer Reward deviation.
- Prior Carrier Deviation.
- Prior Insurance Lapse Deviation.
- Accident Forgiveness Deviation.
- Collision Deviation.
- **TIER B**
- Territory Deviation.
- Model Year Deviation.
- New Vehicle Deviation.
- Driver Class Deviation.
- Accident Free Deviation.
- Matrix Deviation.
- Safe Driver Insurance Plan Deviation.
- Inexperienced Operator Deviation.
- Intra Agency Transfer Deviation.
- Affinity Deviation.
- Paid in Full Deviation.
- Military Deviation.
- Advance Quote Deviation.
- Driving Group Deviation.
- Premium Payer Reward deviation.
- Prior Carrier Type Deviation.
- Prior Insurance Lapse Deviation.
- Accident Forgiveness Deviation.
- Collision deviation.
- Increased Limits deviation.
- Household Composition.
- Eff 7-14-14 NTWP-129527174 [NCDOI](#)

174. Travelers Casualty & Surety Company

- Anti-Lock Brake Deviation: 5% auto single limit (liability & medical payments) or BI, PD & medical payments.
- Anti-Theft Device Deviation: 5% or 10% discount depending on how vehicle is equipped. Applicable to non-fleet private passenger auto comprehensive base premiums.
- 7% Loss & Conviction Free Renewal Deviation: Multi-car policies: Applies to non-fleet private passenger auto BI, PD, medical payments & collision coverage. Credit applies to voluntary policies.
- Mature Driver Deviation: 3% to BI, PD & medical payments; 5% collision, 10% comprehensive coverage.
- Passive Restraint Discount: 1% auto BI, PD & medical payments. Credit applies to voluntary policies.
- 7% Loss & Conviction Free Renewal Deviation; Multi-car policies: Applies to collision coverage only when policy is ceded to the Facility.
- Mature Driver Deviation.
- Eff. 12-17-93

175. Travelers Casualty & Surety Company of America

- 15% non-fleet private passenger auto bodily injury, property damage & medical payments rates.
- 15% non-fleet private passenger auto comprehensive & collision rates.
- Eff. 10-15-92

176. Travelers Casualty Insurance Company of America

- 30% non-fleet private passenger auto liability & medical payments rates.
- 30% non-fleet private passenger auto physical damage rates.
- Eff. 10-15-92
- Name Changed from Travelers Casualty & Surety Company of Illinois effective 1/1/04

177. Travelers Indemnity Company

- Installment Payment Plan, waiver of charge on certain entities using payroll deduction.
- Contributing Vehicle Credit.
- Eff. 11-1-09 TRVA-126245042 [North Carolina Department of Insurance](#)

178. Travelers Indemnity Company of America

- Account Discount.
- Contributing Vehicle Credit.
- Hybrid Vehicle Discount.
- Installment Payments - Installment charge for each installment is deleted.
- Eff 11-1-09 TRVA-126245162 [North Carolina Department of Insurance](#)

179. The Travelers Indemnity Company of Connecticut

- Company Coverage Factors.
- Account Discount, Bodily Injury, Prop Dam, Med Pay, Un/Underinsured Motorist, Comp, Coll.
- Contributing Vehicle Credit: deviation applied on autos, pickups, vans & classic autos for bodily injury property damage, medical pay & collision for single

car policy yet have more than one private passenger auto insured with The Travelers.

- Hybrid Vehicle Discount 10% discount.
- Installment Payment Plan.
- Effective 11-1-09 TRVA-126245153 [North Carolina Department of Insurance](#)

180. Travelers Personal Security Insurance Company

- Territorial Deviation Grid.
- Insurance Score Level Multiplier for Other Than Inexperienced Operators.
- Account Discount.
- Company Coverage Factor.
- Hybrid Vehicle Discount.
- Installment Payment deviation.
- Minimum Years Licensed and Number of Married.
- Vehicle Driver Composition.
- Good Student Credit.
- Eff 7-24-14 TRVA-129466528 [NCDOI](#)

181. Travelers Property Casualty Company of America

- Account Credit: 10% credit when voluntary auto & homeowners policy with The Travelers.
- Careful Driver Credit: 7% auto BI, PD, medical payments & collision that have 0 SDIP pts. for the last 3 consecutive yrs.
- Senior Driver Credit: Credit varies 3% - 6% when criteria is met.
- Contributing Vehicle Credit: 25% auto BI, PD, med pay & coll for single car policy, yet have more than one auto insured with The Travelers.
- Contributing Vehicle Credit: 15% auto comprehensive, fire/fire & theft/fire, theft, CAC for insured who have a single car policy, yet have more than one auto insured with The Travelers.
- Highly Preferred Credit: 19% credit when certain criteria is met.
- Preferred Credit: 10% credit when certain criteria is met.
- Eff. 8-21-99

182. Truck Insurance Exchange

- Territory Deviation.
- Household Group Deviation - Liability.
- Single Car Financial Responsibility and Points Deviation – Liability.
- Multi Car Financial Responsibility and Points Deviation – Liability.
- Financial Responsibility High Points Deviation Single Car – Liability.
- Financial Responsibility High Points Deviation Multi Car – Liability.
- Multi-Car/Paid-in-full/Auto-Home/Mobile Home/Rent Deviation – Liability.
- Accident and Point Deviation - Liability.
- Major Violation Deviation – Liability.
- Minor Violation and Points Deviation – Liability.
- Market and Points Deviation – Liability.
- Points and Inexperienced Operator Deviation – Liability.
- Household Structure Deviation – Liability.
- Electronic Funds Transfer Installment Deviation.
- Territory Deviation-Physical Damage.
- Household Group Deviation - Physical Damage.
- Single Car-Points Financial Responsibility and Points Deviation - Physical Damage.
- Multi Car, One Collision Vehicle, Financial Responsibility and Points – Physical Damage.
- Multi Car, Two or More Collision Vehicles, Financial Responsibility and Points – Physical Damage
- Financial Responsibility High Points Deviation Single Car-Physical Damage.
- Financial Responsibility High Points Deviation Multi Car-Physical Damage.
- Multi Car/Paid in full/auto-Home/Mobile Home/rent deviation - Physical Damage.
- Accident and Point Deviation-Physical Damage.
- Major Violation-Physical Damage.
- Minor Violation and Points Deviation-Physical Damage.
- Market and Points Deviation-Physical Damage.
- Points and Inexperienced Operator Deviation - Physical Damage.
- Household Structure Deviation-Physical Damage.
- Marital Status deviation Liability.
- Electronic Funds Transfer Deviation Liability.
- Marital Status deviation Physical Damage.
- Electronic Funds Transfer Deviation Physical Damage
- Eff 3-1-10 FARM-126381295 [North Carolina Department of Insurance](#)

183. Trumbull Insurance Company

- Insurance Score Tier deviation.
- Account or Homeownership Factor deviation.
- Driving Record Factor.
- Least Experienced drive factor.
- Most experienced driver factor.
- Prior bodily injury limits factor.
- Annual mileage factor.

- Coverage Selection factor.
- Cars versus drivers factor.
- Marital Status factor.
- AARP Membership.
- Territory factor.
- Defensive Driver factor.
- Business Owned Non-Fleet Auto credit.
- Eff 6-7-14 HART-129440731 [NCDOI](#)

184. Twin City Fire Insurance Company

- Account Credit.
- Agency Book Transfer.
- Multi Car Discount.
- Eff 5-8-12 HART-128009725 [NCDOI](#)

185. USAA Casualty Insurance Company

- Territory Deviation.
- Make/Model Deviation.
- Tier Deviation.
- New Vehicle Discount Deviation.
- Occasional Operator Deviation.
- Passive Restraint Seat Belt Discount Deviation.
- MyUSAA Legacy Deviation.
- Principal Operator Age 55 And Over Deviation.
- Military Installation Garaging Deviation.
- Premier Driver Deviation.
- Daytime Running Lights Deviation.
- Years Driving Experience/Marital Status Deviation.
- Policy Advantage Deviation.
- Short Rate Cancellation Tables Cancellation Deviation.
- UMBI and UMBI/UIMBI.
- Extended Transportation Expenses Coverage.
- Towing and Labor Coverage.
- Audio, Visual and Data Electronic Equipment Coverage Deviation.
- Customizing Equipment Coverage
- Named Non-Owner Policy Deviation.
- Extended Non-Owned Liability.
- Miscellaneous Types/Trailers.
- Installment Payment Plan Deviation.
- Eff 11-18-13 USAA-129213965 [NCDOI](#)

186. USAA General Indemnity Company

- Territory Deviation.
- Make/Model Deviation.
- Tier Deviation.
- New Vehicle Discount Deviation.
- Occasional Operator Deviation.
- Passive Restraint Seat Belt Discount Deviation.
- MyUSAA Legacy Deviation.
- Principal Operator Age 55 And Over Deviation.
- Military Installation Garaging Deviation.
- Premier Driver Deviation.
- Daytime Running Lights Deviation.
- Years Driving Experience/Marital Status Deviation.
- Short Rate Cancellation Tables Cancellation Deviation.
- UMBI and UMBI/UIMBI.
- Extended Transportation Expenses coverage.
- Towing and Labor Costs Deviation.
- Audio, Visual and Data Electronic Equipment Coverage Deviation.
- Customizing Equipment Coverage
- Named Non-Owner Policy Deviation.
- Miscellaneous Types/Trailers.
- Multiple Car By Number of Operators.
- Installment Payment Plan Deviation.
- Eff 11-18-13 USAA-129214084 [NCDOI](#)

187. Unigard Indemnity Company

- 5% auto physical damage rates. Deviation applies: (1) All vehicles assigned to driver 55 yrs. of age or older, (2) All vehicles on policy, regardless of number, if all drivers are 55 yrs. of age or older, (3) Private passenger vehicles only.
- 10% physical damage rates when same insured also has Homeowners Form HO 00 03 or HO 00 06.
- Eff. 9-5-89

188. United Services Automobile Association

- Territory Deviation.
- Make/Model Deviation.
- Tier Deviation.
- New Vehicle Discount Deviation.
- Occasional Operator Deviation.
- Passive Restraint Seat Belt Discount Deviation.
- MyUSAA Legacy Deviation.
- Principal Operator Age 55 And Over Deviation.
- Military Installation Garaging Deviation.
- Premier Driver Deviation.
- Daytime Running Lights Deviation.
- Years Driving Experience/Marital Status Deviation.
- Policy Advantage Deviation.
- Short Rate Cancellation Tables Cancellation Deviation.
- UMBI and UMBI/UIMBI.
- Extended transportation expense and towing and labor.
- Audio, Visual and Data Electronic Equipment Coverage Deviation.
- Customizing Equipment Coverage
- Named Non-Owner Policy Deviation.
- Extended Non-Owned liability.
- Miscellaneous Types/Trailers.
- Installment Payment Plan Deviation.
- Eff. 11-18-13 USAA-129213928 [NCDOI](#)

189. United States Fidelity & Guaranty Company

- Multi-Policy Discount.
- Principal Operator age 55 & over.
- Physical Damage Deviation.
- Special Package Discount.
- Employee Group Discount.
- Eff. 9-1-00 PC034571 [NCDOI](#)

190. United States Liability Insurance Company

- Deviation on UMBI for limits up to 250K/500K and for limits higher than 250K/500K.
- Deviation on combines UM/UIM Bodily Injury.
- Deviation credit range for BI, PD and Medical Payments.
- Deviation on Comp, Fire and Theft Rates.
- Deviation on Collision Rates.
- Credit applied to deviated rates on BI, PD, and Med Pay for rating each each vehicle in excess of 3.
- Eff 2-2-12 USLI-127937418 [NCDOI](#)

191. Unitrin Auto and Home Insurance Company

- Territory Definitions.
- Pricing Level Voluntary deviations no points.
- Extended Transportation Expense Coverage (Package Plus Only).
- Pro Rata Cancellation (Package Plus).
- Experienced Operator Credit; no inexperienced operators, apply discount to BI, PD, Collision and Comprehensive (Price levels A through Q only)
- Electronic Funds Transfer (EFT) Installment Payments-No installment charge will be applied
- Network Discount, 6% discount applied to BI, PD, Med Pay, Collision and Comprehensive
- Vehicles Equipped with Anti-Theft Devices, (Pricing Levels A through Q). 1. Alarm Only and Active Disabling Devices -5% discount on Comprehensive Coverage. 2. Passive Disabling Devices-15% discount on Comprehensive Coverage
- Package Plus Deviation, Rule 4.H, Bodily Injury, Property Damage, Medical Payments, Comprehensive and Collision
- Multiple Vehicle Discount (same policy), pricing levels A thru R only.
- Vehicles Equipped with Anti-lock braking system, pricing level A thru S only
- Physical Damage Rules.
- Eff 11-9-13 KEMP-129029488 [NCDOI](#)

192. Unitrin Safeguard Insurance Company

- Voluntary Pricing Level deviations (Price levels A through R only).
- Misc Coverage - Extended Transportation Expense Coverage.
- Pro Rata Cancellation all Package Policies.
- Experienced Operator Credit.
- Payment Options – Electronic Funds Transfer (EFT).
- Affinity Group Network Group Discount, applied to BI, PD, Med Pay, Collision and Comprehensive
- Safety Features - Anti-Lock Breaking Systems, BI and PD.
- Safety Features - Anti-Theft Devices, Comp only.
- Multi-Policy Package Plus.
- Multiple Vehicle Discount.
- Physical Damage Rules.
- Safe Driver Insurance Plan.
- Eff 12-30-13 KEMP-129029564 [NCDOI](#)

193. Universal Insurance Company

- Extra Vehicles deviation.
- Account Credit deviation.
- Underwriting Tier deviation.
- Auto and Home Deviation.
- Homeowners Deviation, BI, PD, comp and Coll.
- Electronic funds transfer.
- Eff. 9-9-14 UVIC-129695415 [NCDOI](#)

194. Utica Mutual Insurance Company

- Utica National Insurance Group Employees Mass Merchandising Plan.
- Account Credit
- Wise Affinity/Affinity discount.
- Mature Driver Credit
- Electronic Stability Control devices Discount
- Greenhouse Gas Score credit
- Premium Payment Credit
- Edge Program Tiered Rating
- Eff. 5-1-12 UTCX-G128145759 [NCDOI](#)

195. Utica National Assurance Company

- Mass Merchandising Plan for employees of Utica National Insurance Group.
- Personal Lines Account Credit.
- Wise Affinity/Affinity discount.
- Company Car Discount.
- Mature Driver Credit.
- Electronic Stability Control devices Discount.
- Greenhouse Gas Score credit.
- Premium Payment Credit.
- Edge II Program Tiered Rating.
- Eff. 11-1-10 UTCX-G126752143 [North Carolina Department of Insurance](#)

196. Valiant Insurance Company

- 5% non-fleet private passenger auto comprehensive & collision insurance rates.
- 5% auto bodily injury, property damage, comprehensive & collision coverage if named insured is an educator.
- 5% auto BI, PD, medical payments, comprehensive & collision for loss free credit insured with 3 years with "0" SDIP pts.
- 10% auto bodily injury, property damage, med pay, comprehensive & collision for loss free credit insured 6 years with "0" SDIP pts.
- 5% auto bodily injury & property damage for anti-lock brakes.
- 5% auto comprehensive with anti-theft device (active).
- 10% auto comprehensive with anti-theft device (passive).
- 5% auto bodily, property damage, medical payments, comprehensive & collision for mature driver.
- 5% auto bodily injury, property damage, medical payments, comprehensive & collision for account driver.
- 5% auto comprehensive & collision for multi-car policies.
- 15% auto comprehensive & collision for cars with "0" SDIP pts.
- Eff. 2-15-98

197. Victoria Fire & Casualty Company

TIER A

- Territory Deviation.
- Model Year Deviation.
- New Vehicle deviation.
- Driver class Deviation.
- Accident Free Deviation.
- Financial Responsibility Deviation(credit score).
- Matrix Deviation (various characteristics).
- Safe Driver Insurance plan Deviation.
- Inexperienced Operator Deviation.
- Intra Agency Transfer Deviation (independent agency refers to Titan).
- Affinity Deviation.
- Paid in Full Policy Premium Amount Deviation.
- Military Deviation.
- Increased Limits Deviation.
- Household composition Deviation.
- Advance Quote Deviation.
- Driving Group Deviation.
- Premium Payer Reward deviation.
- Prior Carrier Deviation.
- Prior Insurance Lapse Deviation.
- Accident Forgiveness Deviation.
- Collision Deviation.

TIER B

- Territory Deviation and Territory Definitions.

- Model Year Deviation.
- New Vehicle deviation.
- Driver class Deviation.
- Accident Free Deviation.
- Matrix Deviation (various characteristics).
- Safe Driver Insurance plan Deviation.
- Inexperienced Operator Deviation for Bodily Injury, Property Damage, Med Pay and Collision.
- Intra Agency Transfer Deviation (independent agency refers to Titan).
- Affinity Deviation.
- Paid in Full Policy Premium Amount Deviation.
- Military Deviation.
- Advance Quote Deviation.
- Driving Group Deviation.
- Premium Payer Reward deviation.
- Prior Carrier Type Deviation.
- Prior Insurance Lapse Deviation.
- Accident Forgiveness Deviation.
- Collision deviation.
- Increased Limits deviation.
- Household Composition Deviation.
- Eff 7-14-14 NTWP-129527161 [NCDOI](#)

198. Vigilant Insurance Company

- Miscellaneous types antique autos.
- Payment options installment fee waived on auto recurring payments.
- Eff. 10-6-14 CHUB-129646237 [NCDOI](#)

199. West American Insurance Company

- Fampak Discount: 5% credit for all coverages.
- Prime Life Discount: 4% credit for all coverages.
- Employee Discount: 15% credit for all coverages.
- Base Rate Deviation by territory.
- Anti-Theft Discount various discounts.
- Eff. 9-1-00 PC035766 [NCDOI](#)

200. Wilshire Insurance Company

- Liability Deviation.
- Liability Deviation.
- Liability Deviation.
- Liability Deviation.
- Liability Deviation.
- Liability Deviation.
- Liability Deviation.
- Liability Deviation.
- Liability Deviation.
- Voluntary Manual Deviation (Inexperienced Operator).
- Eff 7-5-11 OCCD-127196090 [NCDOI](#)

AUTOMOBILE

1. 21st Century Advantage Insurance Company
 - Anti-Theft Devices Discount.
 - Anti-lock braking system discount.
 - Extra automobile discount.
 - Tier Deviation.
 - Deviation for determining other than collision base rates for symbol's not displayed.
 - Extended transportation expenses coverage deviation.
 - Driver Deviations.
 - Eff 6-1-08 APCG-125478807 [NCDOI](#)
2. 21st Century Centennial Insurance Company
 - Class Deviation.
 - Territory Deviation.
 - Tier Deviation.
 - Household Composition Deviation.
 - Primary Graded Adjustment Deviation.
 - Liability Vehicle Age Deviation.
 - ISO Model Year Symbol Deviation.
 - 21st Century Model Year Symbol Deviation.
 - Anti-Theft Deviation.
 - Eff 11-11-13 AGMK-128859882 [NCDOI](#)
3. ACE American Insurance Company
 - 17% private passenger auto BI, PD, Med Pay, uninsured motorist, combined uninsured & underinsured, comp & collision.
 - Eff. 3-18-97
4. ACE Fire Underwriters Insurance Company
 - 17% non-fleet private passenger auto bodily injury, property damage, medical payment, uninsured motorist, combined uninsured motorist & underinsured motorist, comprehensive & collision.
 - Eff. 3-18-97
5. ACE Property & Casualty Insurance Company
 - 17% non-fleet private passenger auto bodily injury, property damage, medical payment, uninsured motorist, combined uninsured motorist & underinsured motorist, comprehensive & collision.
 - Eff. 3-18-97
6. AMCO Insurance Company
 - Financial Responsibility Deviation.
 - Territory Deviation.
 - Allied Affinity Deviation.
 - Preferred Driver Deviation.
 - Driver Class Deviation.
 - Miscellaneous Vehicle Deviation.
 - Eff. 10-1-15 NWPC-130074048 [NCDOI](#)
7. AMEX Assurance Company
 - Accident-Free Discount: Applies to auto BI, PD, med payment & collision: 3-5 yrs.- 10% credit: 6 yrs. or more- 15% credit.
 - Auto/Homeowner Discount 5% Forms 3 & 6: with accompanying homeowners policy.
 - Deviation for auto bodily injury, property damage, medical payments, comprehensive & collision: Credit varies.
 - Installment Payment Plan: Charge waived for electronic funds transfer or payroll deduction.
 - Work Site Discount: named insured policy through the Work Site Marketing Program of AMEX Assurance Company. Preferred Client Deviation 10%.
 - Costco Discount: 3% applies to policies for member insureds of Costco. Vehicle Usage Discount.
 - Multi-car discount for Liability, Comp & coll
 - Liability Limits: credit varies by Limit amount.
 - Eff. 9-1-06 USPH-6RZG9Y391 PC095703 [North Carolina Department of Insurance](#)
8. Alfa Alliance Insurance Corporation
 - Account Discount.
 - Multi-Vehicle Discount.
 - Driver Experience Factor.
 - Insurance Score (Credit) Factor.
 - Installment Payment Deviation.
 - Eff. 8-15-11 AFAL-127308907 [NCDOI](#)
9. Allied Property and Casualty Insurance Company
 - Financial Responsibility Deviation.
 - Territory Deviation.
 - Allied Affinity Deviation.
 - Preferred Driver Deviation.
 - Matrix deviation.
 - Home and car deviation.

- Non-Allied Homeowner deviation.
- Auto financial deviation.'
- Driver Class deviation.
- Household composition deviation.
- Miscellaneous Vehicle Deviation.
- Nationwide associate deviation.
- Advanced quote deviation.
- New vehicle deviation.
- Prior Carrier Deviation..
- Easy Pay sign-up deviation.
- Eff. 3-25-15 NWPC-129834310 [NCDOI](#)
- **Motorcycle/Recreational Vehicle**
- Matrix Deviation
- Eff 8-10-07 PC104818 [North Carolina Department of Insurance](#)

10. Allstate Indemnity Company
Standard (Preferred Program)

- Territory Deviation.
- Years Licensed Deviation.
- Fifty-Five (55) and Over Discount.
- Tier Deviation.
- Premier and Premier Plus Discount.
- Multiple Policy Discount.
- New Car Discount.
- The Good Hands People Discount.
- Antilock Brake Discount.
- Accident Rating Deviation (SDIP).
- Installment Payment Fee for Electronic Funds Transfer or Payroll Deviation
- Coverage Deviations (Death Indemnity).
- Certified Risks Financial Responsibility Laws.
- Allstate Auto/Life Discount.
- Maximum Deviation.

Non-Standard Auto Program

- Liability Coverage Deviations for Bodily Injury and Property Damage
- Installment Payments, Electronic Funds Transfer or Payroll Deduction
- The Good Hands People Discount.
- Certified Risks Financial Responsibility Laws.
- Maximum Deviation.
- Eff 10-1-15 ALSE-130175562 [NCDOI](#)

11. Allstate Insurance Company

- Installment Payment Fee.
- Death Indemnity Coverage Deviation.
- Certified Risks Financial Responsibility Laws.
- Effective 4-13-2015 ALSE-129842762 [NCDOI](#)

12. Allstate Property and Casualty Insurance Company

- Territory Deviation.
- Household Composition.
- Multiple Policy Discount.
- New Car Discount, Months since purchase.
- 55 And Over Discount.
- The Good Hands People Discount.
- Antilock Brake Discount.
- Tier Deviation.
- Premier and Premier Plus Discount.
- Good Payer Discount.
- Allstate Easy Pay Plan Discount.
- Years Licensed Deviation.
- Installment Payments.
- Future Effective Date Discount.
- Preferred Package Discount.
- Full Pay Discount.
- Certified Risks Financial Responsibility Laws.
- Allstate Auto/Life Discount.
- Accident Forgiveness Deviation.
- Maximum Deviation.
- Allstate eSMART discount.
- Effective 10-1-15 ALSE-130161911 [NCDOI](#)

13. American Automobile Insurance Company

- Tier Deviation Factor.

- Account Credit.
 - Electronic Funds Transfer.
 - Vehicle Equipped with Anti-Theft Devices-Alarm only devices, Active disabling devices, Passive Disabling devices.
 - Comprehensive Rate Deviation factor.
 - Motorcycle Physical Damage Coverage.
 - Territory Deviation.
 - Eff. 8-15-10 FFDC-126581084 [North Carolina Department of Insurance](#)
14. American Bankers Insurance Company of Florida
- Antique Auto Program
 - Car Club discount.
 - Antique Auto 2500 Mile Tier.
 - Antique Auto 5000 Mile Tier.
 - Modified/Collectible Vehicles 2500 Mile Tier.
 - Modified/Collectible Vehicles 5000 Mile Tier.
 - Eff. 4-1-10 ASPX-126454260 [North Carolina Department of Insurance](#)
15. American Centennial Insurance Company
- 5% non-fleet private passenger auto liability & physical damage rates.
 - Eff. -1-85
16. American Economy Insurance Company
- 10% deviation where principal operator is aged 55 & over with no inexperienced operator in household.
 - Eff. 4-19-91
17. American Fire & Casualty Company
- Fampak Discount: 5% credit for all coverages.
 - Prime Life Discount: 4% credit for all coverages: Certain criteria must be met.
 - Employee Discount: 15% credit for all coverages.
 - Base Rate Deviation by territory for bodily injury, property damage, med pay, uninsured motorists, comp & coll coverages.
 - Anti-Theft Discount: Com Coverage only: 5% & 15% credit: Certain criteria apply.
 - Eff. 9-1-00 PC 035767 [Filing Detail](#)
18. American Home Assurance Company
- 6% - 37% deviation for med pay & uninsured & uninsured/underinsured motorists coverage: All territories.
 - 1% - 46% deviation for bodily injury, property damage, comprehensive & collision coverages: Certain criteria apply.
 - 5% deviation for bodily injury, property damage, medical payments, comprehensive & collision for multi car policies.
 - 5% deviation for comprehensive: All vehicles equipped with alarm only and active disabling devices.
 - 15% deviation for comprehensive: All vehicles equipped with passive disabling devices.
 - 5% deviation for certain coverages: All insureds within sponsored groups.
 - Installment fee waived for automatic deductions from a financial account.
 - 1st installment fee waived for all multiple payment modes.
 - Eff. 12-20-02 PC054433 [Filing Detail](#)
19. American Insurance Company
- Tier Deviation Factor.
 - Account Credit.
 - Electronic Funds Transfer.
 - Vehicle Equipped with Anti-Theft Devices-Alarm only devices, Active disabling devices, Passive Disabling devices.
 - Comprehensive Rate Deviation factor.
 - Motorcycle Physical Damage Coverage.
 - Territory Deviation
 - Eff 8-15-10 FFDC-126581089 [North Carolina Department of Insurance](#)
20. American Manufacturers Mutual Insurance Company
- Voluntary deviations without driving points - BI, PD, COMP, COLL credit varies by territory.
 - Voluntary deviations with driving points - BI, PD, COMP, COLL credit varies by territory.
 - Safety Equipment Discounts - 5% - 15% to Med Pay if qualified.
 - Anti-locking braking system discount - 5% for autos equipped with a factory installed four wheel Anti-Lock Braking System.
 - Extended Transportation Expenses Coverage - KIP ONLY - \$30/\$900 Increased Transportation Expense no additional charge.
 - Cancellation - KIP ONLY - return premium is computed on a Pro Rata basis.
 - Classifications - Experienced Operator Credit - principal operator is aged 55 and over and no inexperienced operators apply to the vehicle, apply a 3% discount to the BI and PD Liability, Med Pay, Coll and Coll premiums.
 - Classic Auto Discount: 80% discount to Misc Types Rule-19.F. Classic Auto Discount for BI, PD & med pay coverages.
 - Deferred Premium Payment Plans electronic funds transfer, a \$1 monthly service charge is applied per billing.
 - Kemper Network Deviation 7%: Certain criteria apply.
 - Anti Theft Devices Discount - credit varies.
 - Eff 7-1-03 PC062831 [North Carolina Department of Insurance](#)
21. American Motorists Insurance Company
- Extended Transportation Expenses Coverage - KIP only: Coverage included at no additional charge.
 - Cancellation - KIP only: Compute return premium on pro rata basis.
 - Deferred Premium Payment Plan.

- 7% Kemper Network Deviation: Certain criteria apply.
 - Eff 7-1-03 PC062832 [North Carolina Department of Insurance](#)
22. American Security Insurance Company
- Deviation: Charge as premium for comprehensive (full coverage) & collision (\$100 deductible), the NC Rate Bureau base rates, which became effective January 1, 1984 for territory 17, separately for each coverage. Premiums so determined are applied statewide regardless of territory, no primary or secondary rating factors are applied.
Eff. 2-1-86
23. American Southern Insurance Company
- 12.5% Elite Driver Discount: Applies to each vehicle, each driver when meeting criteria.
 - 5% Preferred Driver Discount: Applies to each vehicle, each driver when meeting criteria.
 - 2% AAA Carolina Affinity Group Discount when insured is a member of AAA Carolinas.
 - Renewal Discount Program when insured with American Southern for three continuous years and loss free.
 - Multiple policy discount when the policyholder places both automobile and homeowners coverage through the American Auto Club Insurance Agency. Discount applies to BI, PD, Med Pay, Coll and Comp premiums.
 - 10% Super Preferred Driver Discount.
 - Eff. 6-15-04 PC071954 [Filing Detail](#)
24. American States Insurance Company
- Tier Deviations.
 - ATP Constant.
 - Territory Deviations.
 - Driver Class Deviations.
 - Driver Experience Deviations.
 - Student Deviations.
 - Merit Deviation.
 - Household Structure Deviations.
 - Symbol Deviations.
 - Model Year Deviations.
 - Maximum Years Driving Experience Deviations.
 - Minimum Years Driving Experience Deviations.
 - Multi-Car Discount Deviation.
 - Account Discount Deviations.
 - Full Coverage Deviations.
 - Accident Free Deviation.
 - Violation Free Deviation.
 - Accident Forgiveness Deviation.
 - Paid in Full Deviation.
 - Group Discount Deviation.
 - Anti-Theft Discount Deviation.
 - Advanced Quote Discount Deviation.
 - Employee Discount Deviation.
 - New Vehicle Deviations.
 - Low Mileage Discount Deviations.
 - Eff. 10-1-15 LBPM-130207433 [NCDOI](#)
25. American States Preferred Insurance Company
- Territory Deviation.
 - Driving Group Deviations (years driving experience, marital status, good student, distant student), various rates.
 - Renewal, Market, and Tier Deviations (financial responsibility, coverages, limits, and continuity of coverage).
 - SDIP, Single/Multi Car Deviations, various rates, BI, PD, Medical Payments, Comprehensive and Collision.
 - SDIP, Single/Multi Car, 12-Point Violation Deviations.
 - Account Discount Deviations.
 - Vehicle Usage and Market Tier Deviations, various rates, BI, PD, Med Pay, Comp and Coll.
 - Limited Experience Operator Program Subscription.
 - Certified Risks – Financial Responsibility Laws Deviation.
 - Eff. 10-1-15 LBRM-130206987 [NCDOI](#)
26. AMICA Mutual Insurance Company
- Deviation to Base Rates.
 - Multi-line deviation.
 - Deviations to one year short-rate cancellation.
 - Installment optional payment plans.
 - Eff. 10-27-14 AMMA-129611653 [NCDOI](#)
27. Arch Insurance Company
- 15% private passenger auto comprehensive & collision rates.
 - Eff 9-29-92
28. Argonaut Insurance Company
- Advantage Discount: 13.5% discount applies to BI,PD, medical, collision & comprehensive for single car auto policies.
 - Multi-Car Discount: 23.7% discount applies to BI, PD, medical, collision & comprehensive for single car auto policies.

- Preferred Driver Discount: 10% discount applies to BI, PD, medical, collision & comprehensive for single car auto policies.
 - Eff. 4-1-00 PC031707 [North Carolina Department of Insurance](#)
29. Arrowood Indemnity Company
- Installment Payment Plan – Agency payroll deduction.
 - Eff 5-15-04 PC069376 [North Carolina Department of Insurance](#)
30. Associated Indemnity Corporation
- Tier Deviation Factor.
 - Account Credit.
 - Electronic Funds Transfer.
 - Vehicle Equipped with Anti-Theft Devices-Alarm Only Devices, Active Disabling Devices, Passive Disabling Devices.
 - Motorcycle Physical Damage Coverage only.
 - Territory Deviation.
 - Eff. 8-15-10 FFDC-126581062 [North Carolina Department of Insurance](#)
31. Association Insurance Company
- 12.5% non-fleet private passenger auto liability & physical damage insurance rates.
 - 32.5% non-fleet private passenger auto BI, PD, medical payments, comprehensive & collision for SAS Institute Employees.
 - Eff. 1-1-96
32. Assurance Company of America
- 5% non-fleet private passenger auto liability bodily injury, property damage & medical payments.
 - 15% non-fleet private passenger auto comprehensive & collision.
 - 7.5% deviation for drivers with 30 yrs. driving experience & no inexperience operator on policy.
 - 5% non-fleet private passenger auto BI, PD, med pay, comp & coll coverage for 3 consecutive yrs. with "0" SDIP pts.
 - 10% non-fleet private passenger auto BI, PD, med pay, comp & coll coverage for 6 consecutive yrs. with "0" SDIP pts.
 - 5% non-fleet private passenger auto liability, property damage, comp & collision coverage if named insured is an educator.
 - 5% non-fleet private passenger auto bodily injury & property if auto has anti-lock brakes.
 - 5% non-fleet private passenger auto comprehensive if auto has anti-theft device.
 - 10% non-fleet private passenger auto comprehensive if auto has anti-theft device.
 - 5% non-fleet private passenger auto BI, PD, med pay, comp & collision of insured has homeowners policy with Assurance.
 - 5% non-fleet private passenger auto comprehensive & collision for multi-car policies.
 - 20% non-fleet private passenger auto comprehensive & collision for cars with "0" SDIP pts.
 - Eff. 2-15-98
33. Atlantic Casualty Insurance Company
- LIABILITY All deviation applicable to non-fleet private passenger bodily injury & property damage coverage for all listed components. 12 point violation must not be one of the following.
- a. Manslaughter or negligent homicide.
 - b. Failure to stop & render aid when involved in an accident resulting in bodily injury or death.
 - c. Pre-arranged racing or knowingly lending a motor vehicle to be used in pre-arranged racing.
 - d. Transporting illegal intoxicating liquors by motor vehicle.
- 37% bi & pd, single car policies with limits of liability that do not exceed \$25,000/\$50,000 bodily injury, \$25,000 property damage, \$2,000 medical payments: \$25,000/\$50,000/\$25,000 uninsured motorists for operators with 3 yrs. or more driving experience & limits of \$50,000/\$100,000 bodily injury, \$50,000 property damage, \$2,000 medical payments, \$50,000/\$100,000/\$50,000 UM/UIM for operators with 5 yrs. or more driving experience with 12-20 SDIP pts.
 - 33% bi & pd, multi-car policies with limits of liability that do not exceed \$25,000/\$50,000 bodily injury, \$25,000 property damage, \$2,000 medical payments, \$25,000/\$50,000/\$25,000 uninsured motorists for operators with 3 yrs. or more driving experience & limits of \$50,000/\$100,000 bodily injury, \$50,000 property damage, \$2,000 medical payments, \$50,000/\$100,000/\$50,000 UM/UIM for operators with 5 yrs. or more driving experience with 12-20 SDIP pts.
 - Eff. 7-1-94

MOTORCYCLE

- 9% average deviation for private passenger motorcycle physical damage.
- 15% average deviation private passenger motorcycle bodily Injury & property damage.
- Eff. 7-1-91

34. Auto Owners Insurance Company

Standard Program

- Paid in Full Discount Deviation.
- Auto/Home Multi Policy Discount; Auto BI, PD, Med Pay, comprehensive & collision.
- Auto/Life Multi Policy Discount; Auto BI, PD, Med Pay, comprehensive & collision.
- Auto/Umbrella Multi Policy Discount; Auto BI, PD, Med Pay, comprehensive & collision.
- Total Disability Benefits \$50 weekly at no additional charge.
- Auto Death Indemnity \$10,000 at no additional charge.
- Symbol Deviation, Comprehensive Symbols 22 thru 27.
- Territory Deviation.
- Financial Responsibility Deviation.

Premier Program

- Bodily Injury Deviation.
- Property Damage Limit Deviation.
- Auto-Owners Premier Rate Deviation.
- Symbol Deviation.

- Auto/Home Multi-Policy Discount BI, PD, Med Pay, Comp & Collision.
- Auto/Life Multi-Policy Discount BI, PD, Med Pay, Comp & Collision.
- Auto/Umbrella Multi-Policy Discount BI, PD, Med Pay, Comp & Collision.
- Paid in full discount.
- Territory Deviation
- Insurance Scoring Discount.
- Auto Death Indemnity \$10,000 at no additional charge.
- Total Disability Benefits \$35 weekly at no additional charge.
- Financial Responsibility Deviation.
- Eff 10-1-15 AOIC-130163957 [NCDOI](#)

35. Bankers Standard Insurance Company

- Vehicle equipped with anti-theft devices discount.
- Anti-Lock braking system discount.
- Vehicles with Symbol 27.
- Extra Automobile Discount.
- Extended transportation expense.
- IBS Factors.
- Mass Merchandising discount.
- Installment Payments Automation discount.
- Driver Deviations.
- Eff. 101-15 ACEH-130097747 [NCDOI](#)

36. Burlington Insurance Company

- 15% private passenger auto physical damage insurance rates.
- Eff. 5-28-87

37. Central Mutual Insurance Company

- Central's Pathway Deviation.
- First Accident Forgiveness Discount.
- Installment Charge Deviation.
- Deviation for Single Car Risks with Additional Company-Owned Vehicles.
- Transition/Loyalty Credit.
- Waiver of Premium Deviation.
- Miscellaneous Types deviation.
- Central Mutual Summit Package Deviation.
- Central Mutual Affiliate Group Membership deviation.
- Paid in full discount.
- ADEPT driver participation discount.
- ADEPT driver certification discount.
- New inexperienced operator Family Loyalty discount.
- Eff 10-1-15 CEMC-130125833 [NCDOI](#)

38. Century Indemnity Company

- 10% non-fleet private passenger auto comprehensive & collision rates.
- Eff. 6-1-89

39. The Charter Oak Fire Insurance Company

- Company Coverage-Deviation by Coverage (coverages purchased)
- Account Discount (Multi Policy)
- Contributing Vehicle Credit (number of vehicles)
- Hybrid Vehicle Discount – type of fuel used 10% discount.
- Installment Payment Plan.
- Eff 10-1-15 TRVA-130114255 [NCDOI](#)

40. Chartis Casualty Company

- Deviation applies to non-fleet private passenger BI and PD Liability rate that is not one of the following:
 - a. Manslaughter or negligent homicide.
 - b. Prearranged racing or knowingly lending a motor vehicle to be used in prearranged racing.
 - c. Failure to stop & render aid when involved in an accident resulting in bodily injury or death.
 - d. Transporting illegal intoxication liquors by motor vehicle.
- 39% on rates with 12-14 SDIP policy points, multi-car & driving experience of 5-6 years with a 12 point violation.
- 48.0% on rates with 12-14 SDIP policy points, multi-car/married & driving experience of 7-38 years with a 12 point violation.
- 62.0% on rates with 12-14 SDIP policy points, single car with 7-38 years driving experience with a 12 point violation.
- 39% on rates with 12-14 SDIP policy points, multi-car, unmarried with 7-38 years driving experience with a 12 point violation.
- 39% on rates with 12-14 SDIP policy points, multi-car & driving experience of 39+ years with a 12 point violation.
- 50% on rates with 12-17 SDIP policy points, single car with 5-6 years driving experience with a 12 point violation.
- 50% on rates with 12-17 SDIP policy points, single car with driving experience of 39+ years with a 12 point violation.
- 39% on rates with 15-17 SDIP policy points, multi-car & 5 years of driving experience with a 12 point violation.
- 55% on rates with 15-17 SDIP policy points, single car and 5-6 years driving experience with a 12 point violation.
- 13% on rates with 18-20 SDIP policy points, multi-car and 5+ years of driving experience with a 12 point violation.
- 13% on rates with 18-20 SDIP policy points, single car and 5+ years of driving experience with a 12 point violation.
- 50% on rates with 18-20 SDIP policy points, single car, married driver with 5-38 years of driving exp with a 12 point violation.

- 39% on rates with 18-20 SDIP policy points, multi-car, married driver with 5-38 years of driving exp with a 12 point violation.
 - 13% on rates with 18-20 SDIP policy points, single car, married driver with 39+ years of driving exp with a 12 point violation.
 - 13% on rates with 18-20 SDIP policy points, multi-car, married driver with 39+ years of driving exp with a 12 point violation.
 - Effective 8-27-04 PC073480 [Filing Detail](#)
41. Chartis Property Casualty Company
- Anti-Theft Devices Discount.
 - Anti-lock braking system discount.
 - Extra automobile discount.
 - Tier Deviation.
 - Deviation for determining other than collision base rates for symbol's not displayed.
 - Extended transportation expenses coverage deviation.
 - Driver Deviations.
 - Eff 9-1-09 APCG-126130673 [North Carolina Department of Insurance](#)
42. The Cincinnati Insurance Company
- Deviation base rates.
 - Package discount.
 - Installment payment plan.
 - Annual Pay Discount.
 - Preferred Risk Credit Factors.
 - Insurance Scoring Message Credit factors.
 - Primary Classification rating factors.
 - Driver Experience.
 - New business advance quote deviation.
 - Eff. 10-1-15 CNNB-130016985 [NCDOI](#)
43. Citizens Insurance Company of America
- 10% deviation on coverage for principal operators in household age 55 or older where there are no other operators in household with less than 3 yrs. driving experience. This is a per vehicle credit.
 - Account Credit: 5% auto comp & coll coverage if insured has Homeowners policy with The Hanover Insurance Company.
 - Non-Smoker Discount: 5% auto comprehensive & collision coverage if no drivers have smoked in the past 15 months.
 - 10% deviation for auto bodily injury, property damage, medical payments, comprehensive & collision.
 - Renewal Credit applies to auto bi, pd, med pay, comp & collision. Less than 3 yrs-0%; 3-5 yrs.-3.0%; 5 yrs or more-6.0%.
 - Eff. 9-1-94
44. Colonial American Casualty and Surety Company
- 20% non-fleet private passenger auto bodily injury and property damage. 30% physical damage.
 - 10% auto bodily injury, property damage, medical payments, comprehensive & collision age 55 and over.
 - Good Driver Discount when principal operator(s) has no fault accidents & no moving violation in past 3 yrs.
 - Anti-Theft Device Deviation varies 5% - 10% for non-fleet private passenger auto comprehensive.
 - Eff. 1-1-98
45. Continental Insurance Company
- Anti-Theft Device Discount: Certain criteria apply.
 - Vin Etching Discount: 5% credit applies when criteria are met.
 - Accident/Violation Free Discount.
 - Daytime Running Light Discount.
 - Companion Policy Discount: 10% credit applies if named insured has homeowners policy with any Encompass Ins Co.
 - Airbag Discount: Credit varies when certain criteria is met.
 - Anti-Lock Braking System Discount.
 - Eff. 7-3-01
46. Continental Indemnity Company
- Discount for Qualified Preferred Drivers: 17.5% credit physical damage-5% credit liability when certain criteria is met.
 - Discount for Qualified Standard Drivers: 5% credit physical damage when certain criteria is met.
 - Account Credit Program credit when certain criteria is met & both homeowners & auto policies are written through CNIC.
 - Anti Lock Braking System Discount: 5% credit.
 - Mature Driver Discount: 5% credit when certain criteria is met.
 - Eff. 1-1-01 PC038499 [North Carolina Department of Insurance](#)
47. Depositors Insurance Company
- Matrix Deviation
 - Eff 8-10-07 PC104819 [North Carolina Department of Insurance](#)
48. Economy Fire and Casualty Insurance Company
- Territory Deviation
 - Experience driver deviation.
 - Age 55 and over deviation.
 - Preferred customer discount.
 - MetRewards Discount.
 - Multi-Policy discount.
 - Mass merchandising Account deviation.

- Payroll deduction discount.
- Employment tenure discount.
- Small Group account discount.
- Extended Transportation Expenses Coverage.
- Repair or Replacement Coverages – One Year Coverage.
- Coverage for Rented Vehicles.
- Certified Risks Financial Responsibility laws discount.
- Eff 10-1-15 METX-G130260668 [NCDOI](#)

49. Economy Preferred Insurance Company

- Territory Deviation
- Experience driver deviation.
- Age 55 and over deviation.
- Preferred customer discount.
- MetRewards Discount.
- Multi-Policy discount.
- Mass merchandising Account deviation.
- Payroll deduction discount.
- Employment tenure discount.
- Small Group account discount.
- Extended Transportation Expenses Coverage.
- Repair or Replacement Coverage – One Year Coverage.
- Coverage for Rented Vehicles.
- Certified Risks Financial Responsibility laws discount.
- Eff 10-1-15 METX-G130260671 [NCDOI](#)

50. Economy Premier Assurance Company

- Pak II Package Credit.
- Pak II Renewal Credit.
- Age 55 and over deviation.
- Good Driver Credit when certain criteria is met.
- Symbol Relativities Deviation.
- Increased Limits Transportation Expenses Deviation.
- Passive Restraint Credit.
- Anti-Theft Device Credit.
- Anti-Lock Braking System Credit.
- Golf-mobile Liability: No additional charge.
- ATV, Mini-bike & Dune Buggy CSL BI & PD liability rates.
- ATV, Mini-bike & Dune Buggy Medical Payment rates.
- Recreational Vehicle Multi-Vehicle Credit.
- Eff. 2-25-13 METX-G128821620 [NCDOI](#)

51. Electric Insurance Company

- Tier Level Deviations.
- Cancellation deviation.
- Mass Marketing discount.
- Multi-Policy credit.
- Safe driver discount.
- Payroll deduct discount.
- Installment Payments.
- Eff. 11-16-15 ELEC-130235212 [NCDOI](#)

52. Employers Mutual Casualty Company

- Multi-Policy Credit when auto & homeowners coverage are written with Employers Mutual Casualty Company and/or Emcasco Insurance Company.
- Safety Equipment/Anti-Theft Discount: 20% med pay premium passive restraint on driver side only. 30% med pay premium passive restraint on both sides. 5% on bodily injury & property damage premium for four wheel anti-lock braking system. 5% comprehensive premium for alarm & active disabling devices. 15% comprehensive premium for passive disabling devices.
- Installment Payment Plan: \$3 charge waived when method of payment is through electronic funds transfer.
- Eff. 5-25-97

53. Encompass Indemnity Company

- Territory Deviation.
- Household Composition.
- New Car Discount.
- Tier Rating.
- Good Payer Discount.
- Encompass Easy Pay Plan discount.
- Years Licensed Deviation.
- Homeownership Discount.
- Future effective date discount.
- Accident/Violation Free Discount.
- Companion Discount.
- Anti-theft device discount.

- Anti-lock braking system discount.
- Daytime Running lights discount.
- Bodily Injury Increased Limits Discount.
- Med Pay increased limits deviation.
- All other trailers comprehensive deductible deviation.
- Pro rata table cancellation deviation.
- Preferred Protection Discount.
- Certified Risks – Financial Responsibility Laws.
- Full Pay Discount.
- Eff 10-1-15 ALSE-130122200 [NCDOI](#)

Antique and Classic Automobile Program

- Antique Autos Deviation for BI, PD, Med Pay, UM/UIM – All Territories.
- Classic Autos Deviation for BI, PD, Med Pay, UM/UIM – All Territories
- Eff 5-15-06 PC091813

54. **Erie Insurance Company**

- Age 55 and over deviation
- Anti-lock brake deviation systems on BI and PD on all four wheels.
- Anti-theft devices.
- Feature 15 deviation (Accident Forgiveness).
- Installment Premium Payment Plan deviation.
- Coverage for Rented Vehicles.
- Multi-Policy Discount.
- Multi Car - Separate Policies: Certain criteria apply.
- Reduced Usage Discount: Certain criteria must be met.
- Payment Plan Discount.
- Classic Vehicles.
- Pro-Rata cancellation for all policies.
- Multi-Auto Policy.
- Effective 6-1-12 ERAP-128510286 [NCDOI](#)

55. **Erie Insurance Exchange**

- Base rate deviations by territory, BI, PD, Med Pay, Comp and Coll.
- Age 55 and over deviation on BI, PD, Med Pay, Comp and Coll.
- Anti-Lock Brake deviation on Bodily Injury and Property Damage.
- Anti-Theft Device deviation on Comprehensive.
- First Accident Forgiveness.
- Feature 15 Deviation.
- Premium Payment Plan Service Charge - Installment Payments deviation.
- Coverage for Rented Vehicles.
- Pro-Rata Cancellation and Pro-Rata Table for all policies.
- Multi Policy Discount Deviation.
- Driver Experience Factor(DEF) Deviation.
- Multi Car Discount - Separate Policies.
- Reduced Usage Discount.
- Tiered Rating.
- Payment Plan Discount.
- Classic Vehicles.
- Safe Driver Discount.
- Advance Quote Discount
- Prior Bodily Injury Limits Discount.
- Class.
- Model Year.
- Eff 10-1-15 ERAP-130146343 [NCDOI](#)

56. **Essentia Insurance Company**

- Antique autos.
- Classic Autos.
- Mass Marketing.
- Eff 10-1-15 ESSN-130112200 [NCDOI](#)

57. **Esurance Insurance Company**

- Territory Deviation.
- Household Group Deviation
- Financial Responsibility deviation
- Points deviation
- High Points deviation
- Discount deviation
- Accident with no Point deviation
- Accident with Point deviation
- Major Violation deviation
- Minor Violation and Points deviation

- Market and Points deviation
 - Points and Inexperienced Operator deviation
 - Household Structure deviation
 - Bodily Injury deviation
 - Claim Free discount
 - Preferred Risk Discount
 - Affinity discount
 - Education discount
 - Switch and Save discount
 - Expense Saving Discount
 - Time at residence discount
 - Future Effective date discount
 - Mature Driver discount,
 - Eff 10-1-15 ESUR-130131326 [NCDOI](#)
58. Fairmont Premier Insurance Company
- 10.7% private passenger auto BI, PD, med pay, coll, uninsured BI and combined uninsured/underinsured BI; 15.5% comprehensive.
 - Free of at fault accidents: 3-6 yrs.; 10%-non-fleet private passenger auto BI, PD, med pay & coll; Over 6 yrs.-15%.
 - 10% non-fleet private passenger auto BI, PD, med pay, comp & col for principal operators age 55 and over where there is no principal operator in household.
 - BMW model yrs. 1995 & newer: 20% comprehensive; 10% collision.
 - Eff. 3-1-98
59. Farm Bureau Insurance of North Carolina Inc.
- 55% deviation applies to the surcharge on voluntary policies for a 12-point violation that is not one of the following: a) manslaughter or negligent homicide resulting from the operation of a motor vehicle, b) prearranged highway racing or knowingly lending a motor vehicle to be used in prearranged highway racing, c) failure to stop and render aid when involved in an accident resulting in bodily injury or death (hit and run driving), or d) transportation for the sale of illegal intoxicating liquors by motor vehicles.
 - Effective 10-1-04 PC073968 [North Carolina Department of Insurance](#)
60. Farmers Insurance Exchange
- Ultra Premier Rating Plan Deviation
 - Premier and Preferred Base Rate Deviations.
 - Auto/Multi Policy Discount: Certain criteria apply.
 - Anti-Theft Device Discount: ½ % discount applies to Comp when a vehicle is equipped with a passive anti-theft device.
 - Electronic Funds Transfer Discount.
 - Eff. 10-1-08 PC116744 [North Carolina Department of Insurance](#)
61. Federal Insurance Company
- Antique autos by territory.
 - Installment Payment-recurring payments.
 - Eff. 10-1-15 CHUB-129988226 [NCDOI](#)
62. Federated Mutual Insurance Company
- 5% non-fleet private passenger liability & physical damage when homeowners & personal umbrella policy is written with Federated Mutual Insurance Company.
 - Installment Payment Plan: \$2 charge each installment subject to max. of \$5 per account for all policies.
 - Eff. 4-21-95
63. Fidelity & Deposit Compay of Maryland
- 20% non-fleet private passenger auto bodily injury and property damage. 30% physical damage.
 - 10% non-fleet private passenger auto bodily injury, property damage, med pay, comp. & collision age 55 and over.
 - Good Driver Discount: 10% auto liability, PD, med pay comp & coll when principal operator(s) has no fault accidents & no moving violation in past 3 yrs.
 - Anti-Theft Device: Deviation varies 5% - 10% for non-fleet private passenger auto comprehensive.
 - Eff. 1-1-98
64. Fidelity & Guaranty Insurance Company
- Multi-Policy Discount: 2% credit to total auto insurance premium when both auto & home-owners policies are purchased through USF&G Group when certain criteria is met.
 - 2% credit auto BI, PD, med pay, comp & coll premium when principal operator is age 55 & over and there are no inexperienced operators in household.
 - Physical Damage Deviation: 6% applies to comprehensive & collision.
 - Special Package Discount: 5% credit total policy premium for insured who meet specified underwriting guidelines.
 - 15% total premium for insureds who are a participant through any of the USF&G Group Marketing Plans.
 - Eff. 9-1-00
65. Fidelity & Guaranty Insurance Underwriters
- Multi-Policy Discount: 2% credit to total auto insurance premium when both auto & home-owners policies are purchased through USF&G Group when certain criteria is met.
 - 2% BI, PD, med pay, comp & coll deviation to premium when principal operator is age 55 & over and there are no inexperienced operators in household.
 - Physical Damage Deviation: 6% applies to comprehensive & collision.
 - Special Package Discount: 5% credit total policy premium for insured who meet specified underwriting guidelines.
 - 15% auto total premium for insureds who are a participant through any of the USF&G Group Marketing Plans.
 - Eff. 9-1-00

- 66. Firemans Fund Insurance Company
 - Tier Deviation Factor.
 - Account Credit.
 - Electronic Funds Transfer.
 - Vehicle Equipped with Anti-Theft Devices-Alarm Only Devices, Active Disabling Devices, Passive Disabling Devices.
 - Motorcycle Physical Damage Coverage only.
 - Territory Deviation.
 - Eff. 8-15-10 FFDC-126580666 [North Carolina Department of Insurance](#)

- 67. Firemen's Insurance Company of Washington D.C.
 - 15% auto BI, PD, medical payments, uninsured/underinsured motorist, comp & collision coverage.
 - Eff. 11-1-94

- 68. First Financial Insurance Company
 - 15% non-fleet private passenger physical damage rates.
 - Eff. 12-7-87

- 69. First Liberty Insurance Corporation
 - Liability Single Limits (Property Damage) deviation
 - Liability Split Limits (Bodily Injury) deviation
 - Property Damage Limits deviation.
 - Medical Payments deviation.
 - Group Savings Plus Discount Program.
 - Homeowners Discount
 - Mature Driver Discount.
 - Waive the additional \$3.00 charge on the first installment on the Installment Payment Plan
 - Short Rate Cancellation deviation
 - New Customer deviation.
 - Tiering Deviation.
 - Eff. 12-15-08 PC116669 [North Carolina Department of Insurance](#)

- 70. First National Insurance Company of America
 - Territory Deviations.
 - Driving Group Deviations.
 - Renewal, Market, and Tier Deviations.
 - SDIP, Single/Multi Car Deviations.
 - SDIP, Single/Multi Car, Major Deviations.
 - Account Discount Deviations.
 - Vehicle Usage and Market Deviations.
 - Limited Experience Operator Program Subscription.
 - Certified Risks – Financial Responsibility Laws Deviation.
 - Eff10-1-15 LBPM-130207167 [NCDOI](#)

- 71. Foremost Insurance Company
 - Installment Payments
 - Eff 12/1/06 PC099237 [North Carolina Department of Insurance](#)

- 72. GEICO Indemnity Company
 - Associate Discount.
 - Installment Payment Plan.
 - Electronic Banking Discount.
 - Multi-Line discount.
 - Model year discount.
 - Eff. 10-1-15 GECC-130075421 [NCDOI](#)

- 73. Garrison Property and Casualty Insurance Company
 - Territory Deviation.
 - Make/Model Deviation.
 - Tier Deviation.
 - New Vehicle Discount Deviation.
 - Occasional Operator Deviation.
 - Passive Restraint Seat Belt Discount Deviation.
 - MyUSAA Legacy Deviation.
 - Principal Operator Age 55 And Over Deviation.
 - Military Installation Garaging Deviation.
 - Premier Driver Deviation.
 - Daytime Running Lights Deviation.
 - Years Driving Experience/Marital Status Deviation.
 - Multi-car by number of operators deviation.
 - Short Rate Cancellation Tables Cancellation Deviation.
 - UMBI and UMBI/UIMBI.
 - Audio, Visual and Data Electronic Equipment Coverage Deviation.

- Customizing Equipment Coverage
- Named Non-Owner Policy Deviation.
- Extended Non-owned liability deviation.
- Miscellaneous Types/Trailers.
- Installment Payment Plan
- Eff 10-2-15 USAA-130143588 [NCDOI](#)

74. General Insurance Company of America

- Territory Deviation.
- Driving Group Deviations.
- Renewal, Market, and Tier Deviations.
- SDIP, Single/Multi Car Deviations.
- SDIP, Single/Multi Car Major Deviations.
- Account Discount Deviations.
- Vehicle Usage and Market Deviations.
- Limited Experience Operator Program Subscription.
- Certified Risks – Financial Responsibility Laws Deviation.
- Effective 10-1-15 LBPM-130207181 [NCDOI](#)

75. Generali - U S Branch

- 10% auto liability BI & PD for operator licensed 15 or more yrs. & all drivers total 7-11 SDIP pts.
- 20% auto liability BI & PD for operators licensed 15 or more yrs. & all drivers total 12-20 SDIP pts.
- 15% auto liability BI & PD for operators licensed 10 yrs., but less than 15 yrs. & all drivers total 12-20 SDIP pts.
- 5% auto liability BI & PD for operators licensed 5 yrs., but less than 10 yrs. & all drivers total of 12-20 SDIP pts.
- 5% liability BI & PD rates where vehicles are garaged in territories 11,13,17,31,32,41 or 47.
- 7.5% non-fleet private passenger auto liability BI & PD rates where vehicles are garaged in territories 24,26,33 or 43.
- Eff. 2-9-94

76. Government Employees Insurance Company

- Territory deviation.
- Increased Limits Factor Deviation.
- North Carolina 55 & Over deviation.
- Sponsored Marketing Group Pricing Track.
- Motorcycle Safety Course Credit:
- 5 Year Good Driving Discount: Certain criteria apply.
- Associate Discount: credit to total policy premium.
- Military Discount Deviation.
- Tier Factor Discount.
- Driving Record Tier Matrix.
- Automobile Installment Payments.
- Driver Class Matrix.
- Territory Subdivision.
- Emergency Road Service.
- E-Banking Discount.
- Multi-Line Discount.
- Household composite Index Deviation.
- Model Year.
- Waiver of Surcharge.
- Eff. 10-1-15 GECC-130072448 [NCDOI](#)

77. Grain Dealers Mutual Insurance Company

- Insurance Score Credit.
- Eff 8-4-12 NCMC-128287690 [NCDOI](#)

78. Graphic Arts Mutual Insurance Company

- Mass Merchandising Plan Discount (Superior and Quality Programs).
- Superior Program Deviation.
- Personal Lines Account Credit (Superior and Quality Programs)
- W.I.S.E./Affinity Discount Deviation (Superior and Quality Programs).
- Mature Driver Credit (Superior Program).
- Eff. 4-15-15 UTCX-G129882193 [NCDOI](#)

79. GuideOne Mutual Insurance Company

- 55% liability & physical damage rates on autos rated as Class 3 under Rule 4 of the NC Personal Auto Manual.
- Eff. 2-1-89

80. Hanover American Insurance Company

- Account Credit Program
- Renewal Credit: insured with Hanover American Insurance Company only.
- Electronic Funds Transfer Payment Plan.
- Group Modification Plan.
- Installment Payment Plan.
- Anti-Theft Discount Deviation.

- Insurance Score BudgetWise Discount.
 - Eff. 10-1-15 HNVX-G130194535 [NCDOI](#)
81. The Hanover Insurance Company
- Anti-Theft Discount Deviation: 5%-10% when certain criteria is met.
 - Installment Pay Plan by Electronic Funds Transfer: No service charge.
 - Group Modification Plan Deviation: 0% to 15.5%.
 - Installment Payment Plan: \$3 charge for each installment, excluding first installment.
 - Eff. 4-1-02
82. Harbor Specialty Insurance Company
- 10% physical damage insurance rates for risks with "0" SDIP pts.
 - 5% BI, PD, medical payments, comprehensive & collision rates if principal operator of vehicle is age 55 or older.
 - 15% comprehensive & collision rates for risks with "0" SDIP pts. Policy must be a part of Personal Protection Program.
 - 5% non-fleet private pass auto BI, PD & Med Pay rates for risks with "0" SPID pts.
 - Eff 2-1-94
83. Harleysville Preferred Insurance Company
- Preferred customer discount.
 - StarPak Program Discount.
 - Companion Credit.
 - Life Insurance/Annuity Policy Discount.
 - Group discount-affinity.
 - Coverage Factors for Comp and Coll coverages.
 - Multi-Line (Commercial Auto) all premiums except Uninsured and Underinsured Motorists coverage.
 - New Policyholder discount.
 - First Accident Forgiveness.
 - Territorial Deviations.
 - Electronic Funds Transfer.
 - Eff 10-1-15 HRLV-130110048 [NCDOI](#)
84. Hartford Accident and Indemnity Company
- Territory Deviation.
 - Non-Resident Student.
 - Account Credit.
 - Homeownership Credit.
 - Personal Umbrella Policy Credit.
 - Hybrid Vehicle Credit.
 - New Vehicle Discount.
 - Household Composition Primary Classification Deviation.
 - Presence of married or domestic partners/total number of drivers.
 - Years licensed/married status.
 - Years licensed/annual mileage.
 - Limited Driver.
 - Years licensed/driver training.
 - Years Licensed/Good Student.
 - Years licensed/principal/occasional.
 - Years licensed/number of vehicles.
 - Years licensed/household composition.
 - Vehicle age/number of vehicles.
 - Annual mileage deviation.
 - Defensive driver deviation.
 - Writing company deviation.
 - Accident forgiveness Deviation.
 - SDIP incident count deviation.
 - Tier Deviation chart.
 - Territory Definition Table.
 - Eff 10-1-15 HART-130134086 [NCDOI](#)
85. Hartford Casualty Insurance Company
- Agency Book Transfer Credit, maintained continuous automobile coverage, four or more consecutive years of accident and conviction free experience, BI, PD, Med Pay, Comp and Collision.
 - Account Credit.
 - Eff 5-8-12 HART-128103692 [NCDOI](#)
86. Hartford Fire Insurance Company
- Territory Deviation.
 - Non-Resident Student.
 - Account Credit.
 - Homeownership Credit.
 - Personal Umbrella Policy Credit.
 - Hybrid Vehicle Credit.
 - Employee discount.

- New Vehicle Discount.
- Designated Affinity Groups Deviation.
- Household Composition Primary Classification Deviation.
- Presence of married or domestic partners/total number of drivers.
- Years licensed/married status.
- Years licensed/annual mileage.
- Limited Driver.
- Years licensed/driver training.
- Years Licensed/Good Student.
- Years licensed/principal/occasional.
- Years licensed/number of vehicles.
- Years licensed/household composition.
- Vehicle age/number of vehicles.
- Writing Company Expense Deviation.
- Annual mileage deviation.
- Defensive driver deviation.
- Accident forgiveness Deviation.
- SDIP incident count deviation.
- Tier Deviation chart.
- Territory Definition Table.
- Eff 10-1-15 HART-130138475 [NCDOI](#)

87. Hartford Insurance Company of the Midwest

- Territory Deviation.
- Non-Resident Student.
- Account Credit.
- Homeownership Credit.
- Personal Umbrella Policy Credit.
- Hybrid Vehicle Credit.
- Employee discount.
- New Vehicle Discount.
- Household Composition Primary Classification Deviation.
- Presence of married or domestic partners/total number of drivers.
- Years licensed/married status.
- Years licensed/annual mileage.
- Limited Driver.
- Years licensed/driver training.
- Years Licensed/Good Student.
- Years licensed/principal/occasional.
- Years licensed/number of vehicles.
- Years licensed/household composition.
- Vehicle age/number of vehicles.
- Annual mileage deviation.
- Writing Company Deviation.
- Defensive driver deviation.
- Accident forgiveness Deviation.
- SDIP incident count deviation.
- Tier Deviation chart.
- Territory Definition Table.
- Eff 10-1-15 HART-130134058 [NCDOI](#)

88. Hartford Underwriters Insurance Company

- Defensive Driver Credit.
- Account Credit.
- Renewal Credit Discount.
- Incident Free Credit.
- Safe Driver Plus Credit.
- Advantage Discount.
- Primary Classification Rating Factors Exception.
- Eff. 11-1-09 HART-126225525 [North Carolina Department of Insurance](#)

89. Horace Mann Insurance Company

- Members Only deviation.
- Surcharge Forgiveness (SDIP).
- Electronic Funds Transfer (Payment Options).
- Installment Payments.
- Payroll Payment Plan Deviation.
- Educator Deviation.
- Replacement Coverage for New Autos Deviation.
- Towing and Labor Costs Deviation.
- 2011+ ISO Symbol Deviation
- Eff 5-29-13 HRMN-129028395 [NCDOI](#)

90. Horace Mann Property & Casualty Insurance Company
- Territory Deviation.
 - Multi-line Deviation.
 - Member only deviation.
 - Surcharge Forgiveness (SDIP).
 - Electronic Funds Transfer (Payment Options).
 - Installment Payments.
 - Credit Rating Deviation.
 - Administrator Deviation-School Administrator.
 - Payroll Payment Plan Deviation.
 - Policy Age deviation.
 - Educator Deviation.
 - Replacement Coverage for new autos deviation.
 - Towing and labor costs deviation.
 - 2011+ ISO Symbol Deviation.
 - New Customer Deviation.
 - Eff. 10-1-13 HRMN-129029096 [NCDOI](#)
91. IDS Property Casualty Insurance company
- Accident Free Discount.
 - Auto/Homeowner Discount
 - Base Rate Coverages Deviation BI, PD, Med Pay, Comp, Coll and UM/UIM limits.
 - Liability Limits deviation.
 - Installment Pay Plan.
 - Work Site Discount.
 - Costco Member Discount.
 - Multi-car Discount.
 - Affinity discount.
 - Territory Deviation.
 - Eff 10-1-15 PRCA-130196195 [NCDOI](#)
92. Indemnity Insurance Company of North America
- 17% BI, PD, medical payments, uninsured motorists, combined uninsured & underinsured, comp & collision.
 - Eff. 3-18-97
93. Infinity Insurance Company
CLASSIC COLLECTORS PROGRAM
- BI & PD, UM or UM/UIM Combined BI, UM or UM/UIM PD coverage, Medical Payment discounts.
 - Comp and Coll and towing coverage deviation.
 - Transfer Credits.
 - Eff 2-10-10 NFNT-126446722 [North Carolina Department of Insurance](#)
94. Insura Property and Casualty Insurance Company
- Multi Policy Discount: 7.5% credit when Homeowners policy is written in the Anthem Casualty Insurance Group.
 - Anti-Theft Discount: Variable credit.
 - Longevity Discount: credit to Plus & Premier auto policies that have been in force for past 5 yrs.
 - Mature Operator Discount: discount for drivers age 55 to 69 yrs. old with no driver with less than 5 yrs. driving experience. Credit applies to Plus & Premier policies only.
 - Discount Factor for BI, PD, medical payments, comprehensive & collision on all Insura Premier policies.
 - Eff. 1-27-03 PC056566 [North Carolina Department of Insurance](#)
95. Insurance Company of North America
- 17% BI, PD, med payments, uninsured motorists, combined uninsured & underinsured, comp & collision.
 - Eff. 3-18-97
96. Integon Casualty Insurance Company
- Waive installment Payment Plan fee.
 - Vehicle with full coverage, Non Preferred.
 - Driver Class Deviation.
 - Eff. 11-1-09 GMMX-129493514
97. Integon General Insurance Corporation
- Payment Deviation.
 - Payment Adjustment deviation.
 - Foreign Driver Experience Deviation.
 - Driver Class Deviation.
 - Household Composition deviation.
 - Experience/Violation Credit.
 - Credit Program.
 - Thin and no hit deviation.
 - Violations deviations.
 - Accident Forgiveness deviation.

- Garaging Territory.
- Tier Territory deviation.
- Homeowner/Mobile Home deviation.
- GMAC Affiliation deviation.
- Miscellaneous Policy and Vehicle Level Deviation.
- Low Mileage deviation.
- Miscellaneous Driver Level deviation.
- Insurance Experience deviation.
- New Business deviation.
- Tenure-Vehicles/driver/coverage deviation.
- Vehicle History deviation.
- Vehicle Symbol deviation liability.
- Vehicle Age deviation.
- Internal Transfer deviation.
- Rate Stability deviation.
- Book roll Stabilization deviation.
- Base rate deviation.
- Primary Policy Exposure deviation.
- Secondary Policy Exposure deviation.
- National General Insurance Employee deviation
- Eff. 10-3-15 GMMX-130191791 [NCDOJ](#)

98. Integon Indemnity Corporation

- Payment Deviation.
- Payment Adjustment deviation.
- Foreign Driver Experience Deviation.
- Driver Class Deviation.
- Household Composition deviation.
- Experience/Violation Credit.
- Credit Program.
- Thin and no hit deviation.
- Violations deviations.
- Accident Forgiveness deviation.
- Garaging Territory.
- Tier Territory deviation.
- Homeowner/Mobile Home deviation.
- GMAC Affiliation deviation.
- Miscellaneous Policy and Vehicle Level Deviation.
- Low Mileage deviation.
- Miscellaneous Driver Level deviation.
- Insurance Experience deviation.
- New Business deviation.
- Tenure-Vehicles/driver/coverage deviation.
- Vehicle History deviation.
- Vehicle Symbol deviation liability.
- Vehicle Age deviation.
- Internal Transfer deviation.
- Rate Stability deviation.
- Book roll Stabilization deviation.
- Base rate deviation.
- Primary Policy Exposure deviation.
- Secondary Policy Exposure deviation.
- National General Insurance Employee deviation.
- Eff. 10-1-15 GMMX-130191790 [NCDOJ](#)

99. Integon National Insurance Company

- Installment fee waived.
- Vehicle with full coverage.
- Electronic Funds Transfer Payment Plan.
- Safe Driver Insurance Plan/Single vs. Multi-car deviation.
- Inexperience Operators Deviation.
- Driver Class and Waivable Violations Deviations Liability.
- Credit Program Deviations.
- At Fault Accident.
- New Car Deviation.
- Territory Deviation.
- Policy Limit deviation.
- NCI Deviation.
- Multi Policy(Homeowner) Deviation.
- Minimum Driving Experience Deviation.
- Miscellaneous deviation.
- Bookroll stabilization deviation.

- Eff 10-1-15 GMMX-130041853 [NCDOI](#)

100. Integon Preferred Insurance Company

- Payment Deviation.
- Payment Adjustment deviation.
- Foreign Driver Experience Deviation.
- Driver Class Deviation.
- Household Composition deviation.
- Experience/Violation Credit.
- Credit Program.
- Thin and no hit deviation.
- Violations deviations.
- Accident Forgiveness deviation.
- Garaging Territory.
- Tier Territory deviation.
- Homeowner/Mobile Home deviation.
- GMAC Affiliation deviation.
- Miscellaneous Policy and Vehicle Level Deviation.
- Low Mileage deviation.
- Miscellaneous Driver Level deviation.
- Insurance Experience deviation.
- New Business deviation.
- Tenure-Vehicles/driver/coverage deviation.
- Vehicle History deviation.
- Vehicle Symbol deviation liability.
- Vehicle Age deviation.
- Internal Transfer deviation.
- Rate Stability deviation.
- Book roll Stabilization deviation.
- Base rate deviation.
- Primary Policy Exposure deviation.
- Secondary Policy Exposure deviation.
- National General Insurance Employee deviation.
- Eff 10-3-15 GMMX-130191774 [NCDOI](#)

101. Ironshore Indemnity Inc.

- 7.5% BI, PD for multi-car policies, where all drivers on policy together have 12-20 SDIP pts. with one 12 pt. violation which is not one of following: A. Manslaughter or negligent homicide: B. Failure to stop & render aid when involved in an accident resulting in bodily injury or death: C. Pre-arranged racing or knowingly lending a vehicle to be used in prearranged racing: D. Transporting illegal intoxicating liquors by motor vehicle.
- 15% BI, PD for single car risk, where all drivers on policy together have 12-20 SDIP pts. with one 12 pt. violation is not one of following: A. Manslaughter or negligent homicide; B. Failure to stop & render aid when involved in an accident resulting in bodily injury or death: C. Pre-arranged racing of knowingly lending a vehicle to be used in pre-arranged racing: D. Transporting illegal intoxicating liquors by motor vehicle.
- Eff. 6-7-95

102. Lancer Insurance Company

All deviations applicable to non-fleet private passenger auto comprehensive & collision coverages for single car and the insured may not have one of the following:

- Manslaughter or negligent homicide.
 - Failure to stop & render aid when involved in an accident resulting in bodily injury or death.
 - Prearranged racing or knowingly lending a motor vehicle to be used in prearranged racing.
 - Transporting illegal liquors by motor vehicle.
- 28% for policies with 12-15 pts.; based on model yr. of auto; driver has at least 3-6 yrs. driving experience.
 - 45% for policies with 12-15 pts.; based on model yr. of auto; driver has at least 7-14 yrs. driving experience.
 - 48% for policies with 12-15 pts.; based on model yr. of auto; driver has at least 15-45 yrs. driving experience.
 - 30% for policies with 10-11 pts.; based on model yr. of auto; driver has at least 7-14 yrs. driving experience.
 - 35% for policies with 10-11 pts.; based on model yr. of auto; driver has at least 15-45 yrs. driving experience.
 - 20% for policies with 8-9 pts.; based on model yr. of auto; driver has at least 7-14 yrs. driving experience.
 - 25% for policies with 8-9 pts.; based on model yr. of auto; driver has at least 15-45 yrs. driving experience.
 - 37% for policies with 8-15 pts.; based on model yr. of auto; driver has at least 3 yrs. driving experience.
 - Eff. 4-1-99

103. Liberty Mutual Insurance Company

- Group Savings Plus Discount.
- Homeowners Discount.
- Mature Driver Discount Program.
- New Customer downward deviation.
- Tiering Deviations.
- Installment Payment Plan.
- Short Rate Cancellation deviation.
- Early Shopper Discount.
- Eff. 3-6-12 LBPM-127985786 [NCDOI](#)

104. LM Insurance Corporation

- Territory Deviation.
- Liberty Mutual advantage.
- Multi-Policy Discount.
- Policy Segmentation Program.
- New Graduate Discount.
- Student-away-at-School Discount.
- Good Student Discount.
- Newly Retired Discount.
- Accident Prevention Course Discount.
- Driver Training Discount.
- TeenSMART Driving Course Discount.
- Military Discount.
- New-to-Liberty Vehicle Discount.
- Vehicle Safety Discount.
- Hybrid Vehicle Discount.
- Paid-in-Full Discount.
- Electronic Funds Transfer (EFT) / Recurring Credit Card Discount.
- Payroll Deduction Discount.
- Early Shopper Discount.
- Newlywed Discount.
- Newly Licensed Driver Discount.
- Newly Independent Discount.
- New Move Discount.
- Paperless Policy Discount.
- Accident Forgiveness.
- Installment Payments.
- Pro-Rata Cancellation Exception.
- Eff 12-17-12 LBPM-128588968 [NCDOI](#)

105. LM Property & Casualty Insurance Company

- 2% BI, PD, medical payments, comprehensive & collision for Senior Driver Discount. Certain criteria apply.
- 8% BI, PD, comprehensive & collision for Long Term Discount, when criteria is met.
- 6% BI, PD, comprehensive & collision for New Business Discount.
- 5% Renter's (HO-4) Companion Policy Discount.
- 5% Companion for Life Discount.
- Base Rate Deviation for single & multi car policies.
- Electronic Funds Transfer Deviation: \$1 service charge deleted.
- Installment Payment Plan: No charge for first installment payment.
- Eff. 7-11-03 PC061489 [North Carolina Department of Insurance](#)

106. Lumbermens Mutual Casualty Company

- Deferred Premium Payment Plan - monthly service charge of 3\$ is applied per billing. If paid through electronic funds transfer, a monthly service charge is applied per billing.
- 7% Kemper Network Deviation: Certain criteria apply.
- Eff 7-1-03

107. Maiden Specialty Insurance Company

- Installment Fee Waived deviation.
- Full Coverage deviation.
- Safe Driver Insurance Plan/Single vs. Multi-Car deviation.
- Eff. 11-1-09 GMMX-126330263 [North Carolina Department of Insurance](#)

108. Main Street America Assurance Company

- Preferred Plus Driver Discount. Collision and Comp Coverages
- Preferred Driver Discount Comp and Coll Coverages.
- Insurance Score Discount BI, PD, Med Pay, Uninsured and Combines UM/UN.
- Installment Pay Plan – Multi-policies, Installment Pay Plan – EFT.
- Combines Personal Protection Program – both HO and Auto, BI, PD, Med, Coll, Comp.
- Eff 10-10-07 PC107137 [North Carolina Department of Insurance](#)

109. Markel Insurance Company

- Base Rate Deviation.
- Mass Marketing Discount.
- Eff 1-1-13 MRKA-128222281 [NCDOI](#)

110. Maryland Casualty Company

- 5% BI, PD, comprehensive & collision coverage if named insured is an educator.
- 5% BI, PD, med payments, comp & collision for drivers with least 30 yrs. driving experience & no inexperience operator.
- 5% non-fleet private passenger auto comprehensive & collision for multi-car policies.
- 5% non-fleet private passenger auto comprehensive & collision for vehicles with "0" SDIP.
- 5% non-fleet private passenger auto BI, PD for anti-lock braking system.
- 5% non-fleet private passenger auto comprehensive for active anti-theft disabling devices.

- 5% non-fleet private passenger auto BI, PD, comprehensive, collision, uninsured
- underinsured motorist, towing & labor & all miscellaneous coverage (companion policy).
- Eff. 2-15-98

111. Massachusetts Bay Insurance Company

- Account Credit Program.
- Electronic Funds Transfer Payment Plan.
- Group Modification Plan.
- Installment Payment Plan.
- Anti-Theft Discount Deviation.
- Insurance Score Budget wise discount.
- Eff. 10-1-15 HNVX-G130194772 [NCDOI](#)

112. Members Insurance Company

- Vehicle Driver Deviation.
- Number of at fault accidents.
- Homeowners deviation.
- Auto and Home Deviation.
- Financial Responsibility.
- Electronic Funds Transfer Deviation.
- Affinity Deviation.
- AAA Employee Deviation.
- Eff 10-1-15 CMCG-130145202 [NCDOI](#)

113. Merastar Insurance Company

- Account Discount, Rule 4.I. (a).
- Mature Operator Discount, Rule 4.I (b).
- Auto/Home Discount, Rule 4.I. (a) on BI, PD, med pay, comp and coll rates.
- Safe and Sound Discount, Rule 4.I. (b) on comp and coll rates.
- Anti-Lock Braking Discount, Rule 4.I.(c) on collision.
- Anti-Theft Discount, Rule 4.I. (c) on comp rates.
- Waiver of Installment Charge, Rule 4.I. (a).
- Personal Financial Management Discount (Credit Score), Rule 4.I. (b).
- Eff. 12-15-09 UNTR-126283450 [North Carolina Department of Insurance](#)

114. Metropolitan Direct Property & Casualty Insurance Company

- Territorial Deviation.
- Experience Driver Deviation.
- Age 55 & Older Deviation.
- Preferred Customer Discount.
- MetRewards Discount.
- Multi Policy Discount.
- Mass Merchandising Account Deviation.
- Payroll Deduction Discount.
- Employment Tenure Discount.
- Small Group Account discount.
- Extended Transportation Expenses coverage.
- Repair or Replacement Coverage – One Year Coverage.
- Coverage for Rented Vehicles.
- Certified Risks Financial Responsibility Laws discount.
- Multi-Cycle Discount.
- Eff 10-1-15 METX-G13260602 [NCDOI](#)

115. Metropolitan Property & Casualty Insurance Company

- Auto Policy Plus.
- Mass Merchandising Account Deviation.
- Payroll Deduction Discount.
- Employment Tenure Discount.
- Small Employer Group Program.
- Extended Transportation Expenses Coverage.
- Repair or Replacement Coverages – One Year Coverage.
- Coverage for Rented Vehicles.
- Certified Risks Financial Responsibility laws discount.
- Multi-Cycle Discount.
- Multi-RV Discount.
- Liability coverages base premiums ATV, dune buggies etc.
- Liability coverages base premiums Golfmobiles Discount.
- Eff. 10-1-15 METX-G130260600 [NCDOI](#)

116. Motors Insurance Corporation

- Deviation applies under Mechanical Insurance Program & provides for eliminating surcharge on all eligible vehicles equipped with diesel engines.
- Eff. 10-1-85

117. NGM Insurance Company

- 10% credit on Collision and Comprehensive for Preferred Plus Driver.
- 5% credit on Collision and Comprehensive for Preferred Driver.
- Various discounts for named insured insurance score.
- Installment Payment Plan Deviation.
- Homeownership Discount.
- Bodily Injury Increased Limit factor discount.
- Collision deductible discount.
- Comprehensive deductible discount.
- New business discount.
- Accident prevention course discount.
- Anti-lock braking system discount.
- Eff. 11-20-15 NGMC-130213939 [NCDOI](#)

118. National Specialty Insurance Company

- Deviation on bodily injury, property damage & medical payments: 15% - 0 SDIP pts.; 10% 1-4 SDIP pts. if certain criteria is met.
- Deviation non-fleet private passenger auto comprehensive & collision coverage: 10% - 0 SDIP pts. if certain criteria is met.
- Eff. 2-6-95 *Name changed from State National Specialty Insurance Company effective 3/16/04*

119. National Surety Corporation

- Tier Deviation Factor.
- Account Credit.
- Electronic Funds Transfer.
- Vehicle Equipped with Anti-Theft Devices-Alarm Only Devices, Active Disabling Devices, Passive Disabling Devices.
- Motorcycle Physical Damage Coverage only.
- Territory Deviation.
- Eff. 8-15-10 FFDC-126581109 [North Carolina Department of Insurance](#)

120. Nationwide Affinity Insurance Company of America

- Territory Deviation
- Nationwide Affinity Deviation
- Liability Vehicle Grouping Deviation
- Model Year Deviation
- New Vehicle Deviation
- Driver Class Deviation
- Accident Free Deviation
- Financial Responsibility Deviation (Credit Score)
- Matrix Deviation (prior insurance, prior bodily injury limits, number of vehicles)
- Driving record deviation.
- Misc Vehicle Deviation (Antique or Classic Autos, Motorcycles and any vehicle not subject to the SDIP)
- Term with Prior Carrier Deviation.
- Eff 10-1-15 NTWP-130104392 [NCDOI](#)

121. Nationwide General Insurance Company

- Financial Responsibility Deviation – Based on credit scoring. Credit varies.
- Territory Deviation – Credit varies by territory.
- Nationwide Affinity Deviation.
- Preferred Driver Deviation –according to certain criteria.
- Intra-Agency Transfer Deviation.
- Matrix Deviation.
- Home and Car Deviation.
- Non-Nationwide Homeowner Deviation.
- Auto Financial Deviation.
- Miscellaneous Vehicle Deviation.
- Driver Class Deviation.
- Household composition deviation
- Payment Plan Deviation.
- Tier Deviation.
- Terms with prior carrier deviation.
- Increased Limits.
- New Vehicle Deviation.
- Advanced Quote Deviation.
- SDIP Deviation.
- Time Since Incident Deviation.
- Nationwide Associate Deviation.
- Uninsured/Underinsured Motorist deviation.
- Accident Forgiveness Deviation.
- Minor violation Forgiveness Deviation.
- Preferred Deviation.
- Preferred Bundle Deviation.
- Easy Pay sign-up deviation.
- Deductible Deviation.

- Company placement Deviation.
- Paperless Policy Deviation.
- Select Deviation.
- Eff 10-1-15 NWPC-130207928 [NCDOI](#)

122. Nationwide Insurance Company of America

Motorcycle

- Motorcycle Deviation Matrix.
- Eff 6-17-13 NWSP-129017869 [NCDOI](#)
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- Financial Responsibility Deviation – Based on credit scoring. Credit varies.
- Territory Deviation – Credit varies by territory.
- Nationwide Affinity Deviation.
- Preferred Driver Deviation –according to certain criteria.
- Intra-Agency Transfer Deviation.
- Matrix Deviation.
- Home and Car Deviation.
- Non-Nationwide Homeowner Deviation.
- Auto Financial Deviation.
- Miscellaneous Vehicle Deviation.
- Driver Class Deviation.
- Household composition deviation
- Payment Plan Deviation.
- Tier Deviation.
- Terms with prior carrier deviation.
- Increased Limits.
- New Vehicle Deviation.
- Advanced Quote Deviation.
- SDIP Deviation.
- Time Since Incident Deviation.
- Nationwide Associate Deviation.
- Uninsured/Underinsured Motorist deviation.
- Accident Forgiveness Deviation.
- Minor violation Forgiveness Deviation.
- Preferred Deviation.
- Preferred Bundle Deviation.
- Easy Pay sign-up deviation.
- Deductible Deviation.
- Company placement deviation.
- Paperless Policy Deviation.
- Eff 10-1-15 NWPC-130207587 [NCDOI](#)

123. Nationwide Mutual Fire Insurance Company

- Company Deviation Factor
- Inexperienced operator deviation.
- Multi-auto Policy Deviation.
- Eff. 3-1-12 NTWP-128004034 [NCDOI](#)

124. Nationwide Mutual Insurance Company

NATIONWIDE MUTUAL INSURANCE COMPANY

- Senior Adult Discount Deviation.
- Home and Car Deviation.
- Miscellaneous Vehicle Deviation.
- Preferred Driver Deviation.
- Combined deviation
- Affinity Deviation.
- Intra-agency transfer Deviation
- Payment Plan Deviation.
- Merit Credit deviation.
- Nationwide Associate Deviation.
- Nationwide Uninsured/Underinsured Motorists Coverage.
- Minor Violation Forgiveness Deviation.
- Easy Pay Sign-up Deviation.
- Multi-Auto Policy Deviation.
- Eff 10-1-15 NWPC-130207266 [NCDOI](#)

NATIONWIDE MUTUAL INSURANCE COMPANY (HARLEYSVILLE OPERATIONS)

- Preferred customer discount.
- StarPak Program Discount.
- Companion Credit.
- Life Insurance/Annuity Policy Discount.
- Group discount.

- Multi-Line (Commercial Auto) all premiums except UM and UIM coverage.
- New Policyholder discount.
- First Accident Forgiveness.
- Territorial Deviations.
- Electronic Funds Transfer.
- Eff. 10-1-15 HRLV-130110037 [NCDOI](#)

NATIONWIDE MUTUAL INSURANCE COMPANY Classic Auto Program

- Mass marketing discount.
- Antique Auto.
- Classic Auto.
- Eff 10-1-15 NWLC-130124219 [NCDOI](#)

125. Nationwide Property and Casualty Insurance Company

- Financial Responsibility Deviation.
- Territory Deviation.
- Nationwide Affinity Deviation.
- Preferred Driver Deviation –according to certain criteria.
- Intra-Agency Transfer Deviation.
- Matrix Deviation.
- Home Car Deviation.
- Non-Nationwide Homeowner Deviation.
- Auto Financial Deviation.
- Miscellaneous Vehicle Deviation.
- Driver Class Deviation.
- Household composition deviation
- Payment Plan Deviation.
- Tier Deviation.
- Terms with prior carrier deviation.
- Increased Limits.
- New Vehicle Deviation.
- Advanced Quote Deviation.
- SDIP Deviation.
- Time Since Incident Deviation.
- Nationwide Associate Deviation.
- Uninsured/Underinsured Motorist deviation.
- Accident Forgiveness Deviation.
- Minor violation Forgiveness Deviation.
- Fender Bender Forgiveness.
- Preferred Bundle Deviation.
- Easy Pay sign-up deviation.
- Deductible deviation.
- Paperless Policy Deviation.
- Effective 10-1-15 NWPC-130207908 [NCDOI](#)

126. Netherlands Insurance Company

- 10% deviation applies to BI, PD, medical payments for risks in territory 11, 13, 14, 15, 16, 17, 18, 24, 25, 31, 32, 33, 47, 51.
- 15% deviation applies to bodily injury, property damage & medical payments for risks in territory 52.
- 15% deviation applies to comprehensive and collision for risks in territories 11,13,14, 16, 17,18, 24, 25, 31, 32, 33, 47.
- 20% deviation applies to comprehensive and collision for risks in territories 15, 51, 52.
- 4% discount bodily injury, property damage & med pay comp and coll coverages where all operators must have '0' merit rating points.
- 7% discount bodily injury, property damage & med pay comp and coll coverages for risks part of the Personal Protectors Program.
- 2% discount for BI, PD, & med pay comp and coll coverages provided the principal operator of the vehicle is age 55 or older.
- Eff. 10-15-02

127. New South Insurance Company

- Waive installment Payment Plan fee.
- Vehicle with full coverage, Non Preferred.
- Safe Driver Insurance Plan Single/Multi Car deviation.
- Eff. 11-1-09 GMMX-126328296 [North Carolina Department of Insurance](#)

128. North Carolina Farm Bureau Mutual Insurance Company

- Driving Experience.
- Deviation of 20% to Collision Coverage on Motorcycles with greater than 1000 cc's.
- Territory Deviation will apply to BI, PD Med Pay, Comp and Coll coverages.
- Twelve-point violation for BI, PD Med Pay, Comp and Coll coverages
- Split Limit BI Increased Limits.
- Insurance Credit Scoring.
- Eff 10-1-15 NCFB-130040836 [NCDOI](#)

129. Northern Insurance Company of New York

- 10% BI, PD, medical payments, comprehensive, collision & all miscellaneous coverage (Tier I).
- 6% deviation BI, PD, medical payments, comprehensive, collision & all other miscellaneous coverage (Tier II).

- 3% BI, PD, medical payments, comprehensive, collision & all miscellaneous coverage (Tier III).
- 5% BI, PD, med pays, comp & coll for operators with at least 30 yrs. driving experience with no inexperience operators.
- 5% BI & PD with anti-lock braking system.
- Various deviations for comprehensive with vehicles equipped with anti-theft devices.
- 5% BI, PD, med pay, uninsured & underinsured motorist, comp, coll, towing & all misc coverage for auto & home discount.
- 10% BI, PD, comprehensive & collision with named insured employed as an educator.
- 12% BI, PD, med pay, comp & collision where name insured is an employee of Centry Furniture Industries Inc.
- 6% deviation on BI, PD, comp & coll if named insured is an employee of Premier, Inc. & its Hospitals & Health Systems & Premier Insurance Management Services, Inc.
- 9% deviation on BI, PD, comp & coll if named insured is an employee of American Veterinarians Medical Association Professional Liability Insurance Trust.
- Eff. 7-19-01 PC042666 [NCDOI](#)

130. Ohio Casualty Insurance Company

- 4% credit to all coverages with an operator age 55 or older who purchase Homeowners coverage in Ohio Casualty Group.
- Employee Discount: 15% when criteria is met.
- Anti-Theft Discount: Comprehensive Coverage only: 5% alarm only & active disabling devices: 15% passive disabling devices: Other criteria apply.
- Eff. 9-1-00

131. Omni Insurance Company

- For deviations see the North Carolina Department of Insurance website.
- Eff 5-28-01 **PC041974** [Filing Detail](#)

132. OneBeacon America Insurance Company

- Base rate deviation by territory: bodily injury, property damage, med pay, comprehensive & collision premium. Variable credits.
- 5% bodily injury, property damage, med pay, comprehensive & collision driven by insured who reached age 55.
- Anti-Theft Device Credits: on comprehensive if vehicle is equipped with anti-theft device. 5% alarm only, active disabling device. 10% passive disabling device.
- Cancellation will be done on a pro-rata basis.
- Eff. 11-20-01

133. OneBeacon Midwest Insurance Company

- 5% Multi-Policy Credit for BI, PD, med pay, comprehensive & collision for principal driver age 55 & over.
- Anti-Theft Device Credit: Credit varies 5% - 10% for comprehensive coverage.
- Cancellation: Deviation on short rate cancellation resulting in pro-rata cancellation.
- Eff. 11-20-01

134. Owners Insurance Company

- Bodily Injury Limit Deviation.
- Property Damage Limit Deviation.
- Owners Rate Deviation.
- Symbol Deviation.
- Multi Policy Discount Auto/Home; Auto/Life; Auto/Umbrella Discount for BI, PD, Med Pay, comprehensive & collision.
- Paid in full discount.
- Mature Driver Discount.
- Territory Deviation
- Insurance Scoring Discount.
- Financial Responsibility Deviation.
- Eff 10-1-15 AOIC-130163936 [NCDOI](#)

135. Pacific Employers Insurance Company

- 17% BI, PD, med pay, uninsured motorists, combined uninsured, PD & underinsured, comprehensive & collision.
- Eff. 3-18-97

136. Pacific Indemnity Company

- Antique autos by territory.
- Installment Payment -recurring payments waived.
- Eff. 10-1-15 CHUB-129988231 [NCDOI](#)

137. Peak Property and Casualty Insurance Corporation

- SDIP Points BI & PD and Med Pay deviations 12-20 SDIP points.
- Eff 4-13-15 VKNG-129979765 [NCDOI](#)

138. Peerless Insurance Company

- Deviation on BI, PD, Med Pay, Comp and Coll written with forms HO-3, HO-5, or HE-7 that are part of the Personal Protector Program.
- Deviation on BI, PD, Med Pay, Comp & Coll written with form HO-06 that is part of the Personal Protector program.
- Deviation on Installment Payment Plan by Electronic Funds Transfer or Agency Bill.
- Price Point deviation.
- Deviation on BI, PD, Med Pay, Comp and Coll coverage written with forms HO-4 and part of Personal Protector Program.
- Effective 8-15-13 LBRM-128968114 [NCDOI](#)

139. Pennsylvania General Insurance Company

- 20% non-fleet private passenger auto comprehensive & collision rates.
- 5% Account Credit is applicable to all voluntary personal auto policies where named insured has his/her homeowners (except Forms HO- & HO-4)

- insurance in any of General Accident Companies. Credit applies to total premium for each coverage.
 - 5% Anti-Lock Brake Discount: BI, PD, single limit liability, medical payments & collision if vehicle is equipped with factory installed anti-lock brakes.
 - 15% bodily injury, property damage & medical payments.
 - Eff. 3-15-96
140. Pennsylvania National Mutual Casualty Insurance Company
- Account Credit, Preferred and Preferred Advantage Programs.
 - Account Credit without Homeowners Preferred and Preferred Advantage Programs.
 - Mature Driver Discount Preferred and Preferred Advantage Programs.
 - Personal Auto Preferred Program by Territory.
 - Personal Auto Preferred Advantage Program by Territory.
 - Insurance Bureau Score discount Preferred and Preferred Advantage Programs.
 - Private Passenger Autos written on a Commercial Lines Policy.
 - Underwriting Scorecard deviation.
 - Territory Deviation.
 - Recurring Payment charge waived.
 - Paid in Full Discount.
 - Affinity Group Discount.
 - Intra-Agency Transfer Transition Factor.
 - Advanced quote discount.
 - Eff 10-1-15 PNPR-130104537 [NCDOJ](#)
141. Pharmacists Mutual Insurance Company
- Multi-Policy Credit Personal Package discount.
 - Multivariate Rating.
 - Deviation of Base Rates.
 - Eff 11-1-11 PHAR-127314841 [NCDOJ](#)
142. Philadelphia Indemnity Insurance Company
- Misc Type E Antique Auto.
 - Misc Type F Classic Auto.
 - Misc Type E Physical Damage only and Collision coverage for Antique Auto.
 - Misc Type F Classic Auto Physical Damage.
 - Eff 4-1-14 PHLX-G129363895 [NCDOJ](#)
143. Phoenix Insurance Company
- Company Coverage Factors.
 - Account Discount (Multi-Policy)
 - Contributing Vehicle Credit (number of vehicles)
 - Hybrid Vehicle Discount (type of fuel used)
 - Installment Payment.
 - Multi-Line Insurance and Financial Services Institution.
 - Effective 10-1-15 TRVA-130114238 [NCDOJ](#)
144. Platt River Insurance Company
- 17.5 % Credit Physical Damage and 5% Credit Liability base premiums: Certain Preferred Driver criteria must be met.
 - 5% Credit Physical Damage base premiums: Certain Standard Driver criteria must be met.
 - Account Credit Program: 10% Credit: Must have Homeowners and Auto policy with UIC.
 - 5% Credit for BI, PD and Med Pay for factory installed Anti-Lock Brake System.
 - 5% Credit for BI, PD, Med Pay, Collisions, and Comprehensive premiums: Mature Driver Discount: Certain criteria apply.
 - Eff. 10-1-99
145. Privilege Underwriters Reciprocal Exchange
- Extra Vehicle deviation.
 - Accident Prevention Course.
 - Driver Training Course.
 - Good Student Discount.
 - Away at School discount.
 - Years clean discount.
 - Multi-line Policy.
 - Anti-lock brakes.
 - Anti-theft discount.
 - Window Glass Etching discount.
 - Tier Rating Credit Scoring.
 - Annual Mileage Discount.
 - Mobile Device Control Discount.
 - Accident Forgiveness.
 - Vacation Use Discount.
 - Years Licensed Deviation.
 - Territory deviation.
 - Renewal Discount.
 - Eff 10-1-15 PRIV-1302131946 [NCDOJ](#)

146. Progressive American Insurance Company

- Territory Deviation – Liability
- Household Group Deviation – Liability
- Financial Responsibility Deviation – Liability
- Points Deviation – Liability
- High Points Deviation- Liability
- Discount Deviation – Liability
- Accident with no Point Deviation – Liability
- Accident with Point Deviation – Liability
- Major Violation Deviation – Liability
- Minor Violation and Points Deviation – Liability
- Market and Points Deviation – Liability
- Points and Inexperienced Operator Deviation – Liability
- Household Structure Deviation – Liability
- Tier Deviation – Liability.
- Paperless Deviation – Liability.
- BI Limit Deviation - Liability.
- Household Composition Deviation – Liability.
- Non-Negligent Occurrence Deviation – Liability.
- Territory Deviation – Physical Damage
- Household Group Deviation – Physical Damage
- Financial Responsibility Deviation – Physical Damage
- Points Deviation – Physical Damage
- High Points Deviation- Physical Damage
- Discount Deviation – Physical Damage
- Accident with no Point Deviation – Physical Damage
- Accident with Point Deviation – Physical Damage
- Major Violation Deviation – Physical Damage
- Minor Violation and Points Deviation – Physical Damage
- Points and Inexperienced Operator Deviation- Physical Damage
- Household Structure Deviation – Physical Damage
- Tier Deviation – Physical Damage
- Paperless Deviation – Physical Damage.
- Electronic Funds Transfer Installment Deviation.
- Household Composition Deviation – Physical Damage.
- Non-Negligent Occurrence Deviation – Physical Damage.
- Electronic Funds Transfer Installment deviation.
- Eff 9-6-13 PRGS-129156410 [NCDOL](#)

147. Progressive Northern Insurance Company

- Territory Deviation – Liability
- Household Group Deviation – Liability
- Financial Responsibility Deviation – Liability
- Points Deviation – Liability
- High Points Deviation- Liability
- Discount Deviation – Liability
- Accident with no Point Deviation – Liability
- Accident with Point Deviation – Liability
- Major Violation Deviation – Liability
- Minor Violation and Points Deviation – Liability
- Market and Points Deviation – Liability
- Points and Inexperienced Operator Deviation – Liability
- Household Structure Deviation – Liability
- Multi Policy Deviation – Liability
- Paperless Deviation.
- Household composition Deviation – Liability.
- Non-Negligent Occurrence Deviation.
- Territory Deviation – Physical Damage
- Household Group Deviation – Physical Damage
- Financial Responsibility Deviation – Physical Damage
- Points Deviation –Physical Damage
- High Points Deviation- Physical Damage
- Discount Deviation – Physical Damage
- Accident with no Point Deviation – Physical Damage
- Accident with Point Deviation – Physical Damage
- Major Violation Deviation – Physical Damage
- Minor Violation and Points Deviation – Physical Damage
- Market and Points Deviation – Physical Damage
- Points and Inexperienced Operator Deviation – Physical Damage
- Household Structure Deviation – Physical Damage
- Multi Policy Deviation – Physical Damage
- Paperless Deviation – Physical Damage.

- Household composition Deviation – Physical Damage.
- Non-Negligent Occurrence Deviation – Physical Damage.
- Electronic Funds Transfer Installment deviation
- New Business Installment deviation.
- Eff 9-6-13 PRGS-129151581 [NCDOL](#)

148. Progressive Preferred Insurance Company

LIABILITY All deviation applicable to non-fleet private passenger auto bodily injury, property damage & medical payments coverage for all listed components.

- 14%-35% for single car policies, non standard underwriting with 5-6 or more SDIP pts.
- 28% for multi car policies, non standard underwriting with 6 or more SDIP pts.
- 15%-36% for single car policies, middle underwriting with 3-6 or more SDIP pts.
- 11%-29% for multi car policies, middle underwriting with 4-6 or more SDIP pts.
- 14%-50% for single car policies, standard underwriting with 0-6 or more SDIP pts.
- 16%-35% for multi car policies, standard underwriting with 2-6 or more SDIP pts.
- 31%-53% for single car policies, preferred underwriting with 0-6 or more SDIP pts
- 25%-39% for multi car policies, preferred underwriting with 0-6 or more SDIP pts.
- 51%-53% for single car policies, ultra-preferred underwriting with 0-6 or more SDIP pts.
- 39%-42% for multi car policies, ultra preferred underwriting with 0-6 or more SDIP pts.
- 5% for policies in non-standard, middle & standard underwriting to policies with proof of homeownership.
- 5%-10% for risks who are members of qualified participating groups, associations or employees of qualified participating employer when risks meet underwriting guidelines.

LIABILITY All deviation applicable to non-fleet private passenger auto bodily injury, property damage & medical payments coverage for all listed components.

12 point violation must not be one of the following:

- Manslaughter or negligent homicide.
 - Prearranged racing or knowing lending a motor vehicle to be used in prearranged racing.
 - Failure to stop & render aid when involved in an accident resulting in bodily injury or death.
 - Transporting illegal intoxicating liquors by motor vehicle.
- Deviation for single car, non standard underwriting, 12-21 SDIP pts. Credit varies 58%-74%.
 - Deviation for multi car, non standard underwriting, 12-21 SDIP pts. Credit varies 44%-63%.
 - Deviation for single car, middle underwriting, 12-21 SDIP pts. Credit varies 60%-75%.
 - Deviation for multi car, middle underwriting, 12-21 SDIP pts. Credit varies 48%-66%.
 - Deviation for single car, standard, preferred and ultra preferred underwriting, 12-21 SDIP pts. Credit varies 60%-75%.
 - Deviation for multi car, standard, preferred and ultra preferred underwriting, 12-21 SDIP pts. Credit varies 48%-66%.

LIABILITY All deviation applicable to non-fleet private passenger auto bodily injury, property damage & medical payments coverage for all listed components. If the resulting rate is equal to or greater than N.C. Rate Bureau rates, the policy is ineligible for any deviation.

- 1.14 factor applies single car, non standard underwriting for policies without proof of prior auto insurance.
- 1.09 factor applies multi car, non standard underwriting for policies without proof of prior auto insurance.
- 1.05-1.20 factors vary based on territories.
- 1.05-3.20 factors vary based on average driver group 1-17.
- 1.10-1.45 factors vary for single car policies with 1-3 or more accidents.
- 1.06-1.30 factors vary for multi car policies with 1-3 or more accidents.

PHYSICAL DAMAGE All deviation applicable to non-fleet private passenger auto physical damage coverage for all listed deviation components, unless otherwise stated below.

- 26% for single car policies, non standard underwriting with 6 or more SDIP pts.
- 23% for multi car policies, non standard underwriting with collision coverage on more than one vehicle with 6 or more SDIP pts.
- 27%-28% for single car policies, middle underwriting with 5-6 or more SDIP pts.
- 37% for multi car policies, non standard underwriting with collision coverage on one vehicle with 6 or more SDIP pts.
- 18%-24% for multi car policies, middle underwriting, collision coverage on more than one vehicle 5-6 or more SDIP pts.
- 33%-47% for single car policies, standard underwriting with 2-6 or more SDIP pts.
- 31%-38% for multi car policies, middle underwriting, collision coverage on one vehicle with 5-6 or more SDIP pts.
- 22%-40% for multi car policies, standard underwriting, collision coverage on more than one vehicle, 2-6 or more SDIP pts.
- 24%-47% for multi car policies, standard underwriting, collision coverage on one vehicle with 2-5 or more SDIP pts.
- 26%-47% for single car policies, preferred underwriting with 0-5 or more SDIP pts.
- 23%-40% for multi car policies, preferred underwriting, collision coverage on more than one vehicle, 0-6 or more SDIP pts.
- 23%-47% for multi car policies, preferred underwriting, collision coverage on one vehicle with 0-5 or more SDIP pts.
- 48% single car policies, ultra preferred underwriting.
- 40% multi car policies, ultra preferred underwriting, collision coverage on more than one vehicle.
- 40%-47% multi car policies, ultra preferred underwriting, collision coverage on one vehicle with 0-5 or more SDIP pts.
- 5% for policies, non standard, middle and standard underwriting with proof of homeownership.
- 5%-10% for risks who are members of qualified participating groups, associations or employees of qualified participating employers when risks meet underwriting guidelines.

PHYSICAL DAMAGE All deviation applicable to non-fleet private passenger auto physical damage coverage for all listed deviation components, unless otherwise stated below.

12 point violation must not be one of the following:

- Manslaughter or negligent homicide.
 - Prearranged racing or knowing lending a motor vehicle to be used in prearranged racing.
 - Failure to stop & render aid when involved in an accident resulting in bodily injury or death.
 - Transporting illegal intoxicating liquors by motor vehicle.
- 54%-69% single car policies, non standard underwriting with 12-18 or more SDIP pts.
 - 45%-64% for multi car policies, non standard underwriting, with collision coverage on more than one vehicle with 12-18 or more SDIP pts.
 - 51%-67% for multi car policies, non standard underwriting, collision coverage on one vehicle with 12-18 or more SDIP pts.
 - 57%-71% for single car policies, middle underwriting with 12-18 or more SDIP pts.
 - 47%-66% for multi car policies, middle underwriting with collision coverage on more than one vehicle with 12-18 or more SDIP pts.

- 54%-69% for multi car policies, middle underwriting with collision coverage on one vehicle with 12-18 or more SDIP pts.
- 57%-71% for single car policies, standard, preferred and ultra preferred underwriting with 12-18 or more SDIP pts.
- 47%-66% for multi car policies, standard, preferred and ultra preferred underwriting, collision coverage on more than one vehicle with 12-21 SDIP pts.
- 54%-69% for multi car policies, standard, preferred and ultra-preferred underwriting, collision coverage on one vehicle with 12-18 or more SDIP pts.

PHYSICAL DAMAGE All deviation applicable to non-fleet private passenger auto physical damage coverage for all listed deviation components. If the resulting rate is equal to or greater than the N.C. Rate Bureau, the policy is ineligible for any deviation.

- 1.19 factor applies, single car policies, non standard underwriting for policies without proof prior of auto insurance.
- 1.15 factor applies, multi car policies, non standard underwriting without proof of prior auto insurance.
- 1.05-1.20 factors vary based on territories.
- 1.10-2.75 factors vary based on average driver group 1-16.
- 1.08-1.35 single car policies with 1-3 or more accidents.
- 1.05-1.24 multi car policies with 1-3 or more accidents.
- Installment Payment Plan: \$3 charge waived for policies purchased by employees from an approved employer group if premium is paid via payroll deduction.
- Eff. 7-1-99

149. Progressive Premier Insurance Company of Illinois

- Tier deviation.
- Electronic Funds Transfer Installment Deviation.
- New business Installment deviation.
- Pro-Rata Cancellation deviation.
- Coverage for Rented Vehicles.
- Eff 10-1-15 PRGS-130154626 [NCDOI](#)

150. Progressive Southeastern Insurance Company

- Tier Deviation.
- Electronic Funds transfer installment deviation.
- New business installment deviation.
- Pro rata cancellation deviation.
- Coverage for Rented Vehicles.
- Eff 10-1-15 PRGS-130154309 [NCDOI](#)

151. Progressive Universal Insurance Company

- Tier Deviation.
- Electronic Funds Transfer Installment Deviation.
- New business Installment deviation.
- Pro-Rata Cancellation deviation.
- Coverage for Rented Vehicles.
- Eff 10-1-15 PRGS-130154631 [NCDOI](#)

152. Property and Casualty Insurance Company of Hartford

- Territory Deviation.
- Non-Resident Student.
- Account Credit.
- Homeownership Credit.
- Personal Umbrella Policy Credit.
- Hybrid Vehicle Credit.
- New Vehicle Discount.
- Household Composition Primary Classification Deviation.
- Presence of married or domestic partners/total number of drivers.
- Years licensed/married status.
- Years licensed/annual mileage.
- Limited Driver.
- Years licensed/driver training.
- Years Licensed/Good Student.
- Years licensed/principal/occasional.
- Years licensed/number of vehicles.
- Years licensed/household composition.
- Vehicle age/number of vehicles.
- Annual mileage deviation.
- Defensive driver deviation.
- Writing Company Deviation.
- Accident forgiveness Deviation.
- SDIP incident count deviation.
- Tier Deviation chart.
- Eff 10-1-15 HART-130134063 [NCDOI](#)

153. Providence Washington Insurance Company

Standard Program

- Multi-Policy Credit: 10% applies to bodily injury, property damage, medical payments, comprehensive & collision.
- Mature Driver Credit: Applies to bodily injury, property damage, medical payments, comprehensive & collision.
- Multiple Automobile Credit: 5% applies to BI, PD, medical payments, comprehensive & collision: Certain criteria apply.

Preferred Program

- Territory Deviation: Various credits apply to bodily injury, property damage, medical payments, comprehensive & collision.
- Multi Policy Credit: 10% applies to bodily injury, property damage, medical payments, comprehensive & collision.
- Mature Driver Credit: Applies to bodily injury, property damage, medical payments, comprehensive & collision.
- Multiple Automobile Credit: 5% applies to BI, PD, medical payments, comprehensive & collision: Certain criteria apply.
- Eff. 7-1-02

154. Republic Franklin Insurance Company

- Personal EDGE Essentials Auto Account Credit.
- Select Program auto Account credit.
- Personal EDGE Essentials and Select Program W.I.S.E./Affinity Discount.
- Select Program Mature Driver Credit: Certain.
- Select Program deviation.
- Essentials Program Tiered Rating Deviation.
- Premium Payment Credit.
- Eff. 4-15-15 UTCX-G129882262 [NCDOI](#)

155. Response Worldwide Insurance Company

- 7.0% non-fleet private passenger auto bodily injury, property damage & medical payments coverage when certain criteria is met.
- 10.0% non-fleet private passenger auto comprehensive & collision coverage if certain criteria is met.
- Eff. 7-15-96 PC 034398 [Filing Detail](#)

156. Safeco Insurance Company of America

- Territory Deviation.
- Driving Group Deviations.
- Renewal, Market, and Tier Deviations.
- SDIP, Single/Multi Car Deviations.
- SDIP, Single/Multi Car, Major Deviations.
- Account Discount Deviations.
- Vehicle Usage and Market Deviations.
- Limited Experience Operator Program Subscription Deviation.
- Certified Risks – Financial Responsibility Laws Deviation.
- Eff 10-1-15 LBPM-130207189 [NCDOI](#)

157. Seaton Insurance Company

- 15% auto liability, med pay & physical damage. "Unimate Plus" in addition to above: (1) Policy in force 3 yrs. & no at-fault accident additional 5% credit liability, med pays & phys damage; (2) Policy in force 6 yrs. & no at-fault accident; Second 5% credit on coverages listed above.
- 5% non-fleet private passenger auto non-fleet physical damage rates. Discount applies: (1) All vehicles assigned to driver 55 yrs. of age or older, (2) All vehicles on policy, regardless of number, if all drivers are 55 yrs. of age or older, (3) Private passenger vehicles only (no miscellaneous types).
- Eff. 6-20-88

158. Selective Insurance Company of South Carolina

- Installment Payment Plan: \$2 per each installment.
- 30% deviation applies to liability & physical damage when a commercial package policy is written with the risk.
- Eff. 6-1-01

159. Selective Insurance Company of the Southeast

- 30% deviation will be applied to liability Phys Damage rates when a Commercial Package policy is written in conjunction with the risk.
- Eff. 4-1-08 PC112412 [North Carolina Department of Insurance](#)

160. Sentinel Insurance Company, Ltd.

- Insurance score Tier deviation factors.
- Account/Tier Deviation.
- Safe Driver/Incident Free Credit/Tier Deviation factor.
- Least experienced driver factor/Tier Deviation factor
- Most experienced driver factor/Tier Deviation factor.
- Prior BI limits credit/Tier Deviation factor.
- Territory/Tier Deviation factor.
- Business Owned Non-Fleet Credit.
- Eff 10-1-15 HART-130123852 [NCDOI](#)

161. Southern Guaranty Insurance Company

- Exceptional Driver Program: 15% BI, PD, medl pay, comprehensive & collision when underwriting guidelines are met.
- Exception Plus: Additional 5% credit for BI, PD, med pay, comp & coll when policy has been in-force at least 3 yrs. & no at-fault accidents in preceding 3 yrs. A second 5% credit for policies in-force at least 6 yrs. & no at-fault accidents in preceding 6 yrs. Maximum Exceptional Driver credit is 25%.
- Mature Driver Discount: 10% BI, PD, med pay, comprehensive, collision & medical payments when underwriting guidelines are met.
- Multi Policy Discount: 5% auto comp & coll base rate if Southern Guaranty Insurance Company insures both homeowner & auto policy.
- 10% credit auto BI, PD, med pay, comp & coll for all private passenger auto policies for University of North Carolina Employees.
- Eff. 7-1-00

162. Southern Insurance Company of Virginia
ADVANTAGE XL PROGRAM

- Multi-Car Discount.
- Recreational Trailer Rate Discount.

- Loss Free Renewal Discount.
- New Business Automobile Discount.
- Passive Restraint Discount.
- Anti-Lock Braking System Discount.
- Anti-Theft Devices Discount.
- Account Credit.
- Automatic Payment Plan.
- First Accident Forgiveness.
- PACE Endorsement.
- XL Factors.
- Experienced Operator Discount.
- Paid in full discount.

MERIT XL PROGRAM

- Deviation by Coverage and Territory.
- Experienced Operator Discount.
- Multi-Car Discount.
- Recreational Trailer Rate Discount.
- Loss-Free Renewal Discount.
- New Business Automobile Discount.
- Passive Restraint Discount.
- Anti-Lock Braking System Discount.
- Anti-Theft Devices Discount.
- Account Credit.
- Automatic Payment Plan.
- First Accident Forgiveness.
- PACE Endorsement.
- XL Factors.
- Paid in full discount.

SUPERIOR XL PROGRAM

- Deviation by Coverage and Territory.
- Experienced Operator Discount.
- Multi-Car Discount.
- Recreational Trailer Rate Discount.
- Loss-Free Renewal Discount.
- New Business Automobile Discount.
- Passive Restraint Discount.
- Anti-Lock Braking System Discount.
- Anti-Theft Devices Discount.
- Account Credit Plan.
- Automatic Payment Plan.
- First Accident Forgiveness.
- PACE Endorsement.
- XL Factors.
- Extra Edge Discount.
- Paid in full discount.

PREFERRED XL PROGRAM

- Deviation by Coverage and Territory.
- Experienced Operator Discount.
- Multi-Car Discount..
- Recreational Trailer Rates.
- Loss-Free Renewal Discount.
- New Business Automobile Discount.
- Passive Restrain Discount.
- Anti-Lock Braking System Discount.
- Anti-Theft Devices Discount.
- Account Credit Plan.
- Automatic Payment Plan.
- First Accident Payment Plan.
- PACE Endorsement.
- XL Rating Factor
- Paid in full discount.

AUTOGUARD XL, AUTOGUARD II XL PROGRAMS

- Multi-Car Discount.
- Recreational Trailer Rate Discount.
- Passive Restraint Discount.
- Anti-Lock Braking System Discount.
- Anti-Theft Devices Discount.
- Account Credit.
- Automatic Payment Plan.

PREFERRED PROGRAM

- Deviation by Coverage and Territory.
- Experienced Operator Discount.
- Multi-Car Discount.
- Recreational Trailer Rates.
- Loss-Free Renewal Discount.
- New Business Automobile Discount.
- Passive Restraint Discount.
- Anti-Lock Braking System Discount.
- Anti-Theft Devices Discount.
- Account Credit Plan.
- Automatic Payment Plan.

STANDARD PROGRAM

- Experienced Operator Discount.
- Multi-Car Discount.
- Recreational Trailer Rates.
- Loss-Free Renewal Discount.
- Passive Restraint Discount.
- Anti-Lock Braking System Discount.
- Anti-Theft Devices Discount.
- Account Credit Plan.
- Automatic Payment Plan.
- Paid in full discount.
- Eff. 1-15-14 DNGL-129300430 [NCDOI](#)

163. Southern Pilot Insurance Company

- UNC-Chapel Hill Employee discount.
- Exceptional Driver Plan Credit: on a vehicle insured in the voluntary market and principally driven by an operator with at least nine years of operating experience who has had no chargeable accidents within the past three years.
- Accident Free Discount: 5% credit shall be applied to BI, PD, Med Pay, Comp and Coll premiums on a vehicle insured in the voluntary market and driven by an operator who has had no chargeable accidents within the past three years and has been continuously insured with Southern Pilot for at least three years. An additional 5% applies for a six yr. period. New Business applicants and Southern Pilot renewal customers insured in the voluntary market who can document continuous coverage with a prior carrier and no chargeable accident for a three or six year period as described above are also eligible for the Southern Pilot Accident Free Discount. Maximum Accident Free Discount is 10%. Accident Free will be removed at the next renewal following the first chargeable accident where \$1000 or more was paid for BI, PD, Med and Coll (combined) for any operator in the household.
- Mature Driver Discount: Principal Operators who have 34 years or more of driving experience that are written in the voluntary market and have no operators in their household with less than nine years driving experience shall receive a %% discount on Bodily Injury, Property Damage, Comprehensive, Collision & Medical expense premiums for the vehicle they principally operator.
- Multi Policy Discount: 5% credit applied to BI, PD, med pay, comp, & coll premiums developed from the North Carolina Rate Bureau Personal Auto Manual on a vehicle insured in the voluntary market when Southern Pilot Insurance Company insures an individual's home and automobile.
- Eff. 2-24-09 PC123649 [North Carolina Department of Insurance](#)

164. SPARTA Insurance Company

- 5% auto BI, PD, medical payments, comprehensive & collision driven by insured who reached age 55.
- Anti-Theft Device Credits: auto comprehensive when vehicle is equipped with anti-theft device. 5% alarm only, active disabling device. 10% passive disabling device.
- Cancellation will be done on a pro-rata basis.
- Eff. 11-20-01 PC045268 [Filing Detail](#)

165. St. Paul Fire and Marine Insurance Company

- Installment charge deviation: \$2 charge each installment.
- Eff. 1-1-95

166. St. Paul Guardian Insurance Company

- 5% base rate comprehensive coverage when policy qualifies for PAK II Program.
- 5% base rate collision coverage when policy qualifies for PAK II Program.
- 10% Mature Operator Credit: Combined single limit BI, PD, med pay, comp & coll, when principal operator is age 55 & less than or equal to 64 yrs. of age & no inexperienced operators in household. 5% credit for ages 65-74 & no inexperience operator in household.
- 10% Good Driver Deviation, when certain criteria is met.
- Symbol Reactivities model year 1976-1982, Symbol 14, comprehensive - 7.8% credit; collision - 12.7% credit. Model yrs. 1975 & prior; Values above \$10,000 rated Symbol 7 for comprehensive & collision.
- Increase Limits Extended Transportation Expense Coverage is provided at no charge, when comprehensive coverage is purchased & policy qualifies for PAK II Program.
- Passive Restraint Deviation: 20% when restraint is installed in driver-side only position; 30% when restraint is installed in both front outboard seat positions. If policy qualifies for PAK II Program, airbag discount applies to factory installed automatic occupant restraint. Deviation applies only to medical payments base premium.
- Anti-Theft Device Deviation for PAK II Program: 5% alarm only, 5% active disabling device; 15% passive disabling device. This deviation applies to comprehensive base premium.
- Anti-Lock Braking System Deviation: 5% combined single limit liability, BI, PD liability base premium when private passenger auto equipped with factory installed four-wheel anti-lock braking system.
- Golfmobile Liability Coverage provided at no additional charge.
- Miscellaneous Types: ATV, minibike & dune buggy, combined BI & PD liability rates not used for commercial purposes will be same rate as North Carolina

Reinsurance Facility. Snowmobile rates, medical payments coverage rate will be 22% of Territory 18 private passenger auto med pays rate. Collision rates will be same as NC Rate Bureau's snowmobile rates.

- 10% when more than one recreational vehicle is covered under same policy for following miscellaneous types, trailers designed for use with private passenger autos, motorbikes or other similar motor vehicles not used for commercial purposes (excluding motorcycles, motorscooters & mopeds); snowmobiles & golfmobiles.
- Renewal Credit: 0-2 yrs.-0%; 3yrs.-3%; 4yrs.-4%; 5 or more yrs. -5% premium credit when insured maintained consecutive yrs. of coverage with St. Paul. Credit will apply to final premium for each coverage & rounded to nearest dollar.
- Installment charge deviation: \$2 charge each installment unless Electronic Funds Transfer billing option is selected, then no charge.
- Employee Discount: New Business - 20%; Renewals - 15% when criteria is met.
- Eff. 3-1-00

167. St. Paul Mercury Insurance Company

- 15% non-fleet private passenger auto liability & physical damage insurance rates.
- Eff. 1-1-88

168. Standard Fire Insurance Company

- Territorial Deviation Grid.
- Insurance Score Level Multiplier for Other Than Inexperienced Operators.
- Account Discount.
- Hybrid Vehicle Discount.
- Installment Payment deviation.
- Minimum Years Licensed and Number of Married.
- Vehicle Driver Composition.
- Good Student Credit.
- Eff 10-1-15 TRVA-130114112 [NCDOI](#)

169. State Automobile Mutual Insurance Company

- 10% auto BI, PD, med pay, comp & coll coverages, no SDIP pts., no inexperienced operators & insured has Homeowners policy with State Auto Companies.
- 5% auto BI, PD, medical payments, comprehensive & collision coverages provided no SDIP pts., no inexperienced operators & all operators in household are age 55 or older.
- 15% auto BI, PD, med pay, comp & coll coverages provided there are no SDIP pts., no inexperienced operators, all operators in household are age 55 or older and insured has a Homeowners policy with State Auto Companies.
- Installment Pay Plan charge is reduced to \$1 per installment on all new and renewal business.
- 5% auto BI & PD liability (or combined single liability) coverage for private passenger auto equipped with factory installed four wheel anti-locking braking systems.
- Eff. 2-1-93

170. State Auto Property & Casualty Insurance Company

- Auto/Home Discount.
- Financial Stability.
- Driver Experience.
- Territory deviation.
- Early Upload discount.
- Good Student Discount.
- Anti-Lock Braking Systems Discount.
- Installment Plan with Electronic Funds Transfer deviation.
- Customizing Equipment deviation.
- Discount for Electric Autos.
- Paid in Full Discount.
- Employee Group Discount Plan.
- Eff. 10-1-15 STAT-130065203 [NCDOI](#)

171. State Farm Mutual Automobile Insurance Company

- Territory Deviation.
- Accident Free Deviation.
- Multi Line Deviation when criteria is met.
- Installment Payment - electronic funds transfer Deviation.
- Good Driving Deviation.
- Classic vehicle Deviation.
- Customer Rating Index (CRI) Deviation.
- SDIP Deviation.
- Customization Deviation.
- Antique Vehicle Deviation.
- Motorcycle Liability Deviation.
- Multi-car deviation.
- Classification deviation.
- Medical payment coverage limit deviation.
- PPA model year deviation.
- Motor cycle model year deviation.
- Inexperienced operator deviation.
- Drive safe & save deviation.
- Location Rating factors.

- Eff 10-1-15 SFMA-130048886 [NCDOI](#)

172. Teachers Insurance Company

- Multiline Deviation.
- Surcharge Forgiveness (SDIP).
- Electronic Funds Transfer (Payment Options).
- Installment Payments.
- Payroll Payment Plan Deviation.
- Educator deviation.
- 2011+ ISO Symbol Deviation.
- Eff 10-1-14 HRMN-129632610 [NCDOI](#)

173. Titan Indemnity Company

- **TIER A**
- Territory Deviation.
- Model Year Deviation.
- New Vehicle Deviation.
- Driver Class Deviation.
- Accident Free Deviation.
- Financial Responsibility Deviation (Credit Score).
- Matrix Deviation (various characteristics).
- Safe Driver Insurance Plan Deviation.
- Inexperienced Operator Deviation.
- Intra Agency Transfer Deviation.
- Affinity Deviation.
- Paid in Full Deviation.
- Military Deviation.
- Increased Limits Deviation.
- Household composition Deviation.
- Advance Quote Deviation.
- Driving Group Deviation.
- Premium Payer Reward deviation.
- Prior Carrier Deviation.
- Prior Insurance Lapse Deviation.
- Accident Forgiveness Deviation.
- Deductible Deviation.
- **TIER B**
- Territory Deviation.
- Model Year Deviation.
- New Vehicle Deviation.
- Driver Class Deviation.
- Accident Free Deviation.
- Matrix Deviation.
- Safe Driver Insurance Plan Deviation.
- Inexperienced Operator Deviation.
- Intra Agency Transfer Deviation.
- Affinity Deviation.
- Paid in Full Deviation.
- Military Deviation.
- Advance Quote Deviation.
- Driving Group Deviation.
- Premium Payer Reward deviation.
- Prior Carrier Type Deviation.
- Prior Insurance Lapse Deviation.
- Accident Forgiveness Deviation.
- Collision deviation.
- Increased Limits deviation.
- Household Composition.
- Eff 10-1-15 NTWP-130104409 [NCDOI](#)

174. Travelers Casualty & Surety Company

- Anti-Lock Brake Deviation: 5% auto single limit (liability & medical payments) or BI, PD & medical payments.
- Anti-Theft Device Deviation: 5% or 10% discount depending on how vehicle is equipped. Applicable to non-fleet private passenger auto comprehensive base premiums.
- 7% Loss & Conviction Free Renewal Deviation: Multi-car policies: Applies to non-fleet private passenger auto BI, PD, medical payments & collision coverage. Credit applies to voluntary policies.
- Mature Driver Deviation: 3% to BI, PD & medical payments; 5% collision, 10% comprehensive coverage.
- Passive Restraint Discount: 1% auto BI, PD & medical payments. Credit applies to voluntary policies.
- 7% Loss & Conviction Free Renewal Deviation; Multi-car policies: Applies to collision coverage only when policy is ceded to the Facility.
- Mature Driver Deviation.
- Eff. 12-17-93

175. Travelers Casualty & Surety Company of America

- 15% non-fleet private passenger auto bodily injury, property damage & medical payments rates.
- 15% non-fleet private passenger auto comprehensive & collision rates.
- Eff. 10-15-92

176. Travelers Casualty Insurance Company of America

- 30% non-fleet private passenger auto liability & medical payments rates.
- 30% non-fleet private passenger auto physical damage rates.
- Eff. 10-15-92
- Name Changed from Travelers Casualty & Surety Company of Illinois effective 1/1/04

177. Travelers Home and Marine Insurance Company

- Territory Factors by coverage.
- Policy Variables by region code, Insurance Score, and residence type.
- Household Composition 1 by insurance score, drivers, incidents, marital status, and number of vehicles.
- Household Composition 2 by licensed drivers, vehicles, and marital status.
- Household Composition 3 by highest licensed drivers, vehicles, and marital status.
- Household Composition 4 by lowest licensed drivers, inexperienced operators, vehicles, and tenure.
- Underwriting Tier by prior insurance, incident classification.
- Driver Insured Elsewhere.
- Accident Forgiveness.
- Annual Mileage by vehicle, years licensed, inexperience, vehicle age, annual mileage.
- Foreign licenses by tenure.
- Out of State Driver's license.
- Unverifiable motor vehicles report.
- Coverage level adjustment.
- Location level by garaging zip code.
- Vehicle Liability Risk Group bodily injury.
- Vehicle Liability Risk Group property damage.
- Vehicle Liability Risk Group medical payment.
- Vehicle Liability Risk Group collision.
- Vehicle Liability Risk Group comprehensive.
- Policy Level Vehicle Liability Risk Group bodily injury.
- Policy Level Vehicle Liability Risk Group property damage.
- Policy Level Vehicle Liability Risk Group collision.
- Policy Level Vehicle Liability Risk Group comprehensive.
- Model year.
- New Car Discount.
- Alternative Fuel Vehicle Discount.
- Total Policy Safe Driver Incident.
- Vehicle Use.
- Safe Driver Discount.
- Good Student Discount.
- Student Away at School Discount.
- Driver training discount.
- Affinity Discount.
- Multi Car Discount.
- Early Quote discount.
- Continuous Insurance Discount.
- Good Payer Discount.
- Electronic Payment Discount.
- Multi Policy and Homeownership Discount.
- Paid in Full discount.
- Insurance Score Tier.
- Installment Payments.
- Transition Modification.
- Transition Modification Acquisition.
- Eff 10-18-15 TRVA-130100614 [NCDOI](#)

178. Travelers Indemnity Company

- Installment Payment Plan.
- Contributing Vehicle Credit.
- Eff. 10-1-15 TRVA-130114275 [NCDOI](#)

179. Travelers Indemnity Company of America

- Account Discount.
- Contributing Vehicle Credit.
- Hybrid Vehicle Discount.
- Installment Payments - Installment charge for each installment is deleted.
- Eff 10-1-15 TRVA-130114258 [NCDOI](#)

180. The Travelers Indemnity Company of Connecticut

- Company Coverage Factors.

- Account Discount.
- Contributing Vehicle Credit.
- Hybrid Vehicle Discount 10% discount.
- Installment Payment Plan.
- Effective 10-1-15 TRVA-130114259 [NCDOI](#)

181. Travelers Personal Security Insurance Company

- Territorial Deviation Grid.
- Insurance Score Level Multiplier for Other Than Inexperienced Operators.
- Account Discount.
- Company Coverage Factor.
- Hybrid Vehicle Discount.
- Installment Payment deviation.
- Minimum Years Licensed and Number of Married.
- Vehicle Driver Composition.
- Good Student Credit.
- Eff 10-1-15 TRVA-130106119 [NCDOI](#)

182. Travelers Property Casualty Company of America

- Account Credit: 10% credit when voluntary auto & homeowners policy with The Travelers.
- Careful Driver Credit: 7% auto BI, PD, medical payments & collision that have 0 SDIP pts. for the last 3 consecutive yrs.
- Senior Driver Credit: Credit varies 3% - 6% when criteria is met.
- Contributing Vehicle Credit: 25% auto BI, PD, med pay & coll for single car policy, yet have more than one auto insured with The Travelers.
- Contributing Vehicle Credit: 15% auto comprehensive, fire/fire & theft/fire, theft, CAC for insured who have a single car policy, yet have more than one auto insured with The Travelers.
- Highly Preferred Credit: 19% credit when certain criteria is met.
- Preferred Credit: 10% credit when certain criteria is met.
- Eff. 8-21-99

183. Truck Insurance Exchange

- Territory Deviation.
- Household Group Deviation - Liability.
- Single Car Financial Responsibility and Points Deviation – Liability.
- Multi Car Financial Responsibility and Points Deviation – Liability.
- Financial Responsibility High Points Deviation Single Car – Liability.
- Financial Responsibility High Points Deviation Multi Car – Liability.
- Multi-Car/Paid-in-full/Auto-Home/Mobile Home/Rent Deviation – Liability.
- Accident and Point Deviation - Liability.
- Major Violation Deviation – Liability.
- Minor Violation and Points Deviation – Liability.
- Market and Points Deviation – Liability.
- Points and Inexperienced Operator Deviation – Liability.
- Household Structure Deviation – Liability.
- Electronic Funds Transfer Installment Deviation.
- Territory Deviation-Physical Damage.
- Household Group Deviation - Physical Damage.
- Single Car-Points Financial Responsibility and Points Deviation - Physical Damage.
- Multi Car, One Collision Vehicle, Financial Responsibility and Points – Physical Damage.
- Multi Car, Two or More Collision Vehicles, Financial Responsibility and Points – Physical Damage
- Financial Responsibility High Points Deviation Single Car-Physical Damage.
- Financial Responsibility High Points Deviation Multi Car-Physical Damage.
- Multi Car/Paid in full/auto-Home/Mobile Home/rent deviation - Physical Damage.
- Accident and Point Deviation-Physical Damage.
- Major Violation-Physical Damage.
- Minor Violation and Points Deviation-Physical Damage.
- Market and Points Deviation-Physical Damage.
- Points and Inexperienced Operator Deviation - Physical Damage.
- Household Structure Deviation-Physical Damage.
- Marital Status deviation Liability.
- Electronic Funds Transfer Deviation Liability.
- Marital Status deviation Physical Damage.
- Electronic Funds Transfer Deviation Physical Damage
- Eff 3-1-10 FARM-126381295 [North Carolina Department of Insurance](#)

184. Trumbull Insurance Company

- Insurance Score Tier deviation.
- Account or Homeownership Factor deviation.
- Driving Record Factor.
- Least Experienced drive factor.
- Most experienced driver factor.
- Prior bodily injury limits factor.

- Annual mileage factor.
- Cars versus drivers factor.
- Marital Status factor.
- AARP Membership.
- Territory factor.
- Defensive Driver factor.
- Business Owned Non-Fleet Auto credit.
- Eff 10-1-15 HART-130118530 [NCDOI](#)

185. Twin City Fire Insurance Company

- Account Credit.
- Agency Book Transfer.
- Multi Car Discount.
- Eff 5-8-12 HART-128009725 [NCDOI](#)

186. USAA Casualty Insurance Company

- Territory Deviation.
- Make/Model Deviation.
- Tier Deviation.
- New Vehicle Discount Deviation.
- Occasional Operator Deviation.
- Passive Restraint Seat Belt Discount Deviation.
- MyUSAA Legacy Deviation.
- Principal Operator Age 55 And Over Deviation.
- Military Installation Garaging Deviation.
- Premier Driver Deviation.
- Daytime Running Lights Deviation.
- Years Driving Experience/Marital Status Deviation.
- Multiple Car By Number of Operators.
- Short Rate Cancellation Tables Cancellation Deviation.
- UMBI and UMBI/UIMBI.
- Audio, Visual and Data Electronic Equipment Coverage Deviation.
- Customizing Equipment Coverage
- Named Non-Owner Policy Deviation.
- Extended Transportation Expenses coverage.
- Miscellaneous Types/Trailers.
- Installment Payment Plan Deviation.
- Eff 10-2-15 USAA-130143600 [NCDOI](#)

187. USAA General Indemnity Company

- Territory Deviation.
- Make/Model Deviation.
- Tier Deviation.
- New Vehicle Discount Deviation.
- Occasional Operator Deviation.
- Passive Restraint Seat Belt Discount Deviation.
- MyUSAA Legacy Deviation.
- Principal Operator Age 55 And Over Deviation.
- Military Installation Garaging Deviation.
- Premier Driver Deviation.
- Daytime Running Lights Deviation.
- Years Driving Experience/Marital Status Deviation.
- Multiple Car By Number of Operators.
- Short Rate Cancellation Tables Cancellation Deviation.
- UMBI and UMBI/UIMBI.
- Audio, Visual and Data Electronic Equipment Coverage Deviation.
- Customizing Equipment Coverage
- Named Non-Owner Policy Deviation.
- Extended Transportation Expenses coverage.
- Miscellaneous Types/Trailers.
- Installment Payment Plan Deviation.
- Eff 10-2-15 USAA-130143633 [NCDOI](#)

188. Unigard Indemnity Company

- 5% auto physical damage rates. Deviation applies: (1) All vehicles assigned to driver 55 yrs. of age or older, (2) All vehicles on policy, regardless of number, if all drivers are 55 yrs. of age or older, (3) Private passenger vehicles only.
- 10% physical damage rates when same insured also has Homeowners Form HO 00 03 or HO 00 06.
- Eff. 9-5-89

189. United Services Automobile Association

- Territory Deviation.

- Make/Model Deviation.
- Tier Deviation.
- New Vehicle Discount Deviation.
- Occasional Operator Deviation.
- Passive Restraint Seat Belt Discount Deviation.
- MyUSAA Legacy Deviation.
- Principal Operator Age 55 And Over Deviation.
- Military Installation Garaging Deviation.
- Premier Driver Deviation.
- Daytime Running Lights Deviation.
- Years Driving Experience/Marital Status Deviation.
- Multiple Car by Number of Operators deviation.
- Short Rate Cancellation Tables Cancellation Deviation.
- UMBI and UMBI/UIMBI.
- Audio, Visual and Data Electronic Equipment Coverage Deviation.
- Customizing Equipment Coverage
- Named Non-Owner Policy Deviation.
- Extended Non-Owned liability.
- Miscellaneous Types/Trailers.
- Installment Payment Plan Deviation.
- Eff. 10-2-15 USAA-130143599 [NCDOI](#)

190. United States Fidelity & Guaranty Company

- Multi-Policy Discount.
- Principal Operator age 55 & over.
- Physical Damage Deviation.
- Special Package Discount.
- Employee Group Discount.
- Eff. 9-1-00 PC034571 [NCDOI](#)

191. United States Liability Insurance Company

- Deviation on UMBI for limits up to 250K/500K and for limits higher than 250K/500K.
- Deviation on combines UM/UIM Bodily Injury.
- Deviation credit range for BI, PD and Medical Payments.
- Deviation on Comp, Fire and Theft Rates.
- Deviation on Collision Rates.
- Credit applied to deviated rates on BI, PD, and Med Pay for rating each each vehicle in excess of 3.
- Eff 2-2-12 USLI-127937418 [NCDOI](#)

192. Unitrin Auto and Home Insurance Company

- Pricing Level Voluntary deviations no points.
- Territory Definitions.
- Experienced Operator Credit
- Network Discount
- Anti-Theft Devices
- Package Plus Deviation.
- Multiple Vehicle Discount.
- Anti-lock Braking deviation.
- Extended Transportation Expense Coverage (Package Plus Only).
- Electronic Funds Transfer (EFT) Installment Payments-No installment charge will be applied
- Pro rata Cancellation.
- Eff 10-1-15 KEMP-130147073 [NCDOI](#)

193. Unitrin Safeguard Insurance Company

- Package Plus – Multi Policy discount.
- Experienced operator credit.
- Territory Deviation without points.
- Multiple Vehicle Discount.
- Network discount.
- Anti-Lock Braking Systems.
- Anti-Theft Devices.
- Pricing Level Deviation.
- Electronic Funds Transfer (EFT).
- Miscellaneous Coverage – Extended Transportation coverage.
- Pro-Rate Cancellation – All package policies.
- Eff 10-1-15 KEMP-130146841 [NCDOI](#)

194. Universal Insurance Company

- Vehicle-Driver Deviation.
- Number of At Fault Accidents.
- Homeowners Deviation.
- Auto and Home Deviation.
- Financial Responsibility.

- Electronic Funds Transfer Deviation.
- Affinity Deviation.
- Eff. 10-1-15 UVIC-130145316 [NCDOI](#)

195. Utica Mutual Insurance Company

- Utica National Insurance Group Employees Mass Merchandising Plan.
- Account Credit
- Wise Affinity/Affinity discount.
- Premium Payment Credit
- Edge Program Tiered Rating
- Eff. 4-15-15 UTCX-G129881782 [NCDOI](#)

196. Utica National Assurance Company

- Mass Merchandising Plan for employees of Utica National Insurance Group.
- Personal Lines Account Credit.
- Wise Affinity/Affinity discount.
- Company Car Discount.
- Mature Driver Credit.
- Electronic Stability Control devices Discount.
- Greenhouse Gas Score credit.
- Premium Payment Credit.
- Edge II Program Tiered Rating.
- Eff. 11-1-10 UTCX-G126752143 [North Carolina Department of Insurance](#)

197. Valiant Insurance Company

- 5% non-fleet private passenger auto comprehensive & collision insurance rates.
- 5% auto bodily injury, property damage, comprehensive & collision coverage if named insured is an educator.
- 5% auto BI, PD, medical payments, comprehensive & collision for loss free credit insured with 3 years with "0" SDIP pts.
- 10% auto bodily injury, property damage, med pay, comprehensive & collision for loss free credit insured 6 years with "0" SDIP pts.
- 5% auto bodily injury & property damage for anti-lock brakes.
- 5% auto comprehensive with anti-theft device (active).
- 10% auto comprehensive with anti-theft device (passive).
- 5% auto bodily, property damage, medical payments, comprehensive & collision for mature driver.
- 5% auto bodily injury, property damage, medical payments, comprehensive & collision for account driver.
- 5% auto comprehensive & collision for multi-car policies.
- 15% auto comprehensive & collision for cars with "0" SDIP pts.
- Eff. 2-15-98

198. Victoria Fire & Casualty Company

TIER A

- Territory Deviation.
- Model Year Deviation.
- New Vehicle deviation.
- Driver class Deviation.
- Accident Free Deviation.
- Financial Responsibility Deviation(credit score).
- Matrix Deviation (various characteristics).
- Safe Driver Insurance plan Deviation.
- Inexperienced Operator Deviation.
- Intra Agency Transfer Deviation (independent agency refers to Titan).
- Affinity Deviation.
- Paid in Full Policy Premium Amount Deviation.
- Military Deviation.
- Increased Limits Deviation.
- Household composition Deviation.
- Advance Quote Deviation.
- Driving Group Deviation.
- Premium Payer Reward deviation.
- Prior Carrier Deviation.
- Prior Insurance Lapse Deviation.
- Accident Forgiveness Deviation.
- Deductible Deviation.

TIER B

- Territory Deviation and Territory Definitions.
- Model Year Deviation.
- New Vehicle deviation.
- Driver class Deviation.
- Accident Free Deviation.
- Matrix Deviation (various characteristics).
- Safe Driver Insurance plan Deviation.
- Inexperienced Operator Deviation for Bodily Injury, Property Damage, Med Pay and Collision.
- Intra Agency Transfer Deviation (independent agency refers to Titan).
- Affinity Deviation.

- Paid in Full Policy Premium Amount Deviation.
- Military Deviation.
- Advance Quote Deviation.
- Driving Group Deviation.
- Premium Payer Reward deviation.
- Prior Carrier Type Deviation.
- Prior Insurance Lapse Deviation.
- Accident Forgiveness Deviation.
- Deductible deviation.
- Increased Limits deviation.
- Household Composition Deviation.
- Eff 10-1-15 NTWP-130104491 [NCDOI](#)

199. Vigilant Insurance Company

- Antique autos.
- installment Payment recurring payments waived.
- Eff. 10-1-15 CHUB-129988293 [NCDOI](#)

200. West American Insurance Company

- Fampak Discount: 5% credit for all coverages.
- Prime Life Discount: 4% credit for all coverages.
- Employee Discount: 15% credit for all coverages.
- Base Rate Deviation by territory.
- Anti-Theft Discount various discounts.
- Eff. 9-1-00 PC035766 [NCDOI](#)

201. Wilshire Insurance Company

- Liability Deviation.
- Liability Deviation.
- Liability Deviation.
- Liability Deviation.
- Liability Deviation.
- Liability Deviation.
- Liability Deviation.
- Liability Deviation.
- Liability Deviation.
- Voluntary Manual Deviation (Inexperienced Operator).
- Eff 7-5-11 OCCD-127196090 [NCDOI](#)

(ii) The Rate Bureau does not have appropriate data upon which to base an estimate of the amount of premium written at deviated rates. See Exhibit RB-3 for the available information on deviations.

(iii) The Rate Bureau does not have appropriate data upon which to base an estimate of the percentage of statewide premium written at deviated rates. See Exhibit RB-3 for the available information on deviations.

(iv) See Exhibit RB-3 for the amount of deviations on liability and physical damage business in dollars.

(v) The Rate Bureau does not have appropriate data upon which to base an estimate of the average percentage deviation on policies written by companies at deviated rates. See Exhibit RB-3 for the available information on deviations.

(vi) The average percentage deviation for all companies, as a percentage of the total premium written by all companies on liability and physical damage policies (whether they grant deviations or not), is shown on Exhibit RB-3.

COMPANIES PAYING PRIVATE PASSENGER AUTOMOBILE INSURANCE DIVIDENDS

2015

Liability

Metropolitan Property & Casualty Insurance Co
Metropolitan Direct Property & Casualty Ins Co
United Services Automobile Association
USAA Casualty Insurance Company
Economy Premier Assurance Company

Physical Damage

Metropolitan Property & Casualty Insurance Co
Metropolitan Direct Property & Casualty Ins Co
United Services Automobile Association
USAA Casualty Insurance Company
Economy Premier Assurance Company

2014

Liability

Metropolitan Property & Casualty Insurance Co
Metropolitan Direct Property & Casualty Ins Co
United Services Automobile Association
USAA Casualty Insurance Company
Economy Premier Assurance Company

Physical Damage

Metropolitan Property & Casualty Insurance Co
Metropolitan Direct Property & Casualty Ins Co
United Services Automobile Association
USAA Casualty Insurance Company
Economy Premier Assurance Company

2013

Liability

Metropolitan Property & Casualty Insurance Co
Metropolitan Direct Property & Casualty Ins Co
United Services Automobile Association
USAA Casualty Insurance Company
Economy Premier Assurance Company
St. Paul Mercury Insurance Company

Physical Damage

Metropolitan Property & Casualty Insurance Co
Metropolitan Direct Property & Casualty Ins Co
United Services Automobile Association
USAA Casualty Insurance Company
Economy Premier Assurance Company
St. Paul Mercury Insurance Company

2012

Liability

Metropolitan Property & Casualty Insurance Co
Metropolitan Direct Property & Casualty Ins Co
United Services Automobile Association
USAA Casualty Insurance Company
Economy Premier Assurance Company
St. Paul Mercury Insurance Company

Physical Damage

Metropolitan Property & Casualty Insurance Co
Metropolitan Direct Property & Casualty Ins Co
United Services Automobile Association
USAA Casualty Insurance Company
Economy Premier Assurance Company
St. Paul Mercury Insurance Company

2011

Liability

Metropolitan Property & Casualty Insurance Co
Metropolitan Direct Property & Casualty Ins Co
United Services Automobile Association
USAA Casualty Insurance Company
Economy Premier Assurance Company
St. Paul Mercury Insurance Company

Physical Damage

Metropolitan Property & Casualty Insurance Co
Metropolitan Direct Property & Casualty Ins Co
United Services Automobile Association
USAA Casualty Insurance Company
Economy Premier Assurance Company
St. Paul Mercury Insurance Company

(ii) Estimated premium on companies issuing dividends

<u>Year</u>	<u>Liability (a)</u>	<u>Physical Damage (a)</u>
2011	144,555,647	94,904,146
2012	149,790,416	106,580,411
2013	155,455,002	120,325,424
2014	160,654,353	131,892,472
2015	166,129,469	145,542,462

(iii) Estimated percentage of statewide premium written by companies issuing dividends

<u>Year</u>	<u>Liability (a)</u>	<u>Physical Damage (a)</u>
2011	5.5%	5.3%
2012	5.7	5.5
2013	5.8	5.8
2014	5.9	6.0
2015	6.0	6.1

(iv) See page D-35 for the amount of dividends on liability and physical damage business in dollars.

(v)(vi) The Rate Bureau does not have appropriate data upon which to base an estimate of the average percentage dividend on policies receiving dividends by all companies issuing dividends. The average percentage dividend, as a percentage of the total premium written on liability and physical damage policies is shown on page D-35.

(a) Based on Statutory page 14 of the Annual Statement.

NORTH CAROLINA
COMPARISON OF ANNUAL STATEMENT AND FILING INFORMATION

LIABILITY

<u>Year</u>	<u>Annual Statement</u>		<u>Filing</u>	
	<u>Losses</u>	<u>Premium</u>	<u>Losses</u>	<u>Premium</u>
2013	1,714,747,887	2,648,082,027	1,523,590,225	2,572,048,863
2014	1,828,944,685	2,693,914,338	1,500,927,282	2,497,428,036
2015	2,011,157,788	2,749,427,412	1,620,008,069	2,514,792,459

The data are not comparable for the following reasons:

- Annual Statement premium is at total limits collected level. Filing premium is at a basic limits current level for Bodily Injury, Property Damage, and Uninsured Motorists, and at a total limits level for Medical Payments and Underinsured Motorists.
- Annual Statement losses are on a total limits basis and do not include any loss adjustment expenses. Filing losses are on a basic limits basis for all coverages other than Medical Payments and Underinsured Motorists. Losses include allocated loss adjustment expense only for Bodily Injury, Property Damage and Medical Payments, and all loss adjustment expenses for Uninsured Motorists and Underinsured Motorists.
- Annual statement losses include reserves for incurred but not reported claims. Filing losses are developed to an ultimate basis and therefore reflect reserves for incurred but not reported claims.

PHYSICAL DAMAGE

<u>Year</u>	<u>Annual Statement</u>		<u>Filing</u>	
	<u>Losses</u>	<u>Premium</u>	<u>Losses</u>	<u>Premium</u>
2013	1,137,270,446	2,020,768,283	972,061,018	2,266,468,965
2014	1,249,840,873	2,139,819,338	1,014,371,937	2,237,628,625
2015	1,360,242,003	2,319,837,917	1,086,495,777	2,293,217,828

The data are not comparable for the following reasons:

- Annual Statement premium is on a collected basis. Filing premium is at current level.
- Annual Statement data includes catastrophe losses for the Comprehensive coverage. Filing losses replace actual wind and water losses with a long-term wind and water provision.

NORTH CAROLINA
EXPECTED LOSS RATIOS

	11/15/2006 Implementation	1/1/2009 Implementation	11/1/2009 Implementation
Bodily Injury	.701	.670	.719
Property Damage	.691	.673	.705
Medical Payments	.743	.692	.696
Uninsured Motorists	.572	.642	.575
Underinsured Motorists	1.203	.667	1.011
Comprehensive	.663	.625	.685
Collision	.705	.639	.656

NORTH CAROLINA
MOTORCYCLES
EXPECTED LOSS RATIOS

	11/15/2006 Implementation	1/1/2009 Implementation	11/1/2009 Implementation
Coverage			
Liability	.645	.666	.720

Bodily Injury

<u>Accident Year</u>	<u>Total Limits Paid Losses(a)</u>	<u>Total Limits Reserves(a)</u>	<u>Total Limits Loss Dev.(b)</u>	<u>Total Limits Dev. Losses</u>
12/31/2013	\$684,188,160	\$ 78,400,188	1.000	\$762,588,348
12/31/2014	551,651,893	174,521,669	1.014	736,339,992
12/31/2015	316,507,895	397,473,369	1.074	766,815,878
<u>Accident Year</u>	<u>Unallocated Loss Adj. Exp.(c)</u>	<u>Loss Trend Factors(d)</u>	<u>LAE Trend Factors(d)</u>	<u>Trended Incurred Losses and LAE</u>
12/31/2013	\$92,235,777	1.051	1.105	\$903,400,887
12/31/2014	81,416,494	1.083	1.083	885,630,274
12/31/2015	84,448,265	1.062	1.062	904,042,520

Property Damage

<u>Accident Year</u>	<u>Total Limits Paid Losses(a)</u>	<u>Total Limits Reserves(a)</u>	<u>Total Limits Loss Dev.(b)</u>	<u>Total Limits Dev. Losses</u>
12/31/2013	\$671,854,499	\$ 700,346	1.002	\$673,899,955
12/31/2014	686,278,903	1,806,899	1.006	692,214,317
12/31/2015	717,505,241	18,291,217	1.036	762,285,130
<u>Accident Year</u>	<u>Unallocated Loss Adj. Exp.(c)</u>	<u>Loss Trend Factors(d)</u>	<u>LAE Trend Factors(d)</u>	<u>Trended Incurred Losses and LAE</u>
12/31/2013	\$68,065,605	1.348	1.105	\$ 983,629,633
12/31/2014	73,143,700	1.355	1.083	1,017,165,027
12/31/2015	76,691,508	1.249	1.062	1,033,540,509

Medical Payments

<u>Accident Year</u>	<u>Total Limits Paid Losses(a)</u>	<u>Total Limits Reserves(a)</u>	<u>Total Limits Loss Dev.(b)</u>	<u>Total Limits Dev. Losses</u>
12/31/2013	\$91,942,228	\$ 532,793	1.007	\$93,122,346
12/31/2014	85,816,900	1,429,490	1.023	89,253,057
12/31/2015	74,632,618	11,954,732	1.065	92,215,528
<u>Accident Year</u>	<u>Unallocated Loss Adj. Exp.(c)</u>	<u>Loss Trend Factors(d)</u>	<u>LAE Trend Factors(d)</u>	<u>Trended Incurred Losses and LAE</u>
12/31/2013	\$13,754,698	1.036	1.105	\$111,673,692
12/31/2014	12,049,815	1.088	1.083	110,157,276
12/31/2015	12,571,517	1.062	1.062	111,283,842

- (a) Data on a paid/reserve basis is available only for total limits. See page H-5.
(b) See Section H - Loss Development.
(c) See pages C-1, C-3, and C-5 for the unallocated loss adjustment expense factors.
(d) Using selected trends on page D-8.

See page D-15 and prefiled testimony of J. Smollik and C. Modlin.

The following pages H-210-314 contain North Carolina private passenger data by territory for years ended December 31, 2013, 2014 and 2015.

Liability data is for voluntary and ceded risks. Losses are not developed and include allocated loss adjustment expense only. Excess is calculated on a 30/60/25 basis.

Physical Damage data is for standard and non-standard risks on a paid basis and does not include loss adjustment expense. Coverage codes are defined as follows:

001	Full Coverage Comprehensive
003	\$50 Deductible Comprehensive
010	\$100 Deductible Comprehensive
055	\$250 Deductible Comprehensive
726	\$500 Deductible Comprehensive
727	\$1,000 Deductible Comprehensive
072	\$50 Deductible Collision
073	\$200 Deductible Collision
074	\$100 Deductible Collision
076	\$250 Deductible Collision
077	\$500 Deductible Collision
078	\$1,000 Deductible Collision

See also pages C-13-17.

NORTH CAROLINA
AUTOMOBILE LIABILITY EXPERIENCE (1)
PRIVATE PASSENGER - VOLUNTARY AND CEDED RISKS
BODILY INJURY

Territory	Accident Year	Earned Car Years	Collected Earned Premium (2)	<u>Incurred Losses (5)</u>		Claims	Average Claim Cost (4)	Claim Freq. (3)	Pure Prem. (4)
				Basic Limits	Excess Limits				
110	2013	85,858	15,076,499	6,081,458	1,734,339	738	8,240	0.86	70.83
	2014	82,930	14,348,469	6,042,273	1,762,055	727	8,311	0.88	72.86
	2015	84,177	14,422,167	5,205,827	1,032,944	782	6,657	0.93	61.84
	Total	252,965	43,847,135	17,329,558	4,529,338	2,247	7,712	0.89	68.51
120	2013	318,514	50,523,765	25,161,264	6,329,819	3,539	7,110	1.11	79.00
	2014	303,223	47,517,342	24,286,599	4,740,715	3,529	6,882	1.16	80.09
	2015	302,989	47,325,611	23,745,599	6,067,594	3,384	7,017	1.12	78.37
	Total	924,726	145,366,718	73,193,462	17,138,128	10,452	7,003	1.13	79.15
130	2013	378,839	63,525,988	34,025,332	7,980,801	4,639	7,335	1.22	89.81
	2014	354,155	59,188,547	32,341,887	5,933,095	4,247	7,615	1.20	91.32
	2015	351,298	58,804,236	32,029,960	5,673,257	4,474	7,159	1.27	91.18
	Total	1,084,292	181,518,771	98,397,179	19,587,153	13,360	7,365	1.23	90.75
140	2013	23,324	3,948,160	3,323,300	342,106	397	8,371	1.70	142.48
	2014	21,664	3,699,704	2,962,243	308,497	388	7,635	1.79	136.74
	2015	21,111	3,645,797	2,486,861	263,029	365	6,813	1.73	117.80
	Total	66,099	11,293,661	8,772,404	913,632	1,150	7,628	1.74	132.72
150	2013	88,404	15,923,902	10,033,112	1,640,267	1,447	6,934	1.64	113.49
	2014	85,064	15,266,677	7,340,357	1,069,805	1,258	5,835	1.48	86.29
	2015	86,361	15,546,936	7,913,939	707,574	1,353	5,849	1.57	91.64
	Total	259,829	46,737,515	25,287,408	3,417,646	4,058	6,231	1.56	97.32

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Notes:

- (1) Not under fleet plan.
- (2) Premiums include charges for excess limits for Bodily Injury.
- (3) Claim frequency is per 100 cars.
- (4) Basic limits.
- (5) Incurred losses include allocated loss adjustment expenses.

NORTH CAROLINA
AUTOMOBILE LIABILITY EXPERIENCE (1)
PRIVATE PASSENGER - VOLUNTARY AND CEDED RISKS
BODILY INJURY

Territory	Accident Year	Earned Car Years	Collected Earned Premium (2)	<u>Incurred Losses (5)</u>		Claims	Average Claim Cost (4)	Claim Freq. (3)	Pure Prem. (4)
				Basic Limits	Excess Limits				
170	2013	159,941	27,261,628	12,112,858	3,163,248	1,542	7,855	0.96	75.73
	2014	156,066	26,436,437	10,850,340	2,149,123	1,414	7,674	0.91	69.52
	2015	157,203	26,476,602	10,909,439	1,737,190	1,583	6,892	1.01	69.40
	Total	473,210	80,174,667	33,872,637	7,049,561	4,539	7,463	0.96	71.58
180	2013	94,107	17,375,461	10,033,305	1,118,773	1,309	7,665	1.39	106.62
	2014	91,143	16,777,461	9,977,008	1,464,936	1,249	7,988	1.37	109.47
	2015	91,310	16,827,055	8,825,421	1,401,254	1,190	7,416	1.30	96.65
	Total	276,560	50,979,977	28,835,734	3,984,963	3,748	7,694	1.36	104.27
190	2013	152,392	29,692,738	13,513,682	4,061,401	1,879	7,192	1.23	88.68
	2014	149,338	29,162,732	14,699,379	4,343,153	1,975	7,443	1.32	98.43
	2015	152,185	29,667,519	14,176,159	2,327,510	1,993	7,113	1.31	93.15
	Total	453,915	88,522,989	42,389,220	10,732,064	5,847	7,250	1.29	93.39
200	2013	62,531	12,169,806	6,951,342	1,198,870	905	7,681	1.45	111.17
	2014	60,182	11,743,744	6,571,851	872,447	865	7,598	1.44	109.20
	2015	61,343	11,964,219	6,198,789	438,073	872	7,109	1.42	101.05
	Total	184,056	35,877,769	19,721,982	2,509,390	2,642	7,465	1.44	107.15
210	2013	15,821	3,111,680	1,055,418	265,559	115	9,178	0.73	66.71
	2014	15,490	3,008,613	968,003	362,500	119	8,134	0.77	62.49
	2015	15,987	3,071,460	996,778	121,719	115	8,668	0.72	62.35
	Total	47,298	9,191,753	3,020,199	749,778	349	8,654	0.74	63.85

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Notes:

- (1) Not under fleet plan.
- (2) Premiums include charges for excess limits for Bodily Injury.
- (3) Claim frequency is per 100 cars.
- (4) Basic limits.
- (5) Incurred losses include allocated loss adjustment expenses.

NORTH CAROLINA
AUTOMOBILE LIABILITY EXPERIENCE (1)
PRIVATE PASSENGER - VOLUNTARY AND CEDED RISKS
BODILY INJURY

Territory	Accident Year	Earned Car Years	Collected Earned Premium (2)	<u>Incurring Losses (5)</u>		Claims	Average Claim Cost (4)	Claim Freq. (3)	Pure Prem. (4)
				Basic Limits	Excess Limits				
220	2013	54,167	10,051,573	7,274,948	1,708,359	844	8,620	1.56	134.31
	2014	50,480	9,242,320	6,913,540	1,184,303	811	8,525	1.61	136.96
	2015	49,392	8,998,465	4,889,787	1,195,422	647	7,558	1.31	99.00
	Total	154,039	28,292,358	19,078,275	4,088,084	2,302	8,288	1.49	123.85
230	2013	79,352	16,268,934	11,771,856	1,235,353	1,472	7,997	1.86	148.35
	2014	72,487	14,652,090	10,239,761	1,875,117	1,213	8,442	1.67	141.26
	2015	68,349	13,736,294	8,252,829	582,342	1,058	7,800	1.55	120.75
	Total	220,188	44,657,318	30,264,446	3,692,812	3,743	8,086	1.70	137.45
240	2013	71,948	12,135,060	8,574,434	1,195,245	1,172	7,316	1.63	119.18
	2014	65,689	10,989,147	7,848,681	1,381,370	1,109	7,077	1.69	119.48
	2015	64,825	10,836,389	9,210,259	874,065	1,171	7,865	1.81	142.08
	Total	202,462	33,960,596	25,633,374	3,450,680	3,452	7,426	1.71	126.61
250	2013	229,759	49,710,437	29,155,135	4,753,628	4,479	6,509	1.95	126.89
	2014	222,411	47,824,766	27,155,160	3,053,871	4,060	6,688	1.83	122.09
	2015	223,048	47,937,140	28,100,533	2,856,779	4,477	6,277	2.01	125.98
	Total	675,218	145,472,343	84,410,828	10,664,278	13,016	6,485	1.93	125.01
260	2013	474,705	90,081,110	46,440,677	9,375,283	6,270	7,407	1.32	97.83
	2014	462,978	87,481,277	43,760,248	9,365,457	5,912	7,402	1.28	94.52
	2015	470,938	88,960,137	43,672,520	8,707,353	6,349	6,879	1.35	92.74
	Total	1,408,621	266,522,524	133,873,445	27,448,093	18,531	7,224	1.32	95.04

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Notes:

- (1) Not under fleet plan.
- (2) Premiums include charges for excess limits for Bodily Injury.
- (3) Claim frequency is per 100 cars.
- (4) Basic limits.
- (5) Incurred losses include allocated loss adjustment expenses.

NORTH CAROLINA
AUTOMOBILE LIABILITY EXPERIENCE (1)
PRIVATE PASSENGER - VOLUNTARY AND CEDED RISKS
BODILY INJURY

Territory	Accident Year	Earned Car Years	Collected Earned Premium (2)	<u>Incurred Losses (5)</u>		Claims	Average Claim Cost (4)	Claim Freq. (3)	Pure Prem. (4)
				Basic Limits	Excess Limits				
270	2013	177,580	31,818,566	11,844,394	3,895,484	1,864	6,354	1.05	66.70
	2014	179,641	32,241,365	12,704,610	3,584,419	1,914	6,638	1.07	70.72
	2015	183,931	33,053,801	14,135,382	3,503,893	2,176	6,496	1.18	76.85
	Total	541,152	97,113,732	38,684,386	10,983,796	5,954	6,497	1.10	71.49
280	2013	139,869	25,606,699	18,230,559	2,802,178	2,742	6,649	1.96	130.34
	2014	139,492	25,644,216	17,153,318	2,533,098	2,523	6,799	1.81	122.97
	2015	143,535	26,714,154	17,484,719	1,633,088	2,683	6,517	1.87	121.82
	Total	422,896	77,965,069	52,868,596	6,968,364	7,948	6,652	1.88	125.02
290	2013	78,984	14,043,180	9,396,936	1,172,980	1,519	6,186	1.92	118.97
	2014	79,209	14,007,611	8,409,556	755,015	1,408	5,973	1.78	106.17
	2015	82,007	14,523,543	9,267,332	749,323	1,582	5,858	1.93	113.01
	Total	240,200	42,574,334	27,073,824	2,677,318	4,509	6,004	1.88	112.71
300	2013	328,940	59,422,441	25,405,476	6,281,622	3,855	6,590	1.17	77.23
	2014	333,760	60,187,185	23,022,694	5,676,658	3,475	6,625	1.04	68.98
	2015	344,414	61,887,633	25,389,696	5,284,685	4,053	6,264	1.18	73.72
	Total	1,007,114	181,497,259	73,817,866	17,242,965	11,383	6,485	1.13	73.30
310	2013	69,859	11,232,071	3,706,231	633,548	598	6,198	0.86	53.05
	2014	69,968	11,246,442	3,782,865	1,488,902	592	6,390	0.85	54.07
	2015	70,893	11,391,094	4,145,573	529,110	647	6,407	0.91	58.48
	Total	210,720	33,869,607	11,634,669	2,651,560	1,837	6,334	0.87	55.21

H-213

Notes:

- (1) Not under fleet plan.
- (2) Premiums include charges for excess limits for Bodily Injury.
- (3) Claim frequency is per 100 cars.
- (4) Basic limits.
- (5) Incurred losses include allocated loss adjustment expenses.

NORTH CAROLINA
AUTOMOBILE LIABILITY EXPERIENCE (1)
PRIVATE PASSENGER - VOLUNTARY AND CEDED RISKS
BODILY INJURY

Territory	Accident Year	Earned Car Years	Collected Earned Premium (2)	<u>Incurred Losses (5)</u>		Claims	Average Claim Cost (4)	Claim Freq. (3)	Pure Prem. (4)
				Basic Limits	Excess Limits				
320	2013	785,529	109,834,656	53,680,367	15,029,579	7,685	6,985	0.98	68.34
	2014	761,942	105,931,007	51,840,940	13,045,015	7,343	7,060	0.96	68.04
	2015	768,444	106,742,773	52,109,134	10,865,686	7,805	6,676	1.02	67.81
	Total	2,315,915	322,508,436	157,630,441	38,940,280	22,833	6,904	0.99	68.06
340	2013	152,975	27,199,966	17,741,820	3,413,007	2,817	6,298	1.84	115.98
	2014	148,597	26,334,900	16,988,204	1,854,854	2,622	6,479	1.76	114.32
	2015	150,299	26,919,078	16,268,799	1,367,921	2,758	5,899	1.84	108.24
	Total	451,871	80,453,944	50,998,823	6,635,782	8,197	6,222	1.81	112.86
350	2013	417,243	66,508,679	30,822,784	10,714,764	4,589	6,717	1.10	73.87
	2014	411,226	65,825,227	29,828,938	9,663,817	4,440	6,718	1.08	72.54
	2015	417,049	66,807,629	30,145,075	6,257,284	4,824	6,249	1.16	72.28
	Total	1,245,518	199,141,535	90,796,797	26,635,865	13,853	6,554	1.11	72.90
360	2013	152,649	22,316,329	12,937,574	3,748,996	1,899	6,813	1.24	84.75
	2014	145,822	21,456,497	11,797,889	2,549,327	1,687	6,993	1.16	80.91
	2015	147,579	21,878,635	12,178,975	2,057,770	1,908	6,383	1.29	82.53
	Total	446,050	65,651,461	36,914,438	8,356,093	5,494	6,719	1.23	82.76
370	2013	336,051	54,922,267	33,948,824	6,491,826	5,052	6,720	1.50	101.02
	2014	331,754	54,323,423	34,556,720	8,430,586	4,952	6,978	1.49	104.16
	2015	338,499	56,012,552	35,713,065	5,303,052	5,528	6,460	1.63	105.50
	Total	1,006,304	165,258,242	104,218,609	20,225,464	15,532	6,710	1.54	103.57

H-214

Notes:

- (1) Not under fleet plan.
- (2) Premiums include charges for excess limits for Bodily Injury.
- (3) Claim frequency is per 100 cars.
- (4) Basic limits.
- (5) Incurred losses include allocated loss adjustment expenses.

NORTH CAROLINA
AUTOMOBILE LIABILITY EXPERIENCE (1)
PRIVATE PASSENGER - VOLUNTARY AND CEDED RISKS
BODILY INJURY

Territory	Accident Year	Earned Car Years	Collected Earned Premium (2)	<u>Incurred Losses (5)</u>		Claims	Average Claim Cost (4)	Claim Freq. (3)	Pure Prem. (4)
				Basic Limits	Excess Limits				
380	2013	74,455	11,167,905	8,069,302	1,301,985	1,096	7,363	1.47	108.38
	2014	72,613	10,930,340	7,707,319	2,096,182	1,146	6,725	1.58	106.14
	2015	73,637	11,235,734	7,549,486	2,417,857	1,342	5,626	1.82	102.52
	Total	220,705	33,333,979	23,326,107	5,816,024	3,584	6,508	1.62	105.69
390	2013	216,175	45,244,505	18,029,660	4,090,223	2,900	6,217	1.34	83.40
	2014	218,372	45,314,375	20,909,729	5,508,626	3,167	6,602	1.45	95.75
	2015	222,475	46,045,881	21,298,336	3,387,866	3,245	6,563	1.46	95.73
	Total	657,022	136,604,761	60,237,725	12,986,715	9,312	6,469	1.42	91.68
420	2013	176,928	38,606,741	33,592,719	3,573,323	5,483	6,127	3.10	189.87
	2014	177,611	38,412,280	32,341,601	2,929,697	5,420	5,967	3.05	182.09
	2015	181,271	39,757,074	36,192,650	3,152,596	5,923	6,111	3.27	199.66
	Total	535,810	116,776,095	102,126,970	9,655,616	16,826	6,070	3.14	190.60
440	2013	125,493	24,804,043	12,736,772	1,447,494	2,068	6,159	1.65	101.49
	2014	124,794	24,616,681	13,861,544	2,634,241	2,215	6,258	1.77	111.08
	2015	128,811	25,294,369	13,727,065	1,314,368	2,296	5,979	1.78	106.57
	Total	379,098	74,715,093	40,325,381	5,396,103	6,579	6,129	1.74	106.37
450	2013	63,598	12,306,047	7,615,276	774,716	1,174	6,487	1.85	119.74
	2014	61,335	11,756,140	7,405,803	804,082	1,195	6,197	1.95	120.74
	2015	61,797	11,972,797	8,958,525	1,288,352	1,374	6,520	2.22	144.97
	Total	186,730	36,034,984	23,979,604	2,867,150	3,743	6,407	2.00	128.42

H-215

Notes:

- (1) Not under fleet plan.
- (2) Premiums include charges for excess limits for Bodily Injury.
- (3) Claim frequency is per 100 cars.
- (4) Basic limits.
- (5) Incurred losses include allocated loss adjustment expenses.

NORTH CAROLINA
AUTOMOBILE LIABILITY EXPERIENCE (1)
PRIVATE PASSENGER - VOLUNTARY AND CEDED RISKS
BODILY INJURY

Territory	Accident Year	Earned Car Years	Collected Earned Premium (2)	<u>Incurred Losses (5)</u>		Claims	Average Claim Cost (4)	Claim Freq. (3)	Pure Prem. (4)
				Basic Limits	Excess Limits				
460	2013	539,506	81,650,836	46,018,384	11,621,997	6,630	6,941	1.23	85.30
	2014	530,059	79,892,147	43,694,493	10,571,154	6,521	6,701	1.23	82.43
	2015	537,040	81,209,021	45,707,072	9,742,817	6,936	6,590	1.29	85.11
	Total	1,606,605	242,752,004	135,419,949	31,935,968	20,087	6,742	1.25	84.29
470	2013	133,625	19,195,918	13,566,303	2,777,966	1,884	7,201	1.41	101.53
	2014	128,230	18,307,923	11,552,267	1,824,367	1,678	6,885	1.31	90.09
	2015	128,835	18,543,190	12,541,654	2,238,517	1,866	6,721	1.45	97.35
	Total	390,690	56,047,031	37,660,224	6,840,850	5,428	6,938	1.39	96.39
480	2013	193,650	26,205,723	11,913,016	3,733,087	1,547	7,701	0.80	61.52
	2014	187,801	25,084,282	10,618,330	4,335,058	1,466	7,243	0.78	56.54
	2015	187,659	24,978,043	10,952,835	3,471,188	1,637	6,691	0.87	58.37
	Total	569,110	76,268,048	33,484,181	11,539,333	4,650	7,201	0.82	58.84
490	2013	473,955	65,390,138	28,905,253	9,310,751	3,850	7,508	0.81	60.99
	2014	467,077	64,013,921	26,389,232	9,498,638	3,546	7,442	0.76	56.50
	2015	473,865	64,984,302	27,828,587	7,221,126	3,962	7,024	0.84	58.73
	Total	1,414,897	194,388,361	83,123,072	26,030,515	11,358	7,318	0.80	58.75
Statewide	2013	6,926,726	1,164,333,451	623,669,771	138,918,577	89,999	6,930	1.30	90.04
	2014	6,762,603	1,132,865,288	596,523,382	129,650,180	86,186	6,921	1.27	88.21
	2015	6,842,556	1,148,171,330	608,208,660	105,772,604	92,358	6,585	1.35	88.89
	Total	20,531,885	3,445,370,069	1,828,401,813	374,341,361	268,543	6,809	1.31	89.05

H-216

Notes:

- (1) Not under fleet plan.
- (2) Premiums include charges for excess limits for Bodily Injury.
- (3) Claim frequency is per 100 cars.
- (4) Basic limits.
- (5) Incurred losses include allocated loss adjustment expenses.

NORTH CAROLINA
AUTOMOBILE LIABILITY EXPERIENCE (1)
PRIVATE PASSENGER - VOLUNTARY AND CEDED RISKS
PROPERTY DAMAGE

Territory	Accident Year	Earned Car Years	Collected Earned Premium (2)	<u>Incurring Losses (5)</u>		Claims	Average Claim Cost (4)	Claim Freq. (3)	Pure Prem. (4)
				Basic Limits	Excess Limits				
110	2013	85,858	9,519,818	7,233,921	74,241	2,464	2,936	2.87	84.25
	2014	82,930	9,065,182	7,669,039	67,233	2,423	3,165	2.92	92.48
	2015	84,177	9,174,709	7,880,248	107,655	2,516	3,132	2.99	93.62
	Total	252,965	27,759,709	22,783,208	249,129	7,403	3,078	2.93	90.06
120	2013	318,514	34,255,030	22,467,856	164,842	8,507	2,641	2.67	70.54
	2014	303,223	32,139,853	22,727,053	332,603	7,923	2,868	2.61	74.95
	2015	302,989	31,851,408	24,438,683	498,940	8,157	2,996	2.69	80.66
	Total	924,726	98,246,291	69,633,592	996,385	24,587	2,832	2.66	75.30
130	2013	378,839	42,186,062	29,752,139	487,195	10,502	2,833	2.77	78.54
	2014	354,155	39,192,418	28,464,160	291,196	9,598	2,966	2.71	80.37
	2015	351,298	38,657,369	30,007,634	641,343	9,710	3,090	2.76	85.42
	Total	1,084,292	120,035,849	88,223,933	1,419,734	29,810	2,960	2.75	81.37
140	2013	23,324	3,017,883	2,015,936	3,104	814	2,477	3.49	86.43
	2014	21,664	2,804,325	2,228,308	32,670	781	2,853	3.61	102.86
	2015	21,111	2,727,522	2,113,651	9,199	708	2,985	3.35	100.12
	Total	66,099	8,549,730	6,357,895	44,973	2,303	2,761	3.48	96.19
150	2013	88,404	11,112,361	9,644,379	115,977	3,531	2,731	3.99	109.09
	2014	85,064	10,660,749	9,260,919	80,957	3,205	2,890	3.77	108.87
	2015	86,361	10,873,063	9,984,648	104,639	3,377	2,957	3.91	115.62
	Total	259,829	32,646,173	28,889,946	301,573	10,113	2,857	3.89	111.19

H-217

Notes:

- (1) Not under fleet plan.
- (2) Premiums include charges for excess limits.
- (3) Claim frequency is per 100 cars.
- (4) Basic limits.
- (5) Incurred losses include allocated loss adjustment expenses.

NORTH CAROLINA
AUTOMOBILE LIABILITY EXPERIENCE (1)
PRIVATE PASSENGER - VOLUNTARY AND CEDED RISKS
PROPERTY DAMAGE

Territory	Accident Year	Earned Car Years	Collected Earned Premium (2)	<u>Incurred Losses (5)</u>		Claims	Average Claim Cost (4)	Claim Freq. (3)	Pure Prem. (4)
				Basic Limits	Excess Limits				
170	2013	159,941	19,274,998	14,037,488	98,922	5,218	2,690	3.26	87.77
	2014	156,066	18,721,177	14,356,678	83,104	5,051	2,842	3.24	91.99
	2015	157,203	18,812,117	14,859,623	147,131	5,214	2,850	3.32	94.53
	Total	473,210	56,808,292	43,253,789	329,157	15,483	2,794	3.27	91.41
180	2013	94,107	15,476,964	12,638,952	70,211	4,473	2,826	4.75	134.30
	2014	91,143	14,881,859	12,624,736	141,820	4,981	2,535	5.47	138.52
	2015	91,310	14,926,782	11,627,877	82,970	4,535	2,564	4.97	127.35
	Total	276,560	45,285,605	36,891,565	295,001	13,989	2,637	5.06	133.39
190	2013	152,392	21,293,616	17,190,406	217,807	5,884	2,922	3.86	112.80
	2014	149,338	20,880,837	18,116,009	180,547	5,818	3,114	3.90	121.31
	2015	152,185	21,286,212	19,380,868	204,718	6,045	3,206	3.97	127.35
	Total	453,915	63,460,665	54,687,283	603,072	17,747	3,081	3.91	120.48
200	2013	62,531	8,392,166	6,262,441	47,539	2,173	2,882	3.48	100.15
	2014	60,182	8,057,000	6,493,811	83,842	2,088	3,110	3.47	107.90
	2015	61,343	8,191,876	7,096,257	57,131	2,233	3,178	3.64	115.68
	Total	184,056	24,641,042	19,852,509	188,512	6,494	3,057	3.53	107.86
210	2013	15,821	1,659,036	1,104,510	27,211	386	2,861	2.44	69.81
	2014	15,490	1,598,907	1,031,474	0	346	2,981	2.23	66.59
	2015	15,987	1,625,278	1,231,173	21,235	425	2,897	2.66	77.01
	Total	47,298	4,883,221	3,367,157	48,446	1,157	2,910	2.45	71.19

H-218

Notes:

- (1) Not under fleet plan.
- (2) Premiums include charges for excess limits.
- (3) Claim frequency is per 100 cars.
- (4) Basic limits.
- (5) Incurred losses include allocated loss adjustment expenses.

NORTH CAROLINA
AUTOMOBILE LIABILITY EXPERIENCE (1)
PRIVATE PASSENGER - VOLUNTARY AND CEDED RISKS
PROPERTY DAMAGE

Territory	Accident Year	Earned Car Years	Collected Earned Premium (2)	<u>Incurred Losses (5)</u>		Claims	Average Claim Cost (4)	Claim Freq. (3)	Pure Prem. (4)
				Basic Limits	Excess Limits				
220	2013	54,167	6,100,194	4,029,163	86,428	1,464	2,752	2.70	74.38
	2014	50,480	5,611,331	4,412,618	104,064	1,348	3,273	2.67	87.41
	2015	49,392	5,417,181	3,955,146	20,019	1,215	3,255	2.46	80.08
	Total	154,039	17,128,706	12,396,927	210,511	4,027	3,078	2.61	80.48
230	2013	79,352	9,818,087	6,272,087	32,201	2,387	2,628	3.01	79.04
	2014	72,487	8,790,299	6,118,484	74,293	2,063	2,966	2.85	84.41
	2015	68,349	8,084,800	5,701,354	75,478	1,840	3,099	2.69	83.42
	Total	220,188	26,693,186	18,091,925	181,972	6,290	2,876	2.86	82.17
240	2013	71,948	8,341,102	5,412,781	57,200	2,109	2,567	2.93	75.23
	2014	65,689	7,505,346	5,367,145	137,227	1,856	2,892	2.83	81.71
	2015	64,825	7,328,815	5,560,528	47,654	1,897	2,931	2.93	85.78
	Total	202,462	23,175,263	16,340,454	242,081	5,862	2,788	2.90	80.71
250	2013	229,759	36,242,056	32,824,183	250,057	11,288	2,908	4.91	142.86
	2014	222,411	34,907,924	29,970,370	222,197	11,236	2,667	5.05	134.75
	2015	223,048	35,204,528	30,507,337	309,425	11,313	2,697	5.07	136.77
	Total	675,218	106,354,508	93,301,890	781,679	33,837	2,757	5.01	138.18
260	2013	474,705	58,560,119	45,029,587	427,615	15,854	2,840	3.34	94.86
	2014	462,978	56,730,592	45,821,807	372,087	15,470	2,962	3.34	98.97
	2015	470,938	57,736,813	49,258,058	740,827	16,137	3,052	3.43	104.60
	Total	1,408,621	173,027,524	140,109,452	1,540,529	47,461	2,952	3.37	99.47

H-219

Notes:

- (1) Not under fleet plan.
- (2) Premiums include charges for excess limits.
- (3) Claim frequency is per 100 cars.
- (4) Basic limits.
- (5) Incurred losses include allocated loss adjustment expenses.

NORTH CAROLINA
AUTOMOBILE LIABILITY EXPERIENCE (1)
PRIVATE PASSENGER - VOLUNTARY AND CEDED RISKS
PROPERTY DAMAGE

Territory	Accident Year	Earned Car Years	Collected Earned Premium (2)	<u>Incurred Losses (5)</u>		Claims	Average Claim Cost (4)	Claim Freq. (3)	Pure Prem. (4)
				Basic Limits	Excess Limits				
270	2013	177,580	24,418,894	20,143,192	158,092	7,079	2,845	3.99	113.43
	2014	179,641	24,729,548	20,786,500	296,797	7,202	2,886	4.01	115.71
	2015	183,931	25,423,685	21,810,388	344,597	7,403	2,946	4.02	118.58
	Total	541,152	74,572,127	62,740,080	799,486	21,684	2,893	4.01	115.94
280	2013	139,869	22,178,621	19,306,844	180,847	6,806	2,837	4.87	138.04
	2014	139,492	22,022,004	19,175,464	145,030	6,676	2,872	4.79	137.47
	2015	143,535	22,870,252	20,270,187	244,163	7,172	2,826	5.00	141.22
	Total	422,896	67,070,877	58,752,495	570,040	20,654	2,845	4.88	138.93
290	2013	78,984	11,423,396	9,632,658	116,876	3,515	2,740	4.45	121.96
	2014	79,209	11,334,083	9,424,624	25,905	3,386	2,783	4.27	118.98
	2015	82,007	11,714,113	10,399,938	91,945	3,465	3,001	4.23	126.82
	Total	240,200	34,471,592	29,457,220	234,726	10,366	2,842	4.32	122.64
300	2013	328,940	46,407,911	36,373,739	187,312	13,306	2,734	4.05	110.58
	2014	333,760	46,941,747	37,401,987	468,001	13,382	2,795	4.01	112.06
	2015	344,414	48,497,531	41,423,178	644,783	14,247	2,908	4.14	120.27
	Total	1,007,114	141,847,189	115,198,904	1,300,096	40,935	2,814	4.06	114.39
310	2013	69,859	8,085,832	6,824,659	69,325	2,613	2,612	3.74	97.69
	2014	69,968	8,107,854	6,535,719	42,635	2,495	2,620	3.57	93.41
	2015	70,893	8,251,321	6,902,284	36,371	2,494	2,768	3.52	97.36
	Total	210,720	24,445,007	20,262,662	148,331	7,602	2,665	3.61	96.16

H-220

Notes:

- (1) Not under fleet plan.
- (2) Premiums include charges for excess limits.
- (3) Claim frequency is per 100 cars.
- (4) Basic limits.
- (5) Incurred losses include allocated loss adjustment expenses.

NORTH CAROLINA
AUTOMOBILE LIABILITY EXPERIENCE (1)
PRIVATE PASSENGER - VOLUNTARY AND CEDED RISKS
PROPERTY DAMAGE

Territory	Accident Year	Earned Car Years	Collected Earned Premium (2)	<u>Incurred Losses (5)</u>		Claims	Average Claim Cost (4)	Claim Freq. (3)	Pure Prem. (4)
				Basic Limits	Excess Limits				
320	2013	785,529	85,470,437	57,704,823	547,286	21,882	2,637	2.79	73.46
	2014	761,942	82,453,774	58,839,985	967,465	21,251	2,769	2.79	77.22
	2015	768,444	82,765,684	64,340,420	1,011,627	21,891	2,939	2.85	83.73
	Total	2,315,915	250,689,895	180,885,228	2,526,378	65,024	2,782	2.81	78.11
340	2013	152,975	21,899,589	16,687,534	90,799	6,718	2,484	4.39	109.09
	2014	148,597	21,255,490	17,770,108	210,091	6,318	2,813	4.25	119.59
	2015	150,299	21,589,875	18,886,129	155,902	6,680	2,827	4.44	125.66
	Total	451,871	64,744,954	53,343,771	456,792	19,716	2,706	4.36	118.05
350	2013	417,243	51,226,748	36,820,861	310,459	14,444	2,549	3.46	88.25
	2014	411,226	50,528,020	38,101,802	343,693	14,115	2,699	3.43	92.65
	2015	417,049	51,388,878	41,041,090	534,508	14,616	2,808	3.50	98.41
	Total	1,245,518	153,143,646	115,963,753	1,188,660	43,175	2,686	3.47	93.10
360	2013	152,649	17,917,047	12,407,701	110,000	4,836	2,566	3.17	81.28
	2014	145,822	17,253,849	12,927,274	244,071	4,556	2,837	3.12	88.65
	2015	147,579	17,471,856	13,603,232	136,723	4,855	2,802	3.29	92.18
	Total	446,050	52,642,752	38,938,207	490,794	14,247	2,733	3.19	87.30
370	2013	336,051	42,443,521	36,481,033	346,052	13,220	2,760	3.93	108.56
	2014	331,754	41,930,533	37,570,648	545,383	12,808	2,933	3.86	113.25
	2015	338,499	42,994,443	41,184,334	450,461	13,633	3,021	4.03	121.67
	Total	1,006,304	127,368,497	115,236,015	1,341,896	39,661	2,906	3.94	114.51

H-221

Notes:

- (1) Not under fleet plan.
- (2) Premiums include charges for excess limits.
- (3) Claim frequency is per 100 cars.
- (4) Basic limits.
- (5) Incurred losses include allocated loss adjustment expenses.

NORTH CAROLINA
AUTOMOBILE LIABILITY EXPERIENCE (1)
PRIVATE PASSENGER - VOLUNTARY AND CEDED RISKS
PROPERTY DAMAGE

Territory	Accident Year	Earned Car Years	Collected Earned Premium (2)	<u>Incurred Losses (5)</u>		Claims	Average Claim Cost (4)	Claim Freq. (3)	Pure Prem. (4)
				Basic Limits	Excess Limits				
380	2013	74,455	8,515,439	7,719,592	113,250	2,658	2,904	3.57	103.68
	2014	72,613	8,316,616	7,861,454	54,286	2,577	3,051	3.55	108.27
	2015	73,637	8,487,165	9,257,379	271,889	2,837	3,263	3.85	125.72
	Total	220,705	25,319,220	24,838,425	439,425	8,072	3,077	3.66	112.54
390	2013	216,175	31,912,758	27,273,874	328,424	9,803	2,782	4.53	126.17
	2014	218,372	32,164,017	30,050,582	442,687	10,164	2,957	4.65	137.61
	2015	222,475	32,738,981	30,230,900	653,518	10,111	2,990	4.54	135.88
	Total	657,022	96,815,756	87,555,356	1,424,629	30,078	2,911	4.58	133.26
420	2013	176,928	30,580,486	27,881,058	168,315	10,280	2,712	5.81	157.58
	2014	177,611	30,642,872	29,877,072	290,353	10,415	2,869	5.86	168.22
	2015	181,271	31,352,033	31,995,790	266,987	10,836	2,953	5.98	176.51
	Total	535,810	92,575,391	89,753,920	725,655	31,531	2,847	5.88	167.51
440	2013	125,493	18,440,340	14,782,199	92,110	5,345	2,766	4.26	117.79
	2014	124,794	18,318,163	15,095,842	166,481	5,215	2,895	4.18	120.97
	2015	128,811	18,848,690	16,512,340	269,348	5,545	2,978	4.30	128.19
	Total	379,098	55,607,193	46,390,381	527,939	16,105	2,880	4.25	122.37
450	2013	63,598	8,928,153	7,127,151	48,687	2,635	2,705	4.14	112.07
	2014	61,335	8,531,015	7,048,787	96,172	2,521	2,796	4.11	114.92
	2015	61,797	8,617,633	8,200,854	35,904	2,786	2,944	4.51	132.71
	Total	186,730	26,076,801	22,376,792	180,763	7,942	2,818	4.25	119.84

H-222

Notes:

- (1) Not under fleet plan.
- (2) Premiums include charges for excess limits.
- (3) Claim frequency is per 100 cars.
- (4) Basic limits.
- (5) Incurred losses include allocated loss adjustment expenses.

NORTH CAROLINA
AUTOMOBILE LIABILITY EXPERIENCE (1)
PRIVATE PASSENGER - VOLUNTARY AND CEDED RISKS
PROPERTY DAMAGE

Territory	Accident Year	Earned Car Years	Collected Earned Premium (2)	<u>Incurred Losses (5)</u>		Claims	Average Claim Cost (4)	Claim Freq. (3)	Pure Prem. (4)
				Basic Limits	Excess Limits				
460	2013	539,506	63,584,187	51,508,366	642,784	19,235	2,678	3.57	95.47
	2014	530,059	62,079,254	53,502,272	623,635	18,317	2,921	3.46	100.94
	2015	537,040	62,983,566	58,446,765	865,031	19,210	3,043	3.58	108.83
	Total	1,606,605	188,647,007	163,457,403	2,131,450	56,762	2,880	3.53	101.74
470	2013	133,625	14,991,707	11,244,204	63,145	4,238	2,653	3.17	84.15
	2014	128,230	14,266,277	11,345,493	75,357	3,960	2,865	3.09	88.48
	2015	128,835	14,323,702	12,358,562	69,418	4,121	2,999	3.20	95.93
	Total	390,690	43,581,686	34,948,259	207,920	12,319	2,837	3.15	89.45
480	2013	193,650	20,331,515	13,463,350	137,918	5,177	2,601	2.67	69.52
	2014	187,801	19,459,835	14,263,894	283,603	4,962	2,875	2.64	75.95
	2015	187,659	19,293,989	14,845,431	171,380	5,132	2,893	2.73	79.11
	Total	569,110	59,085,339	42,572,675	592,901	15,271	2,788	2.68	74.81
490	2013	473,955	53,478,743	36,913,947	470,000	14,082	2,621	2.97	77.88
	2014	467,077	52,313,221	37,937,530	380,669	13,697	2,770	2.93	81.22
	2015	473,865	53,087,543	40,738,455	422,798	14,263	2,856	3.01	85.97
	Total	1,414,897	158,879,507	115,589,932	1,273,467	42,042	2,749	2.97	81.69
Statewide	2013	6,926,726	867,484,816	666,212,614	6,342,231	244,926	2,720	3.54	96.18
	2014	6,762,603	844,195,971	680,179,648	7,906,154	238,204	2,855	3.52	100.58
	2015	6,842,556	854,599,413	726,050,741	9,745,717	246,619	2,944	3.60	106.11
	Total	20,531,885	2,566,280,200	2,072,443,003	23,994,102	729,749	2,840	3.55	100.94

H-223

Notes:

- (1) Not under fleet plan.
- (2) Premiums include charges for excess limits.
- (3) Claim frequency is per 100 cars.
- (4) Basic limits.
- (5) Incurred losses include allocated loss adjustment expenses.

NORTH CAROLINA
AUTOMOBILE LIABILITY EXPERIENCE (1)
PRIVATE PASSENGER - VOLUNTARY AND CEDED RISKS
MEDICAL PAYMENTS

Territory	Accident Year	Earned Car Years	Collected Earned Premium (2)	<u>Incurred Losses (5)</u>		Claims	Average Claim Cost (4)	Claim Freq. (3)	Pure Prem. (4)
				Basic Limits	Excess Limits				
110	2013	64,959	1,929,779	520,279	283,434	446	1,167	0.69	8.01
	2014	61,443	1,798,305	564,252	362,614	456	1,237	0.74	9.18
	2015	61,326	1,769,333	500,004	299,337	391	1,279	0.64	8.15
	Total	187,728	5,497,417	1,584,535	945,385	1,293	1,225	0.69	8.44
120	2013	262,497	6,361,171	3,244,343	1,255,742	2,907	1,116	1.11	12.36
	2014	246,546	5,872,235	2,938,699	1,383,597	2,666	1,102	1.08	11.92
	2015	242,747	5,770,847	2,902,989	1,288,164	2,552	1,138	1.05	11.96
	Total	751,790	18,004,253	9,086,031	3,927,503	8,125	1,118	1.08	12.09
130	2013	304,467	7,753,452	4,237,439	1,714,370	3,873	1,094	1.27	13.92
	2014	283,010	7,111,541	3,733,991	1,642,747	3,397	1,099	1.20	13.19
	2015	277,894	6,962,394	3,779,820	1,720,612	3,408	1,109	1.23	13.60
	Total	865,371	21,827,387	11,751,250	5,077,729	10,678	1,101	1.23	13.58
140	2013	18,345	499,705	638,906	127,227	434	1,472	2.37	34.83
	2014	16,824	451,157	468,617	136,991	393	1,192	2.34	27.85
	2015	15,887	419,618	354,078	152,825	336	1,054	2.11	22.29
	Total	51,056	1,370,480	1,461,601	417,043	1,163	1,257	2.28	28.63
150	2013	64,341	1,786,370	974,294	502,080	975	999	1.52	15.14
	2014	61,636	1,689,581	993,528	351,062	819	1,213	1.33	16.12
	2015	61,404	1,681,092	870,761	339,975	818	1,065	1.33	14.18
	Total	187,381	5,157,043	2,838,583	1,193,117	2,612	1,087	1.39	15.15

H-224

Notes:

- (1) Not under fleet plan.
- (2) Premiums include charges for excess limits.
- (3) Claim frequency is per 100 cars.
- (4) Basic limits.
- (5) Incurred losses include allocated loss adjustment expenses.

NORTH CAROLINA
AUTOMOBILE LIABILITY EXPERIENCE (1)
PRIVATE PASSENGER - VOLUNTARY AND CEDED RISKS
MEDICAL PAYMENTS

Territory	Accident Year	Earned Car Years	Collected Earned Premium (2)	<u>Incurred Losses (5)</u>		Claims	Average Claim Cost (4)	Claim Freq. (3)	Pure Prem. (4)
				Basic Limits	Excess Limits				
170	2013	113,918	3,268,545	1,006,613	767,735	945	1,065	0.83	8.84
	2014	109,833	3,123,918	985,327	722,603	889	1,108	0.81	8.97
	2015	109,248	3,085,704	1,014,965	607,130	846	1,200	0.77	9.29
	Total	332,999	9,478,167	3,006,905	2,097,468	2,680	1,122	0.80	9.03
180	2013	47,509	1,506,462	533,403	506,187	491	1,086	1.03	11.23
	2014	46,072	1,459,825	468,325	409,119	495	946	1.07	10.17
	2015	46,350	1,451,666	546,851	432,520	514	1,064	1.11	11.80
	Total	139,931	4,417,953	1,548,579	1,347,826	1,500	1,032	1.07	11.07
190	2013	103,029	3,385,105	1,098,944	683,720	915	1,201	0.89	10.67
	2014	100,541	3,316,210	1,196,505	692,751	947	1,263	0.94	11.90
	2015	101,441	3,338,081	1,485,035	770,279	979	1,517	0.97	14.64
	Total	305,011	10,039,396	3,780,484	2,146,750	2,841	1,331	0.93	12.39
200	2013	41,953	1,331,524	691,173	323,972	584	1,184	1.39	16.47
	2014	40,008	1,274,575	652,836	298,278	527	1,239	1.32	16.32
	2015	40,072	1,284,576	664,489	419,815	569	1,168	1.42	16.58
	Total	122,033	3,890,675	2,008,498	1,042,065	1,680	1,196	1.38	16.46
210	2013	12,703	422,039	150,306	69,574	93	1,616	0.73	11.83
	2014	12,329	411,015	108,073	51,421	67	1,613	0.54	8.77
	2015	12,549	418,075	126,357	27,636	67	1,886	0.53	10.07
	Total	37,581	1,251,129	384,736	148,631	227	1,695	0.60	10.24

H-225

Notes:

- (1) Not under fleet plan.
- (2) Premiums include charges for excess limits.
- (3) Claim frequency is per 100 cars.
- (4) Basic limits.
- (5) Incurred losses include allocated loss adjustment expenses.

NORTH CAROLINA
AUTOMOBILE LIABILITY EXPERIENCE (1)
PRIVATE PASSENGER - VOLUNTARY AND CEDED RISKS
MEDICAL PAYMENTS

Territory	Accident Year	Earned Car Years	Collected Earned Premium (2)	<u>Incurred Losses (5)</u>		Claims	Average Claim Cost (4)	Claim Freq. (3)	Pure Prem. (4)
				Basic Limits	Excess Limits				
220	2013	43,965	1,252,632	765,770	253,128	714	1,073	1.62	17.42
	2014	40,511	1,139,953	657,231	204,585	625	1,052	1.54	16.22
	2015	39,426	1,104,326	567,651	183,075	463	1,226	1.17	14.40
	Total	123,902	3,496,911	1,990,652	640,788	1,802	1,105	1.45	16.07
230	2013	61,531	1,877,425	1,207,271	330,833	1,213	995	1.97	19.62
	2014	55,401	1,638,063	981,348	313,996	999	982	1.80	17.71
	2015	52,081	1,517,877	834,014	322,214	825	1,011	1.58	16.01
	Total	169,013	5,033,365	3,022,633	967,043	3,037	995	1.80	17.88
240	2013	58,015	1,436,420	965,835	255,532	943	1,024	1.63	16.65
	2014	52,921	1,294,086	855,074	304,427	795	1,076	1.50	16.16
	2015	51,263	1,254,851	898,467	318,641	770	1,167	1.50	17.53
	Total	162,199	3,985,357	2,719,376	878,600	2,508	1,084	1.55	16.77
250	2013	124,072	4,752,383	1,607,265	1,700,394	2,050	784	1.65	12.95
	2014	119,736	4,582,614	1,555,950	1,628,808	1,954	796	1.63	12.99
	2015	119,527	4,573,378	1,564,632	1,906,539	2,021	774	1.69	13.09
	Total	363,335	13,908,375	4,727,847	5,235,741	6,025	785	1.66	13.01
260	2013	342,179	10,328,877	4,801,736	2,460,904	4,321	1,111	1.26	14.03
	2014	331,685	9,935,699	4,409,775	2,216,662	3,959	1,114	1.19	13.30
	2015	332,918	9,955,538	4,438,921	1,969,005	3,718	1,194	1.12	13.33
	Total	1,006,782	30,220,114	13,650,432	6,646,571	11,998	1,138	1.19	13.56

H-226

Notes:

- (1) Not under fleet plan.
- (2) Premiums include charges for excess limits.
- (3) Claim frequency is per 100 cars.
- (4) Basic limits.
- (5) Incurred losses include allocated loss adjustment expenses.

NORTH CAROLINA
AUTOMOBILE LIABILITY EXPERIENCE (1)
PRIVATE PASSENGER - VOLUNTARY AND CEDED RISKS
MEDICAL PAYMENTS

Territory	Accident Year	Earned Car Years	Collected Earned Premium (2)	<u>Incurred Losses (5)</u>		Claims	Average Claim Cost (4)	Claim Freq. (3)	Pure Prem. (4)
				Basic Limits	Excess Limits				
270	2013	129,718	3,899,971	1,349,421	830,549	1,027	1,314	0.79	10.40
	2014	130,661	3,906,914	1,376,581	796,218	1,003	1,372	0.77	10.54
	2015	132,847	3,965,321	1,165,145	770,246	1,006	1,158	0.76	8.77
	Total	393,226	11,772,206	3,891,147	2,397,013	3,036	1,282	0.77	9.90
280	2013	97,249	2,878,449	1,770,807	1,153,354	1,859	953	1.91	18.21
	2014	96,057	2,848,571	1,825,759	1,222,977	1,692	1,079	1.76	19.01
	2015	97,451	2,931,742	1,837,318	1,041,781	1,707	1,076	1.75	18.85
	Total	290,757	8,658,762	5,433,884	3,418,112	5,258	1,033	1.81	18.69
290	2013	52,129	1,400,416	870,095	588,743	936	930	1.80	16.69
	2014	52,202	1,397,622	839,221	421,586	841	998	1.61	16.08
	2015	53,326	1,434,444	803,573	453,446	840	957	1.58	15.07
	Total	157,657	4,232,482	2,512,889	1,463,775	2,617	960	1.66	15.94
300	2013	226,251	6,807,013	2,039,113	1,281,151	1,856	1,099	0.82	9.01
	2014	228,631	6,856,002	2,111,167	1,098,979	1,797	1,175	0.79	9.23
	2015	233,563	6,987,256	2,093,251	1,298,009	1,719	1,218	0.74	8.96
	Total	688,445	20,650,271	6,243,531	3,678,139	5,372	1,162	0.78	9.07
310	2013	49,040	1,264,800	346,838	240,789	270	1,285	0.55	7.07
	2014	48,940	1,269,987	339,366	177,872	235	1,444	0.48	6.93
	2015	49,312	1,286,673	270,615	264,728	244	1,109	0.49	5.49
	Total	147,292	3,821,460	956,819	683,389	749	1,277	0.51	6.50

H-227

Notes:

- (1) Not under fleet plan.
- (2) Premiums include charges for excess limits.
- (3) Claim frequency is per 100 cars.
- (4) Basic limits.
- (5) Incurred losses include allocated loss adjustment expenses.

NORTH CAROLINA
AUTOMOBILE LIABILITY EXPERIENCE (1)
PRIVATE PASSENGER - VOLUNTARY AND CEDED RISKS
MEDICAL PAYMENTS

Territory	Accident Year	Earned Car Years	Collected Earned Premium (2)	<u>Incurred Losses (5)</u>		Claims	Average Claim Cost (4)	Claim Freq. (3)	Pure Prem. (4)
				Basic Limits	Excess Limits				
320	2013	578,795	11,959,716	5,327,551	2,420,818	4,846	1,099	0.84	9.20
	2014	561,846	11,560,079	4,854,345	2,212,503	4,483	1,083	0.80	8.64
	2015	563,311	11,596,682	4,799,431	2,084,306	4,224	1,136	0.75	8.52
	Total	1,703,952	35,116,477	14,981,327	6,717,627	13,553	1,105	0.80	8.79
340	2013	98,746	2,711,810	1,744,885	879,807	1,687	1,034	1.71	17.67
	2014	96,042	2,625,710	1,716,736	914,094	1,619	1,060	1.69	17.87
	2015	95,979	2,649,092	1,624,284	874,440	1,553	1,046	1.62	16.92
	Total	290,767	7,986,612	5,085,905	2,668,341	4,859	1,047	1.67	17.49
350	2013	294,279	7,355,590	2,671,725	1,623,850	2,339	1,142	0.79	9.08
	2014	291,492	7,282,715	2,683,813	1,487,444	2,227	1,205	0.76	9.21
	2015	293,674	7,356,671	2,805,515	1,459,754	2,284	1,228	0.78	9.55
	Total	879,445	21,994,976	8,161,053	4,571,048	6,850	1,191	0.78	9.28
360	2013	110,572	2,518,694	1,394,083	641,037	1,129	1,235	1.02	12.61
	2014	107,882	2,456,778	1,405,659	473,756	1,034	1,359	0.96	13.03
	2015	107,815	2,476,558	1,224,324	509,855	996	1,229	0.92	11.36
	Total	326,269	7,452,030	4,024,066	1,624,648	3,159	1,274	0.97	12.33
370	2013	250,801	6,326,924	3,475,126	1,816,042	2,950	1,178	1.18	13.86
	2014	247,823	6,260,611	3,581,876	1,834,678	2,812	1,274	1.13	14.45
	2015	250,214	6,390,630	3,333,014	1,833,223	2,814	1,184	1.12	13.32
	Total	748,838	18,978,165	10,390,016	5,483,943	8,576	1,212	1.15	13.87

H-228

Notes:

- (1) Not under fleet plan.
- (2) Premiums include charges for excess limits.
- (3) Claim frequency is per 100 cars.
- (4) Basic limits.
- (5) Incurred losses include allocated loss adjustment expenses.

NORTH CAROLINA
AUTOMOBILE LIABILITY EXPERIENCE (1)
PRIVATE PASSENGER - VOLUNTARY AND CEDED RISKS
MEDICAL PAYMENTS

Territory	Accident Year	Earned Car Years	Collected Earned Premium (2)	<u>Incurred Losses (5)</u>		Claims	Average Claim Cost (4)	Claim Freq. (3)	Pure Prem. (4)
				Basic Limits	Excess Limits				
380	2013	57,847	1,201,473	861,762	381,578	788	1,094	1.36	14.90
	2014	56,703	1,175,798	771,840	403,094	757	1,020	1.34	13.61
	2015	57,274	1,201,480	802,367	293,794	723	1,110	1.26	14.01
	Total	171,824	3,578,751	2,435,969	1,078,466	2,268	1,074	1.32	14.18
390	2013	151,517	5,232,393	1,612,827	1,052,513	1,268	1,272	0.84	10.64
	2014	152,372	5,228,830	1,497,645	1,119,033	1,212	1,236	0.80	9.83
	2015	153,852	5,260,248	1,439,746	857,580	1,232	1,169	0.80	9.36
	Total	457,741	15,721,471	4,550,218	3,029,126	3,712	1,226	0.81	9.94
420	2013	102,725	3,498,284	3,351,844	2,117,579	3,325	1,008	3.24	32.63
	2014	102,794	3,503,877	3,298,660	1,729,581	3,191	1,034	3.10	32.09
	2015	104,363	3,647,165	3,426,090	1,869,768	3,380	1,014	3.24	32.83
	Total	309,882	10,649,326	10,076,594	5,716,928	9,896	1,018	3.19	32.52
440	2013	80,741	2,471,115	1,244,802	680,708	1,157	1,076	1.43	15.42
	2014	80,735	2,470,324	1,256,331	663,456	1,165	1,078	1.44	15.56
	2015	82,167	2,537,741	1,370,974	720,531	1,233	1,112	1.50	16.69
	Total	243,643	7,479,180	3,872,107	2,064,695	3,555	1,089	1.46	15.89
450	2013	40,515	1,153,076	543,616	268,643	595	914	1.47	13.42
	2014	39,847	1,122,311	620,722	291,144	593	1,047	1.49	15.58
	2015	39,643	1,121,643	557,965	290,770	569	981	1.44	14.07
	Total	120,005	3,397,030	1,722,303	850,557	1,757	980	1.46	14.35

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Notes:

- (1) Not under fleet plan.
- (2) Premiums include charges for excess limits.
- (3) Claim frequency is per 100 cars.
- (4) Basic limits.
- (5) Incurred losses include allocated loss adjustment expenses.

NORTH CAROLINA
AUTOMOBILE LIABILITY EXPERIENCE (1)
PRIVATE PASSENGER - VOLUNTARY AND CEDED RISKS
MEDICAL PAYMENTS

Territory	Accident Year	Earned Car Years	Collected Earned Premium (2)	<u>Incurred Losses (5)</u>		Claims	Average Claim Cost (4)	Claim Freq. (3)	Pure Prem. (4)
				Basic Limits	Excess Limits				
460	2013	402,346	8,983,730	4,718,439	2,223,599	3,853	1,225	0.96	11.73
	2014	396,293	8,844,748	4,010,145	1,924,214	3,619	1,108	0.91	10.12
	2015	398,323	8,961,497	4,028,212	2,006,719	3,455	1,166	0.87	10.11
	Total	1,196,962	26,789,975	12,756,796	6,154,532	10,927	1,167	0.91	10.66
470	2013	103,172	2,107,785	1,256,863	513,616	1,175	1,070	1.14	12.18
	2014	99,445	2,003,968	1,106,426	411,555	951	1,163	0.96	11.13
	2015	99,081	2,001,595	1,120,469	433,941	1,002	1,118	1.01	11.31
	Total	301,698	6,113,348	3,483,758	1,359,112	3,128	1,114	1.04	11.55
480	2013	135,377	2,785,080	1,090,748	449,921	894	1,220	0.66	8.06
	2014	131,424	2,689,933	954,398	399,608	750	1,273	0.57	7.26
	2015	131,075	2,675,712	1,091,543	496,927	854	1,278	0.65	8.33
	Total	397,876	8,150,725	3,136,689	1,346,456	2,498	1,256	0.63	7.88
490	2013	320,942	7,422,671	2,477,971	1,483,799	1,941	1,277	0.60	7.72
	2014	316,227	7,277,413	2,684,326	1,440,390	1,834	1,464	0.58	8.49
	2015	318,393	7,336,434	2,516,974	1,409,921	1,873	1,344	0.59	7.91
	Total	955,562	22,036,518	7,679,271	4,334,110	5,648	1,360	0.59	8.04
Statewide	2013	4,946,245	129,870,879	60,592,093	31,882,928	54,799	1,106	1.11	12.25
	2014	4,815,912	125,880,968	57,504,547	29,741,843	50,803	1,132	1.05	11.94
	2015	4,825,796	126,405,940	56,859,844	29,727,506	49,985	1,138	1.04	11.78
	Total	14,587,953	382,157,787	174,956,484	91,352,277	155,587	1,124	1.07	11.99

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Notes:

- (1) Not under fleet plan.
- (2) Premiums include charges for excess limits.
- (3) Claim frequency is per 100 cars.
- (4) Basic limits.
- (5) Incurred losses include allocated loss adjustment expenses.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	Accident Year	Earned Car Years	Collected Earned Premium	Paid Loss	Claims	Average	Claim	Pure
						Claim Cost	Claim Freq. (2)	Prem.
110	2013	16,507	2,453,220	879,170	1,089	807	6.60	53.26
	2014	15,939	2,403,119	1,322,829	1,218	1,086	7.64	82.99
	2015	15,890	2,418,763	908,243	1,107	820	6.97	57.16
	Total	48,336	7,275,102	3,110,242	3,414	911	7.06	64.35
120	2013	87,861	10,884,072	9,283,621	7,713	1,204	8.78	105.66
	2014	84,808	10,696,309	9,198,100	7,794	1,180	9.19	108.46
	2015	84,015	10,885,146	11,090,631	7,938	1,397	9.45	132.01
	Total	256,684	32,465,527	29,572,352	23,445	1,261	9.13	115.21
130	2013	80,221	10,019,489	6,091,969	5,759	1,058	7.18	75.94
	2014	77,178	9,814,044	7,656,246	6,464	1,184	8.38	99.20
	2015	76,488	10,004,014	6,514,495	5,889	1,106	7.70	85.17
	Total	233,887	29,837,547	20,262,710	18,112	1,119	7.74	86.63
140	2013	4,676	541,647	282,152	331	852	7.08	60.34
	2014	4,462	529,952	619,906	501	1,237	11.23	138.93
	2015	4,411	538,021	235,136	285	825	6.46	53.31
	Total	13,549	1,609,620	1,137,194	1,117	1,018	8.24	83.93
150	2013	15,536	1,998,343	912,653	1,097	832	7.06	58.74
	2014	15,112	1,979,452	1,350,409	1,130	1,195	7.48	89.36
	2015	15,026	2,003,266	867,099	965	899	6.42	57.71
	Total	45,674	5,981,061	3,130,161	3,192	981	6.99	68.53

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	Accident Year	Earned Car Years	Collected Earned Premium	Paid Loss	Claims	Average	Claim	Pure
						Claim Cost	Claim Freq. (2)	Prem.
170	2013	18,359	2,118,778	817,776	860	951	4.68	44.54
	2014	17,974	2,118,562	1,019,177	994	1,025	5.53	56.70
	2015	17,936	2,140,642	914,996	845	1,083	4.71	51.01
	Total	54,269	6,377,982	2,751,949	2,699	1,020	4.97	50.71
180	2013	8,471	884,173	492,905	461	1,069	5.44	58.19
	2014	8,229	883,328	468,959	475	987	5.77	56.99
	2015	8,149	884,328	454,711	407	1,117	4.99	55.80
	Total	24,849	2,651,829	1,416,575	1,343	1,055	5.40	57.01
190	2013	22,401	2,200,645	925,924	1,040	890	4.64	41.33
	2014	22,253	2,248,748	1,149,265	1,261	911	5.67	51.65
	2015	22,321	2,309,971	938,645	1,236	759	5.54	42.05
	Total	66,975	6,759,364	3,013,834	3,537	852	5.28	45.00
200	2013	8,409	856,993	404,438	417	970	4.96	48.10
	2014	8,364	868,286	498,147	521	956	6.23	59.56
	2015	8,489	892,348	491,189	475	1,034	5.60	57.86
	Total	25,262	2,617,627	1,393,774	1,413	986	5.59	55.17
210	2013	3,082	359,767	111,972	145	772	4.70	36.33
	2014	3,060	369,596	175,853	175	1,005	5.72	57.47
	2015	3,105	383,869	188,899	152	1,243	4.90	60.84
	Total	9,247	1,113,232	476,724	472	1,010	5.10	51.55

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	COVERAGE 001		Earned Car Years	Collected Earned Premium	Paid Loss	Average Claims	Average Claim Cost	Claim Freq. (2)	Pure Prem.
	Accident Year								
220	2013		5,289	610,555	497,319	382	1,302	7.22	94.03
	2014		5,104	597,244	452,095	348	1,299	6.82	88.58
	2015		5,074	607,873	449,179	345	1,302	6.80	88.53
	Total		15,467	1,815,672	1,398,593	1,075	1,301	6.95	90.42
230	2013		7,149	946,610	431,861	421	1,026	5.89	60.41
	2014		6,488	859,372	427,801	430	995	6.63	65.94
	2015		6,449	873,273	374,138	394	950	6.11	58.01
	Total		20,086	2,679,255	1,233,800	1,245	991	6.20	61.43
240	2013		12,624	1,328,018	745,916	693	1,076	5.49	59.09
	2014		12,147	1,297,985	764,336	752	1,016	6.19	62.92
	2015		12,217	1,333,851	871,623	712	1,224	5.83	71.35
	Total		36,988	3,959,854	2,381,875	2,157	1,104	5.83	64.40
250	2013		23,684	2,753,692	1,467,906	1,922	764	8.12	61.98
	2014		22,936	2,723,162	1,879,770	2,139	879	9.33	81.96
	2015		22,629	2,771,465	1,499,495	1,877	799	8.29	66.26
	Total		69,249	8,248,319	4,847,171	5,938	816	8.57	70.00
260	2013		99,212	10,892,303	6,585,097	7,370	894	7.43	66.37
	2014		98,140	11,024,601	6,445,765	7,949	811	8.10	65.68
	2015		98,483	11,266,315	7,782,894	8,033	969	8.16	79.03
	Total		295,835	33,183,219	20,813,756	23,352	891	7.89	70.36

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	Accident Year	Earned Car Years	Collected Earned Premium	Paid Loss	Claims	Average		Pure Prem.
						Claim Cost	Claim Freq. (2)	
270	2013	34,909	3,470,566	1,765,924	2,291	771	6.56	50.59
	2014	35,233	3,660,185	1,983,213	2,493	796	7.08	56.29
	2015	35,507	3,803,540	2,215,990	2,637	840	7.43	62.41
	Total	105,649	10,934,291	5,965,127	7,421	804	7.02	56.46
280	2013	21,176	1,960,055	1,189,174	1,551	767	7.32	56.16
	2014	21,154	2,049,428	1,171,980	1,625	721	7.68	55.40
	2015	21,248	2,156,310	1,371,648	1,701	806	8.01	64.55
	Total	63,578	6,165,793	3,732,802	4,877	765	7.67	58.71
290	2013	12,325	1,292,132	794,175	916	867	7.43	64.44
	2014	12,252	1,319,974	904,415	952	950	7.77	73.82
	2015	12,285	1,361,811	896,136	905	990	7.37	72.95
	Total	36,862	3,973,917	2,594,726	2,773	936	7.52	70.39
300	2013	53,201	5,138,428	2,790,438	3,501	797	6.58	52.45
	2014	54,156	5,389,301	2,888,860	3,939	733	7.27	53.34
	2015	54,876	5,614,229	2,874,489	3,825	752	6.97	52.38
	Total	162,233	16,141,958	8,553,787	11,265	759	6.94	52.73
310	2013	11,449	1,313,567	787,194	804	979	7.02	68.76
	2014	11,425	1,383,497	718,259	814	882	7.12	62.87
	2015	11,250	1,415,548	758,955	765	992	6.80	67.46
	Total	34,124	4,112,612	2,264,408	2,383	950	6.98	66.36

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	Accident Year	Earned Car Years	Collected Earned Premium	Paid Loss	Claims	Average	Claim	Pure
						Claim Cost	Claim Freq. (2)	Prem.
320	2013	252,121	23,986,716	18,599,289	17,189	1,082	6.82	73.77
	2014	248,082	24,286,898	20,113,827	18,426	1,092	7.43	81.08
	2015	249,234	25,278,451	18,154,929	17,308	1,049	6.94	72.84
	Total	749,437	73,552,065	56,868,045	52,923	1,075	7.06	75.88
340	2013	31,608	2,956,626	1,553,565	1,914	812	6.06	49.15
	2014	31,321	3,022,508	2,543,432	2,574	988	8.22	81.21
	2015	31,176	3,134,384	1,662,455	1,977	841	6.34	53.32
	Total	94,105	9,113,518	5,759,452	6,465	891	6.87	61.20
350	2013	119,538	11,225,110	5,688,037	6,937	820	5.80	47.58
	2014	118,693	11,546,766	6,266,227	7,445	842	6.27	52.79
	2015	118,828	11,899,252	6,238,311	7,073	882	5.95	52.50
	Total	357,059	34,671,128	18,192,575	21,455	848	6.01	50.95
360	2013	47,671	4,349,956	2,146,966	3,052	703	6.40	45.04
	2014	46,774	4,420,231	2,845,356	3,410	834	7.29	60.83
	2015	46,611	4,549,827	2,376,665	3,047	780	6.54	50.99
	Total	141,056	13,320,014	7,368,987	9,509	775	6.74	52.24
370	2013	86,156	8,488,168	4,670,578	5,352	873	6.21	54.21
	2014	85,571	8,722,323	4,851,029	5,677	855	6.63	56.69
	2015	85,265	8,967,402	4,343,490	5,508	789	6.46	50.94
	Total	256,992	26,177,893	13,865,097	16,537	838	6.43	53.95

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	Accident Year	Earned Car Years	Collected Earned Premium	Paid Loss	Claims	Average	Claim	Pure
						Claim Cost	Claim Freq. (2)	Prem.
380	2013	16,085	1,644,306	1,127,129	1,002	1,125	6.23	70.07
	2014	15,851	1,661,667	1,160,684	1,078	1,077	6.80	73.22
	2015	15,916	1,704,896	1,079,615	998	1,082	6.27	67.83
	Total	47,852	5,010,869	3,367,428	3,078	1,094	6.43	70.37
390	2013	30,977	3,458,477	1,444,640	1,845	783	5.96	46.64
	2014	30,774	3,573,300	2,132,302	2,190	974	7.12	69.29
	2015	30,589	3,686,526	1,504,605	1,820	827	5.95	49.19
	Total	92,340	10,718,303	5,081,547	5,855	868	6.34	55.03
420	2013	19,423	2,128,668	1,174,395	1,364	861	7.02	60.46
	2014	19,218	2,192,812	1,081,482	1,542	701	8.02	56.27
	2015	19,298	2,292,856	1,162,979	1,635	711	8.47	60.26
	Total	57,939	6,614,336	3,418,856	4,541	753	7.84	59.01
440	2013	24,573	2,472,714	1,183,233	1,650	717	6.71	48.15
	2014	24,417	2,558,537	1,331,836	1,774	751	7.27	54.55
	2015	24,632	2,676,112	1,259,032	1,722	731	6.99	51.11
	Total	73,622	7,707,363	3,774,101	5,146	733	6.99	51.26
450	2013	14,739	1,377,396	734,339	839	875	5.69	49.82
	2014	14,427	1,402,203	657,400	815	807	5.65	45.57
	2015	14,338	1,443,714	884,057	941	939	6.56	61.66
	Total	43,504	4,223,313	2,275,796	2,595	877	5.96	52.31

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	Accident Year	Earned Car Years	Collected Earned Premium	Paid Loss	Claims	Average	Claim	Pure
						Claim Cost	Claim Freq. (2)	Prem.
460	2013	139,679	14,718,164	6,755,927	7,784	868	5.57	48.37
	2014	138,517	15,088,214	6,826,581	8,157	837	5.89	49.28
	2015	138,781	15,577,352	6,918,985	8,378	826	6.04	49.86
	Total	416,977	45,383,730	20,501,493	24,319	843	5.83	49.17
470	2013	35,920	3,601,865	1,941,858	1,827	1,063	5.09	54.06
	2014	35,442	3,636,003	2,074,303	1,922	1,079	5.42	58.53
	2015	35,601	3,759,354	2,174,031	1,970	1,104	5.53	61.07
	Total	106,963	10,997,222	6,190,192	5,719	1,082	5.35	57.87
480	2013	66,644	6,473,723	4,484,585	4,302	1,042	6.46	67.29
	2014	65,697	6,615,525	4,271,865	4,185	1,021	6.37	65.02
	2015	66,110	6,873,267	4,887,156	4,285	1,141	6.48	73.92
	Total	198,451	19,962,515	13,643,606	12,772	1,068	6.44	68.75
490	2013	136,475	12,673,107	5,375,893	7,058	762	5.17	39.39
	2014	135,835	12,978,851	5,857,085	7,691	762	5.66	43.12
	2015	137,444	13,441,738	6,470,219	7,765	833	5.65	47.08
	Total	409,754	39,093,696	17,703,197	22,514	786	5.49	43.20
Statewide	2013	1,568,150	161,578,049	94,138,018	100,878	933	6.43	60.03
	2014	1,547,033	163,921,983	103,108,794	108,860	947	7.04	66.65
	2015	1,549,671	168,949,714	100,815,120	104,920	961	6.77	65.06
	Total	4,664,854	494,449,746	298,061,932	314,658	947	6.75	63.90

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	COVERAGE 003		Earned Car Years	Collected Earned Premium	Paid Loss	Average Claims	Average Claim Cost	Claim Freq. (2)	Pure Prem.
	Accident Year								
110	2013		2,813	382,404	133,243	170	784	6.04	47.37
	2014		2,771	378,846	212,024	216	982	7.80	76.52
	2015		2,689	364,058	184,287	184	1,002	6.84	68.53
	Total		8,273	1,125,308	529,554	570	929	6.89	64.01
120	2013		7,792	912,156	595,474	577	1,032	7.41	76.42
	2014		7,526	903,127	830,284	606	1,370	8.05	110.32
	2015		7,244	882,190	988,474	666	1,484	9.19	136.45
	Total		22,562	2,697,473	2,414,232	1,849	1,306	8.20	107.00
130	2013		11,837	1,347,558	764,065	733	1,042	6.19	64.55
	2014		11,308	1,312,335	930,821	770	1,209	6.81	82.32
	2015		10,792	1,261,620	850,653	730	1,165	6.76	78.82
	Total		33,937	3,921,513	2,545,539	2,233	1,140	6.58	75.01
140	2013		618	61,894	37,142	35	1,061	5.66	60.10
	2014		583	59,774	91,945	58	1,585	9.95	157.71
	2015		547	58,152	27,614	28	986	5.12	50.48
	Total		1,748	179,820	156,701	121	1,295	6.92	89.65
150	2013		2,580	293,293	170,442	172	991	6.67	66.06
	2014		2,463	286,691	204,458	160	1,278	6.50	83.01
	2015		2,315	269,929	107,593	127	847	5.49	46.48
	Total		7,358	849,913	482,493	459	1,051	6.24	65.57

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	Accident Year	Earned Car Years	Collected Earned Premium	Paid Loss	Claims	Average	Claim	Pure
						Claim Cost	Claim Freq. (2)	Prem.
170	2013	5,623	601,282	204,582	229	893	4.07	36.38
	2014	5,422	580,492	223,144	231	966	4.26	41.16
	2015	5,112	542,343	209,748	236	889	4.62	41.03
	Total	16,157	1,724,117	637,474	696	916	4.31	39.45
180	2013	1,583	174,848	64,579	80	807	5.05	40.80
	2014	1,545	173,211	108,917	103	1,057	6.67	70.50
	2015	1,507	166,028	85,211	72	1,183	4.78	56.54
	Total	4,635	514,087	258,707	255	1,015	5.50	55.82
190	2013	6,380	547,775	226,024	242	934	3.79	35.43
	2014	6,180	545,068	232,916	310	751	5.02	37.69
	2015	5,689	498,395	205,387	253	812	4.45	36.10
	Total	18,249	1,591,238	664,327	805	825	4.41	36.40
200	2013	1,847	169,184	67,855	78	870	4.22	36.74
	2014	1,821	168,962	124,855	127	983	6.97	68.56
	2015	1,733	160,189	92,541	92	1,006	5.31	53.40
	Total	5,401	498,335	285,251	297	960	5.50	52.81
210	2013	712	75,840	22,108	35	632	4.92	31.05
	2014	695	75,235	23,153	36	643	5.18	33.31
	2015	655	71,241	20,885	30	696	4.58	31.89
	Total	2,062	222,316	66,146	101	655	4.90	32.08

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	COVERAGE 003		Earned Car Years	Collected Earned Premium	Paid Loss	Average Claims	Average Claim Cost	Claim Freq. (2)	Pure Prem.
	Accident Year								
220	2013		1,230	135,672	61,802	68	909	5.53	50.25
	2014		1,198	133,184	111,814	92	1,215	7.68	93.33
	2015		1,166	133,583	110,490	88	1,256	7.55	94.76
	Total		3,594	402,439	284,106	248	1,146	6.90	79.05
230	2013		1,880	214,665	90,029	93	968	4.95	47.89
	2014		1,814	209,730	68,638	115	597	6.34	37.84
	2015		1,735	198,345	113,014	100	1,130	5.76	65.14
	Total		5,429	622,740	271,681	308	882	5.67	50.04
240	2013		1,495	159,943	89,694	95	944	6.35	60.00
	2014		1,426	156,222	89,358	94	951	6.59	62.66
	2015		1,391	150,180	85,308	91	937	6.54	61.33
	Total		4,312	466,345	264,360	280	944	6.49	61.31
250	2013		7,219	767,555	431,467	521	828	7.22	59.77
	2014		6,985	750,650	462,691	576	803	8.25	66.24
	2015		6,690	726,687	441,557	529	835	7.91	66.00
	Total		20,894	2,244,892	1,335,715	1,626	821	7.78	63.93
260	2013		15,124	1,521,447	874,774	1,080	810	7.14	57.84
	2014		14,820	1,528,825	893,119	1,141	783	7.70	60.26
	2015		14,239	1,479,610	1,096,942	1,044	1,051	7.33	77.04
	Total		44,183	4,529,882	2,864,835	3,265	877	7.39	64.84

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	Accident Year	Earned Car Years	Collected Earned Premium	Paid Loss	Claims	Average	Claim	Pure
						Claim Cost	Freq. (2)	Prem.
270	2013	7,027	603,989	372,089	424	878	6.03	52.95
	2014	6,904	619,415	334,409	411	814	5.95	48.44
	2015	6,568	603,144	363,263	447	813	6.81	55.31
	Total	20,499	1,826,548	1,069,761	1,282	834	6.25	52.19
280	2013	3,966	330,475	222,469	275	809	6.93	56.09
	2014	3,895	338,783	196,916	263	749	6.75	50.56
	2015	3,726	332,090	151,621	255	595	6.84	40.69
	Total	11,587	1,001,348	571,006	793	720	6.84	49.28
290	2013	2,332	211,612	148,126	152	975	6.52	63.52
	2014	2,290	215,516	131,732	123	1,071	5.37	57.52
	2015	2,238	214,986	129,568	154	841	6.88	57.89
	Total	6,860	642,114	409,426	429	954	6.25	59.68
300	2013	12,383	1,069,027	550,285	715	770	5.77	44.44
	2014	12,208	1,081,435	503,445	762	661	6.24	41.24
	2015	11,800	1,063,213	503,951	714	706	6.05	42.71
	Total	36,391	3,213,675	1,557,681	2,191	711	6.02	42.80
310	2013	2,825	292,613	164,296	165	996	5.84	58.16
	2014	2,701	292,908	116,340	159	732	5.89	43.07
	2015	2,532	279,618	161,822	168	963	6.64	63.91
	Total	8,058	865,139	442,458	492	899	6.11	54.91

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	COVERAGE 003		Earned Car Years	Collected Earned Premium	Paid Loss	Average Claims	Average Claim Cost	Claim Freq. (2)	Pure Prem.
	Accident Year								
320	2013		26,632	2,338,154	1,795,975	1,641	1,094	6.16	67.44
	2014		25,590	2,340,444	1,917,914	1,779	1,078	6.95	74.95
	2015		24,683	2,303,410	1,482,806	1,454	1,020	5.89	60.07
	Total		76,905	6,982,008	5,196,695	4,874	1,066	6.34	67.57
340	2013		5,436	444,315	231,565	290	799	5.33	42.60
	2014		5,240	446,640	396,363	391	1,014	7.46	75.64
	2015		4,963	427,605	213,709	261	819	5.26	43.06
	Total		15,639	1,318,560	841,637	942	893	6.02	53.82
350	2013		16,384	1,360,435	648,903	793	818	4.84	39.61
	2014		15,763	1,354,574	878,007	904	971	5.73	55.70
	2015		15,019	1,312,484	759,657	815	932	5.43	50.58
	Total		47,166	4,027,493	2,286,567	2,512	910	5.33	48.48
360	2013		6,519	515,629	274,494	358	767	5.49	42.11
	2014		6,203	507,907	313,016	363	862	5.85	50.46
	2015		5,919	486,166	273,494	356	768	6.01	46.21
	Total		18,641	1,509,702	861,004	1,077	799	5.78	46.19
370	2013		9,647	861,341	470,973	553	852	5.73	48.82
	2014		9,399	873,637	502,604	577	871	6.14	53.47
	2015		8,935	832,758	462,299	535	864	5.99	51.74
	Total		27,981	2,567,736	1,435,876	1,665	862	5.95	51.32

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	COVERAGE 003		Earned Car Years	Collected Earned Premium	Paid Loss	Average Claims	Average Claim Cost	Claim Freq. (2)	Pure Prem.
	Accident Year								
380	2013		2,116	203,006	126,070	128	985	6.05	59.58
	2014		2,069	203,562	136,137	133	1,024	6.43	65.80
	2015		2,003	200,852	172,458	115	1,500	5.74	86.10
	Total		6,188	607,420	434,665	376	1,156	6.08	70.24
390	2013		7,426	749,823	286,917	400	717	5.39	38.64
	2014		7,161	746,519	425,181	430	989	6.00	59.37
	2015		6,800	716,046	466,883	400	1,167	5.88	68.66
	Total		21,387	2,212,388	1,178,981	1,230	959	5.75	55.13
420	2013		3,367	336,695	162,265	239	679	7.10	48.19
	2014		3,273	343,999	209,049	243	860	7.42	63.87
	2015		3,130	333,976	150,094	285	527	9.11	47.95
	Total		9,770	1,014,670	521,408	767	680	7.85	53.37
440	2013		3,200	282,183	125,954	171	737	5.34	39.36
	2014		3,160	290,380	157,715	226	698	7.15	49.91
	2015		3,065	280,944	134,047	200	670	6.53	43.73
	Total		9,425	853,507	417,716	597	700	6.33	44.32
450	2013		1,512	118,524	78,358	60	1,306	3.97	51.82
	2014		1,486	121,190	52,005	76	684	5.11	35.00
	2015		1,454	120,411	64,994	73	890	5.02	44.70
	Total		4,452	360,125	195,357	209	935	4.69	43.88

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	Accident Year	Earned Car Years	Collected Earned Premium	Paid Loss	Claims	Average	Claim	Pure
						Claim Cost	Freq. (2)	Prem.
460	2013	18,521	1,671,886	763,462	939	813	5.07	41.22
	2014	18,050	1,679,296	734,808	943	779	5.22	40.71
	2015	17,521	1,648,556	641,057	951	674	5.43	36.59
	Total	54,092	4,999,738	2,139,327	2,833	755	5.24	39.55
470	2013	3,551	330,578	148,145	167	887	4.70	41.72
	2014	3,396	327,831	144,096	162	889	4.77	42.43
	2015	3,201	308,749	160,803	144	1,117	4.50	50.24
	Total	10,148	967,158	453,044	473	958	4.66	44.64
480	2013	4,412	407,942	282,437	253	1,116	5.73	64.02
	2014	4,099	401,284	237,647	244	974	5.95	57.98
	2015	3,683	368,724	213,207	208	1,025	5.65	57.89
	Total	12,194	1,177,950	733,291	705	1,040	5.78	60.14
490	2013	14,173	1,219,253	423,303	617	686	4.35	29.87
	2014	13,600	1,213,479	450,330	641	703	4.71	33.11
	2015	12,871	1,164,896	477,310	641	745	4.98	37.08
	Total	40,644	3,597,628	1,350,943	1,899	711	4.67	33.24
Statewide	2013	220,162	20,712,996	11,109,366	12,548	885	5.70	50.46
	2014	213,044	20,661,151	12,445,851	13,465	924	6.32	58.42
	2015	203,615	19,961,178	11,602,747	12,446	932	6.11	56.98
	Total	636,821	61,335,325	35,157,964	38,459	914	6.04	55.21

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	COVERAGE 010		Earned Car Years	Collected Earned Premium	Paid Loss	Average Claims	Average Claim Cost	Claim Freq. (2)	Pure Prem.
	Accident Year								
110	2013		11,881	1,828,455	670,669	748	897	6.30	56.45
	2014		10,781	1,678,986	951,519	827	1,151	7.67	88.26
	2015		10,699	1,674,358	601,653	678	887	6.34	56.23
	Total		33,361	5,181,799	2,223,841	2,253	987	6.75	66.66
120	2013		57,350	8,311,176	7,248,989	5,221	1,388	9.10	126.40
	2014		51,552	7,502,675	5,952,906	4,606	1,292	8.93	115.47
	2015		50,351	7,372,721	8,280,576	4,991	1,659	9.91	164.46
	Total		159,253	23,186,572	21,482,471	14,818	1,450	9.30	134.90
130	2013		76,381	10,629,475	6,487,291	5,573	1,164	7.30	84.93
	2014		68,308	9,591,601	6,786,939	5,558	1,221	8.14	99.36
	2015		66,743	9,498,618	6,233,690	4,872	1,279	7.30	93.40
	Total		211,432	29,719,694	19,507,920	16,003	1,219	7.57	92.27
140	2013		4,641	583,111	295,200	264	1,118	5.69	63.61
	2014		4,316	538,146	584,465	458	1,276	10.61	135.42
	2015		4,208	525,240	279,655	236	1,185	5.61	66.46
	Total		13,165	1,646,497	1,159,320	958	1,210	7.28	88.06
150	2013		18,038	2,408,163	1,151,604	1,162	991	6.44	63.84
	2014		16,174	2,171,345	1,275,076	1,045	1,220	6.46	78.83
	2015		15,685	2,145,358	1,070,017	969	1,104	6.18	68.22
	Total		49,897	6,724,866	3,496,697	3,176	1,101	6.37	70.08

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	COVERAGES 010		Earned Car Years	Collected Earned Premium	Paid Loss	Average Claims	Average Claim Cost	Claim Freq. (2)	Pure Prem.
	Accident Year								
170	2013		27,448	3,167,515	1,209,294	1,217	994	4.43	44.06
	2014		25,951	3,050,426	1,279,985	1,223	1,047	4.71	49.32
	2015		25,301	3,009,307	1,245,641	1,100	1,132	4.35	49.23
	Total		78,700	9,227,248	3,734,920	3,540	1,055	4.50	47.46
180	2013		8,845	929,815	389,654	390	999	4.41	44.05
	2014		8,344	893,157	433,021	400	1,083	4.79	51.90
	2015		8,105	880,582	466,579	388	1,203	4.79	57.57
	Total		25,294	2,703,554	1,289,254	1,178	1,094	4.66	50.97
190	2013		25,332	2,423,247	922,230	988	933	3.90	36.41
	2014		24,197	2,373,683	974,097	1,143	852	4.72	40.26
	2015		24,166	2,431,255	1,127,281	1,154	977	4.78	46.65
	Total		73,695	7,228,185	3,023,608	3,285	920	4.46	41.03
200	2013		9,891	1,010,731	548,830	470	1,168	4.75	55.49
	2014		9,330	970,198	507,363	447	1,135	4.79	54.38
	2015		9,451	989,900	468,242	440	1,064	4.66	49.54
	Total		28,672	2,970,829	1,524,435	1,357	1,123	4.73	53.17
210	2013		2,827	309,873	114,495	116	987	4.10	40.50
	2014		2,678	311,205	151,404	147	1,030	5.49	56.54
	2015		2,705	317,387	212,398	127	1,672	4.70	78.52
	Total		8,210	938,465	478,297	390	1,226	4.75	58.26

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	COVERAGE 010		Earned Car Years	Collected Earned Premium	Paid Loss	Average Claims	Average Claim Cost	Claim Freq. (2)	Pure Prem.
	Accident Year								
220	2013		14,591	1,899,853	1,348,024	951	1,417	6.52	92.39
	2014		13,321	1,743,559	1,407,482	952	1,478	7.15	105.66
	2015		13,014	1,727,790	1,265,602	789	1,604	6.06	97.25
	Total		40,926	5,371,202	4,021,108	2,692	1,494	6.58	98.25
230	2013		19,395	2,744,098	1,351,956	1,135	1,191	5.85	69.71
	2014		17,366	2,497,317	1,326,320	1,085	1,222	6.25	76.37
	2015		16,048	2,160,045	1,015,091	905	1,122	5.64	63.25
	Total		52,809	7,401,460	3,693,367	3,125	1,182	5.92	69.94
240	2013		15,091	1,902,887	980,564	827	1,186	5.48	64.98
	2014		13,788	1,727,917	1,099,020	888	1,238	6.44	79.71
	2015		13,315	1,651,887	929,328	741	1,254	5.57	69.80
	Total		42,194	5,282,691	3,008,912	2,456	1,225	5.82	71.31
250	2013		31,170	3,733,009	1,789,932	2,133	839	6.84	57.42
	2014		28,828	3,458,202	2,097,690	2,220	945	7.70	72.77
	2015		28,016	3,431,340	1,304,174	1,799	725	6.42	46.55
	Total		88,014	10,622,551	5,191,796	6,152	844	6.99	58.99
260	2013		84,015	9,717,915	5,408,023	5,717	946	6.80	64.37
	2014		79,016	9,202,673	5,281,392	6,011	879	7.61	66.84
	2015		78,136	9,248,074	6,196,726	5,602	1,106	7.17	79.31
	Total		241,167	28,168,662	16,886,141	17,330	974	7.19	70.02

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	COVERAGE 010		Earned Car Years	Collected Earned Premium	Paid Loss	Average Claims	Average Claim Cost	Claim Freq. (2)	Pure Prem.
	Accident Year								
270	2013		34,365	3,299,608	1,640,178	2,062	795	6.00	47.73
	2014		33,883	3,335,123	1,790,253	2,156	830	6.36	52.84
	2015		33,763	3,447,968	1,785,338	2,132	837	6.31	52.88
	Total		102,011	10,082,699	5,215,769	6,350	821	6.22	51.13
280	2013		21,239	2,040,225	1,054,225	1,271	829	5.98	49.64
	2014		20,606	2,052,217	1,008,359	1,381	730	6.70	48.94
	2015		20,254	2,077,626	906,438	1,404	646	6.93	44.75
	Total		62,099	6,170,068	2,969,022	4,056	732	6.53	47.81
290	2013		11,763	1,356,700	776,913	872	891	7.41	66.05
	2014		11,334	1,312,565	796,199	817	975	7.21	70.25
	2015		11,350	1,333,011	725,432	781	929	6.88	63.91
	Total		34,447	4,002,276	2,298,544	2,470	931	7.17	66.73
300	2013		55,599	5,315,977	2,606,251	3,314	786	5.96	46.88
	2014		54,841	5,356,905	2,417,316	3,542	682	6.46	44.08
	2015		54,737	5,491,295	2,823,519	3,553	795	6.49	51.58
	Total		165,177	16,164,177	7,847,086	10,409	754	6.30	47.51
310	2013		11,804	1,341,154	750,261	754	995	6.39	63.56
	2014		11,599	1,374,810	733,199	817	897	7.04	63.21
	2015		11,386	1,397,037	743,051	728	1,021	6.39	65.26
	Total		34,789	4,113,001	2,226,511	2,299	968	6.61	64.00

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	COVERAGE 010		Earned Car Years	Collected Earned Premium	Paid Loss	Average Claims	Average Claim Cost	Claim Freq. (2)	Pure Prem.
	Accident Year								
320	2013		129,045	13,569,634	10,007,518	8,645	1,158	6.70	77.55
	2014		122,291	13,099,695	9,753,442	8,721	1,118	7.13	79.76
	2015		122,085	13,513,954	9,108,793	7,825	1,164	6.41	74.61
	Total		373,421	40,183,283	28,869,753	25,191	1,146	6.75	77.31
340	2013		25,303	2,533,364	1,199,567	1,397	859	5.52	47.41
	2014		24,183	2,559,442	1,846,106	1,772	1,042	7.33	76.34
	2015		23,648	2,562,099	1,306,911	1,398	935	5.91	55.27
	Total		73,134	7,654,905	4,352,584	4,567	953	6.24	59.52
350	2013		73,467	6,994,161	3,329,570	3,862	862	5.26	45.32
	2014		70,862	6,915,427	3,519,144	4,104	857	5.79	49.66
	2015		70,371	7,067,621	3,434,673	3,783	908	5.38	48.81
	Total		214,700	20,977,209	10,283,387	11,749	875	5.47	47.90
360	2013		23,366	2,316,075	1,078,284	1,301	829	5.57	46.15
	2014		22,165	2,254,009	1,215,927	1,411	862	6.37	54.86
	2015		22,132	2,311,598	1,175,221	1,398	841	6.32	53.10
	Total		67,663	6,881,682	3,469,432	4,110	844	6.07	51.28
370	2013		59,172	6,189,423	2,819,994	3,275	861	5.53	47.66
	2014		56,585	6,035,454	2,879,180	3,328	865	5.88	50.88
	2015		56,596	6,200,937	2,799,987	3,390	826	5.99	49.47
	Total		172,353	18,425,814	8,499,161	9,993	851	5.80	49.31

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	COVERAGE 010		Earned Car Years	Collected Earned Premium	Paid Loss	Average Claims Cost	Claim Freq. (2)	Pure Prem.	
	Accident Year								
380	2013		13,512	1,548,175	921,142	785	1,173	5.81	68.17
	2014		12,875	1,506,057	865,788	761	1,138	5.91	67.25
	2015		12,669	1,532,606	875,114	726	1,205	5.73	69.08
	Total		39,056	4,586,838	2,662,044	2,272	1,172	5.82	68.16
390	2013		42,299	4,753,351	1,790,880	2,412	742	5.70	42.34
	2014		41,271	4,833,524	2,492,033	2,591	962	6.28	60.38
	2015		40,529	4,922,360	1,737,298	2,200	790	5.43	42.87
	Total		124,099	14,509,235	6,020,211	7,203	836	5.80	48.51
420	2013		24,145	2,828,834	1,202,133	1,507	798	6.24	49.79
	2014		23,542	2,856,775	1,353,021	1,694	799	7.20	57.47
	2015		22,885	2,865,750	1,413,148	1,654	854	7.23	61.75
	Total		70,572	8,551,359	3,968,302	4,855	817	6.88	56.23
440	2013		22,230	2,334,064	1,071,735	1,413	758	6.36	48.21
	2014		21,665	2,350,285	1,203,497	1,421	847	6.56	55.55
	2015		21,619	2,427,904	1,044,131	1,403	744	6.49	48.30
	Total		65,514	7,112,253	3,319,363	4,237	783	6.47	50.67
450	2013		10,963	1,095,751	565,916	564	1,003	5.14	51.62
	2014		10,348	1,050,534	441,169	639	690	6.18	42.63
	2015		10,107	1,066,301	562,346	580	970	5.74	55.64
	Total		31,418	3,212,586	1,569,431	1,783	880	5.68	49.95

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	COVERAGE 010		Earned Car Years	Collected Earned Premium	Paid Loss	Average Claims	Average Claim Cost	Claim Freq. (2)	Pure Prem.
	Accident Year								
460	2013		94,888	10,348,490	4,315,339	4,859	888	5.12	45.48
	2014		91,188	10,179,778	4,472,951	5,171	865	5.67	49.05
	2015		90,654	10,405,742	4,287,935	5,164	830	5.70	47.30
	Total		276,730	30,934,010	13,076,225	15,194	861	5.49	47.25
470	2013		22,686	2,445,941	1,198,352	1,063	1,127	4.69	52.82
	2014		21,597	2,334,659	1,226,776	1,171	1,048	5.42	56.80
	2015		21,421	2,354,819	1,260,923	1,097	1,149	5.12	58.86
	Total		65,704	7,135,419	3,686,051	3,331	1,107	5.07	56.10
480	2013		26,279	2,772,853	1,959,919	1,671	1,173	6.36	74.58
	2014		24,516	2,640,955	1,628,336	1,515	1,075	6.18	66.42
	2015		24,394	2,720,115	1,650,734	1,461	1,130	5.99	67.67
	Total		75,189	8,133,923	5,238,989	4,647	1,127	6.18	69.68
490	2013		60,922	5,915,087	2,110,641	2,707	780	4.44	34.64
	2014		58,400	5,763,612	2,168,949	2,979	728	5.10	37.14
	2015		57,748	5,854,203	2,593,354	2,868	904	4.97	44.91
	Total		177,070	17,532,902	6,872,944	8,554	803	4.83	38.81
Statewide	2013		1,169,943	130,598,190	70,315,573	70,646	995	6.04	60.10
	2014		1,107,701	125,522,916	71,920,324	73,001	985	6.59	64.93
	2015		1,094,291	126,616,808	70,930,999	68,336	1,038	6.24	64.82
	Total		3,371,935	382,737,914	213,166,896	211,983	1,006	6.29	63.22

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

COVERAGE 055	Accident	Earned	Collected			Average	Claim	Pure
Territory	Year	Car	Earned	Paid	Claims	Claim	Claim	Prem.
		Years	Premium	Loss		Cost	Freq. (2)	
110	2013	8,777	1,244,026	507,215	430	1,180	4.90	57.79
	2014	8,546	1,236,665	709,611	480	1,478	5.62	83.03
	2015	8,728	1,284,781	564,409	426	1,325	4.88	64.67
	Total	26,051	3,765,472	1,781,235	1,336	1,333	5.13	68.37
120	2013	28,660	4,011,270	3,810,542	2,356	1,617	8.22	132.96
	2014	27,879	3,986,182	3,567,126	2,181	1,636	7.82	127.95
	2015	28,720	4,178,812	5,307,489	2,589	2,050	9.01	184.80
	Total	85,259	12,176,264	12,685,157	7,126	1,780	8.36	148.78
130	2013	37,125	5,199,574	3,644,631	2,363	1,542	6.36	98.17
	2014	35,000	5,042,832	3,790,959	2,361	1,606	6.75	108.31
	2015	35,864	5,219,522	3,812,112	2,242	1,700	6.25	106.29
	Total	107,989	15,461,928	11,247,702	6,966	1,615	6.45	104.16
140	2013	3,067	436,037	269,219	210	1,282	6.85	87.78
	2014	2,871	405,285	454,823	259	1,756	9.02	158.42
	2015	2,750	377,827	254,091	162	1,568	5.89	92.40
	Total	8,688	1,219,149	978,133	631	1,550	7.26	112.58
150	2013	12,827	1,694,616	737,087	706	1,044	5.50	57.46
	2014	12,452	1,671,503	1,030,203	700	1,472	5.62	82.73
	2015	12,812	1,739,132	885,040	572	1,547	4.46	69.08
	Total	38,091	5,105,251	2,652,330	1,978	1,341	5.19	69.63

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	COVERAGE 055		Earned Car Years	Collected Earned Premium	Paid Loss	Claims	Average Claim Cost	Claim Freq. (2)	Pure Prem.
	Accident Year								
170	2013		18,539	2,053,953	819,398	699	1,172	3.77	44.20
	2014		17,663	1,973,471	1,052,489	756	1,392	4.28	59.59
	2015		18,314	2,075,103	887,825	674	1,317	3.68	48.48
	Total		54,516	6,102,527	2,759,712	2,129	1,296	3.91	50.62
180	2013		10,392	1,116,052	533,362	425	1,255	4.09	51.32
	2014		9,608	1,037,892	473,322	416	1,138	4.33	49.26
	2015		9,571	1,046,278	473,848	362	1,309	3.78	49.51
	Total		29,571	3,200,222	1,480,532	1,203	1,231	4.07	50.07
190	2013		18,634	1,622,737	397,047	478	831	2.57	21.31
	2014		18,019	1,597,239	710,970	578	1,230	3.21	39.46
	2015		19,078	1,695,126	846,692	713	1,188	3.74	44.38
	Total		55,731	4,915,102	1,954,709	1,769	1,105	3.17	35.07
200	2013		6,828	659,084	329,424	235	1,402	3.44	48.25
	2014		6,564	646,211	307,955	234	1,316	3.56	46.92
	2015		6,969	683,637	423,818	284	1,492	4.08	60.81
	Total		20,361	1,988,932	1,061,197	753	1,409	3.70	52.12
210	2013		1,787	178,638	95,035	78	1,218	4.36	53.18
	2014		1,741	178,817	132,986	80	1,662	4.60	76.38
	2015		1,887	196,729	78,354	59	1,328	3.13	41.52
	Total		5,415	554,184	306,375	217	1,412	4.01	56.58

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	COVERAGE 055		Earned Car Years	Collected Earned Premium	Paid Loss	Average Claims	Average Claim Cost	Claim Freq. (2)	Pure Prem.
	Accident Year								
220	2013		5,799	850,703	834,790	415	2,012	7.16	143.95
	2014		5,446	820,442	764,497	404	1,892	7.42	140.38
	2015		5,343	751,147	616,286	330	1,868	6.18	115.34
	Total		16,588	2,422,292	2,215,573	1,149	1,928	6.93	133.56
230	2013		8,047	1,014,847	561,259	327	1,716	4.06	69.75
	2014		7,760	985,907	553,962	389	1,424	5.01	71.39
	2015		7,878	999,659	602,099	368	1,636	4.67	76.43
	Total		23,685	3,000,413	1,717,320	1,084	1,584	4.58	72.51
240	2013		8,201	1,057,267	763,679	448	1,705	5.46	93.12
	2014		7,222	939,618	565,508	396	1,428	5.48	78.30
	2015		7,297	947,483	589,289	339	1,738	4.65	80.76
	Total		22,720	2,944,368	1,918,476	1,183	1,622	5.21	84.44
250	2013		30,537	3,339,756	1,879,214	1,791	1,049	5.87	61.54
	2014		29,235	3,220,402	2,104,204	1,886	1,116	6.45	71.98
	2015		29,264	3,318,617	1,747,201	1,597	1,094	5.46	59.70
	Total		89,036	9,878,775	5,730,619	5,274	1,087	5.92	64.36
260	2013		49,625	5,626,759	3,228,343	2,747	1,175	5.54	65.05
	2014		48,136	5,499,048	2,994,967	2,750	1,089	5.71	62.22
	2015		49,977	5,839,379	3,722,130	2,937	1,267	5.88	74.48
	Total		147,738	16,965,186	9,945,440	8,434	1,179	5.71	67.32

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	COVERAGE 055		Earned Car Years	Collected Earned Premium	Paid Loss	Average Claims	Average Claim Cost	Claim Freq. (2)	Pure Prem.
	Accident Year								
270	2013		22,941	2,035,985	1,021,278	1,015	1,006	4.42	44.52
	2014		22,954	2,104,431	920,272	1,030	893	4.49	40.09
	2015		23,992	2,263,254	1,156,752	1,123	1,030	4.68	48.21
	Total		69,887	6,403,670	3,098,302	3,168	978	4.53	44.33
280	2013		18,011	1,727,902	911,173	878	1,038	4.87	50.59
	2014		17,549	1,730,313	914,906	819	1,117	4.67	52.13
	2015		18,176	1,830,242	1,026,909	944	1,088	5.19	56.50
	Total		53,736	5,288,457	2,852,988	2,641	1,080	4.91	53.09
290	2013		8,952	1,028,363	692,286	522	1,326	5.83	77.33
	2014		9,126	1,055,453	640,134	486	1,317	5.33	70.14
	2015		9,546	1,127,379	600,323	487	1,233	5.10	62.89
	Total		27,624	3,211,195	1,932,743	1,495	1,293	5.41	69.97
300	2013		43,828	3,897,496	1,706,809	1,880	908	4.29	38.94
	2014		43,859	3,983,995	1,663,791	1,882	884	4.29	37.93
	2015		46,045	4,246,610	1,773,571	2,211	802	4.80	38.52
	Total		133,732	12,128,101	5,144,171	5,973	861	4.47	38.47
310	2013		9,004	929,196	559,260	473	1,182	5.25	62.11
	2014		8,918	963,320	460,243	402	1,145	4.51	51.61
	2015		9,393	1,030,303	561,011	453	1,238	4.82	59.73
	Total		27,315	2,922,819	1,580,514	1,328	1,190	4.86	57.86

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	COVERAGE 055		Earned Car Years	Collected Earned Premium	Paid Loss	Average Claims	Average Claim Cost	Claim Freq. (2)	Pure Prem.
	Accident Year								
320	2013		54,847	5,505,914	4,231,835	2,966	1,427	5.41	77.16
	2014		53,993	5,587,368	4,399,188	2,992	1,470	5.54	81.48
	2015		56,504	5,976,645	4,035,124	2,862	1,410	5.07	71.41
	Total		165,344	17,069,927	12,666,147	8,820	1,436	5.33	76.60
340	2013		15,701	1,494,659	695,420	615	1,131	3.92	44.29
	2014		15,191	1,458,667	1,165,923	779	1,497	5.13	76.75
	2015		15,740	1,563,305	747,298	672	1,112	4.27	47.48
	Total		46,632	4,516,631	2,608,641	2,066	1,263	4.43	55.94
350	2013		39,007	3,463,823	1,570,119	1,471	1,067	3.77	40.25
	2014		38,405	3,506,379	1,598,709	1,524	1,049	3.97	41.63
	2015		40,606	3,767,515	1,830,501	1,688	1,084	4.16	45.08
	Total		118,018	10,737,717	4,999,329	4,683	1,068	3.97	42.36
360	2013		11,000	1,035,887	440,525	409	1,077	3.72	40.05
	2014		10,630	1,025,281	497,878	421	1,183	3.96	46.84
	2015		11,270	1,111,304	525,213	495	1,061	4.39	46.60
	Total		32,900	3,172,472	1,463,616	1,325	1,105	4.03	44.49
370	2013		33,044	3,219,931	1,384,665	1,345	1,029	4.07	41.90
	2014		32,931	3,306,313	1,511,521	1,504	1,005	4.57	45.90
	2015		34,947	3,591,156	1,516,767	1,534	989	4.39	43.40
	Total		100,922	10,117,400	4,412,953	4,383	1,007	4.34	43.73

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	COVERAGE 055		Earned Car Years	Collected Earned Premium	Paid Loss	Claims	Average Claim Cost	Claim Freq. (2)	Pure Prem.
	Accident Year								
380	2013		7,235	803,046	454,438	328	1,385	4.53	62.81
	2014		7,138	800,748	479,412	319	1,503	4.47	67.16
	2015		7,370	851,147	504,784	344	1,467	4.67	68.49
	Total		21,743	2,454,941	1,438,634	991	1,452	4.56	66.17
390	2013		30,268	3,056,934	1,155,853	1,328	870	4.39	38.19
	2014		30,141	3,152,348	1,916,442	1,611	1,190	5.34	63.58
	2015		31,183	3,326,364	1,245,678	1,417	879	4.54	39.95
	Total		91,592	9,535,646	4,317,973	4,356	991	4.76	47.14
420	2013		22,562	2,594,961	1,278,022	1,151	1,110	5.10	56.64
	2014		22,003	2,597,452	1,186,159	1,237	959	5.62	53.91
	2015		22,582	2,721,117	1,396,236	1,319	1,059	5.84	61.83
	Total		67,147	7,913,530	3,860,417	3,707	1,041	5.52	57.49
440	2013		14,785	1,489,892	594,719	674	882	4.56	40.22
	2014		14,476	1,504,798	653,137	747	874	5.16	45.12
	2015		15,134	1,611,056	635,193	727	874	4.80	41.97
	Total		44,395	4,605,746	1,883,049	2,148	877	4.84	42.42
450	2013		6,261	643,237	323,698	286	1,132	4.57	51.70
	2014		5,981	621,304	327,572	282	1,162	4.71	54.77
	2015		6,138	656,765	326,974	294	1,112	4.79	53.27
	Total		18,380	1,921,306	978,244	862	1,135	4.69	53.22

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	COVERAGE 055		Earned Car Years	Collected Earned Premium	Paid Loss	Average Claims	Average Claim Cost	Claim Freq. (2)	Pure Prem.
	Accident Year								
460	2013		47,494	4,816,557	2,057,876	1,890	1,089	3.98	43.33
	2014		46,360	4,817,631	2,007,247	1,998	1,005	4.31	43.30
	2015		48,489	5,154,054	2,104,506	2,286	921	4.71	43.40
	Total		142,343	14,788,242	6,169,629	6,174	999	4.34	43.34
470	2013		11,648	1,288,255	731,058	526	1,390	4.52	62.76
	2014		10,819	1,204,183	686,167	455	1,508	4.21	63.42
	2015		11,021	1,254,000	731,069	476	1,536	4.32	66.33
	Total		33,488	3,746,438	2,148,294	1,457	1,474	4.35	64.15
480	2013		11,638	1,117,141	641,833	543	1,182	4.67	55.15
	2014		11,275	1,113,065	707,464	480	1,474	4.26	62.75
	2015		11,693	1,187,569	672,074	513	1,310	4.39	57.48
	Total		34,606	3,417,775	2,021,371	1,536	1,316	4.44	58.41
490	2013		39,875	3,391,572	1,224,812	1,195	1,025	3.00	30.72
	2014		39,240	3,415,362	1,278,512	1,287	993	3.28	32.58
	2015		41,045	3,654,604	1,573,742	1,458	1,079	3.55	38.34
	Total		120,160	10,461,538	4,077,066	3,940	1,035	3.28	33.93
Statewide	2013		696,946	73,646,070	40,085,924	33,203	1,207	4.76	57.52
	2014		679,131	73,189,925	42,228,259	34,125	1,237	5.02	62.18
	2015		705,326	77,277,621	43,774,408	34,957	1,252	4.96	62.06
	Total		2,081,403	224,113,616	126,088,591	102,285	1,233	4.91	60.58

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

COVERAGES 726		Earned	Collected			Average	Claim	Pure
Territory	Accident Year	Car Years	Earned Premium	Paid Loss	Claims	Claim Cost	Claim Freq. (2)	Prem.
110	2013	16,603	2,116,633	614,125	571	1,076	3.44	36.99
	2014	17,226	2,249,201	1,259,336	698	1,804	4.05	73.11
	2015	18,632	2,458,753	986,514	660	1,495	3.54	52.95
	Total	52,461	6,824,587	2,859,975	1,929	1,483	3.68	54.52
120	2013	34,015	4,739,876	3,999,414	2,337	1,711	6.87	117.58
	2014	36,960	5,352,161	4,537,991	2,427	1,870	6.57	122.78
	2015	40,958	6,096,815	7,561,811	3,182	2,376	7.77	184.62
	Total	111,933	16,188,852	16,099,216	7,946	2,026	7.10	143.83
130	2013	43,910	5,688,450	3,871,264	2,319	1,669	5.28	88.16
	2014	45,470	6,136,013	4,757,551	2,612	1,821	5.74	104.63
	2015	49,245	6,844,327	4,583,398	2,512	1,825	5.10	93.07
	Total	138,625	18,668,790	13,212,213	7,443	1,775	5.37	95.31
140	2013	2,615	319,483	154,148	131	1,177	5.01	58.95
	2014	2,827	357,761	380,839	217	1,755	7.68	134.71
	2015	3,142	415,100	277,848	143	1,943	4.55	88.43
	Total	8,584	1,092,344	812,835	491	1,655	5.72	94.69
150	2013	16,596	2,063,391	988,394	855	1,156	5.15	59.56
	2014	17,569	2,231,954	1,154,819	715	1,615	4.07	65.73
	2015	19,224	2,495,066	1,285,705	770	1,670	4.01	66.88
	Total	53,389	6,790,411	3,428,918	2,340	1,465	4.38	64.23

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

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COVERAGE 726		Earned	Collected			Average	Claim	Pure
Territory	Accident Year	Car Years	Earned Premium	Paid Loss	Claims	Claim Cost	Claim Freq. (2)	Prem.
170	2013	41,208	4,291,525	1,722,863	1,255	1,373	3.05	41.81
	2014	42,015	4,449,215	2,153,444	1,235	1,744	2.94	51.25
	2015	43,915	4,719,653	2,119,764	1,172	1,809	2.67	48.27
	Total	127,138	13,460,393	5,996,071	3,662	1,637	2.88	47.16
180	2013	38,351	4,281,364	2,024,266	1,244	1,627	3.24	52.78
	2014	38,058	4,305,740	2,039,484	1,190	1,714	3.13	53.59
	2015	38,428	4,346,339	2,236,915	1,064	2,102	2.77	58.21
	Total	114,837	12,933,443	6,300,665	3,498	1,801	3.05	54.87
190	2013	38,156	3,180,312	1,214,437	811	1,497	2.13	31.83
	2014	38,786	3,310,748	1,548,180	936	1,654	2.41	39.92
	2015	41,447	3,563,578	1,770,096	1,061	1,668	2.56	42.71
	Total	118,389	10,054,638	4,532,713	2,808	1,614	2.37	38.29
200	2013	14,514	1,352,912	712,745	405	1,760	2.79	49.11
	2014	14,681	1,396,428	811,337	408	1,989	2.78	55.26
	2015	15,735	1,500,034	916,176	518	1,769	3.29	58.23
	Total	44,930	4,249,374	2,440,258	1,331	1,833	2.96	54.31
210	2013	3,404	312,561	190,925	95	2,010	2.79	56.09
	2014	3,461	332,760	90,161	76	1,186	2.20	26.05
	2015	3,782	363,242	354,101	113	3,134	2.99	93.63
	Total	10,647	1,008,563	635,187	284	2,237	2.67	59.66

Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

COVERAGE 726		Earned	Collected			Average	Claim	Pure
Territory	Accident Year	Car Years	Earned Premium	Paid Loss	Claims	Claim Cost	Claim Freq. (2)	Prem.
220	2013	6,120	782,460	685,099	338	2,027	5.52	111.94
	2014	6,374	857,085	717,989	340	2,112	5.33	112.64
	2015	6,872	958,118	783,534	380	2,062	5.53	114.02
	Total	19,366	2,597,663	2,186,622	1,058	2,067	5.46	112.91
230	2013	10,304	1,301,143	693,660	401	1,730	3.89	67.32
	2014	10,526	1,389,332	746,592	432	1,728	4.10	70.93
	2015	10,977	1,448,316	885,091	449	1,971	4.09	80.63
	Total	31,807	4,138,791	2,325,343	1,282	1,814	4.03	73.11
240	2013	8,512	1,020,934	738,099	412	1,792	4.84	86.71
	2014	8,552	1,055,859	828,934	408	2,032	4.77	96.93
	2015	9,289	1,159,966	767,312	392	1,957	4.22	82.60
	Total	26,353	3,236,759	2,334,345	1,212	1,926	4.60	88.58
250	2013	73,994	7,668,574	4,675,304	3,673	1,273	4.96	63.18
	2014	75,272	7,896,167	5,548,126	3,787	1,465	5.03	73.71
	2015	77,869	8,304,656	4,466,763	3,223	1,386	4.14	57.36
	Total	227,135	23,869,397	14,690,193	10,683	1,375	4.70	64.68
260	2013	82,333	8,509,389	4,595,693	3,693	1,244	4.49	55.82
	2014	86,896	9,145,251	5,185,895	3,755	1,381	4.32	59.68
	2015	94,594	10,259,871	6,537,495	4,089	1,599	4.32	69.11
	Total	263,823	27,914,511	16,319,083	11,537	1,414	4.37	61.86

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

COVERAGE 726		Earned	Collected			Average	Claim	Pure
Territory	Accident Year	Car Years	Earned Premium	Paid Loss	Claims	Claim Cost	Claim Freq. (2)	Prem.
270	2013	41,762	3,357,046	1,752,521	1,370	1,279	3.28	41.96
	2014	44,189	3,656,045	1,483,130	1,316	1,127	2.98	33.56
	2015	47,519	4,064,211	2,053,867	1,572	1,307	3.31	43.22
	Total	133,470	11,077,302	5,289,518	4,258	1,242	3.19	39.63
280	2013	32,260	3,000,960	1,473,015	1,107	1,331	3.43	45.66
	2014	34,231	3,222,328	1,582,402	1,198	1,321	3.50	46.23
	2015	37,515	3,598,087	1,707,546	1,422	1,201	3.79	45.52
	Total	104,006	9,821,375	4,762,963	3,727	1,278	3.58	45.80
290	2013	15,185	1,659,039	971,884	716	1,357	4.72	64.00
	2014	16,891	1,894,175	863,450	637	1,355	3.77	51.12
	2015	19,230	2,170,355	1,218,370	782	1,558	4.07	63.36
	Total	51,306	5,723,569	3,053,704	2,135	1,430	4.16	59.52
300	2013	80,416	6,593,550	2,743,081	2,655	1,033	3.30	34.11
	2014	86,368	7,268,445	2,927,258	2,714	1,079	3.14	33.89
	2015	94,061	8,085,351	3,420,310	2,985	1,146	3.17	36.36
	Total	260,845	21,947,346	9,090,649	8,354	1,088	3.20	34.85
310	2013	15,703	1,462,945	829,632	594	1,397	3.78	52.83
	2014	16,652	1,632,765	831,583	556	1,496	3.34	49.94
	2015	17,690	1,786,096	821,179	550	1,493	3.11	46.42
	Total	50,045	4,881,806	2,482,394	1,700	1,460	3.40	49.60

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

COVERAGES 726		Earned	Collected			Average	Claim	Pure
Territory	Accident Year	Car Years	Earned Premium	Paid Loss	Claims	Claim Cost	Claim Freq. (2)	Prem.
320	2013	71,338	6,795,398	5,189,921	3,232	1,606	4.53	72.75
	2014	76,232	7,554,292	5,648,727	3,338	1,692	4.38	74.10
	2015	84,516	8,607,985	5,700,342	3,518	1,620	4.16	67.45
	Total	232,086	22,957,675	16,538,990	10,088	1,639	4.35	71.26
340	2013	23,291	2,278,687	1,002,601	749	1,339	3.22	43.05
	2014	24,905	2,494,813	1,936,169	1,160	1,669	4.66	77.74
	2015	27,789	2,858,372	1,352,039	1,001	1,351	3.60	48.65
	Total	75,985	7,631,872	4,290,809	2,910	1,475	3.83	56.47
350	2013	59,517	4,988,596	2,208,335	1,727	1,279	2.90	37.10
	2014	62,832	5,421,565	2,460,701	1,850	1,330	2.94	39.16
	2015	68,411	6,053,656	2,688,223	2,015	1,334	2.95	39.30
	Total	190,760	16,463,817	7,357,259	5,592	1,316	2.93	38.57
360	2013	15,240	1,401,658	545,786	446	1,224	2.93	35.81
	2014	15,750	1,463,583	682,084	509	1,340	3.23	43.31
	2015	17,442	1,656,958	753,231	557	1,352	3.19	43.18
	Total	48,432	4,522,199	1,981,101	1,512	1,310	3.12	40.90
370	2013	51,782	4,835,239	2,053,900	1,664	1,234	3.21	39.66
	2014	56,035	5,408,689	2,463,902	1,909	1,291	3.41	43.97
	2015	62,335	6,179,144	2,669,347	2,088	1,278	3.35	42.82
	Total	170,152	16,423,072	7,187,149	5,661	1,270	3.33	42.24

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

COVERAGES 726		Earned	Collected			Average	Claim	Pure
Territory	Accident Year	Car Years	Earned Premium	Paid Loss	Claims	Claim Cost	Claim Freq. (2)	Prem.
380	2013	10,707	1,176,784	648,792	412	1,575	3.85	60.60
	2014	11,258	1,272,463	710,582	428	1,660	3.80	63.12
	2015	12,353	1,458,761	758,697	419	1,811	3.39	61.42
	Total	34,318	3,908,008	2,118,071	1,259	1,682	3.67	61.72
390	2013	57,051	5,263,949	1,852,995	1,958	946	3.43	32.48
	2014	61,292	5,877,268	3,492,801	2,568	1,360	4.19	56.99
	2015	66,327	6,532,336	2,532,381	2,037	1,243	3.07	38.18
	Total	184,670	17,673,553	7,878,177	6,563	1,200	3.55	42.66
420	2013	42,477	4,876,984	2,017,476	1,827	1,104	4.30	47.50
	2014	46,256	5,524,694	2,513,754	2,131	1,180	4.61	54.34
	2015	51,684	6,282,917	2,847,088	2,431	1,171	4.70	55.09
	Total	140,417	16,684,595	7,378,318	6,389	1,155	4.55	52.55
440	2013	25,891	2,479,589	1,023,087	983	1,041	3.80	39.52
	2014	27,774	2,745,036	1,217,255	1,127	1,080	4.06	43.83
	2015	30,869	3,124,717	1,242,053	1,115	1,114	3.61	40.24
	Total	84,534	8,349,342	3,482,395	3,225	1,080	3.82	41.20
450	2013	8,678	856,214	329,104	283	1,163	3.26	37.92
	2014	9,092	918,996	313,236	303	1,034	3.33	34.45
	2015	10,327	1,081,456	527,609	418	1,262	4.05	51.09
	Total	28,097	2,856,666	1,169,949	1,004	1,165	3.57	41.64

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	COVERAGE 726		Collected Earned Premium	Paid Loss	Claims	Average Claim Cost	Claim Freq. (2)	Pure Prem.
	Accident Year	Earned Car Years						
460	2013	75,966	7,199,054	2,960,795	2,336	1,267	3.08	38.98
	2014	80,794	7,929,933	2,973,739	2,580	1,153	3.19	36.81
	2015	89,014	8,994,757	3,230,283	3,014	1,072	3.39	36.29
	Total	245,774	24,123,744	9,164,817	7,930	1,156	3.23	37.29
470	2013	13,280	1,363,355	760,413	483	1,574	3.64	57.26
	2014	13,880	1,480,479	943,950	573	1,647	4.13	68.01
	2015	15,287	1,703,175	976,179	547	1,785	3.58	63.86
	Total	42,447	4,547,009	2,680,542	1,603	1,672	3.78	63.15
480	2013	16,721	1,503,793	953,532	539	1,769	3.22	57.03
	2014	17,589	1,659,069	894,044	574	1,558	3.26	50.83
	2015	19,010	1,856,559	1,117,407	622	1,796	3.27	58.78
	Total	53,320	5,019,421	2,964,983	1,735	1,709	3.25	55.61
490	2013	61,503	4,782,780	1,779,032	1,310	1,358	2.13	28.93
	2014	65,674	5,260,461	2,032,843	1,445	1,407	2.20	30.95
	2015	71,750	5,904,329	2,479,967	1,606	1,544	2.24	34.56
	Total	198,927	15,947,570	6,291,842	4,361	1,443	2.19	31.63
Statewide	2013	1,149,403	113,504,627	57,976,338	42,931	1,350	3.74	50.44
	2014	1,212,367	123,150,774	67,732,288	46,152	1,468	3.81	55.87
	2015	1,317,238	136,933,056	73,628,641	48,427	1,520	3.68	55.90
	Total	3,679,008	373,588,457	199,337,267	137,510	1,450	3.74	54.18

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

COVERAGE 727		Earned	Collected			Average	Claim	Pure
Territory	Accident Year	Car Years	Earned Premium	Paid Loss	Claims	Claim Cost	Claim Freq. (2)	Prem.
110	2013	2,560	300,191	50,320	70	719	2.73	19.66
	2014	2,702	337,097	114,853	78	1,472	2.89	42.51
	2015	2,925	369,975	132,329	70	1,890	2.39	45.24
	Total	8,187	1,007,263	297,502	218	1,365	2.66	36.34
120	2013	3,337	403,377	193,921	127	1,527	3.81	58.11
	2014	3,743	485,165	218,120	118	1,848	3.15	58.27
	2015	4,266	591,346	567,711	229	2,479	5.37	133.08
	Total	11,346	1,479,888	979,752	474	2,067	4.18	86.35
130	2013	4,201	498,728	226,577	143	1,584	3.40	53.93
	2014	4,535	569,603	309,209	164	1,885	3.62	68.18
	2015	4,996	662,425	213,360	141	1,513	2.82	42.71
	Total	13,732	1,730,756	749,146	448	1,672	3.26	54.55
140	2013	255	26,803	6,852	8	857	3.14	26.87
	2014	282	33,734	3,851	5	770	1.77	13.66
	2015	315	38,195	4,757	8	595	2.54	15.10
	Total	852	98,732	15,460	21	736	2.46	18.15
150	2013	1,741	193,648	61,928	63	983	3.62	35.57
	2014	1,913	237,092	105,642	53	1,993	2.77	55.22
	2015	2,143	265,319	94,679	55	1,721	2.57	44.18
	Total	5,797	696,059	262,249	171	1,534	2.95	45.24

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

COVERAGES 727		Earned	Collected			Average	Claim	Pure
Territory	Accident Year	Car Years	Earned Premium	Paid Loss	Claims	Claim Cost	Freq. (2)	Prem.
170	2013	5,540	525,325	131,790	115	1,146	2.08	23.79
	2014	5,917	583,918	175,347	130	1,349	2.20	29.63
	2015	6,323	644,539	293,840	117	2,511	1.85	46.47
	Total	17,780	1,753,782	600,977	362	1,660	2.04	33.80
180	2013	4,818	526,353	244,297	142	1,720	2.95	50.71
	2014	5,283	598,676	238,376	120	1,986	2.27	45.12
	2015	5,849	674,957	266,393	122	2,184	2.09	45.55
	Total	15,950	1,799,986	749,066	384	1,951	2.41	46.96
190	2013	6,342	463,633	100,749	95	1,061	1.50	15.89
	2014	6,679	518,471	157,433	100	1,574	1.50	23.57
	2015	7,205	560,722	182,974	115	1,591	1.60	25.40
	Total	20,226	1,542,826	441,156	310	1,423	1.53	21.81
200	2013	1,561	130,433	79,694	35	2,277	2.24	51.05
	2014	1,703	152,748	45,227	37	1,222	2.17	26.56
	2015	1,897	164,368	99,247	51	1,946	2.69	52.32
	Total	5,161	447,549	224,168	123	1,823	2.38	43.43
210	2013	662	57,119	22,924	21	1,092	3.17	34.63
	2014	668	60,580	28,753	15	1,917	2.25	43.04
	2015	696	61,359	47,830	18	2,657	2.59	68.72
	Total	2,026	179,058	99,507	54	1,843	2.67	49.12

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

COVERAGE 727		Earned	Collected			Average	Claim	Pure
Territory	Accident Year	Car Years	Earned Premium	Paid Loss	Claims	Claim Cost	Claim Freq. (2)	Prem.
220	2013	635	80,202	66,748	26	2,567	4.09	105.11
	2014	663	90,404	70,203	23	3,052	3.47	105.89
	2015	705	97,554	31,338	26	1,205	3.69	44.45
	Total	2,003	268,160	168,289	75	2,244	3.74	84.02
230	2013	919	102,018	58,338	32	1,823	3.48	63.48
	2014	950	113,002	19,178	20	959	2.11	20.19
	2015	1,065	137,356	52,627	35	1,504	3.29	49.42
	Total	2,934	352,376	130,143	87	1,496	2.97	44.36
240	2013	688	81,452	64,708	20	3,235	2.91	94.05
	2014	769	96,887	74,848	29	2,581	3.77	97.33
	2015	895	112,179	20,570	29	709	3.24	22.98
	Total	2,352	290,518	160,126	78	2,053	3.32	68.08
250	2013	7,668	750,551	294,045	306	961	3.99	38.35
	2014	8,352	850,437	543,904	298	1,825	3.57	65.12
	2015	9,192	973,102	435,293	274	1,589	2.98	47.36
	Total	25,212	2,574,090	1,273,242	878	1,450	3.48	50.50
260	2013	9,689	871,110	408,970	327	1,251	3.37	42.21
	2014	10,457	987,259	544,044	374	1,455	3.58	52.03
	2015	11,835	1,167,639	625,186	409	1,529	3.46	52.83
	Total	31,981	3,026,008	1,578,200	1,110	1,422	3.47	49.35

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	COVERAGE 727		Earned Car Years	Collected Earned Premium	Paid Loss	Average Claims	Average Claim Cost	Claim Freq. (2)	Pure Prem.
	Accident Year								
270	2013		7,877	566,533	210,190	166	1,266	2.11	26.68
	2014		8,481	647,512	261,034	200	1,305	2.36	30.78
	2015		9,319	731,855	232,420	185	1,256	1.99	24.94
	Total		25,677	1,945,900	703,644	551	1,277	2.15	27.40
280	2013		3,190	260,822	128,767	77	1,672	2.41	40.37
	2014		3,602	308,976	109,402	92	1,189	2.55	30.37
	2015		4,194	374,951	90,853	95	956	2.27	21.66
	Total		10,986	944,749	329,022	264	1,246	2.40	29.95
290	2013		1,535	152,537	33,602	39	862	2.54	21.89
	2014		1,773	184,437	82,965	50	1,659	2.82	46.79
	2015		2,086	213,849	121,797	53	2,298	2.54	58.39
	Total		5,394	550,823	238,364	142	1,679	2.63	44.19
300	2013		14,378	1,070,885	412,156	338	1,219	2.35	28.67
	2014		15,854	1,219,549	321,456	365	881	2.30	20.28
	2015		17,673	1,392,672	441,276	399	1,106	2.26	24.97
	Total		47,905	3,683,106	1,174,888	1,102	1,066	2.30	24.53
310	2013		3,337	273,847	87,297	84	1,039	2.52	26.16
	2014		3,575	320,327	90,302	75	1,204	2.10	25.26
	2015		3,945	362,377	116,345	98	1,187	2.48	29.49
	Total		10,857	956,551	293,944	257	1,144	2.37	27.07

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

COVERAGE 727		Earned	Collected			Average	Claim	Pure
Territory	Accident Year	Car Years	Earned Premium	Paid Loss	Claims	Claim Cost	Claim Freq. (2)	Prem.
320	2013	9,678	817,605	310,263	239	1,298	2.47	32.06
	2014	10,530	939,042	492,024	308	1,597	2.92	46.73
	2015	11,823	1,109,982	392,370	306	1,282	2.59	33.19
	Total	32,031	2,866,629	1,194,657	853	1,401	2.66	37.30
340	2013	2,255	203,913	39,255	37	1,061	1.64	17.41
	2014	2,464	233,182	105,260	69	1,526	2.80	42.72
	2015	2,806	284,692	116,556	92	1,267	3.28	41.54
	Total	7,525	721,787	261,071	198	1,319	2.63	34.69
350	2013	9,374	700,405	228,956	186	1,231	1.98	24.42
	2014	10,062	794,290	255,602	196	1,304	1.95	25.40
	2015	11,061	901,200	405,310	216	1,876	1.95	36.64
	Total	30,497	2,395,895	889,868	598	1,488	1.96	29.18
360	2013	1,544	126,232	31,731	36	881	2.33	20.55
	2014	1,696	144,160	48,770	50	975	2.95	28.76
	2015	1,967	171,850	31,277	41	763	2.08	15.90
	Total	5,207	442,242	111,778	127	880	2.44	21.47
370	2013	6,704	585,712	212,947	142	1,500	2.12	31.76
	2014	7,528	694,315	208,500	188	1,109	2.50	27.70
	2015	8,510	812,787	250,689	191	1,313	2.24	29.46
	Total	22,742	2,092,814	672,136	521	1,290	2.29	29.55

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

COVERAGE 727		Earned	Collected			Average	Claim	Pure
Territory	Accident Year	Car Years	Earned Premium	Paid Loss	Claims	Claim Cost	Claim Freq. (2)	Prem.
380	2013	1,145	114,352	42,072	28	1,503	2.45	36.74
	2014	1,259	138,589	37,508	41	915	3.26	29.79
	2015	1,451	163,294	43,396	29	1,496	2.00	29.91
	Total	3,855	416,235	122,976	98	1,255	2.54	31.90
390	2013	11,509	1,029,829	240,431	249	966	2.16	20.89
	2014	12,713	1,213,505	396,100	360	1,100	2.83	31.16
	2015	13,886	1,360,135	338,084	287	1,178	2.07	24.35
	Total	38,108	3,603,469	974,615	896	1,088	2.35	25.58
420	2013	3,801	439,093	120,307	129	933	3.39	31.65
	2014	4,468	540,813	151,855	152	999	3.40	33.99
	2015	5,302	650,582	251,422	176	1,429	3.32	47.42
	Total	13,571	1,630,488	523,584	457	1,146	3.37	38.58
440	2013	2,823	258,100	99,689	75	1,329	2.66	35.31
	2014	3,279	313,524	113,987	96	1,187	2.93	34.76
	2015	3,785	379,974	165,263	116	1,425	3.06	43.66
	Total	9,887	951,598	378,939	287	1,320	2.90	38.33
450	2013	696	64,858	15,792	19	831	2.73	22.69
	2014	809	79,860	8,724	22	397	2.72	10.78
	2015	916	97,684	16,815	25	673	2.73	18.36
	Total	2,421	242,402	41,331	66	626	2.73	17.07

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

COVERAGE 727		Earned	Collected			Average	Claim	Pure
Territory	Accident Year	Car Years	Earned Premium	Paid Loss	Claims	Claim Cost	Freq. (2)	Prem.
460	2013	10,697	959,665	234,115	236	992	2.21	21.89
	2014	12,002	1,132,290	353,723	281	1,259	2.34	29.47
	2015	13,591	1,305,936	359,529	350	1,027	2.58	26.45
	Total	36,290	3,397,891	947,367	867	1,093	2.39	26.11
470	2013	1,243	115,202	52,067	27	1,928	2.17	41.89
	2014	1,363	139,563	27,572	37	745	2.71	20.23
	2015	1,599	172,099	45,577	37	1,232	2.31	28.50
	Total	4,205	426,864	125,216	101	1,240	2.40	29.78
480	2013	2,680	223,238	127,117	56	2,270	2.09	47.43
	2014	2,935	257,193	91,129	63	1,446	2.15	31.05
	2015	3,308	298,063	143,605	86	1,670	2.60	43.41
	Total	8,923	778,494	361,851	205	1,765	2.30	40.55
490	2013	10,170	709,933	186,179	162	1,149	1.59	18.31
	2014	11,219	819,941	250,582	175	1,432	1.56	22.34
	2015	12,364	943,822	241,490	188	1,285	1.52	19.53
	Total	33,753	2,473,696	678,251	525	1,292	1.56	20.09
Statewide	2013	155,252	13,683,704	4,824,794	3,855	1,252	2.48	31.08
	2014	170,228	15,836,141	6,055,483	4,384	1,381	2.58	35.57
	2015	189,893	18,248,839	6,872,208	4,669	1,472	2.46	36.19
	Total	515,373	47,768,684	17,752,485	12,908	1,375	2.50	34.45

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	Accident Year	Earned Car Years	Collected Earned Premium	Paid Loss	Claims	Average	Claim	Pure
						Claim Cost	Claim Freq. (2)	Prem.
110	2013	585	140,965	95,586	48	1,991	8.21	163.39
	2014	623	151,732	120,111	45	2,669	7.22	192.79
	2015	615	158,283	171,666	64	2,682	10.41	279.13
	Total	1,823	450,980	387,363	157	2,467	8.61	212.49
120	2013	1,323	326,238	225,138	103	2,186	7.79	170.17
	2014	1,501	385,257	332,241	141	2,356	9.39	221.35
	2015	1,621	431,332	353,892	121	2,925	7.46	218.32
	Total	4,445	1,142,827	911,271	365	2,497	8.21	205.01
130	2013	1,615	363,214	310,644	141	2,203	8.73	192.35
	2014	1,680	407,145	365,653	139	2,631	8.27	217.65
	2015	1,762	444,167	281,659	135	2,086	7.66	159.85
	Total	5,057	1,214,526	957,956	415	2,308	8.21	189.43
140	2013	107	22,674	16,299	9	1,811	8.41	152.33
	2014	115	27,277	37,840	19	1,992	16.52	329.04
	2015	139	38,253	30,650	17	1,803	12.23	220.50
	Total	361	88,204	84,789	45	1,884	12.47	234.87
150	2013	456	111,833	101,040	50	2,021	10.96	221.58
	2014	479	120,915	93,157	48	1,941	10.02	194.48
	2015	647	169,415	130,549	44	2,967	6.80	201.78
	Total	1,582	402,163	324,746	142	2,287	8.98	205.28

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	Accident Year	Earned Car Years	Collected Earned Premium	Paid Loss	Claims	Average	Claim	Pure
						Claim Cost	Claim Freq. (2)	Prem.
170	2013	1,090	296,954	277,870	128	2,171	11.74	254.93
	2014	1,124	316,274	274,253	119	2,305	10.59	244.00
	2015	1,140	333,887	236,464	100	2,365	8.77	207.42
	Total	3,354	947,115	788,587	347	2,273	10.35	235.12
180	2013	1,102	375,271	368,972	146	2,527	13.25	334.82
	2014	1,054	374,354	299,847	119	2,520	11.29	284.48
	2015	1,001	379,791	258,749	106	2,441	10.59	258.49
	Total	3,157	1,129,416	927,568	371	2,500	11.75	293.81
190	2013	634	156,155	142,429	73	1,951	11.51	224.65
	2014	721	181,538	151,761	77	1,971	10.68	210.49
	2015	740	195,775	110,141	57	1,932	7.70	148.84
	Total	2,095	533,468	404,331	207	1,953	9.88	193.00
200	2013	254	61,311	65,037	25	2,601	9.84	256.05
	2014	310	75,265	61,708	27	2,285	8.71	199.06
	2015	341	82,005	70,197	34	2,065	9.97	205.86
	Total	905	218,581	196,942	86	2,290	9.50	217.62
210	2013	44	10,065	4,732	5	946	11.36	107.55
	2014	48	11,724	16,214	1	16,214	2.08	337.79
	2015	54	13,012	12,072	4	3,018	7.41	223.56
	Total	146	34,801	33,018	10	3,302	6.85	226.15

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	Accident Year	Earned Car Years	Collected Earned Premium	Paid Loss	Claims	Average	Claim	Pure
						Claim Cost	Claim Freq. (2)	Prem.
220	2013	210	48,124	24,321	13	1,871	6.19	115.81
	2014	223	55,003	34,109	16	2,132	7.17	152.96
	2015	243	61,405	38,954	22	1,771	9.05	160.30
	Total	676	164,532	97,384	51	1,909	7.54	144.06
230	2013	362	95,292	83,185	40	2,080	11.05	229.79
	2014	352	94,465	36,624	21	1,744	5.97	104.05
	2015	381	105,561	102,159	42	2,432	11.02	268.13
	Total	1,095	295,318	221,968	103	2,155	9.41	202.71
240	2013	210	52,995	29,785	17	1,752	8.10	141.83
	2014	240	63,337	32,358	26	1,245	10.83	134.83
	2015	240	62,377	41,890	22	1,904	9.17	174.54
	Total	690	178,709	104,033	65	1,601	9.42	150.77
250	2013	3,316	1,077,870	1,121,262	485	2,312	14.63	338.14
	2014	3,486	1,181,625	1,253,169	527	2,378	15.12	359.49
	2015	3,520	1,244,687	1,316,865	500	2,634	14.20	374.11
	Total	10,322	3,504,182	3,691,296	1,512	2,441	14.65	357.61
260	2013	2,703	677,975	706,192	252	2,802	9.32	261.26
	2014	3,007	790,524	863,835	336	2,571	11.17	287.27
	2015	3,150	874,281	925,731	316	2,930	10.03	293.88
	Total	8,860	2,342,780	2,495,758	904	2,761	10.20	281.69

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	Accident Year	Earned Car Years	Collected Earned Premium	Paid Loss	Claims	Average	Claim	Pure
						Claim Cost	Claim Freq. (2)	Prem.
270	2013	916	222,664	241,491	110	2,195	12.01	263.64
	2014	1,045	266,507	358,084	105	3,410	10.05	342.66
	2015	1,119	305,652	226,329	101	2,241	9.03	202.26
	Total	3,080	794,823	825,904	316	2,614	10.26	268.15
280	2013	860	242,439	186,247	95	1,960	11.05	216.57
	2014	967	281,424	231,607	108	2,145	11.17	239.51
	2015	1,036	317,864	261,992	129	2,031	12.45	252.89
	Total	2,863	841,727	679,846	332	2,048	11.60	237.46
290	2013	513	156,385	98,785	51	1,937	9.94	192.56
	2014	574	180,759	99,779	68	1,467	11.85	173.83
	2015	605	202,650	184,874	75	2,465	12.40	305.58
	Total	1,692	539,794	383,438	194	1,976	11.47	226.62
300	2013	1,692	441,884	382,473	164	2,332	9.69	226.05
	2014	1,872	508,640	451,896	203	2,226	10.84	241.40
	2015	2,004	560,212	544,827	221	2,465	11.03	271.87
	Total	5,568	1,510,736	1,379,196	588	2,346	10.56	247.70
310	2013	313	79,746	93,664	36	2,602	11.50	299.25
	2014	343	89,148	84,677	40	2,117	11.66	246.87
	2015	351	94,996	76,029	34	2,236	9.69	216.61
	Total	1,007	263,890	254,370	110	2,312	10.92	252.60

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	Accident Year	Earned Car Years	Collected Earned Premium	Paid Loss	Claims	Average	Claim	Pure
						Claim Cost	Claim Freq. (2)	Prem.
320	2013	2,609	605,727	495,773	224	2,213	8.59	190.02
	2014	2,858	698,963	506,378	244	2,075	8.54	177.18
	2015	3,132	791,577	645,201	261	2,472	8.33	206.00
	Total	8,599	2,096,267	1,647,352	729	2,260	8.48	191.57
340	2013	679	190,771	152,447	84	1,815	12.37	224.52
	2014	759	212,248	178,453	88	2,028	11.59	235.12
	2015	812	238,196	170,840	89	1,920	10.96	210.39
	Total	2,250	641,215	501,740	261	1,922	11.60	223.00
350	2013	1,620	387,003	296,503	141	2,103	8.70	183.03
	2014	1,744	435,179	405,792	178	2,280	10.21	232.68
	2015	1,836	478,238	446,116	178	2,506	9.69	242.98
	Total	5,200	1,300,420	1,148,411	497	2,311	9.56	220.85
360	2013	465	106,325	76,622	40	1,916	8.60	164.78
	2014	513	125,564	134,477	55	2,445	10.72	262.14
	2015	555	137,895	110,319	48	2,298	8.65	198.77
	Total	1,533	369,784	321,418	143	2,248	9.33	209.67
370	2013	1,402	360,850	256,582	139	1,846	9.91	183.01
	2014	1,550	411,838	511,661	176	2,907	11.35	330.10
	2015	1,595	445,771	379,231	182	2,084	11.41	237.76
	Total	4,547	1,218,459	1,147,474	497	2,309	10.93	252.36

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	Accident Year	Earned Car Years	Collected Earned Premium	Paid Loss	Claims	Average	Claim	Pure
						Claim Cost	Claim Freq. (2)	Prem.
380	2013	220	55,958	48,142	17	2,832	7.73	218.83
	2014	259	71,352	35,133	17	2,067	6.56	135.65
	2015	276	79,967	63,933	39	1,639	14.13	231.64
	Total	755	207,277	147,208	73	2,017	9.67	194.98
390	2013	918	263,859	218,773	102	2,145	11.11	238.31
	2014	963	287,924	277,896	108	2,573	11.21	288.57
	2015	951	273,724	255,891	108	2,369	11.36	269.08
	Total	2,832	825,507	752,560	318	2,367	11.23	265.73
420	2013	972	325,488	269,701	147	1,835	15.12	277.47
	2014	1,115	391,894	371,432	177	2,098	15.87	333.12
	2015	1,108	396,911	477,877	170	2,811	15.34	431.30
	Total	3,195	1,114,293	1,119,010	494	2,265	15.46	350.24
440	2013	680	203,326	152,842	78	1,960	11.47	224.77
	2014	735	220,989	153,958	78	1,974	10.61	209.47
	2015	754	233,843	263,008	99	2,657	13.13	348.82
	Total	2,169	658,158	569,808	255	2,235	11.76	262.71
450	2013	262	64,249	72,766	25	2,911	9.54	277.73
	2014	289	74,610	74,713	37	2,019	12.80	258.52
	2015	315	83,379	102,328	44	2,326	13.97	324.85
	Total	866	222,238	249,807	106	2,357	12.24	288.46

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	Accident Year	Earned Car Years	Collected Earned Premium	Paid Loss	Claims	Average	Claim	Pure
						Claim Cost	Claim Freq. (2)	Prem.
460	2013	1,916	472,315	389,413	187	2,082	9.76	203.24
	2014	2,021	521,709	489,939	186	2,634	9.20	242.42
	2015	2,068	557,024	482,219	172	2,804	8.32	233.18
	Total	6,005	1,551,048	1,361,571	545	2,498	9.08	226.74
470	2013	417	94,451	118,493	38	3,118	9.11	284.16
	2014	417	99,218	131,974	45	2,933	10.79	316.48
	2015	434	107,368	93,149	33	2,823	7.60	214.63
	Total	1,268	301,037	343,616	116	2,962	9.15	270.99
480	2013	558	119,970	66,191	36	1,839	6.45	118.62
	2014	584	131,783	75,629	45	1,681	7.71	129.50
	2015	649	153,204	170,695	53	3,221	8.17	263.01
	Total	1,791	404,957	312,515	134	2,332	7.48	174.49
490	2013	2,285	469,653	346,806	158	2,195	6.91	151.78
	2014	2,558	546,450	576,004	234	2,462	9.15	225.18
	2015	2,803	629,087	514,639	225	2,287	8.03	183.60
	Total	7,646	1,645,190	1,437,449	617	2,330	8.07	188.00
Statewide	2013	33,308	8,679,999	7,536,206	3,407	2,212	10.23	226.26
	2014	36,129	9,792,634	9,122,362	3,853	2,368	10.66	252.49
	2015	37,997	10,681,789	9,551,135	3,845	2,484	10.12	251.37
	Total	107,434	29,154,422	26,209,703	11,105	2,360	10.34	243.96

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	Accident Year	Earned Car Years	Collected Earned Premium	Paid Loss	Claims	Average	Claim	Pure
						Claim Cost	Claim Freq. (2)	Prem.
110	2013	911	189,016	96,479	26	3,711	2.85	105.90
	2014	869	185,161	65,372	34	1,923	3.91	75.23
	2015	825	181,498	96,792	48	2,017	5.82	117.32
	Total	2,605	555,675	258,643	108	2,395	4.15	99.29
120	2013	1,413	306,518	134,715	67	2,011	4.74	95.34
	2014	1,372	307,340	264,912	68	3,896	4.96	193.08
	2015	1,264	299,207	120,702	49	2,463	3.88	95.49
	Total	4,049	913,065	520,329	184	2,828	4.54	128.51
130	2013	1,554	312,876	217,771	77	2,828	4.95	140.14
	2014	1,478	312,428	219,615	69	3,183	4.67	148.59
	2015	1,414	314,685	179,500	77	2,331	5.45	126.94
	Total	4,446	939,989	616,886	223	2,766	5.02	138.75
140	2013	87	17,708	8,852	4	2,213	4.60	101.75
	2014	81	17,952	0	0	-	0.00	0.00
	2015	79	18,657	26,787	10	2,679	12.66	339.08
	Total	247	54,317	35,639	14	2,546	5.67	144.29
150	2013	463	98,818	47,731	21	2,273	4.54	103.09
	2014	463	101,814	86,633	27	3,209	5.83	187.11
	2015	438	101,284	72,749	26	2,798	5.94	166.09
	Total	1,364	301,916	207,113	74	2,799	5.43	151.84

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

COVERAGE 73		Earned	Collected			Average	Claim	Pure
Territory	Accident Year	Car Years	Earned Premium	Paid Loss	Claims	Claim Cost	Claim Freq. (2)	Prem.
170	2013	1,563	328,838	136,710	71	1,925	4.54	87.47
	2014	1,481	319,117	149,535	57	2,623	3.85	100.97
	2015	1,337	301,580	173,748	63	2,758	4.71	129.95
	Total	4,381	949,535	459,993	191	2,408	4.36	105.00
180	2013	831	233,304	126,662	62	2,043	7.46	152.42
	2014	807	231,089	86,795	41	2,117	5.08	107.55
	2015	751	224,062	95,581	44	2,172	5.86	127.27
	Total	2,389	688,455	309,038	147	2,102	6.15	129.36
190	2013	1,660	345,697	205,110	90	2,279	5.42	123.56
	2014	1,591	349,501	255,126	92	2,773	5.78	160.36
	2015	1,474	338,658	217,599	81	2,686	5.50	147.62
	Total	4,725	1,033,856	677,835	263	2,577	5.57	143.46
200	2013	421	90,709	85,019	23	3,696	5.46	201.95
	2014	408	90,393	16,918	18	940	4.41	41.47
	2015	395	91,996	37,786	18	2,099	4.56	95.66
	Total	1,224	273,098	139,723	59	2,368	4.82	114.15
210	2013	231	50,553	13,672	10	1,367	4.33	59.19
	2014	225	50,965	50,081	10	5,008	4.44	222.58
	2015	203	47,927	11,086	6	1,848	2.96	54.61
	Total	659	149,445	74,839	26	2,878	3.95	113.56

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

COVERAGE 73		Earned	Collected			Average	Claim	Pure
Territory	Accident Year	Car Years	Earned Premium	Paid Loss	Claims	Claim Cost	Claim Freq. (2)	Prem.
220	2013	329	64,448	39,688	13	3,053	3.95	120.63
	2014	308	62,308	43,696	11	3,972	3.57	141.87
	2015	287	60,763	32,161	17	1,892	5.92	112.06
	Total	924	187,519	115,545	41	2,818	4.44	125.05
230	2013	292	68,762	67,686	17	3,982	5.82	231.80
	2014	262	69,323	43,604	14	3,115	5.34	166.43
	2015	246	66,741	45,130	16	2,821	6.50	183.46
	Total	800	204,826	156,420	47	3,328	5.88	195.53
240	2013	187	42,291	11,057	8	1,382	4.28	59.13
	2014	181	42,155	29,389	8	3,674	4.42	162.37
	2015	187	44,797	16,634	10	1,663	5.35	88.95
	Total	555	129,243	57,080	26	2,195	4.68	102.85
250	2013	2,290	609,751	469,468	185	2,538	8.08	205.01
	2014	2,229	613,358	337,877	133	2,540	5.97	151.58
	2015	2,073	600,994	423,622	166	2,552	8.01	204.35
	Total	6,592	1,824,103	1,230,967	484	2,543	7.34	186.74
260	2013	2,526	539,145	335,869	124	2,709	4.91	132.96
	2014	2,496	557,093	294,224	145	2,029	5.81	117.88
	2015	2,408	567,922	319,752	140	2,284	5.81	132.79
	Total	7,430	1,664,160	949,845	409	2,322	5.50	127.84

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	Accident Year	Earned Car Years	Collected Earned Premium	Paid Loss	Claims	Average	Claim	Pure
						Claim Cost	Claim Freq. (2)	Prem.
270	2013	1,720	373,799	244,356	109	2,242	6.34	142.07
	2014	1,666	373,480	341,166	108	3,159	6.48	204.78
	2015	1,595	376,804	270,819	89	3,043	5.58	169.79
	Total	4,981	1,124,083	856,341	306	2,799	6.14	171.92
280	2013	937	208,167	130,808	50	2,616	5.34	139.60
	2014	887	210,322	139,137	52	2,676	5.86	156.86
	2015	832	210,904	145,552	54	2,695	6.49	174.94
	Total	2,656	629,393	415,497	156	2,663	5.87	156.44
290	2013	440	103,578	112,476	37	3,040	8.41	255.63
	2014	442	107,631	112,727	34	3,316	7.69	255.04
	2015	432	111,661	58,155	24	2,423	5.56	134.62
	Total	1,314	322,870	283,358	95	2,983	7.23	215.65
300	2013	3,089	664,175	472,465	156	3,029	5.05	152.95
	2014	3,086	692,393	443,056	177	2,503	5.74	143.57
	2015	2,976	702,650	454,648	181	2,512	6.08	152.77
	Total	9,151	2,059,218	1,370,169	514	2,666	5.62	149.73
310	2013	758	165,454	73,838	24	3,077	3.17	97.41
	2014	719	162,130	144,225	59	2,444	8.21	200.59
	2015	675	162,191	97,898	46	2,128	6.81	145.03
	Total	2,152	489,775	315,961	129	2,449	5.99	146.82

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	Accident Year	Earned Car Years	Collected Earned Premium	Paid Loss	Claims	Average	Claim	Pure
						Claim Cost	Claim Freq. (2)	Prem.
320	2013	3,309	671,384	422,837	166	2,547	5.02	127.78
	2014	3,192	690,374	351,519	151	2,328	4.73	110.13
	2015	3,076	701,018	380,314	169	2,250	5.49	123.64
	Total	9,577	2,062,776	1,154,670	486	2,376	5.07	120.57
340	2013	623	145,065	74,781	32	2,337	5.14	120.03
	2014	614	148,477	93,627	46	2,035	7.49	152.49
	2015	608	148,944	124,357	45	2,763	7.40	204.53
	Total	1,845	442,486	292,765	123	2,380	6.67	158.68
350	2013	2,722	560,563	345,696	158	2,188	5.80	127.00
	2014	2,604	563,424	355,912	136	2,617	5.22	136.68
	2015	2,537	567,808	185,232	119	1,557	4.69	73.01
	Total	7,863	1,691,795	886,840	413	2,147	5.25	112.79
360	2013	579	109,011	27,178	18	1,510	3.11	46.94
	2014	538	108,116	64,526	27	2,390	5.02	119.94
	2015	516	111,886	122,171	21	5,818	4.07	236.77
	Total	1,633	329,013	213,875	66	3,241	4.04	130.97
370	2013	2,078	459,231	375,701	143	2,627	6.88	180.80
	2014	2,040	465,906	337,331	124	2,720	6.08	165.36
	2015	1,986	466,402	296,918	104	2,855	5.24	149.51
	Total	6,104	1,391,539	1,009,950	371	2,722	6.08	165.46

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	Accident Year	Earned Car Years	Collected Earned Premium	Paid Loss	Claims	Average	Claim	Pure
						Claim Cost	Freq. (2)	Prem.
380	2013	279	58,621	33,089	13	2,545	4.66	118.60
	2014	270	59,013	20,454	14	1,461	5.19	75.76
	2015	253	60,661	35,084	14	2,506	5.53	138.67
	Total	802	178,295	88,627	41	2,162	5.11	110.51
390	2013	1,833	435,083	343,704	133	2,584	7.26	187.51
	2014	1,749	439,069	211,007	110	1,918	6.29	120.64
	2015	1,631	432,732	331,382	105	3,156	6.44	203.18
	Total	5,213	1,306,884	886,093	348	2,546	6.68	169.98
420	2013	908	245,557	136,788	64	2,137	7.05	150.65
	2014	907	260,471	133,231	65	2,050	7.17	146.89
	2015	870	261,700	196,469	64	3,070	7.36	225.83
	Total	2,685	767,728	466,488	193	2,417	7.19	173.74
440	2013	888	200,787	152,478	49	3,112	5.52	171.71
	2014	873	208,831	113,583	54	2,103	6.19	130.11
	2015	821	203,833	80,906	39	2,075	4.75	98.55
	Total	2,582	613,451	346,967	142	2,443	5.50	134.38
450	2013	339	71,762	46,969	16	2,936	4.72	138.55
	2014	329	71,731	25,997	11	2,363	3.34	79.02
	2015	279	60,138	67,452	15	4,497	5.38	241.76
	Total	947	203,631	140,418	42	3,343	4.44	148.28

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	Accident Year	Earned Car Years	Collected Earned Premium	Paid Loss	Claims	Average	Claim	Pure
						Claim Cost	Claim Freq. (2)	Prem.
460	2013	2,473	543,788	408,765	146	2,800	5.90	165.29
	2014	2,432	560,450	363,903	133	2,736	5.47	149.63
	2015	2,330	560,594	348,702	104	3,353	4.46	149.66
	Total	7,235	1,664,832	1,121,370	383	2,928	5.29	154.99
470	2013	532	112,238	64,099	28	2,289	5.26	120.49
	2014	509	110,866	68,457	20	3,423	3.93	134.49
	2015	486	106,871	83,152	20	4,158	4.12	171.09
	Total	1,527	329,975	215,708	68	3,172	4.45	141.26
480	2013	836	164,923	132,651	45	2,948	5.38	158.67
	2014	792	159,965	145,611	38	3,832	4.80	183.85
	2015	756	157,794	86,151	34	2,534	4.50	113.96
	Total	2,384	482,682	364,413	117	3,115	4.91	152.86
490	2013	3,365	686,928	416,768	180	2,315	5.35	123.85
	2014	3,220	674,512	504,865	167	3,023	5.19	156.79
	2015	3,029	666,949	444,347	166	2,677	5.48	146.70
	Total	9,614	2,028,389	1,365,980	513	2,663	5.34	142.08
Statewide	2013	42,466	9,278,548	6,011,936	2,365	2,542	5.57	141.57
	2014	41,120	9,377,158	5,914,111	2,253	2,625	5.48	143.83
	2015	39,069	9,332,311	5,679,338	2,184	2,600	5.59	145.37
	Total	122,655	27,988,017	17,605,385	6,802	2,588	5.55	143.54

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

COVERAGE 74		Earned	Collected			Average	Claim	Pure
Territory	Accident	Car	Earned	Paid	Claims	Claim	Claim	Prem.
	Year	Years	Premium	Loss		Cost	Freq. (2)	
110	2013	6,055	1,301,660	751,369	292	2,573	4.82	124.09
	2014	5,750	1,259,252	715,332	317	2,257	5.51	124.41
	2015	5,583	1,236,393	610,372	267	2,286	4.78	109.33
	Total	17,388	3,797,305	2,077,073	876	2,371	5.04	119.45
120	2013	21,697	4,562,713	2,287,036	986	2,320	4.54	105.41
	2014	20,467	4,438,064	2,564,668	958	2,677	4.68	125.31
	2015	19,604	4,435,968	2,455,526	943	2,604	4.81	125.26
	Total	61,768	13,436,745	7,307,230	2,887	2,531	4.67	118.30
130	2013	19,673	4,049,084	2,129,772	870	2,448	4.42	108.26
	2014	18,287	3,879,905	2,156,857	866	2,491	4.74	117.94
	2015	17,498	3,874,632	2,104,972	788	2,671	4.50	120.30
	Total	55,458	11,803,621	6,391,601	2,524	2,532	4.55	115.25
140	2013	1,284	270,229	204,793	84	2,438	6.54	159.50
	2014	1,198	262,647	141,147	63	2,240	5.26	117.82
	2015	1,137	259,976	131,014	67	1,955	5.89	115.23
	Total	3,619	792,852	476,954	214	2,229	5.91	131.79
150	2013	4,440	976,990	560,936	250	2,244	5.63	126.34
	2014	4,219	957,526	645,865	250	2,583	5.93	153.08
	2015	4,039	964,431	592,060	231	2,563	5.72	146.59
	Total	12,698	2,898,947	1,798,861	731	2,461	5.76	141.66

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

COVERAGE 74		Earned	Collected			Average	Claim	Pure
Territory	Accident Year	Car Years	Earned Premium	Paid Loss	Claims	Claim Cost	Claim Freq. (2)	Prem.
170	2013	6,483	1,402,154	818,474	351	2,332	5.41	126.25
	2014	6,139	1,372,393	831,076	313	2,655	5.10	135.38
	2015	5,882	1,368,367	797,551	303	2,632	5.15	135.59
	Total	18,504	4,142,914	2,447,101	967	2,531	5.23	132.25
180	2013	3,236	869,380	474,151	206	2,302	6.37	146.52
	2014	3,068	843,064	522,483	192	2,721	6.26	170.30
	2015	2,974	863,977	397,817	162	2,456	5.45	133.76
	Total	9,278	2,576,421	1,394,451	560	2,490	6.04	150.30
190	2013	5,265	1,177,072	695,457	294	2,366	5.58	132.09
	2014	5,063	1,177,270	804,727	305	2,638	6.02	158.94
	2015	4,894	1,197,193	806,815	288	2,801	5.88	164.86
	Total	15,222	3,551,535	2,306,999	887	2,601	5.83	151.56
200	2013	2,221	485,340	331,179	127	2,608	5.72	149.11
	2014	2,154	484,764	271,461	138	1,967	6.41	126.03
	2015	2,107	494,397	331,606	120	2,763	5.70	157.38
	Total	6,482	1,464,501	934,246	385	2,427	5.94	144.13
210	2013	391	79,440	22,974	23	999	5.88	58.76
	2014	385	81,798	28,294	20	1,415	5.19	73.49
	2015	387	85,179	75,436	28	2,694	7.24	194.93
	Total	1,163	246,417	126,704	71	1,785	6.10	108.95

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

COVERAGE 74		Earned	Collected			Average	Claim	Pure
Territory	Accident	Car	Earned	Paid	Claims	Claim	Claim	Prem.
	Year	Years	Premium	Loss		Cost	Freq. (2)	
220	2013	1,606	328,363	187,387	67	2,797	4.17	116.68
	2014	1,518	313,779	141,203	73	1,934	4.81	93.02
	2015	1,457	313,703	157,514	55	2,864	3.77	108.11
	Total	4,581	955,845	486,104	195	2,493	4.26	106.11
230	2013	2,324	554,060	278,206	117	2,378	5.03	119.71
	2014	2,175	523,802	294,770	113	2,609	5.20	135.53
	2015	2,079	520,615	191,855	87	2,205	4.18	92.28
	Total	6,578	1,598,477	764,831	317	2,413	4.82	116.27
240	2013	3,060	646,536	288,718	124	2,328	4.05	94.35
	2014	2,911	636,230	367,033	155	2,368	5.32	126.08
	2015	2,806	646,014	343,680	134	2,565	4.78	122.48
	Total	8,777	1,928,780	999,431	413	2,420	4.71	113.87
250	2013	9,809	2,752,754	1,652,555	789	2,094	8.04	168.47
	2014	9,407	2,704,576	1,940,539	760	2,553	8.08	206.29
	2015	9,135	2,779,214	2,071,805	747	2,774	8.18	226.80
	Total	28,351	8,236,544	5,664,899	2,296	2,467	8.10	199.81
260	2013	18,539	3,987,239	2,378,161	1,005	2,366	5.42	128.28
	2014	17,934	4,013,898	2,505,631	945	2,651	5.27	139.71
	2015	17,387	4,083,617	2,670,281	945	2,826	5.44	153.58
	Total	53,860	12,084,754	7,554,073	2,895	2,609	5.38	140.25

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	COVERAGES 74		Collected Earned Premium	Paid Loss	Claims	Average Claim Cost	Claim Freq. (2)	Pure Prem.
	Accident Year	Earned Car Years						
270	2013	5,717	1,283,442	773,850	337	2,296	5.89	135.36
	2014	5,574	1,301,036	901,653	345	2,613	6.19	161.76
	2015	5,395	1,326,000	827,455	349	2,371	6.47	153.37
	Total	16,686	3,910,478	2,502,958	1,031	2,428	6.18	150.00
280	2013	5,203	1,271,027	862,036	380	2,269	7.30	165.68
	2014	5,086	1,296,489	900,281	409	2,201	8.04	177.01
	2015	5,046	1,374,731	1,065,937	439	2,428	8.70	211.24
	Total	15,335	3,942,247	2,828,254	1,228	2,303	8.01	184.43
290	2013	3,394	826,332	586,602	240	2,444	7.07	172.84
	2014	3,288	824,572	622,249	254	2,450	7.73	189.25
	2015	3,252	868,335	650,679	239	2,723	7.35	200.09
	Total	9,934	2,519,239	1,859,530	733	2,537	7.38	187.19
300	2013	11,197	2,577,814	1,647,730	668	2,467	5.97	147.16
	2014	10,955	2,609,944	1,814,002	667	2,720	6.09	165.59
	2015	10,657	2,629,541	1,737,569	667	2,605	6.26	163.04
	Total	32,809	7,817,299	5,199,301	2,002	2,597	6.10	158.47
310	2013	2,612	570,823	326,650	149	2,192	5.70	125.06
	2014	2,553	583,369	315,314	137	2,302	5.37	123.51
	2015	2,451	584,607	405,881	146	2,780	5.96	165.60
	Total	7,616	1,738,799	1,047,845	432	2,426	5.67	137.58

H-290

Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	Accident Year	Earned Car Years	Collected Earned Premium	Paid Loss	Claims	Average		Pure Prem.
						Claim Cost	Claim Freq. (2)	
320	2013	28,531	5,439,383	2,913,807	1,265	2,303	4.43	102.13
	2014	27,107	5,368,275	3,346,198	1,364	2,453	5.03	123.44
	2015	26,372	5,502,223	3,077,839	1,234	2,494	4.68	116.71
	Total	82,010	16,309,881	9,337,844	3,863	2,417	4.71	113.86
340	2013	5,822	1,292,148	835,107	382	2,186	6.56	143.44
	2014	5,493	1,267,263	886,633	372	2,383	6.77	161.41
	2015	5,305	1,310,061	883,178	350	2,523	6.60	166.48
	Total	16,620	3,869,472	2,604,918	1,104	2,360	6.64	156.73
350	2013	15,277	3,139,262	1,729,509	780	2,217	5.11	113.21
	2014	14,778	3,158,048	2,069,305	865	2,392	5.85	140.03
	2015	14,416	3,243,988	1,934,410	828	2,336	5.74	134.18
	Total	44,471	9,541,298	5,733,224	2,473	2,318	5.56	128.92
360	2013	5,946	1,160,518	652,442	293	2,227	4.93	109.73
	2014	5,588	1,137,143	723,673	290	2,495	5.19	129.50
	2015	5,334	1,142,055	588,681	268	2,197	5.02	110.36
	Total	16,868	3,439,716	1,964,796	851	2,309	5.05	116.48
370	2013	12,765	2,691,327	1,798,004	748	2,404	5.86	140.85
	2014	12,317	2,693,698	1,769,438	722	2,451	5.86	143.66
	2015	11,915	2,747,472	2,009,594	718	2,799	6.03	168.66
	Total	36,997	8,132,497	5,577,036	2,188	2,549	5.91	150.74

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	COVERAGE 74		Earned Car Years	Collected Earned Premium	Paid Loss	Claims	Average Claim Cost	Claim Freq. (2)	Pure Prem.
	Accident Year								
380	2013		2,935	588,611	377,206	145	2,601	4.94	128.52
	2014		2,797	588,472	317,313	146	2,173	5.22	113.45
	2015		2,710	603,214	448,911	127	3,535	4.69	165.65
	Total		8,442	1,780,297	1,143,430	418	2,735	4.95	135.45
390	2013		5,288	1,323,958	923,443	350	2,638	6.62	174.63
	2014		5,227	1,386,850	954,179	369	2,586	7.06	182.55
	2015		5,070	1,422,830	898,948	371	2,423	7.32	177.31
	Total		15,585	4,133,638	2,776,570	1,090	2,547	6.99	178.16
420	2013		5,310	1,492,796	1,001,145	490	2,043	9.23	188.54
	2014		5,183	1,531,849	967,172	453	2,135	8.74	186.60
	2015		5,126	1,616,243	1,121,854	493	2,276	9.62	218.86
	Total		15,619	4,640,888	3,090,171	1,436	2,152	9.19	197.85
440	2013		4,584	1,064,959	603,074	278	2,169	6.06	131.56
	2014		4,420	1,057,278	756,358	294	2,573	6.65	171.12
	2015		4,364	1,098,179	684,276	273	2,507	6.26	156.80
	Total		13,368	3,220,416	2,043,708	845	2,419	6.32	152.88
450	2013		3,018	653,300	368,899	162	2,277	5.37	122.23
	2014		2,853	648,818	315,846	140	2,256	4.91	110.71
	2015		2,696	641,697	490,058	161	3,044	5.97	181.77
	Total		8,567	1,943,815	1,174,803	463	2,537	5.40	137.13

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	Accident Year	Earned Car Years	Collected Earned Premium	Paid Loss	Claims	Average	Claim	Pure
						Claim Cost	Claim Freq. (2)	Prem.
460	2013	16,707	3,463,837	2,135,090	892	2,394	5.34	127.80
	2014	15,769	3,392,283	2,061,609	832	2,478	5.28	130.74
	2015	15,123	3,429,645	2,279,756	816	2,794	5.40	150.75
	Total	47,599	10,285,765	6,476,455	2,540	2,550	5.34	136.06
470	2013	5,395	1,068,130	590,339	252	2,343	4.67	109.42
	2014	5,093	1,049,877	582,077	240	2,425	4.71	114.29
	2015	4,865	1,055,913	641,502	250	2,566	5.14	131.86
	Total	15,353	3,173,920	1,813,918	742	2,445	4.83	118.15
480	2013	5,473	1,020,537	587,325	266	2,208	4.86	107.31
	2014	5,134	1,000,449	667,079	245	2,723	4.77	129.93
	2015	4,865	990,909	626,688	237	2,644	4.87	128.82
	Total	15,472	3,011,895	1,881,092	748	2,515	4.83	121.58
490	2013	15,921	3,156,918	2,025,930	813	2,492	5.11	127.25
	2014	15,214	3,105,966	1,730,169	727	2,380	4.78	113.72
	2015	14,637	3,112,911	1,900,499	774	2,455	5.29	129.84
	Total	45,772	9,375,795	5,656,598	2,314	2,445	5.06	123.58
Statewide	2013	267,178	57,528,136	33,799,356	14,475	2,335	5.42	126.51
	2014	255,104	56,950,647	35,631,634	14,339	2,485	5.62	139.67
	2015	246,568	57,824,230	36,012,019	13,905	2,590	5.64	146.05
	Total	768,850	172,303,013	105,443,009	42,719	2,468	5.56	137.14

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

COVERAGE 76		Earned	Collected			Average	Claim	Pure
Territory	Accident Year	Car Years	Earned Premium	Paid Loss	Claims	Claim Cost	Claim Freq. (2)	Prem.
110	2013	18,123	4,301,107	2,155,591	843	2,557	4.65	118.94
	2014	17,021	4,018,704	2,367,924	853	2,776	5.01	139.12
	2015	16,972	4,058,627	2,183,350	778	2,806	4.58	128.64
	Total	52,116	12,378,438	6,706,865	2,474	2,711	4.75	128.69
120	2013	89,328	21,435,818	11,531,910	4,413	2,613	4.94	129.10
	2014	82,935	19,901,113	11,451,377	4,292	2,668	5.18	138.08
	2015	81,523	20,145,554	11,516,589	3,969	2,902	4.87	141.27
	Total	253,786	61,482,485	34,499,876	12,674	2,722	4.99	135.94
130	2013	104,665	24,603,087	13,600,473	5,167	2,632	4.94	129.94
	2014	96,067	22,628,197	12,711,889	4,642	2,738	4.83	132.32
	2015	94,544	22,963,261	13,320,234	4,557	2,923	4.82	140.89
	Total	295,276	70,194,545	39,632,596	14,366	2,759	4.87	134.22
140	2013	6,626	1,727,831	1,175,143	490	2,398	7.40	177.35
	2014	5,936	1,507,819	934,608	370	2,526	6.23	157.45
	2015	5,551	1,412,363	856,373	342	2,504	6.16	154.27
	Total	18,113	4,648,013	2,966,124	1,202	2,468	6.64	163.76
150	2013	24,242	6,049,890	3,454,335	1,351	2,557	5.57	142.49
	2014	22,545	5,685,300	3,168,695	1,214	2,610	5.38	140.55
	2015	22,417	5,800,227	3,496,342	1,249	2,799	5.57	155.97
	Total	69,204	17,535,417	10,119,372	3,814	2,653	5.51	146.23

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	Accident Year	Earned Car Years	Collected Earned Premium	Paid Loss	Claims	Average	Claim	Pure
						Claim Cost	Claim Freq. (2)	Prem.
170	2013	36,084	8,384,621	4,310,366	1,633	2,640	4.53	119.45
	2014	34,239	8,093,290	3,855,231	1,483	2,600	4.33	112.60
	2015	34,011	8,262,509	4,612,890	1,574	2,931	4.63	135.63
	Total	104,334	24,740,420	12,778,487	4,690	2,725	4.50	122.48
180	2013	14,646	4,148,216	1,928,309	805	2,395	5.50	131.66
	2014	13,631	3,931,016	2,231,084	740	3,015	5.43	163.68
	2015	13,428	4,021,175	2,151,776	721	2,984	5.37	160.25
	Total	41,705	12,100,407	6,311,169	2,266	2,785	5.43	151.33
190	2013	27,652	6,243,353	3,279,051	1,305	2,513	4.72	118.58
	2014	26,464	6,137,480	3,803,294	1,292	2,944	4.88	143.72
	2015	26,849	6,447,662	4,023,785	1,368	2,941	5.10	149.87
	Total	80,965	18,828,495	11,106,130	3,965	2,801	4.90	137.17
200	2013	10,941	2,500,234	1,438,386	528	2,724	4.83	131.47
	2014	10,359	2,429,298	1,357,595	514	2,641	4.96	131.05
	2015	10,564	2,556,486	1,712,069	520	3,292	4.92	162.07
	Total	31,864	7,486,018	4,508,050	1,562	2,886	4.90	141.48
210	2013	3,089	646,374	332,054	132	2,516	4.27	107.50
	2014	2,934	627,776	345,254	115	3,002	3.92	117.67
	2015	3,005	660,021	319,457	117	2,730	3.89	106.31
	Total	9,028	1,934,171	996,765	364	2,738	4.03	110.41

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

COVERAGE 76		Earned	Collected			Average	Claim	Pure
Territory	Accident Year	Car Years	Earned Premium	Paid Loss	Claims	Claim Cost	Claim Freq. (2)	Prem.
220	2013	11,571	2,665,075	1,512,148	535	2,826	4.62	130.68
	2014	10,645	2,447,247	1,495,575	475	3,149	4.46	140.50
	2015	10,481	2,495,494	1,509,266	467	3,232	4.46	144.00
	Total	32,697	7,607,816	4,516,989	1,477	3,058	4.52	138.15
230	2013	17,643	4,773,512	2,580,200	952	2,710	5.40	146.24
	2014	15,695	4,233,733	1,994,195	801	2,490	5.10	127.06
	2015	14,688	3,957,265	1,936,939	674	2,874	4.59	131.87
	Total	48,026	12,964,510	6,511,334	2,427	2,683	5.05	135.58
240	2013	19,729	5,041,618	2,616,156	1,047	2,499	5.31	132.60
	2014	17,714	4,528,311	2,350,783	896	2,624	5.06	132.71
	2015	17,059	4,447,389	2,436,346	829	2,939	4.86	142.82
	Total	54,502	14,017,318	7,403,285	2,772	2,671	5.09	135.84
250	2013	46,326	13,778,266	9,168,311	3,446	2,661	7.44	197.91
	2014	43,389	13,193,255	8,224,424	3,064	2,684	7.06	189.55
	2015	42,455	13,489,009	8,594,224	3,082	2,789	7.26	202.43
	Total	132,170	40,460,530	25,986,959	9,592	2,709	7.26	196.62
260	2013	108,953	25,745,129	14,657,043	5,242	2,796	4.81	134.53
	2014	103,475	24,914,757	14,352,975	5,103	2,813	4.93	138.71
	2015	102,548	25,647,225	15,213,631	5,019	3,031	4.89	148.36
	Total	314,976	76,307,111	44,223,649	15,364	2,878	4.88	140.40

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

COVERAGE 76		Earned	Collected			Average	Claim	Pure
Territory	Accident Year	Car Years	Earned Premium	Paid Loss	Claims	Claim Cost	Claim Freq. (2)	Prem.
270	2013	36,483	8,440,078	5,060,936	1,795	2,819	4.92	138.72
	2014	35,620	8,499,986	5,154,713	1,774	2,906	4.98	144.71
	2015	35,691	8,874,379	5,508,781	1,887	2,919	5.29	154.35
	Total	107,794	25,814,443	15,724,430	5,456	2,882	5.06	145.87
280	2013	29,365	7,774,956	4,758,090	1,923	2,474	6.55	162.03
	2014	28,361	7,822,619	5,135,364	1,971	2,605	6.95	181.07
	2015	28,255	8,172,029	5,227,512	1,942	2,692	6.87	185.01
	Total	85,981	23,769,604	15,120,966	5,836	2,591	6.79	175.86
290	2013	16,963	4,562,882	3,085,136	1,144	2,697	6.74	181.87
	2014	16,577	4,564,595	2,792,923	1,088	2,567	6.56	168.48
	2015	16,679	4,816,780	3,046,332	1,122	2,715	6.73	182.64
	Total	50,219	13,944,257	8,924,391	3,354	2,661	6.68	177.71
300	2013	63,627	15,080,987	8,739,373	3,219	2,715	5.06	137.35
	2014	62,122	15,161,983	9,106,745	3,273	2,782	5.27	146.59
	2015	62,713	15,886,986	9,519,441	3,410	2,792	5.44	151.79
	Total	188,462	46,129,956	27,365,559	9,902	2,764	5.25	145.20
310	2013	12,831	2,966,044	1,676,178	646	2,595	5.03	130.64
	2014	12,457	2,982,723	1,804,032	655	2,754	5.26	144.82
	2015	12,574	3,130,950	1,712,709	671	2,552	5.34	136.21
	Total	37,862	9,079,717	5,192,919	1,972	2,633	5.21	137.15

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

COVERAGE 76		Earned	Collected			Average	Claim	Pure
Territory	Accident Year	Car Years	Earned Premium	Paid Loss	Claims	Claim Cost	Claim Freq. (2)	Prem.
320	2013	179,347	37,134,431	19,749,666	7,522	2,626	4.19	110.12
	2014	172,207	36,575,354	20,658,845	7,575	2,727	4.40	119.97
	2015	171,815	38,018,909	21,082,529	7,569	2,785	4.41	122.70
	Total	523,369	111,728,694	61,491,040	22,666	2,713	4.33	117.49
340	2013	33,846	8,085,278	5,033,062	2,059	2,444	6.08	148.70
	2014	32,651	7,969,293	5,099,753	2,065	2,470	6.32	156.19
	2015	32,384	8,345,485	5,455,647	2,057	2,652	6.35	168.47
	Total	98,881	24,400,056	15,588,462	6,181	2,522	6.25	157.65
350	2013	95,737	20,545,072	11,535,466	4,414	2,613	4.61	120.49
	2014	92,597	20,384,722	11,266,920	4,372	2,577	4.72	121.68
	2015	93,063	21,322,310	11,856,289	4,520	2,623	4.86	127.40
	Total	281,397	62,252,104	34,658,675	13,306	2,605	4.73	123.17
360	2013	37,738	7,825,629	4,303,785	1,763	2,441	4.67	114.04
	2014	36,251	7,747,837	4,613,619	1,753	2,632	4.84	127.27
	2015	35,959	8,048,728	4,654,337	1,701	2,736	4.73	129.43
	Total	109,948	23,622,194	13,571,741	5,217	2,601	4.74	123.44
370	2013	83,686	18,903,701	11,143,148	4,215	2,644	5.04	133.15
	2014	80,368	18,641,160	11,451,044	4,036	2,837	5.02	142.48
	2015	80,287	19,478,717	12,614,172	4,201	3,003	5.23	157.11
	Total	244,341	57,023,578	35,208,364	12,452	2,828	5.10	144.10

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

COVERAGE 76		Earned	Collected			Average	Claim	Pure
Territory	Accident Year	Car Years	Earned Premium	Paid Loss	Claims	Claim Cost	Claim Freq. (2)	Prem.
380	2013	17,628	4,005,505	2,460,935	865	2,845	4.91	139.60
	2014	16,777	3,909,615	2,132,515	749	2,847	4.46	127.11
	2015	16,686	4,087,885	2,599,280	806	3,225	4.83	155.78
	Total	51,091	12,003,005	7,192,730	2,420	2,972	4.74	140.78
390	2013	40,256	10,690,886	6,487,641	2,302	2,818	5.72	161.16
	2014	38,627	10,630,931	6,629,212	2,255	2,940	5.84	171.62
	2015	38,689	11,101,029	6,179,761	2,305	2,681	5.96	159.73
	Total	117,572	32,422,846	19,296,614	6,862	2,812	5.84	164.13
420	2013	34,095	10,289,443	6,531,239	2,593	2,519	7.61	191.56
	2014	32,710	10,184,583	6,823,764	2,632	2,593	8.05	208.61
	2015	32,500	10,634,340	7,137,976	2,706	2,638	8.33	219.63
	Total	99,305	31,108,366	20,492,979	7,931	2,584	7.99	206.36
440	2013	27,475	7,092,349	4,092,262	1,572	2,603	5.72	148.94
	2014	26,622	7,084,847	3,741,254	1,492	2,508	5.60	140.53
	2015	26,633	7,425,239	5,061,913	1,618	3,129	6.08	190.06
	Total	80,730	21,602,435	12,895,429	4,682	2,754	5.80	159.74
450	2013	14,725	3,593,150	2,050,131	770	2,663	5.23	139.23
	2014	13,947	3,486,404	2,121,073	772	2,748	5.54	152.08
	2015	13,724	3,572,374	2,104,799	783	2,688	5.71	153.37
	Total	42,396	10,651,928	6,276,003	2,325	2,699	5.48	148.03

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	Accident Year	Earned Car Years	Collected Earned Premium	Paid Loss	Claims	Average Claim Cost	Claim Freq. (2)	Pure Prem.
460	2013	123,798	27,609,002	16,027,732	5,719	2,803	4.62	129.47
	2014	118,805	27,220,880	15,576,169	5,601	2,781	4.71	131.11
	2015	118,084	28,217,743	17,320,313	5,605	3,090	4.75	146.68
	Total	360,687	83,047,625	48,924,214	16,925	2,891	4.69	135.64
470	2013	33,138	7,532,443	4,224,990	1,536	2,751	4.64	127.50
	2014	31,337	7,264,433	4,274,687	1,468	2,912	4.68	136.41
	2015	30,976	7,468,225	3,762,131	1,394	2,699	4.50	121.45
	Total	95,451	22,265,101	12,261,808	4,398	2,788	4.61	128.46
480	2013	40,602	8,135,576	4,820,453	1,668	2,890	4.11	118.72
	2014	38,666	7,993,244	4,832,484	1,680	2,876	4.34	124.98
	2015	38,403	8,290,055	4,787,828	1,638	2,923	4.27	124.67
	Total	117,671	24,418,875	14,440,765	4,986	2,896	4.24	122.72
490	2013	107,289	22,946,397	13,534,254	4,754	2,847	4.43	126.15
	2014	103,391	22,534,999	13,346,978	4,767	2,800	4.61	129.09
	2015	103,413	23,371,986	13,872,456	4,763	2,913	4.61	134.15
	Total	314,093	68,853,382	40,753,688	14,284	2,853	4.55	129.75
Statewide	2013	1,568,247	365,257,940	209,053,953	78,368	2,668	5.00	133.30
	2014	1,493,142	354,937,504	207,206,997	75,832	2,732	5.08	138.77
	2015	1,484,623	366,628,416	217,387,477	75,964	2,862	5.12	146.43
	Total	4,546,012	1,086,823,860	633,648,427	230,164	2,753	5.06	139.39

H-300

Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	Accident Year	Earned Car Years	Collected Earned Premium	Paid Loss	Claims	Average	Claim	Pure
						Claim Cost	Freq. (2)	Prem.
110	2013	27,167	7,112,746	3,708,366	1,103	3,362	4.06	136.50
	2014	27,222	7,212,900	3,892,723	1,175	3,313	4.32	143.00
	2015	28,738	7,750,203	4,086,830	1,246	3,280	4.34	142.21
	Total	83,127	22,075,849	11,687,919	3,524	3,317	4.24	140.60
120	2013	76,262	20,486,933	10,806,501	3,567	3,030	4.68	141.70
	2014	77,700	21,693,351	12,209,456	3,754	3,252	4.83	157.14
	2015	82,198	23,945,221	14,292,943	4,293	3,329	5.22	173.88
	Total	236,160	66,125,505	37,308,900	11,614	3,212	4.92	157.98
130	2013	99,336	26,046,371	14,651,182	4,528	3,236	4.56	147.49
	2014	97,864	26,501,723	15,048,392	4,534	3,319	4.63	153.77
	2015	101,513	28,645,694	16,158,376	4,926	3,280	4.85	159.18
	Total	298,713	81,193,788	45,857,950	13,988	3,278	4.68	153.52
140	2013	6,392	1,784,247	1,138,288	401	2,839	6.27	178.08
	2014	6,630	1,943,452	1,069,811	414	2,584	6.24	161.36
	2015	7,014	2,169,284	1,639,707	474	3,459	6.76	233.78
	Total	20,036	5,896,983	3,847,806	1,289	2,985	6.43	192.04
150	2013	31,827	8,885,281	5,026,739	1,644	3,058	5.17	157.94
	2014	32,055	9,192,678	5,252,684	1,650	3,183	5.15	163.86
	2015	33,405	9,983,733	5,499,226	1,768	3,110	5.29	164.62
	Total	97,287	28,061,692	15,778,649	5,062	3,117	5.20	162.19

H-301

Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

COVERAGE 77		Earned	Collected			Average	Claim	Pure
Territory	Accident Year	Car Years	Earned Premium	Paid Loss	Claims	Claim Cost	Claim Freq. (2)	Prem.
170	2013	58,650	16,389,965	8,071,400	2,575	3,135	4.39	137.62
	2014	58,856	17,000,053	8,451,568	2,546	3,320	4.33	143.60
	2015	60,842	18,154,643	8,675,225	2,585	3,356	4.25	142.59
	Total	178,348	51,544,661	25,198,193	7,706	3,270	4.32	141.29
180	2013	44,027	18,526,001	10,067,524	2,901	3,470	6.59	228.67
	2014	43,467	19,172,095	10,174,107	2,820	3,608	6.49	234.07
	2015	43,785	19,874,787	9,792,029	2,619	3,739	5.98	223.64
	Total	131,279	57,572,883	30,033,660	8,340	3,601	6.35	228.78
190	2013	67,152	16,775,221	9,858,183	2,951	3,341	4.39	146.80
	2014	67,015	17,234,270	9,768,840	2,968	3,291	4.43	145.77
	2015	69,859	18,783,956	10,773,482	3,146	3,425	4.50	154.22
	Total	204,026	52,793,447	30,400,505	9,065	3,354	4.44	149.00
200	2013	24,516	6,369,481	3,502,892	1,089	3,217	4.44	142.88
	2014	24,358	6,491,372	3,671,735	1,117	3,287	4.59	150.74
	2015	25,725	7,187,292	4,381,803	1,269	3,453	4.93	170.33
	Total	74,599	20,048,145	11,556,430	3,475	3,326	4.66	154.91
210	2013	6,843	1,488,499	632,900	221	2,864	3.23	92.49
	2014	6,806	1,527,981	565,066	192	2,943	2.82	83.02
	2015	7,231	1,665,113	770,756	240	3,211	3.32	106.59
	Total	20,880	4,681,593	1,968,722	653	3,015	3.13	94.29

H-302

Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	Accident Year	Earned Car Years	Collected Earned Premium	Paid Loss	Claims	Average	Claim	Pure
						Claim Cost	Freq. (2)	Prem.
220	2013	15,738	4,322,854	2,665,048	818	3,258	5.20	169.34
	2014	15,335	4,295,190	2,235,489	749	2,985	4.88	145.78
	2015	15,483	4,468,774	2,453,958	744	3,298	4.81	158.49
	Total	46,556	13,086,818	7,354,495	2,311	3,182	4.96	157.97
230	2013	23,231	6,988,492	4,005,152	1,266	3,164	5.45	172.41
	2014	22,610	7,064,285	4,035,178	1,252	3,223	5.54	178.47
	2015	22,726	7,201,427	3,575,978	1,124	3,181	4.95	157.35
	Total	68,567	21,254,204	11,616,308	3,642	3,190	5.31	169.42
240	2013	18,425	5,231,088	2,564,948	875	2,931	4.75	139.21
	2014	17,924	5,284,546	2,807,140	892	3,147	4.98	156.61
	2015	18,937	5,851,215	3,134,816	976	3,212	5.15	165.54
	Total	55,286	16,366,849	8,506,904	2,743	3,101	4.96	153.87
250	2013	95,975	34,686,253	22,552,395	7,263	3,105	7.57	234.98
	2014	95,897	36,052,110	22,792,850	6,864	3,321	7.16	237.68
	2015	98,408	38,784,158	23,695,534	6,909	3,430	7.02	240.79
	Total	290,280	109,522,521	69,040,779	21,036	3,282	7.25	237.84
260	2013	167,731	44,464,108	25,286,594	7,802	3,241	4.65	150.76
	2014	170,531	46,717,115	26,902,086	7,968	3,376	4.67	157.75
	2015	179,810	51,431,342	29,778,676	8,605	3,461	4.79	165.61
	Total	518,072	142,612,565	81,967,356	24,375	3,363	4.70	158.22

Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	Accident Year	Earned Car Years	Collected Earned Premium	Paid Loss	Claims	Average	Claim	Pure
						Claim Cost	Freq. (2)	Prem.
270	2013	84,223	21,155,380	12,577,614	3,746	3,358	4.45	149.34
	2014	87,098	22,739,753	13,481,930	3,979	3,388	4.57	154.79
	2015	90,945	24,898,891	15,359,287	4,219	3,641	4.64	168.89
	Total	262,266	68,794,024	41,418,831	11,944	3,468	4.55	157.93
280	2013	54,134	16,430,419	10,188,703	3,257	3,128	6.02	188.21
	2014	55,804	17,734,825	10,167,508	3,336	3,048	5.98	182.20
	2015	59,177	19,824,676	12,238,959	3,845	3,183	6.50	206.82
	Total	169,115	53,989,920	32,595,170	10,438	3,123	6.17	192.74
290	2013	25,137	7,974,362	4,514,796	1,510	2,990	6.01	179.61
	2014	26,905	8,861,181	5,740,628	1,829	3,139	6.80	213.37
	2015	29,458	10,133,155	6,594,335	2,022	3,261	6.86	223.86
	Total	81,500	26,968,698	16,849,759	5,361	3,143	6.58	206.75
300	2013	146,384	37,758,085	20,513,147	6,577	3,119	4.49	140.13
	2014	153,428	41,139,925	23,406,937	7,164	3,267	4.67	152.56
	2015	162,211	45,387,530	25,500,090	7,671	3,324	4.73	157.20
	Total	462,023	124,285,540	69,420,174	21,412	3,242	4.63	150.25
310	2013	29,105	7,364,073	4,075,977	1,297	3,143	4.46	140.04
	2014	29,976	7,866,228	4,075,492	1,365	2,986	4.55	135.96
	2015	30,833	8,441,924	4,558,113	1,357	3,359	4.40	147.83
	Total	89,914	23,672,225	12,709,582	4,019	3,162	4.47	141.35

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	Accident Year	Earned Car Years	Collected Earned Premium	Paid Loss	Claims	Average	Claim	Pure
						Claim Cost	Freq. (2)	Prem.
320	2013	227,872	52,533,812	28,290,559	8,972	3,153	3.94	124.15
	2014	230,562	55,185,751	30,166,624	9,277	3,252	4.02	130.84
	2015	242,382	61,034,346	34,302,285	10,016	3,425	4.13	141.52
	Total	700,816	168,753,909	92,759,468	28,265	3,282	4.03	132.36
340	2013	50,334	14,582,680	8,088,693	2,936	2,755	5.83	160.70
	2014	51,353	15,635,269	8,989,223	3,173	2,833	6.18	175.05
	2015	54,232	17,604,774	10,679,757	3,511	3,042	6.47	196.93
	Total	155,919	47,822,723	27,757,673	9,620	2,885	6.17	178.03
350	2013	156,634	37,171,301	19,948,988	6,576	3,034	4.20	127.36
	2014	159,234	39,188,484	21,718,424	6,974	3,114	4.38	136.39
	2015	165,520	42,754,007	23,503,375	7,254	3,240	4.38	142.00
	Total	481,388	119,113,792	65,170,787	20,804	3,133	4.32	135.38
360	2013	45,167	10,686,190	5,621,218	1,930	2,913	4.27	124.45
	2014	45,071	11,043,688	6,235,630	2,065	3,020	4.58	138.35
	2015	47,389	12,347,700	7,014,751	2,137	3,283	4.51	148.02
	Total	137,627	34,077,578	18,871,599	6,132	3,078	4.46	137.12
370	2013	115,068	30,311,960	17,402,830	5,433	3,203	4.72	151.24
	2014	119,491	32,857,368	19,588,573	5,937	3,299	4.97	163.93
	2015	127,130	36,614,274	21,874,200	6,465	3,383	5.09	172.06
	Total	361,689	99,783,602	58,865,603	17,835	3,301	4.93	162.75

H-305

Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	COVERAGE 77		Accident	Earned	Collected	Paid	Average	Claim	Pure	
	Year	Car	Year	Car	Earned	Loss	Claim	Freq. (2)	Prem.	
		Years		Years	Premium		Cost			
380	2013	23,392			6,307,832	3,538,923	1,077	3,286	4.60	151.29
	2014	23,871			6,792,853	4,082,335	1,188	3,436	4.98	171.02
	2015	25,064			7,568,664	4,656,193	1,307	3,563	5.21	185.77
	Total	72,327			20,669,349	12,277,451	3,572	3,437	4.94	169.75
390	2013	105,774			30,894,658	17,019,285	5,268	3,231	4.98	160.90
	2014	109,896			33,506,540	19,423,596	5,703	3,406	5.19	176.75
	2015	114,508			36,413,343	20,395,061	5,983	3,409	5.22	178.11
	Total	330,178			100,814,541	56,837,942	16,954	3,352	5.13	172.14
420	2013	64,011			23,681,217	13,822,097	4,847	2,852	7.57	215.93
	2014	67,515			26,562,181	16,037,003	5,460	2,937	8.09	237.53
	2015	72,922			30,101,702	20,490,846	6,573	3,117	9.01	281.00
	Total	204,448			80,345,100	50,349,946	16,880	2,983	8.26	246.27
440	2013	50,015			14,709,923	8,310,726	2,604	3,192	5.21	166.16
	2014	51,720			15,946,009	9,323,446	2,841	3,282	5.49	180.27
	2015	55,376			17,840,389	10,326,697	3,143	3,286	5.68	186.48
	Total	157,111			48,496,321	27,960,869	8,588	3,256	5.47	177.97
450	2013	19,680			5,542,564	3,613,198	1,096	3,297	5.57	183.60
	2014	19,854			5,848,073	3,143,520	1,089	2,887	5.49	158.33
	2015	21,251			6,635,487	4,375,283	1,286	3,402	6.05	205.89
	Total	60,785			18,026,124	11,132,001	3,471	3,207	5.71	183.14

H-306

Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	Accident Year	Earned Car Years	Collected Earned Premium	Paid Loss	Claims	Average	Claim	Pure
						Claim Cost	Freq. (2)	Prem.
460	2013	187,882	48,144,475	26,878,762	8,363	3,214	4.45	143.06
	2014	191,916	51,235,240	29,454,893	8,876	3,318	4.62	153.48
	2015	202,043	56,509,037	33,853,586	9,567	3,539	4.74	167.56
	Total	581,841	155,888,752	90,187,241	26,806	3,364	4.61	155.00
470	2013	36,476	9,229,178	4,661,889	1,554	3,000	4.26	127.81
	2014	36,746	9,734,334	4,862,554	1,564	3,109	4.26	132.33
	2015	38,531	10,719,176	5,881,971	1,724	3,412	4.47	152.66
	Total	111,753	29,682,688	15,406,414	4,842	3,182	4.33	137.86
480	2013	59,364	13,374,667	8,245,849	2,420	3,407	4.08	138.90
	2014	59,596	14,011,632	8,609,377	2,489	3,459	4.18	144.46
	2015	61,641	15,129,135	8,335,571	2,404	3,467	3.90	135.23
	Total	180,601	42,515,434	25,190,797	7,313	3,445	4.05	139.48
490	2013	153,288	35,924,109	20,001,420	6,294	3,178	4.11	130.48
	2014	157,407	38,069,428	22,151,765	6,586	3,363	4.18	140.73
	2015	165,496	41,850,397	24,492,503	7,146	3,427	4.32	147.99
	Total	476,191	115,843,934	66,645,688	20,026	3,328	4.21	139.96
Statewide	2013	2,397,212	643,334,425	361,852,786	114,761	3,153	4.79	150.95
	2014	2,441,713	681,341,883	389,536,583	119,790	3,252	4.91	159.53
	2015	2,561,783	747,705,449	433,142,202	128,554	3,369	5.02	169.08
	Total	7,400,708	2,072,381,757	1,184,531,571	363,105	3,262	4.91	160.06

H-307

Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

COVERAGE 78		Earned	Collected			Average	Claim	Pure
Territory	Accident Year	Car Years	Earned Premium	Paid Loss	Claims	Claim Cost	Claim Freq. (2)	Prem.
110	2013	3,565	902,747	476,846	105	4,541	2.95	133.76
	2014	3,751	1,010,330	523,906	114	4,596	3.04	139.67
	2015	3,970	1,090,011	407,145	137	2,972	3.45	102.56
	Total	11,286	3,003,088	1,407,897	356	3,955	3.15	124.75
120	2013	5,847	1,496,324	645,079	159	4,057	2.72	110.33
	2014	6,263	1,726,967	726,145	213	3,409	3.40	115.94
	2015	6,956	2,064,176	872,812	218	4,004	3.13	125.48
	Total	19,066	5,287,467	2,244,036	590	3,803	3.09	117.70
130	2013	7,415	1,883,896	960,600	212	4,531	2.86	129.55
	2014	7,742	2,131,847	843,908	205	4,117	2.65	109.00
	2015	8,352	2,454,760	1,328,632	271	4,903	3.24	159.08
	Total	23,509	6,470,503	3,133,140	688	4,554	2.93	133.27
140	2013	448	121,481	18,860	14	1,347	3.13	42.10
	2014	479	147,999	186,074	27	6,892	5.64	388.46
	2015	515	172,790	29,966	20	1,498	3.88	58.19
	Total	1,442	442,270	234,900	61	3,851	4.23	162.90
150	2013	2,985	833,959	470,159	87	5,404	2.91	157.51
	2014	3,149	945,840	475,096	122	3,894	3.87	150.87
	2015	3,379	1,055,487	534,386	144	3,711	4.26	158.15
	Total	9,513	2,835,286	1,479,641	353	4,192	3.71	155.54

H-308

Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

COVERAGE 78		Earned	Collected			Average	Claim	Pure
Territory	Accident Year	Car Years	Earned Premium	Paid Loss	Claims	Claim Cost	Claim Freq. (2)	Prem.
170	2013	7,472	2,098,481	1,019,842	225	4,533	3.01	136.49
	2014	7,793	2,367,805	870,658	245	3,554	3.14	111.72
	2015	8,269	2,654,663	1,349,477	256	5,271	3.10	163.20
	Total	23,534	7,120,949	3,239,977	726	4,463	3.08	137.67
180	2013	5,612	2,775,192	1,315,789	306	4,300	5.45	234.46
	2014	6,079	3,252,066	1,630,946	355	4,594	5.84	268.29
	2015	6,654	3,766,360	1,872,953	389	4,815	5.85	281.48
	Total	18,345	9,793,618	4,819,688	1,050	4,590	5.72	262.72
190	2013	9,654	2,259,153	1,184,890	294	4,030	3.05	122.74
	2014	10,086	2,491,005	1,282,902	327	3,923	3.24	127.20
	2015	10,719	2,774,709	1,074,159	317	3,389	2.96	100.21
	Total	30,459	7,524,867	3,541,951	938	3,776	3.08	116.29
200	2013	2,336	578,617	289,693	83	3,490	3.55	124.01
	2014	2,475	658,245	241,981	69	3,507	2.79	97.77
	2015	2,772	770,552	451,555	99	4,561	3.57	162.90
	Total	7,583	2,007,414	983,229	251	3,917	3.31	129.66
210	2013	1,215	254,347	89,870	19	4,730	1.56	73.97
	2014	1,232	272,409	183,793	30	6,126	2.44	149.18
	2015	1,264	283,665	152,911	37	4,133	2.93	120.97
	Total	3,711	810,421	426,574	86	4,960	2.32	114.95

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

Territory	COVERAGE 78		Earned Car Years	Collected Earned Premium	Paid Loss	Average Claims	Average Claim Cost	Claim Freq. (2)	Pure Prem.
	Accident Year								
220	2013		1,158	299,259	144,021	35	4,115	3.02	124.37
	2014		1,157	326,048	232,766	46	5,060	3.98	201.18
	2015		1,202	366,548	189,020	36	5,251	3.00	157.25
	Total		3,517	991,855	565,807	117	4,836	3.33	160.88
230	2013		1,328	412,241	208,422	49	4,254	3.69	156.94
	2014		1,368	452,459	164,359	34	4,834	2.49	120.15
	2015		1,522	542,271	247,228	55	4,495	3.61	162.44
	Total		4,218	1,406,971	620,009	138	4,493	3.27	146.99
240	2013		1,145	350,203	146,296	36	4,064	3.14	127.77
	2014		1,225	400,775	159,469	43	3,709	3.51	130.18
	2015		1,364	478,333	130,530	51	2,559	3.74	95.70
	Total		3,734	1,229,311	436,295	130	3,356	3.48	116.84
250	2013		9,504	3,682,371	2,240,776	546	4,104	5.74	235.77
	2014		10,210	4,244,690	2,324,722	591	3,934	5.79	227.69
	2015		11,173	5,037,691	2,608,894	622	4,194	5.57	233.50
	Total		30,887	12,964,752	7,174,392	1,759	4,079	5.69	232.28
260	2013		15,806	4,061,700	2,127,359	526	4,044	3.33	134.59
	2014		16,851	4,581,642	2,624,269	568	4,620	3.37	155.73
	2015		18,678	5,389,646	2,728,162	658	4,146	3.52	146.06
	Total		51,335	14,032,988	7,479,790	1,752	4,269	3.41	145.71

H-310

Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

COVERAGE 78		Earned	Collected			Average	Claim	Pure
Territory	Accident Year	Car Years	Earned Premium	Paid Loss	Claims	Claim Cost	Claim Freq. (2)	Prem.
270	2013	13,477	3,180,312	1,908,779	426	4,481	3.16	141.63
	2014	14,271	3,585,447	2,018,774	465	4,341	3.26	141.46
	2015	15,280	3,997,380	2,024,102	496	4,081	3.25	132.47
	Total	43,028	10,763,139	5,951,655	1,387	4,291	3.22	138.32
280	2013	4,947	1,476,270	920,627	231	3,985	4.67	186.10
	2014	5,457	1,758,268	877,401	232	3,782	4.25	160.78
	2015	6,145	2,119,563	1,132,082	277	4,087	4.51	184.23
	Total	16,549	5,354,101	2,930,110	740	3,960	4.47	177.06
290	2013	2,191	698,085	308,902	89	3,471	4.06	140.99
	2014	2,478	851,343	444,644	105	4,235	4.24	179.44
	2015	2,841	1,015,430	627,241	156	4,021	5.49	220.78
	Total	7,510	2,564,858	1,380,787	350	3,945	4.66	183.86
300	2013	22,931	5,779,151	2,871,074	709	4,049	3.09	125.20
	2014	24,810	6,575,061	3,272,325	832	3,933	3.35	131.90
	2015	27,161	7,560,760	3,705,710	882	4,201	3.25	136.43
	Total	74,902	19,914,972	9,849,109	2,423	4,065	3.23	131.49
310	2013	5,579	1,289,859	720,346	181	3,980	3.24	129.12
	2014	5,899	1,468,018	678,836	147	4,618	2.49	115.08
	2015	6,334	1,649,790	782,419	192	4,075	3.03	123.53
	Total	17,812	4,407,667	2,181,601	520	4,195	2.92	122.48

H-311

Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

COVERAGE 78		Earned	Collected			Average	Claim	Pure
Territory	Accident	Car	Earned	Paid	Claims	Claim	Claim	Prem.
	Year	Years	Premium	Loss		Cost	Freq. (2)	
320	2013	20,087	4,465,743	2,179,586	554	3,934	2.76	108.51
	2014	21,249	4,992,875	2,624,962	600	4,375	2.82	123.53
	2015	23,060	5,756,713	3,306,781	682	4,849	2.96	143.40
	Total	64,396	15,215,331	8,111,329	1,836	4,418	2.85	125.96
340	2013	4,060	1,166,744	564,652	146	3,867	3.60	139.08
	2014	4,330	1,343,943	540,707	168	3,218	3.88	124.87
	2015	4,693	1,638,454	758,118	181	4,188	3.86	161.54
	Total	13,083	4,149,141	1,863,477	495	3,765	3.78	142.43
350	2013	18,173	4,215,922	1,859,899	510	3,647	2.81	102.34
	2014	19,186	4,722,076	2,384,766	601	3,968	3.13	124.30
	2015	20,461	5,315,366	2,426,268	618	3,926	3.02	118.58
	Total	57,820	14,253,364	6,670,933	1,729	3,858	2.99	115.37
360	2013	3,312	776,354	244,220	79	3,091	2.39	73.74
	2014	3,466	871,514	406,526	106	3,835	3.06	117.29
	2015	3,817	1,045,392	480,853	118	4,075	3.09	125.98
	Total	10,595	2,693,260	1,131,599	303	3,735	2.86	106.81
370	2013	11,566	3,113,512	1,556,938	396	3,932	3.42	134.61
	2014	12,632	3,639,829	1,991,057	479	4,157	3.79	157.62
	2015	13,996	4,271,995	2,879,279	594	4,847	4.24	205.72
	Total	38,194	11,025,336	6,427,274	1,469	4,375	3.85	168.28

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

COVERAGE 78		Earned	Collected			Average	Claim	Pure
Territory	Accident Year	Car Years	Earned Premium	Paid Loss	Claims	Claim Cost	Claim Freq. (2)	Prem.
380	2013	2,123	568,289	260,955	67	3,895	3.16	122.92
	2014	2,294	672,156	361,250	93	3,884	4.05	157.48
	2015	2,550	795,327	377,999	93	4,065	3.65	148.23
	Total	6,967	2,035,772	1,000,204	253	3,953	3.63	143.56
390	2013	19,350	5,676,952	2,724,304	693	3,931	3.58	140.79
	2014	20,923	6,508,433	3,442,486	823	4,183	3.93	164.53
	2015	22,445	7,228,071	4,197,421	864	4,858	3.85	187.01
	Total	62,718	19,413,456	10,364,211	2,380	4,355	3.79	165.25
420	2013	5,299	2,229,068	1,086,689	266	4,085	5.02	205.07
	2014	6,046	2,752,746	1,362,092	339	4,018	5.61	225.29
	2015	7,028	3,371,602	1,541,824	423	3,645	6.02	219.38
	Total	18,373	8,353,416	3,990,605	1,028	3,882	5.60	217.20
440	2013	4,719	1,426,959	623,246	156	3,995	3.31	132.07
	2014	5,218	1,695,885	961,748	211	4,558	4.04	184.31
	2015	5,857	2,055,439	1,072,382	244	4,395	4.17	183.09
	Total	15,794	5,178,283	2,657,376	611	4,349	3.87	168.25
450	2013	1,295	380,848	195,088	44	4,434	3.40	150.65
	2014	1,392	459,527	238,211	60	3,970	4.31	171.13
	2015	1,532	548,072	271,547	70	3,879	4.57	177.25
	Total	4,219	1,388,447	704,846	174	4,051	4.12	167.06

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Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

NORTH CAROLINA
AUTOMOBILE PHYSICAL DAMAGE EXPERIENCE (1)
PRIVATE PASSENGER NON-FLEET STANDARD AND NON-STANDARD BUSINESS

COVERAGE 78		Earned	Collected			Average	Claim	Pure
Territory	Accident Year	Car Years	Earned Premium	Paid Loss	Claims	Claim Cost	Claim Freq. (2)	Prem.
460	2013	19,826	5,174,048	2,911,632	606	4,805	3.06	146.86
	2014	21,551	5,952,989	3,175,441	732	4,338	3.40	147.35
	2015	23,836	6,887,783	3,458,325	790	4,378	3.31	145.09
	Total	65,213	18,014,820	9,545,398	2,128	4,486	3.26	146.37
470	2013	2,349	624,578	273,650	79	3,464	3.36	116.50
	2014	2,474	723,432	393,886	87	4,527	3.52	159.21
	2015	2,821	859,840	539,321	112	4,815	3.97	191.18
	Total	7,644	2,207,850	1,206,857	278	4,341	3.64	157.88
480	2013	5,456	1,212,585	614,796	165	3,726	3.02	112.68
	2014	5,767	1,344,361	727,387	170	4,279	2.95	126.13
	2015	6,310	1,568,018	948,787	219	4,332	3.47	150.36
	Total	17,533	4,124,964	2,290,970	554	4,135	3.16	130.67
490	2013	18,082	4,038,849	2,250,168	515	4,369	2.85	124.44
	2014	19,430	4,610,881	2,547,535	563	4,525	2.90	131.11
	2015	21,059	5,270,857	2,808,120	652	4,307	3.10	133.35
	Total	58,571	13,920,587	7,605,823	1,730	4,396	2.95	129.86
Statewide	2013	260,312	69,504,099	35,414,053	8,608	4,114	3.31	136.04
	2014	278,733	79,538,911	40,921,028	9,802	4,175	3.52	146.81
	2015	304,015	91,857,514	47,316,409	10,973	4,312	3.61	155.64
	Total	843,060	240,900,524	123,651,490	29,383	4,208	3.49	146.67

H-314

Notes:

(1) Not under fleet plan.

(2) Claim frequency is per 100 cars.

STATISTICAL DATA TO COMPLY WITH NORTH CAROLINA
REQUIREMENTS FOR A PRIVATE PASSENGER RATE FILING
AS PER 11 NCAC 10.1104

2. CREDIBILITY FACTOR DEVELOPMENT AND APPLICATION

See attached exhibits, Section D and prefiled testimony of J. Smollik and C. Modlin.

Credibility Factor Determination

Credibility considerations enter into the private passenger ratemaking formula in three areas:

- 1) statewide rate level in the determination of accident year weights.
- 2) territory rate level in the determination of the individual territory's formula loss ratio.
- 3) trend factor determination in the determination to base the average annual change on North Carolina data or a combination of North Carolina and countrywide data.

The first two areas full credibility standard is based on an application of the credibility formula contained in the paper "On The Credibility of The Pure Premium" by Mayerson, Jones and Bowers (PCAS LV, 1968). The full credibility standards contemplate P and K values of 95% and 5% for statewide and 90% and 5% for territory.

The trend credibility procedure is based on the first model discussed in "An Introduction to Credibility Theory" by L. H. Longley-Cook. The full credibility standard is based on P and K values of 99% and 2 1/2%.

For Uninsured Motorists and Underinsured Motorists, each year of the experience period is given weight proportional to its earned car years in the calculation of an indicated premium per exposure.

For Motorcycles, each year of the experience period is given weight proportional to its earned premium at present manual rates in the calculation of an indicated change.

CREDIBILITY TABLES BASED
UPON NUMBER OF CLAIMS

The projected loss ratios are weighted in accordance with the following:

<u>Average Number of Claim for the Latest Two Years (A)</u>	<u>Weight to Earlier Year</u>	<u>Weight to Later Year</u>
4000 and over	0%	100%
3600 - 3999	10	90
3200 - 3599	20	80
2800 - 3199	30	70
2400 - 2799	40	60
under 2400	50	50

(A) Applied separately by coverage.

<u>Credibility</u>	<u>Determination of Territory Credibility (B)</u>	<u>Credibility</u>	<u>Determination of Trend Factor Credibility (C)</u>
0	0 - 29	0	0 - 26
.10	30 - 119	.05	27 - 105
.20	120 - 269	.10	106 - 238
.30	270 - 479	.15	239 - 424
.40	480 - 749	.20	425 - 663
.50	750 - 1,079	.25	664 - 955
.60	1,080 - 1,469	.30	956 - 1,300
.70	1,470 - 1,919	.35	1,301 - 1,699
.80	1,920 - 2,429	.40	1,700 - 2,150
.90	2,430 - 2,999	.45	2,151 - 2,655
1.00	3,000 or more	.50	2,656 - 3,212
		.55	3,213 - 3,823
		.60	3,824 - 4,487
		.65	4,488 - 5,204
		.70	5,205 - 5,974
		.75	5,975 - 6,798
		.80	6,799 - 7,674
		.85	7,675 - 8,604
		.90	8,605 - 9,586
		.95	9,587 - 10,622
		1.00	10,623 or more

(B) Territory credibility is based on the number of claims underlying the three year pure premium.

(C) Trend factor credibility is based on the number of claims underlying the latest year's experience appearing in the trend exhibits.

STATISTICAL DATA TO COMPLY WITH NORTH CAROLINA
REQUIREMENTS FOR A PRIVATE PASSENGER RATE FILING
AS PER 11 NCAC 10.1104

3. LOSS DEVELOPMENT FACTOR DERIVATION AND APPLICATION ON BOTH PAID AND
INCURRED BASES AND IN BOTH NUMBERS AND DOLLARS OF CLAIMS

- 3(a) Loss development factor derivation is contained on the following pages H-319-392. In selecting the loss development factor, three and five year straight averages were considered, with the three year factor being selected as the best blend of responsiveness and stability for Bodily Injury, Property Damage and Medical Payments. For Uninsured Motorists Bodily Injury, Uninsured Motorists Property Damage and Underinsured Motorists, the average of the latest five years was selected for increased stability.

Development for all coverages is to 63 months.

Additional information regarding loss development is contained in the prefiled testimony of J. Smollik and C. Modlin.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE

EARNED EXPOSURES BY COVERAGE

VOLUNTARY AND CEDED COMBINED

<u>YEAR</u>	<u>BODILY INJURY</u>	<u>PROPERTY DAMAGE</u>	<u>MEDICAL PAYMENTS</u>
2011	6,924,415	6,924,415	4,989,400
2012	7,098,581	7,098,581	5,070,179
2013	6,926,726	6,926,726	4,946,245
2014	6,762,603	6,762,603	4,815,912
2015	6,842,555	6,842,555	4,825,795

<u>YEAR</u>	<u>UNINSURED MOTORISTS B.I.</u>	<u>UNINSURED MOTORISTS P.D.</u>	<u>UNDERINSURED MOTORISTS B.I.</u>
2011	6,416,349	6,416,349	4,904,287
2012	6,396,824	6,396,824	4,926,876
2013	6,238,830	6,238,830	4,839,339
2014	6,041,515	6,041,515	4,686,286
2015	6,092,527	6,092,527	4,725,855

ESTIMATED EARNED PREMIUM BY COVERAGE

VOLUNTARY AND CEDED COMBINED

<u>YEAR</u>	<u>BODILY INJURY</u>	<u>PROPERTY DAMAGE</u>	<u>MEDICAL PAYMENTS</u>
2011	1,206,030,377	1,051,025,633	157,734,147
2012	1,253,009,117	1,086,040,072	164,775,476
2013	1,204,953,772	1,057,908,548	158,794,910
2014	1,165,106,298	1,028,208,353	153,320,722
2015	1,169,204,156	1,038,543,218	151,999,709

<u>YEAR</u>	<u>UNINSURED MOTORISTS B.I.</u>	<u>UNINSURED MOTORISTS P.D.</u>	<u>UNDERINSURED MOTORISTS B.I.</u>
2011	89,828,886	12,832,698	154,055,705
2012	89,555,536	12,793,648	155,661,125
2013	87,343,620	12,477,660	153,222,968
2014	84,581,210	12,083,030	148,377,061
2015	85,295,378	12,185,054	149,629,801

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
LOSS DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Accident Year	Bodily Injury Total Limits Paid Losses as of				
	15 Months	27 Months	39 Months	51 Months	63 Months
2002					648,832,874
2003				663,593,397	691,247,308
2004			634,817,214	700,832,703	722,450,796
2005		517,876,348	631,268,659	693,635,041	715,195,536
2006	292,730,189	549,372,172	664,463,481	722,106,543	746,134,773
2007	310,358,909	572,858,202	682,539,782	738,717,734	758,660,979
2008	316,619,624	560,563,741	668,127,571	720,107,171	741,861,103
2009	344,782,700	608,801,143	731,893,657	792,349,751	813,854,768
2010	344,997,222	624,641,873	735,939,834	791,711,021	810,837,790
2011	361,951,472	634,238,102	740,509,877	793,508,640	811,921,055
2012	360,775,382	622,569,546	740,049,599	799,391,227	
2013	343,976,835	629,676,107	741,958,792		
2014	350,283,706	635,633,437			
2015	371,906,369				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.042
2004			1.104	1.031
2005		1.219	1.099	1.031
2006	1.877	1.209	1.087	1.033
2007	1.846	1.191	1.082	1.027
2008	1.770	1.192	1.078	1.030
2009	1.766	1.202	1.083	1.027
2010	1.811	1.178	1.076	1.024
2011	1.752	1.168	1.072	1.023
2012	1.726	1.189	1.080	
2013	1.831	1.178		
2014	1.815			
Five Year Average	1.787	1.183	1.078	1.026
Three Year Average	1.791	1.178	1.076	1.025
		Five Year	Three Year	
39 to 63 months:		1.106	1.103	
27 to 63 months:		1.308	1.299	
15 to 63 months:		2.337	2.327	

Losses exclude unallocated loss adjustment expense.

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
LOSS DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Accident Year	Property Damage Total Limits Paid Losses as of				
	15 Months	27 Months	39 Months	51 Months	63 Months
2002					534,267,857
2003				552,381,115	552,911,800
2004			563,658,846	564,897,537	565,065,245
2005		574,591,781	577,166,676	577,981,874	578,315,991
2006	575,788,091	598,276,576	600,968,249	601,806,030	601,921,399
2007	583,571,532	605,090,612	607,429,149	608,206,595	608,404,220
2008	578,646,540	605,157,215	607,278,198	607,852,145	608,115,212
2009	590,966,841	612,080,686	614,578,717	615,384,989	615,624,955
2010	605,469,959	627,970,219	630,478,538	631,116,423	631,219,207
2011	612,608,679	636,737,081	639,728,966	640,653,925	641,877,288
2012	643,452,466	672,835,599	677,705,439	678,851,086	
2013	679,039,402	716,144,299	719,966,299		
2014	732,080,719	770,018,705			
2015	814,849,424				

Accident Year	Loss Development Factors			
	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.001
2004			1.002	1.000
2005		1.004	1.001	1.001
2006	1.039	1.004	1.001	1.000
2007	1.037	1.004	1.001	1.000
2008	1.046	1.004	1.001	1.000
2009	1.036	1.004	1.001	1.000
2010	1.037	1.004	1.001	1.000
2011	1.039	1.005	1.001	1.002
2012	1.046	1.007	1.002	
2013	1.055	1.005		
2014	1.052			

Five Year Average	1.046	1.005	1.001	1.000
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Three Year Average	1.051	1.006	1.001	1.001
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	Five Year	Three Year
39 to 63 months:	1.001	1.002
27 to 63 months:	1.006	1.008
15 to 63 months:	1.052	1.059

Losses exclude unallocated loss adjustment expense.

NORTH CAROLINA
 AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
 LOSS DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Accident Year	Medical Payments Total Limits Paid Losses as of				
	15 Months	27 Months	39 Months	51 Months	63 Months
2002					91,367,436
2003				92,448,238	92,668,042
2004			90,425,663	91,615,895	91,944,486
2005		87,050,643	89,447,584	90,202,275	90,360,865
2006	76,749,927	90,820,686	92,834,993	93,690,726	93,918,534
2007	77,414,474	90,396,231	92,398,016	93,362,332	93,551,684
2008	77,347,365	90,020,075	91,971,670	92,842,035	93,009,078
2009	83,870,278	97,233,618	99,947,810	100,930,262	101,146,990
2010	81,560,495	95,396,998	97,927,140	98,924,643	99,200,980
2011	81,717,423	94,616,340	96,665,719	97,644,037	98,043,911
2012	82,428,657	95,030,518	97,651,336	98,710,457	
2013	80,792,632	94,498,632	97,324,606		
2014	79,535,738				
2015	83,348,544				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.002
2004			1.013	1.004
2005		1.028	1.008	1.002
2006	1.183	1.022	1.009	1.002
2007	1.168	1.022	1.010	1.002
2008	1.164	1.022	1.009	1.002
2009	1.159	1.028	1.010	1.002
2010	1.170	1.027	1.010	1.003
2011	1.158	1.022	1.010	1.004
2012	1.153	1.028	1.011	
2013	1.170	1.030		
2014	1.182			
Five Year Average	1.167	1.027	1.010	1.003
Three Year Average	1.168	1.027	1.010	1.003
		Five Year	Three Year	
39 to 63 months:		1.013	1.013	
27 to 63 months:		1.040	1.040	
15 to 63 months:		1.214	1.215	

Losses exclude unallocated loss adjustment expense.

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
LOSS DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Accident Year	Uninsured Motorists Bodily Injury Total Limits Paid Losses as of				
	15 Months	27 Months	39 Months	51 Months	63 Months
2004			43,483,029	47,207,267	48,742,605
2005		36,413,668	43,556,987	48,197,100	49,713,078
2006	21,395,844	40,354,993	47,552,997	52,330,901	53,571,863
2007	20,788,360	39,523,156	47,722,930	53,035,311	55,417,569
2008	18,301,264	34,891,632	40,638,198	42,662,205	43,829,474
2009	20,849,313	36,625,516	43,469,915	46,246,462	47,241,691
2010	19,786,634	33,794,265	38,863,494	41,541,280	42,247,932
2011	20,694,292	33,892,558	38,923,138	42,264,765	42,921,457
2012	19,759,671	32,683,577	38,553,020	41,525,163	
2013	19,801,060	34,773,154	39,876,215		
2014	18,014,389	34,107,608			
2015	22,254,536				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2004			1.086	1.033
2005		1.196	1.107	1.031
2006	1.886	1.178	1.100	1.024
2007	1.901	1.207	1.111	1.045
2008	1.907	1.165	1.050	1.027
2009	1.757	1.187	1.064	1.022
2010	1.708	1.150	1.069	1.017
2011	1.638	1.148	1.086	1.016
2012	1.654	1.180	1.077	
2013	1.756	1.147		
2014	1.893			
Five Year Average	1.730	1.162	1.069	1.025
Three Year Average	1.768	1.158	1.077	1.018
		Five Year	Three Year	
39 to 63 months:		1.096	1.096	
27 to 63 months:		1.274	1.269	
15 to 63 months:		2.204	2.244	

Losses exclude unallocated loss adjustment expense.

NORTH CAROLINA
 AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
 LOSS DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Accident Year	Uninsured Motorists Property Damage Total Limits Paid Losses as of				
	15 Months	27 Months	39 Months	51 Months	63 Months
2004			10,926,097	10,823,797	10,763,440
2005		11,704,143	11,628,030	11,682,007	11,698,544
2006	10,646,007	10,548,211	10,738,958	10,685,282	10,633,625
2007	9,939,310	9,874,439	9,892,363	9,836,968	9,782,621
2008	9,727,141	9,589,636	9,472,724	9,509,190	9,872,757
2009	8,735,117	8,697,656	8,671,741	8,598,797	8,537,628
2010	8,516,236	8,401,773	8,440,849	8,350,599	8,287,145
2011	8,832,441	8,820,081	8,724,683	8,820,369	8,954,173
2012	8,729,460	8,662,569	8,670,537	8,728,764	
2013	10,051,613	9,782,452	9,665,375		
2014	10,682,364	10,571,498			
2015	13,780,051				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2004			0.991	0.994
2005		0.993	1.005	1.001
2006	0.991	1.018	0.995	0.995
2007	0.993	1.002	0.994	0.994
2008	0.986	0.988	1.004	1.038
2009	0.996	0.997	0.992	0.993
2010	0.987	1.005	0.989	0.992
2011	0.999	0.989	1.011	1.015
2012	0.992	1.001	1.007	
2013	0.973	0.988		
2014	0.990			
Five Year Average	0.988	0.996	1.001	1.006
Three Year Average	0.985	0.993	1.002	1.000
		Five Year	Three Year	
39 to 63 months:		1.007	1.002	
27 to 63 months:		1.003	0.995	
15 to 63 months:		0.991	0.980	

Losses exclude unallocated loss adjustment expense.

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
LOSS DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Accident Year	Underinsured Motorists Bodily Injury Total Limits Paid Losses as of				
	15 Months	27 Months	39 Months	51 Months	63 Months
2004			44,964,131	53,677,598	56,704,566
2005		30,575,777	44,257,239	50,535,405	53,941,754
2006	13,574,148	36,856,584	49,658,800	60,050,064	64,181,488
2007	13,471,868	40,886,851	55,431,733	64,322,209	67,682,969
2008	12,515,719	36,511,109	51,171,776	59,855,486	63,188,231
2009	16,976,072	43,597,629	60,824,585	69,516,499	74,013,705
2010	17,002,546	45,653,410	61,534,463	69,965,819	73,103,725
2011	16,972,232	45,666,517	63,836,539	73,259,243	76,710,836
2012	16,020,300	40,227,462	57,727,611	68,498,844	
2013	17,211,135	44,577,485	65,202,168		
2014	16,191,836	41,809,185			
2015	21,290,399				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2004			1.194	1.056
2005		1.447	1.142	1.067
2006	2.715	1.347	1.209	1.069
2007	3.035	1.356	1.160	1.052
2008	2.917	1.402	1.170	1.056
2009	2.568	1.395	1.143	1.065
2010	2.685	1.348	1.137	1.045
2011	2.691	1.398	1.148	1.047
2012	2.511	1.435	1.187	
2013	2.590	1.463		
2014	2.582			
Five Year Average	2.612	1.408	1.157	1.053
Three Year Average	2.561	1.432	1.157	1.052
		Five Year	Three Year	
39 to 63 months:		1.218	1.217	
27 to 63 months:		1.715	1.743	
15 to 63 months:		4.480	4.464	

Losses exclude unallocated loss adjustment expense.

The Rate Bureau is advised by ISO that the data described in Subparagraph (3)(c) are not available.

See attached Exhibit (3)(d).

To the extent that such data are available, the corresponding earned premium and exposures are shown on page H-319.

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
LOSS DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Accident Year	Bodily Injury Total Limits Incurred Losses as of				
	15 Months	27 Months	39 Months	51 Months	63 Months
2002					660,826,093
2003				702,075,913	703,757,654
2004			726,032,756	733,414,047	733,021,137
2005		693,338,754	719,752,602	726,341,510	724,279,324
2006	655,183,999	729,044,805	755,059,193	759,412,892	757,537,429
2007	672,298,246	754,301,249	769,117,018	771,660,808	770,562,365
2008	679,520,052	736,955,645	752,606,768	754,898,979	751,043,783
2009	743,063,871	805,971,456	822,808,711	824,559,586	822,482,993
2010	749,121,544	811,793,162	821,767,319	822,060,565	821,124,171
2011	769,451,348	809,237,586	819,356,952	822,867,717	821,035,146
2012	782,355,728	819,333,294	828,252,158	829,183,979	
2013	767,539,013	810,001,710	823,606,963		
2014	766,619,149	824,010,768			
2015	810,170,619				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.002
2004			1.010	0.999
2005		1.038	1.009	0.997
2006	1.113	1.036	1.006	0.998
2007	1.122	1.020	1.003	0.999
2008	1.085	1.021	1.003	0.995
2009	1.085	1.021	1.002	0.997
2010	1.084	1.012	1.000	0.999
2011	1.052	1.013	1.004	0.998
2012	1.047	1.011	1.001	
2013	1.055	1.017		
2014	1.075			
Five Year Average	1.063	1.015	1.002	0.998
Three Year Average	1.059	1.014	1.002	0.998
		Five Year	Three Year	
39 to 63 months:		1.000	1.000	
27 to 63 months:		1.015	1.014	
15 to 63 months:		1.079	1.074	

Losses exclude unallocated loss adjustment expense.

NORTH CAROLINA
 AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
 LOSS DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Accident Year	Property Damage Total Limits Incurred Losses as of				
	15 Months	27 Months	39 Months	51 Months	63 Months
2002					534,427,287
2003				552,864,078	553,073,231
2004			564,500,217	565,402,098	565,293,901
2005		576,768,472	578,211,594	578,476,414	578,537,116
2006	589,948,039	600,531,291	601,871,788	602,497,738	602,092,739
2007	595,457,699	607,098,069	608,515,719	608,672,244	608,562,434
2008	592,717,548	607,585,089	608,059,698	608,308,805	608,233,572
2009	604,856,887	614,178,970	615,294,078	615,667,679	615,821,799
2010	618,016,628	629,572,991	631,101,652	631,458,376	631,388,802
2011	625,138,655	638,695,426	640,592,815	641,067,759	642,042,165
2012	655,991,128	674,387,749	678,278,339	679,160,845	
2013	694,412,102	717,673,256	720,693,872		
2014	750,059,297	771,956,718			
2015	835,697,530				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.000
2004			1.002	1.000
2005		1.003	1.000	1.000
2006	1.018	1.002	1.001	0.999
2007	1.020	1.002	1.000	1.000
2008	1.025	1.001	1.000	1.000
2009	1.015	1.002	1.001	1.000
2010	1.019	1.002	1.001	1.000
2011	1.022	1.003	1.001	1.002
2012	1.028	1.006	1.001	
2013	1.033	1.004		
2014	1.029			
Five Year Average	1.026	1.003	1.001	1.000
Three Year Average	1.030	1.004	1.001	1.001
		Five Year	Three Year	
39 to 63 months:		1.001	1.002	
27 to 63 months:		1.004	1.006	
15 to 63 months:		1.030	1.036	

Losses exclude unallocated loss adjustment expense.

NORTH CAROLINA
 AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
 LOSS DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Accident Year	Medical Payments Total Limits Incurred Losses as of				
	15 Months	27 Months	39 Months	51 Months	63 Months
2002					91,468,157
2003				92,675,518	92,750,269
2004			91,165,945	92,022,820	92,163,988
2005		89,100,195	90,335,758	90,619,975	90,645,560
2006	91,005,311	92,605,615	93,479,636	94,013,888	94,087,739
2007	91,227,312	92,076,899	93,238,755	93,617,508	93,731,836
2008	89,217,082	91,595,353	92,528,555	93,071,581	93,094,942
2009	97,861,611	99,396,195	100,919,154	101,171,878	101,257,049
2010	95,856,365	97,322,444	98,714,615	99,127,621	99,286,154
2011	93,143,438	96,316,801	97,215,011	97,814,666	98,115,360
2012	93,244,145	96,618,132	98,306,929	98,910,915	
2013	92,538,232	95,842,790	97,860,162		
2014	90,997,474				
2015	95,948,353				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.001
2004			1.009	1.002
2005		1.014	1.003	1.000
2006	1.018	1.009	1.006	1.001
2007	1.009	1.013	1.004	1.001
2008	1.027	1.010	1.006	1.000
2009	1.016	1.015	1.003	1.001
2010	1.015	1.014	1.004	1.002
2011	1.034	1.009	1.006	1.003
2012	1.036	1.017	1.006	
2013	1.036	1.021		
2014	1.050			
Five Year Average	1.034	1.015	1.005	1.001
Three Year Average	1.041	1.016	1.005	1.002
		Five Year	Three Year	
39 to 63 months:		1.006	1.007	
27 to 63 months:		1.021	1.023	
15 to 63 months:		1.056	1.065	

Losses exclude unallocated loss adjustment expense.

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
LOSS DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Accident Year	Uninsured Motorists Bodily Injury Total Limits Incurred Losses as of				
	15 Months	27 Months	39 Months	51 Months	63 Months
2004			49,303,984	49,563,690	49,716,114
2005		47,302,410	49,574,799	51,462,999	51,523,022
2006	43,555,506	52,487,912	54,414,755	55,559,544	54,573,136
2007	44,914,621	54,835,104	56,447,738	56,566,944	56,500,565
2008	38,089,204	43,739,711	45,188,593	44,820,473	44,572,390
2009	41,598,240	46,430,291	47,596,661	48,074,928	47,913,020
2010	38,794,256	42,305,218	42,618,169	42,891,595	42,707,631
2011	39,297,897	42,214,858	42,733,420	43,201,151	43,315,810
2012	40,489,188	41,520,729	43,130,211	42,949,643	
2013	39,196,035	44,426,710	44,671,632		
2014	40,145,169				
2015	46,448,468				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2004			1.005	1.003
2005		1.048	1.038	1.001
2006	1.205	1.037	1.021	0.982
2007	1.221	1.029	1.002	0.999
2008	1.148	1.033	0.992	0.994
2009	1.116	1.025	1.010	0.997
2010	1.091	1.007	1.006	0.996
2011	1.074	1.012	1.011	1.003
2012	1.025	1.039	0.996	
2013	1.133	1.006		
2014	1.073			
Five Year Average	1.079	1.018	1.003	0.998
Three Year Average	1.077	1.019	1.004	0.999
		Five Year	Three Year	
39 to 63 months:		1.001	1.003	
27 to 63 months:		1.019	1.022	
15 to 63 months:		1.100	1.101	

Losses exclude unallocated loss adjustment expense.

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
LOSS DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Accident Year	Uninsured Motorists Property Damage Total Limits Incurred Losses as of				
	15 Months	27 Months	39 Months	51 Months	63 Months
2004			10,998,569	10,871,947	10,771,037
2005		12,059,567	11,857,001	12,036,726	11,717,356
2006	11,046,793	10,591,730	10,823,682	10,699,672	10,636,645
2007	10,280,498	10,065,484	10,063,604	10,009,408	9,948,682
2008	10,175,750	9,976,888	9,916,835	9,921,650	9,952,367
2009	9,071,992	8,862,996	8,757,194	8,630,307	8,551,905
2010	9,185,077	8,771,415	8,492,821	8,372,137	8,312,198
2011	9,202,891	9,077,069	8,952,159	9,122,412	9,130,110
2012	9,174,333	8,836,530	8,710,242	8,745,025	
2013	10,403,576	9,871,558	9,706,979		
2014	11,404,968	11,081,105			
2015	14,462,051				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2004			0.988	0.991
2005		0.983	1.015	0.973
2006	0.959	1.022	0.989	0.994
2007	0.979	1.000	0.995	0.994
2008	0.980	0.994	1.000	1.003
2009	0.977	0.988	0.986	0.991
2010	0.955	0.968	0.986	0.993
2011	0.986	0.986	1.019	1.001
2012	0.963	0.986	1.004	
2013	0.949	0.983		
2014	0.972			
Five Year Average	0.965	0.982	0.999	0.996
Three Year Average	0.961	0.985	1.003	0.995
		Five Year	Three Year	
39 to 63 months:		0.995	0.998	
27 to 63 months:		0.977	0.983	
15 to 63 months:		0.943	0.945	

Losses exclude unallocated loss adjustment expense.

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
LOSS DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Accident Year	Underinsured Motorists Bodily Injury Total Limits Incurred Losses as of				
	15 Months	27 Months	39 Months	51 Months	63 Months
2004			57,359,522	61,370,882	60,939,103
2005		46,968,025	53,527,507	55,885,597	55,694,339
2006	36,386,159	56,358,725	63,536,503	67,208,011	67,299,495
2007	41,320,073	62,614,313	69,501,239	70,911,206	70,244,626
2008	38,680,862	57,471,072	66,471,314	66,685,860	66,212,828
2009	44,832,659	65,865,356	74,013,465	77,507,901	77,428,375
2010	44,504,567	64,908,685	72,849,253	76,038,277	75,505,050
2011	49,802,607	70,547,071	77,018,627	79,651,542	78,667,941
2012	49,392,980	64,491,829	70,101,556	75,074,826	
2013	49,225,525	67,303,597	79,458,261		
2014	45,631,606	63,910,653			
2015	51,836,429				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2004			1.070	0.993
2005		1.140	1.044	0.997
2006	1.549	1.127	1.058	1.001
2007	1.515	1.110	1.020	0.991
2008	1.486	1.157	1.003	0.993
2009	1.469	1.124	1.047	0.999
2010	1.458	1.122	1.044	0.993
2011	1.417	1.092	1.034	0.988
2012	1.306	1.087	1.071	
2013	1.367	1.181		
2014	1.401			
Five Year Average	1.390	1.121	1.040	0.993
Three Year Average	1.358	1.120	1.050	0.993
		Five Year	Three Year	
39 to 63 months:		1.033	1.043	
27 to 63 months:		1.158	1.168	
15 to 63 months:		1.610	1.586	

Losses exclude unallocated loss adjustment expense.

See attached Exhibit (3)(e).

To the extent that such data are available, the corresponding earned premium and exposures are shown on page H-319.

NORTH CAROLINA
 AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
 LOSS DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Accident Year	Bodily Injury Basic Limits(a) Incurred Losses as of				
	15 Months	27 Months	39 Months	51 Months	63 Months
2002					557,289,176
2003				585,187,725	587,822,056
2004			593,251,141	599,803,805	601,716,224
2005		576,962,347	593,727,721	599,911,132	601,141,186
2006	555,212,150	598,416,234	614,562,168	620,644,878	620,816,005
2007	566,258,904	615,386,763	626,175,066	629,464,168	630,359,444
2008	572,281,295	606,038,122	616,157,149	617,857,848	617,481,470
2009	636,778,268	666,202,319	675,496,873	677,961,158	678,378,046
2010	639,377,892	670,309,948	674,985,532	677,413,856	677,391,262
2011	654,278,886	671,130,623	676,256,932	679,413,783	679,001,826
2012	663,780,028	675,959,052	681,148,421	682,100,471	
2013	659,776,040	675,365,278	679,850,899		
2014	654,759,462				
2015	696,388,761				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.005
2004			1.011	1.003
2005		1.029	1.010	1.002
2006	1.078	1.027	1.010	1.000
2007	1.087	1.018	1.005	1.001
2008	1.059	1.017	1.003	0.999
2009	1.046	1.014	1.004	1.001
2010	1.048	1.007	1.004	1.000
2011	1.026	1.008	1.005	0.999
2012	1.018	1.008	1.001	
2013	1.024	1.007		
2014	1.047			
Five Year Average	1.033	1.009	1.003	1.000
Three Year Average	1.030	1.008	1.003	1.000
		Five Year	Three Year	
39 to 63 months:		1.003	1.003	
27 to 63 months:		1.012	1.011	
15 to 63 months:		1.045	1.041	

(a) Losses are on a 30/60 level for all years.

Losses exclude unallocated loss adjustment expense.

NORTH CAROLINA
 AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
 LOSS DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Accident Year	Bodily Injury Excess Limits(a) Incurred Losses as of				
	15 Months	27 Months	39 Months	51 Months	63 Months
2002					103,536,917
2003				116,888,188	115,935,598
2004			132,781,615	133,610,242	131,304,913
2005		116,376,407	126,024,881	126,430,378	123,138,138
2006	99,971,849	130,628,571	140,497,025	138,768,014	136,721,424
2007	106,039,342	138,914,486	142,941,952	142,196,640	140,202,921
2008	107,238,757	130,917,523	136,449,619	137,041,131	133,562,313
2009	106,285,603	139,769,137	147,311,838	146,598,428	144,104,947
2010	109,743,652	141,483,214	146,781,787	144,646,709	143,732,909
2011	115,172,462	138,106,963	143,100,020	143,453,934	142,033,320
2012	118,575,700	143,374,242	147,103,737	147,083,508	
2013	107,762,973	134,636,432	143,756,064		
2014	111,859,687	138,499,326			
2015	113,781,858				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				0.992
2004			1.006	0.983
2005		1.083	1.003	0.974
2006	1.307	1.076	0.988	0.985
2007	1.310	1.029	0.995	0.986
2008	1.221	1.042	1.004	0.975
2009	1.315	1.054	0.995	0.983
2010	1.289	1.037	0.985	0.994
2011	1.199	1.036	1.002	0.990
2012	1.209	1.026	1.000	
2013	1.249	1.068		
2014	1.238			
Five Year Average	1.237	1.044	0.997	0.986
Three Year Average	1.232	1.043	0.996	0.989
		Five Year	Three Year	
39 to 63 months:		0.983	0.985	
27 to 63 months:		1.026	1.027	
15 to 63 months:		1.269	1.265	

(a) Losses are on a 30/60 level for all years.

Losses exclude unallocated loss adjustment expense.

NORTH CAROLINA
 AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
 LOSS DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Accident Year	Property Damage Basic Limits(a) Incurred Losses as of				
	15 Months	27 Months	39 Months	51 Months	63 Months
2002					531,950,120
2003				549,242,647	549,478,260
2004			560,950,492	561,763,330	561,689,009
2005		572,679,307	574,152,924	574,496,556	574,527,902
2006	585,759,190	596,268,288	597,603,179	598,221,980	597,935,823
2007	591,554,570	602,565,320	603,840,287	604,144,875	604,051,595
2008	587,942,423	602,297,429	603,066,452	603,284,796	603,225,683
2009	600,163,831	609,446,256	610,523,213	610,899,239	611,030,537
2010	613,312,535	625,276,689	626,714,405	627,058,274	626,732,185
2011	620,421,933	633,888,047	635,716,024	636,104,411	636,935,467
2012	650,831,743	668,507,250	672,154,949	672,672,573	
2013	687,781,171	711,283,573	713,953,296		
2014	742,337,687	763,487,631			
2015	825,271,105				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.000
2004			1.001	1.000
2005		1.003	1.001	1.000
2006	1.018	1.002	1.001	1.000
2007	1.019	1.002	1.001	1.000
2008	1.024	1.001	1.000	1.000
2009	1.015	1.002	1.001	1.000
2010	1.020	1.002	1.001	0.999
2011	1.022	1.003	1.001	1.001
2012	1.027	1.005	1.001	
2013	1.034	1.004		
2014	1.028			
Five Year Average	1.026	1.003	1.001	1.000
Three Year Average	1.030	1.004	1.001	1.000
		Five Year	Three Year	
39 to 63 months:		1.001	1.001	
27 to 63 months:		1.004	1.005	
15 to 63 months:		1.030	1.035	

(a) Losses are on a \$25,000 level for all years.

Losses exclude unallocated loss adjustment expense.

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
LOSS DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Accident Year	Property Damage Excess Limits(a) Incurred Losses as of				
	15 Months	27 Months	39 Months	51 Months	63 Months
2002					2,477,167
2003				3,621,431	3,594,971
2004			3,549,725	3,638,768	3,604,892
2005		4,089,165	4,058,670	3,979,858	4,009,214
2006	4,188,849	4,263,003	4,268,609	4,275,758	4,156,916
2007	3,903,129	4,532,749	4,675,432	4,527,369	4,510,839
2008	4,775,125	5,287,660	4,993,246	5,024,009	5,007,889
2009	4,693,056	4,732,714	4,770,865	4,768,440	4,791,262
2010	4,704,093	4,296,302	4,387,247	4,400,102	4,656,617
2011	4,716,722	4,807,379	4,876,791	4,963,348	5,106,698
2012	5,159,385	5,880,499	6,123,390	6,488,272	
2013	6,630,931	6,389,683	6,740,576		
2014	7,721,610	8,469,087			
2015	10,426,425				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				0.993
2004			1.025	0.991
2005		0.993	0.981	1.007
2006	1.018	1.001	1.002	0.972
2007	1.161	1.031	0.968	0.996
2008	1.107	0.944	1.006	0.997
2009	1.008	1.008	0.999	1.005
2010	0.913	1.021	1.003	1.058
2011	1.019	1.014	1.018	1.029
2012	1.140	1.041	1.060	
2013	0.964	1.055		
2014	1.097			

Five Year Average	1.027	1.028	1.017	1.017
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Three Year Average	1.067	1.037	1.027	1.031
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	Five Year	Three Year
39 to 63 months:	1.034	1.059
27 to 63 months:	1.063	1.098
15 to 63 months:	1.092	1.172

(a) Losses are on a \$25,000 level for all years.

Losses exclude unallocated loss adjustment expense.

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
LOSS DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Accident Year	Uninsured Motorists Bodily Injury Basic Limits(a) Incurred Losses as of				
	15 Months	27 Months	39 Months	51 Months	63 Months
2004			38,637,152	38,918,129	39,331,965
2005		37,978,036	39,479,664	39,757,540	39,715,690
2006	35,121,927	40,093,058	41,331,165	42,341,333	41,876,741
2007	35,048,496	40,518,511	42,036,340	42,357,497	42,329,394
2008	31,123,709	34,679,457	35,314,601	35,156,235	35,012,875
2009	34,948,577	37,369,920	37,963,896	38,083,171	37,977,566
2010	33,128,529	34,513,310	35,048,748	34,996,530	34,900,303
2011	33,335,832	34,525,752	34,640,963	34,554,529	34,696,103
2012	33,462,492	33,713,284	34,551,106	34,514,725	
2013	32,756,411	35,169,825	34,849,156		
2014	33,653,792	34,391,035			
2015	38,784,093				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2004			1.007	1.011
2005		1.040	1.007	0.999
2006	1.142	1.031	1.024	0.989
2007	1.156	1.037	1.008	0.999
2008	1.114	1.018	0.996	0.996
2009	1.069	1.016	1.003	0.997
2010	1.042	1.016	0.999	0.997
2011	1.036	1.003	0.998	1.004
2012	1.007	1.025	0.999	
2013	1.074	0.991		
2014	1.022			
Five Year Average	1.036	1.010	0.999	0.999
Three Year Average	1.034	1.006	0.999	0.999

	Five Year	Three Year
39 to 63 months:	0.998	0.998
27 to 63 months:	1.008	1.004
15 to 63 months:	1.044	1.038

(a) Losses are on a 30/60 level for all years.

Losses exclude unallocated loss adjustment expense.

NORTH CAROLINA
 AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
 LOSS DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Accident Year	Uninsured Motorists Property Damage Basic Limits(a) Incurred Losses as of				
	15 Months	27 Months	39 Months	51 Months	63 Months
2004			10,645,593	10,518,988	10,418,061
2005		11,145,615	11,010,331	11,001,211	10,875,951
2006	11,044,224	10,589,161	10,645,817	10,538,603	10,459,168
2007	10,232,926	9,990,117	9,876,322	9,820,704	9,758,377
2008	10,058,060	9,615,746	9,532,457	9,530,747	9,473,651
2009	8,953,293	8,726,638	8,590,737	8,463,128	8,385,448
2010	8,797,980	8,384,004	8,111,207	7,990,523	7,930,584
2011	9,193,468	8,689,126	8,535,821	8,497,548	8,472,947
2012	8,892,102	8,515,853	8,390,011	8,324,069	
2013	10,388,024	9,851,011	9,693,277		
2014	11,106,976	10,649,285			
2015	13,776,278				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2004			0.988	0.990
2005		0.988	0.999	0.989
2006	0.959	1.005	0.990	0.992
2007	0.976	0.989	0.994	0.994
2008	0.956	0.991	1.000	0.994
2009	0.975	0.984	0.985	0.991
2010	0.953	0.967	0.985	0.992
2011	0.945	0.982	0.996	0.997
2012	0.958	0.985	0.992	
2013	0.948	0.984		
2014	0.959			

Five Year Average	0.953	0.980	0.992	0.994
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Three Year Average	0.955	0.984	0.991	0.993
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	Five Year	Three Year
39 to 63 months:	0.986	0.984
27 to 63 months:	0.966	0.968
15 to 63 months:	0.921	0.924

(a) Losses are on a \$25,000 level for all years.

Losses exclude unallocated loss adjustment expense.

See attached Exhibit (3)(f).

To the extent that such data are available, the corresponding earned premium and exposures are shown on page H-319.

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
CLAIM DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Bodily Injury Paid Claims as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					90,461
2003				99,145	100,240
2004			98,125	101,145	101,973
2005		89,465	95,482	98,215	99,000
2006	68,217	89,122	94,861	97,382	98,183
2007	67,306	87,440	92,838	95,360	96,051
2008	66,500	86,050	91,262	93,683	94,385
2009	70,945	92,220	98,088	100,675	101,335
2010	70,242	91,944	97,458	100,048	100,758
2011	68,147	89,766	95,153	97,673	98,473
2012	70,651	92,336	98,678	101,333	
2013	68,366	91,489	97,237		
2014	68,331	91,424			
2015	74,400				

Claim Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.011
2004			1.031	1.008
2005		1.067	1.029	1.008
2006	1.306	1.064	1.027	1.008
2007	1.299	1.062	1.027	1.007
2008	1.294	1.061	1.027	1.007
2009	1.300	1.064	1.026	1.007
2010	1.309	1.060	1.027	1.007
2011	1.317	1.060	1.026	1.008
2012	1.307	1.069	1.027	
2013	1.338	1.063		
2014	1.338			
Five Year Average	1.322	1.063	1.027	1.007
Three Year Average	1.328	1.064	1.027	1.007
		Five Year	Three Year	
39 to 63 months:		1.034	1.034	
27 to 63 months:		1.099	1.100	
15 to 63 months:		1.453	1.461	

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
CLAIM DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Property Damage Paid Claims as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					227,129
2003				235,533	235,654
2004			243,320	243,632	243,658
2005		241,861	242,290	242,439	242,468
2006	237,366	242,531	242,938	243,076	243,100
2007	236,665	241,282	241,703	241,816	241,850
2008	228,593	235,322	235,711	235,816	235,842
2009	237,661	242,565	243,002	243,133	243,167
2010	244,443	249,796	250,200	250,322	250,300
2011	240,566	245,347	245,838	245,987	246,559
2012	246,747	252,240	253,561	253,851	
2013	244,827	252,401	253,025		
2014	251,731	258,379			
2015	270,388				

Claim Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.001
2004			1.001	1.000
2005		1.002	1.001	1.000
2006	1.022	1.002	1.001	1.000
2007	1.020	1.002	1.000	1.000
2008	1.029	1.002	1.000	1.000
2009	1.021	1.002	1.001	1.000
2010	1.022	1.002	1.000	1.000
2011	1.020	1.002	1.001	1.002
2012	1.022	1.005	1.001	
2013	1.031	1.002		
2014	1.026			
Five Year Average	1.024	1.003	1.001	1.000
Three Year Average	1.026	1.003	1.001	1.001
		Five Year	Three Year	
39 to 63 months:		1.001	1.002	
27 to 63 months:		1.004	1.005	
15 to 63 months:		1.028	1.031	

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
CLAIM DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Medical Payments Paid Claims as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					62,348
2003				60,714	60,783
2004			59,192	59,690	59,749
2005		56,549	57,385	57,695	57,738
2006	49,212	56,448	57,297	57,570	57,624
2007	47,274	54,191	54,973	55,292	55,353
2008	46,507	52,883	53,684	53,986	54,018
2009	49,331	56,348	57,451	57,758	57,801
2010	47,691	55,056	55,989	56,308	56,950
2011	47,438	53,561	54,326	54,611	54,724
2012	47,427	53,305	54,173	54,479	
2013	45,586	51,958	52,811		
2014	44,694	50,964			
2015	46,244				

Claim Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.001
2004			1.008	1.001
2005		1.015	1.005	1.001
2006	1.147	1.015	1.005	1.001
2007	1.146	1.014	1.006	1.001
2008	1.137	1.015	1.006	1.001
2009	1.142	1.020	1.005	1.001
2010	1.154	1.017	1.006	1.011
2011	1.129	1.014	1.005	1.002
2012	1.124	1.016	1.006	
2013	1.140	1.016		
2014	1.140			
Five Year Average	1.137	1.017	1.006	1.003
Three Year Average	1.135	1.015	1.006	1.005
		Five Year	Three Year	
39 to 63 months:		1.009	1.011	
27 to 63 months:		1.026	1.026	
15 to 63 months:		1.167	1.165	

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
CLAIM DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Uninsured Motorists Bodily Injury Paid Claims as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2004			6,336	6,489	6,545
2005		6,027	6,402	6,562	6,603
2006	4,453	5,859	6,202	6,370	6,407
2007	4,341	5,610	5,941	6,066	6,120
2008	3,954	5,163	5,440	5,543	5,581
2009	4,363	5,659	5,993	6,127	6,163
2010	4,204	5,359	5,625	5,724	5,807
2011	4,055	5,210	5,476	5,610	5,659
2012	3,908	5,058	5,415	5,564	
2013	3,734	4,927	5,209		
2014	3,787	4,998			
2015	4,276				

Claim Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2004			1.024	1.009
2005		1.062	1.025	1.006
2006	1.316	1.059	1.027	1.006
2007	1.292	1.059	1.021	1.009
2008	1.306	1.054	1.019	1.007
2009	1.297	1.059	1.022	1.006
2010	1.275	1.050	1.018	1.015
2011	1.285	1.051	1.024	1.009
2012	1.294	1.071	1.028	
2013	1.319	1.057		
2014	1.320			
Five Year Average	1.299	1.058	1.022	1.009
Three Year Average	1.311	1.060	1.023	1.010
		Five Year	Three Year	
39 to 63 months:		1.031	1.033	
27 to 63 months:		1.091	1.095	
15 to 63 months:		1.417	1.436	

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARE
CLAIM DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Uninsured Motorists Property Damage Paid Claims as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2004			9,360	9,372	9,379
2005		9,207	9,215	9,232	9,234
2006	8,480	8,687	8,707	8,710	8,717
2007	8,003	8,196	8,276	8,279	8,276
2008	7,444	7,664	7,700	7,681	7,697
2009	7,183	7,425	7,422	7,466	7,470
2010	6,951	7,118	7,140	7,129	7,159
2011	6,782	6,996	6,991	7,029	7,066
2012	6,950	7,197	7,378	7,449	
2013	7,035	7,344	7,390		
2014	7,207	7,506			
2015	8,540				

Claim Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2004			1.001	1.001
2005		1.001	1.002	1.000
2006	1.024	1.002	1.000	1.001
2007	1.024	1.010	1.000	1.000
2008	1.030	1.005	0.998	1.002
2009	1.034	1.000	1.006	1.001
2010	1.024	1.003	0.998	1.004
2011	1.032	0.999	1.005	1.005
2012	1.036	1.025	1.010	
2013	1.044	1.006		
2014	1.041			
Five Year Average	1.035	1.007	1.003	1.002
Three Year Average	1.040	1.010	1.004	1.003
		Five Year	Three Year	
39 to 63 months:		1.005	1.007	
27 to 63 months:		1.012	1.017	
15 to 63 months:		1.047	1.058	

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
CLAIM DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Underinsured Motorists Bodily Injury Paid Claims as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2004			1,067	1,272	1,333
2005		676	1,002	1,171	1,226
2006	299	903	1,167	1,356	1,449
2007	345	949	1,257	1,461	1,537
2008	339	970	1,317	1,520	1,593
2009	395	1,032	1,468	1,676	1,769
2010	380	1,063	1,449	1,678	1,737
2011	406	1,110	1,527	1,724	1,817
2012	391	981	1,406	1,613	
2013	392	1,055	1,506		
2014	487	1,200			
2015	582				

Claim Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2004			1.192	1.048
2005		1.482	1.169	1.047
2006	3.020	1.292	1.162	1.069
2007	2.751	1.325	1.162	1.052
2008	2.861	1.358	1.154	1.048
2009	2.613	1.422	1.142	1.055
2010	2.797	1.363	1.158	1.035
2011	2.734	1.376	1.129	1.054
2012	2.509	1.433	1.147	
2013	2.691	1.427		
2014	2.464			
Five Year Average	2.639	1.404	1.146	1.049
Three Year Average	2.555	1.412	1.145	1.048

Five Year

Three Year

39 to 63 months:	1.202	1.200
27 to 63 months:	1.688	1.694
15 to 63 months:	4.455	4.328

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
CLAIM DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Bodily Injury Incurred Claims as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					91,069
2003				100,798	100,738
2004			102,683	102,635	102,458
2005		99,876	99,751	99,539	99,370
2006	100,593	98,986	98,850	98,756	98,575
2007	98,152	96,975	96,769	96,531	96,427
2008	96,810	95,308	94,987	94,889	94,709
2009	104,108	101,985	101,909	101,763	101,663
2010	103,423	101,382	101,167	101,204	101,074
2011	101,059	98,822	98,815	98,791	98,767
2012	103,514	101,955	102,282	102,323	
2013	102,357	100,878	100,801		
2014	102,497	101,370			
2015	112,037				

Claim Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				0.999
2004			1.000	0.998
2005		0.999	0.998	0.998
2006	0.984	0.999	0.999	0.998
2007	0.988	0.998	0.998	0.999
2008	0.984	0.997	0.999	0.998
2009	0.980	0.999	0.999	0.999
2010	0.980	0.998	1.000	0.999
2011	0.978	1.000	1.000	1.000
2012	0.985	1.003	1.000	
2013	0.986	0.999		
2014	0.989			
Five Year Average	0.984	1.000	1.000	0.999
Three Year Average	0.987	1.001	1.000	0.999
		Five Year	Three Year	
39 to 63 months:		0.999	0.999	
27 to 63 months:		0.999	1.000	
15 to 63 months:		0.983	0.987	

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
CLAIM DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Property Damage Incurred Claims as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					227,151
2003				235,608	235,670
2004			243,490	243,706	243,683
2005		242,286	242,472	242,504	242,482
2006	240,606	242,911	243,069	243,136	243,117
2007	239,664	241,632	241,846	241,869	241,865
2008	231,907	235,636	235,819	235,861	235,854
2009	241,069	242,920	243,130	243,171	243,185
2010	247,599	250,117	250,319	250,372	250,314
2011	244,106	245,749	246,014	246,049	246,577
2012	250,561	252,645	253,677	253,891	
2013	248,714	252,721	253,124		
2014	256,120	258,699			
2015	275,692				

Claim Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.000
2004			1.001	1.000
2005		1.001	1.000	1.000
2006	1.010	1.001	1.000	1.000
2007	1.008	1.001	1.000	1.000
2008	1.016	1.001	1.000	1.000
2009	1.008	1.001	1.000	1.000
2010	1.010	1.001	1.000	1.000
2011	1.007	1.001	1.000	1.002
2012	1.008	1.004	1.001	
2013	1.016	1.002		
2014	1.010			
Five Year Average	1.010	1.002	1.000	1.000
Three Year Average	1.011	1.002	1.000	1.001
		Five Year	Three Year	
39 to 63 months:		1.000	1.001	
27 to 63 months:		1.002	1.003	
15 to 63 months:		1.012	1.014	

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
CLAIM DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Medical Payments Incurred Claims as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					62,393
2003				60,811	60,822
2004			59,473	59,772	59,780
2005		57,256	57,679	57,793	57,778
2006	55,739	57,170	57,554	57,675	57,672
2007	53,683	54,911	55,297	55,395	55,407
2008	51,924	53,602	53,951	54,057	54,046
2009	56,157	57,291	57,760	57,830	57,831
2010	54,593	55,893	56,290	56,370	56,968
2011	52,665	54,248	54,595	54,702	54,761
2012	52,323	54,022	54,398	54,527	
2013	50,822	52,516	53,018		
2014	49,541	51,548			
2015	51,586				

Claim Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.000
2004			1.005	1.000
2005		1.007	1.002	1.000
2006	1.026	1.007	1.002	1.000
2007	1.023	1.007	1.002	1.000
2008	1.032	1.007	1.002	1.000
2009	1.020	1.008	1.001	1.000
2010	1.024	1.007	1.001	1.011
2011	1.030	1.006	1.002	1.001
2012	1.032	1.007	1.002	
2013	1.033	1.010		
2014	1.041			

Five Year Average	1.032	1.008	1.002	1.002
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Three Year Average	1.035	1.008	1.002	1.004
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Five Year Three Year

39 to 63 months:	1.004	1.006
27 to 63 months:	1.012	1.014
15 to 63 months:	1.044	1.049

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
CLAIM DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Uninsured Motorists Bodily Injury Incurred Claims as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2004			6,605	6,593	6,583
2005		6,651	6,673	6,661	6,643
2006	6,475	6,507	6,484	6,505	6,453
2007	6,142	6,208	6,214	6,191	6,160
2008	5,591	5,650	5,639	5,619	5,613
2009	6,199	6,186	6,204	6,201	6,181
2010	5,796	5,814	5,820	5,792	5,829
2011	5,613	5,654	5,648	5,651	5,676
2012	5,543	5,529	5,600	5,627	
2013	5,295	5,409	5,412		
2014	5,371	5,466			
2015	6,261				

Claim Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2004			0.998	0.998
2005		1.003	0.998	0.997
2006	1.005	0.996	1.003	0.992
2007	1.011	1.001	0.996	0.995
2008	1.011	0.998	0.996	0.999
2009	0.998	1.003	1.000	0.997
2010	1.003	1.001	0.995	1.006
2011	1.007	0.999	1.001	1.004
2012	0.997	1.013	1.005	
2013	1.022	1.001		
2014	1.018			
Five Year Average	1.009	1.003	0.999	1.000
Three Year Average	1.012	1.004	1.000	1.002
		Five Year	Three Year	
39 to 63 months:		0.999	1.002	
27 to 63 months:		1.002	1.006	
15 to 63 months:		1.011	1.018	

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARE
CLAIM DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Uninsured Motorists Property Damage Incurred Claims as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2004			9,387	9,387	9,389
2005		9,246	9,242	9,252	9,244
2006	8,694	8,717	8,720	8,715	8,718
2007	8,167	8,225	8,290	8,286	8,278
2008	7,600	7,695	7,714	7,687	7,700
2009	7,323	7,463	7,443	7,478	7,476
2010	7,062	7,140	7,150	7,133	7,161
2011	6,949	7,020	7,005	7,037	7,070
2012	7,113	7,230	7,386	7,450	
2013	7,163	7,364	7,393		
2014	7,344	7,540			
2015	8,760				

Claim Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2004			1.000	1.000
2005		1.000	1.001	0.999
2006	1.003	1.000	0.999	1.000
2007	1.007	1.008	1.000	0.999
2008	1.013	1.002	0.996	1.002
2009	1.019	0.997	1.005	1.000
2010	1.011	1.001	0.998	1.004
2011	1.010	0.998	1.005	1.005
2012	1.016	1.022	1.009	
2013	1.028	1.004		
2014	1.027			
Five Year Average	1.018	1.004	1.003	1.002
Three Year Average	1.024	1.008	1.004	1.003
		Five Year	Three Year	
39 to 63 months:		1.005	1.007	
27 to 63 months:		1.009	1.015	
15 to 63 months:		1.027	1.039	

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
CLAIM DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Underinsured Motorists Bodily Injury Incurred Claims as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2004			1,455	1,480	1,432
2005		1,156	1,319	1,358	1,301
2006	918	1,403	1,570	1,589	1,527
2007	1,108	1,543	1,669	1,666	1,616
2008	1,107	1,588	1,712	1,736	1,677
2009	1,193	1,680	1,885	1,907	1,850
2010	1,203	1,661	1,829	1,897	1,831
2011	1,323	1,735	1,907	1,959	1,884
2012	1,290	1,678	1,803	1,833	
2013	1,294	1,705	1,931		
2014	1,389	1,812			
2015	1,579				

Claim Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2004			1.017	0.968
2005		1.141	1.030	0.958
2006	1.528	1.119	1.012	0.961
2007	1.393	1.082	0.998	0.970
2008	1.435	1.078	1.014	0.966
2009	1.408	1.122	1.012	0.970
2010	1.381	1.101	1.037	0.965
2011	1.311	1.099	1.027	0.962
2012	1.301	1.074	1.017	
2013	1.318	1.133		
2014	1.305			

Five Year Average	1.323	1.106	1.021	0.967
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Three Year Average	1.308	1.102	1.027	0.966
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Five Year	Three Year
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39 to 63 months:	0.987	0.992
27 to 63 months:	1.092	1.093
15 to 63 months:	1.445	1.430

See attached Exhibit (3)(g).

To the extent that such data are available, the corresponding earned premium and exposures are shown on page H-319.

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
CLAIM DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Bodily Injury Outstanding Claims as of

Accident Year	15 Months	27 Months	39 Months
2002			
2003			
2004			4,558
2005		10,411	4,269
2006	32,376	9,864	3,989
2007	30,846	9,535	3,931
2008	30,310	9,258	3,725
2009	33,163	9,765	3,821
2010	33,181	9,438	3,709
2011	32,912	9,056	3,662
2012	32,863	9,619	3,604
2013	33,991	9,389	3,564
2014	34,166	9,946	
2015	37,637		

Claim Development Factors

Accident Year	15-27 Mo.	27-39 Mo.
2003		
2004		
2005		0.410
2006	0.305	0.404
2007	0.309	0.412
2008	0.305	0.402
2009	0.294	0.391
2010	0.284	0.393
2011	0.275	0.404
2012	0.293	0.375
2013	0.276	0.380
2014	0.291	
Five Year Average	0.284	0.389
Three Year Average	0.287	0.386
	Five Year	Three Year
27 to 39 months:	0.389	0.386
15 to 39 months:	0.110	0.111

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
CLAIM DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Property Damage Outstanding Claims as of

Accident Year	15 Months	27 Months	39 Months
2002			
2003			
2004			170
2005		425	182
2006	3,240	380	131
2007	2,999	350	143
2008	3,314	314	108
2009	3,408	355	128
2010	3,156	321	119
2011	3,540	402	176
2012	3,814	405	116
2013	3,887	320	99
2014	4,389	320	
2015	5,304		

Claim Development Factors

Accident Year	15-27 Mo.	27-39 Mo.
2003		
2004		
2005		0.428
2006	0.117	0.345
2007	0.117	0.409
2008	0.095	0.344
2009	0.104	0.361
2010	0.102	0.371
2011	0.114	0.438
2012	0.106	0.286
2013	0.082	0.309
2014	0.073	
Five Year Average	0.095	0.353
Three Year Average	0.087	0.344
	Five Year	Three Year
27 to 39 months:	0.353	0.344
15 to 39 months:	0.034	0.030

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
CLAIM DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

Accident Year	Medical Payments Outstanding Claims as of		
	15 Months	27 Months	39 Months
2002			
2003			
2004			281
2005		707	294
2006	6,527	722	257
2007	6,409	720	324
2008	5,417	719	267
2009	6,826	943	309
2010	6,902	837	301
2011	5,227	687	269
2012	4,896	717	225
2013	5,236	558	207
2014	4,847	584	
2015	5,342		

Claim Development Factors

Accident Year	Claim Development Factors	
	15-27 Mo.	27-39 Mo.
2003		
2004		
2005		0.416
2006	0.111	0.356
2007	0.112	0.450
2008	0.133	0.371
2009	0.138	0.328
2010	0.121	0.360
2011	0.131	0.392
2012	0.146	0.314
2013	0.107	0.371
2014	0.120	
Five Year Average	0.125	0.353
Three Year Average	0.124	0.359
	Five Year	Three Year
27 to 39 months:	0.353	0.359
15 to 39 months:	0.044	0.045

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE

EARNED EXPOSURES BY COVERAGE

VOLUNTARY ONLY

<u>YEAR</u>	<u>BODILY INJURY</u>	<u>PROPERTY DAMAGE</u>	<u>MEDICAL PAYMENTS</u>
2011	5,451,492	5,451,492	4,153,210
2012	5,565,157	5,565,157	4,218,549
2013	5,483,040	5,483,040	4,146,080
2014	5,428,786	5,428,786	4,081,400
2015	5,518,522	5,518,522	4,110,462

CEDED ONLY

<u>YEAR</u>	<u>BODILY INJURY</u>	<u>PROPERTY DAMAGE</u>	<u>MEDICAL PAYMENTS</u>
2011	1,472,923	1,472,923	836,190
2012	1,533,424	1,533,424	851,630
2013	1,443,686	1,443,686	800,165
2014	1,333,817	1,333,817	734,512
2015	1,324,033	1,324,033	715,333

ESTIMATED EARNED PREMIUM BY COVERAGE

VOLUNTARY ONLY

<u>YEAR</u>	<u>BODILY INJURY</u>	<u>PROPERTY DAMAGE</u>	<u>MEDICAL PAYMENTS</u>
2011	838,906,324	778,587,171	129,901,249
2012	858,272,962	796,483,813	131,215,217
2013	838,984,888	781,271,828	127,987,885
2014	824,467,706	769,151,050	125,037,756
2015	836,710,427	780,622,284	124,787,316

CEDED ONLY

<u>YEAR</u>	<u>BODILY INJURY</u>	<u>PROPERTY DAMAGE</u>	<u>MEDICAL PAYMENTS</u>
2011	367,124,053	272,438,462	27,832,898
2012	394,736,155	289,556,259	33,560,259
2013	365,968,884	276,636,720	30,807,025
2014	340,638,592	259,057,303	28,282,966
2015	332,493,729	257,920,934	27,212,393

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
LOSS DEVELOPMENT

All Carriers

Voluntary Only

Bodily Injury Total Limits Paid Losses as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					405,462,685
2003				401,245,592	420,347,212
2004			378,790,997	423,630,482	439,003,708
2005		305,903,777	379,124,867	421,985,677	436,882,054
2006	169,423,762	328,558,487	406,942,817	445,892,756	464,170,222
2007	186,031,168	357,032,816	433,046,932	472,011,516	486,044,571
2008	198,637,561	359,326,172	435,289,849	471,770,091	488,730,458
2009	213,761,971	389,954,075	477,976,773	522,814,651	538,766,830
2010	209,354,436	397,294,649	477,904,859	517,235,543	531,542,743
2011	215,240,982	396,430,851	469,770,220	507,284,598	520,215,806
2012	218,271,622	390,606,356	472,309,081	516,018,279	
2013	203,716,690	381,749,155	457,905,236		
2014	201,425,635	384,015,654			
2015	222,102,639				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.048
2004			1.118	1.036
2005		1.239	1.113	1.035
2006	1.939	1.239	1.096	1.041
2007	1.919	1.213	1.090	1.030
2008	1.809	1.211	1.084	1.036
2009	1.824	1.226	1.094	1.031
2010	1.898	1.203	1.082	1.028
2011	1.842	1.185	1.080	1.025
2012	1.790	1.209	1.093	
2013	1.874	1.199		
2014	1.906			
Five Year Average	1.862	1.204	1.087	1.030
Three Year Average	1.857	1.198	1.085	1.028
		Five Year	Three Year	
39 to 63 months:		1.120	1.115	
27 to 63 months:		1.348	1.336	
15 to 63 months:		2.510	2.481	

Losses exclude unallocated loss adjustment expense.

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
LOSS DEVELOPMENT

All Carriers

Voluntary Only

Property Damage Total Limits Paid Losses as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					345,031,243
2003				350,094,712	350,328,383
2004			350,323,622	351,209,518	351,321,987
2005		362,204,335	363,657,104	364,243,964	364,436,979
2006	368,458,247	381,402,142	383,026,279	383,536,329	383,622,954
2007	384,892,982	398,367,047	399,863,955	400,452,418	400,586,988
2008	398,645,747	412,210,882	413,397,871	413,760,651	413,946,971
2009	405,189,808	417,455,377	418,955,995	419,525,128	419,683,613
2010	411,582,272	424,510,089	426,090,133	426,440,548	426,591,722
2011	408,467,118	422,802,233	424,731,828	425,335,463	425,514,952
2012	428,493,415	445,997,606	447,567,682	448,241,756	
2013	438,158,312	459,098,139	461,159,853		
2014	470,286,334	491,070,066			
2015	530,902,654				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.001
2004			1.003	1.000
2005		1.004	1.002	1.001
2006	1.035	1.004	1.001	1.000
2007	1.035	1.004	1.001	1.000
2008	1.034	1.003	1.001	1.000
2009	1.030	1.004	1.001	1.000
2010	1.031	1.004	1.001	1.000
2011	1.035	1.005	1.001	1.000
2012	1.041	1.004	1.002	
2013	1.048	1.004		
2014	1.044			

Five Year Average	1.040	1.004	1.001	1.000
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Three Year Average	1.044	1.004	1.001	1.000
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Five Year Three Year

39 to 63 months:	1.001	1.001
27 to 63 months:	1.005	1.005
15 to 63 months:	1.045	1.049

Losses exclude unallocated loss adjustment expense.

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
LOSS DEVELOPMENT

All Carriers

Voluntary Only

Medical Payments Total Limits Paid Losses as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					66,421,527
2003				67,073,610	67,255,810
2004			63,330,746	64,268,637	64,545,211
2005		61,718,993	63,621,953	64,261,311	64,385,892
2006	53,565,415	64,413,738	66,085,684	66,802,518	66,966,581
2007	54,823,770	65,126,855	66,797,042	67,655,811	67,820,564
2008	55,848,795	65,821,897	67,419,903	68,195,386	68,373,643
2009	60,313,185	71,046,109	73,324,438	74,191,587	74,392,693
2010	58,239,022	69,100,078	71,234,353	72,084,476	72,324,039
2011	56,743,377	66,869,742	68,556,284	69,344,266	69,591,369
2012	57,465,818	67,291,412	69,263,530	70,465,069	
2013	55,278,644	65,668,763	68,168,671		
2014	53,613,528	64,798,349			
2015	58,242,566				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.003
2004			1.015	1.004
2005		1.031	1.010	1.002
2006	1.203	1.026	1.011	1.002
2007	1.188	1.026	1.013	1.002
2008	1.179	1.024	1.012	1.003
2009	1.178	1.032	1.012	1.003
2010	1.186	1.031	1.012	1.003
2011	1.178	1.025	1.011	1.004
2012	1.171	1.029	1.017	
2013	1.188	1.038		
2014	1.209			

Five Year Average	1.186	1.031	1.013	1.003
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Three Year Average	1.189	1.031	1.013	1.003
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Five Year Three Year

39 to 63 months:	1.016	1.016
27 to 63 months:	1.047	1.047
15 to 63 months:	1.242	1.245

Losses exclude unallocated loss adjustment expense.

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
LOSS DEVELOPMENT

All Carriers

Voluntary Only

Bodily Injury Total Limits Incurred Losses as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					414,099,441
2003				427,707,079	428,582,713
2004			441,772,958	446,489,629	446,449,066
2005		423,501,465	440,473,138	445,391,962	443,118,715
2006	404,910,982	454,143,179	470,469,677	473,097,893	471,762,122
2007	435,521,172	486,090,324	493,698,421	495,987,814	494,837,309
2008	450,376,430	484,979,169	497,303,477	498,330,799	495,258,927
2009	494,498,026	535,537,442	545,712,735	547,172,413	545,051,941
2010	488,321,611	532,428,816	539,907,535	538,639,950	537,915,027
2011	494,380,155	521,988,895	526,481,596	528,164,063	526,638,095
2012	510,901,466	535,341,382	538,547,736	538,261,933	
2013	492,639,636	512,126,110	517,262,150		
2014	496,255,175	523,892,284			
2015	527,524,541				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.002
2004			1.011	1.000
2005		1.040	1.011	0.995
2006	1.122	1.036	1.006	0.997
2007	1.116	1.016	1.005	0.998
2008	1.077	1.025	1.002	0.994
2009	1.083	1.019	1.003	0.996
2010	1.090	1.014	0.998	0.999
2011	1.056	1.009	1.003	0.997
2012	1.048	1.006	0.999	
2013	1.040	1.010		
2014	1.056			

Five Year Average	1.058	1.012	1.001	0.997
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Three Year Average	1.048	1.008	1.000	0.997
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	Five Year	Three Year
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39 to 63 months:	0.998	0.997
27 to 63 months:	1.010	1.005
15 to 63 months:	1.069	1.053

Losses exclude unallocated loss adjustment expense.

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
LOSS DEVELOPMENT

All Carriers

Voluntary Only

Property Damage Total Limits Incurred Losses as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					345,136,473
2003				350,427,315	350,460,896
2004			350,898,801	351,558,663	351,538,964
2005		363,790,808	364,325,704	364,586,869	364,598,096
2006	377,302,016	382,873,266	383,655,758	384,014,353	383,757,611
2007	392,501,448	399,807,536	400,652,881	400,792,456	400,686,747
2008	408,264,231	413,840,767	413,982,168	414,088,340	413,985,165
2009	414,983,070	418,871,520	419,405,723	419,704,526	419,771,646
2010	419,941,856	425,672,128	426,484,994	426,681,627	426,694,379
2011	416,810,235	424,217,590	425,323,872	425,601,205	425,615,838
2012	436,669,588	447,065,963	447,980,000	448,472,815	
2013	448,088,150	460,067,703	461,667,924		
2014	481,898,462	492,189,385			
2015	545,175,341				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.000
2004			1.002	1.000
2005		1.001	1.001	1.000
2006	1.015	1.002	1.001	0.999
2007	1.019	1.002	1.000	1.000
2008	1.014	1.000	1.000	1.000
2009	1.009	1.001	1.001	1.000
2010	1.014	1.002	1.000	1.000
2011	1.018	1.003	1.001	1.000
2012	1.024	1.002	1.001	
2013	1.027	1.003		
2014	1.021			

Five Year Average	1.021	1.002	1.001	1.000
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Three Year Average	1.024	1.003	1.001	1.000
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Five Year Three Year

39 to 63 months:	1.001	1.001
27 to 63 months:	1.003	1.004
15 to 63 months:	1.024	1.028

Losses exclude unallocated loss adjustment expense.

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
LOSS DEVELOPMENT

All Carriers

Voluntary Only

Medical Payments Total Limits Incurred Losses as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					66,485,157
2003				67,269,601	67,326,019
2004			63,928,606	64,630,618	64,737,464
2005		63,396,885	64,372,794	64,627,162	64,651,948
2006	64,957,646	65,974,223	66,646,560	67,097,747	67,122,322
2007	66,099,063	66,543,995	67,539,463	67,880,500	67,981,976
2008	65,551,689	67,156,705	67,910,395	68,395,871	68,448,224
2009	72,045,701	72,940,448	74,206,735	74,402,735	74,483,561
2010	70,134,439	70,858,141	71,939,985	72,270,114	72,404,513
2011	66,194,219	68,382,194	69,010,151	69,482,947	69,637,679
2012	66,509,336	68,646,131	69,795,548	70,603,589	
2013	64,406,488	66,878,694	68,647,962		
2014	62,742,036	66,093,425			
2015	68,698,002				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.001
2004			1.011	1.002
2005		1.015	1.004	1.000
2006	1.016	1.010	1.007	1.000
2007	1.007	1.015	1.005	1.001
2008	1.024	1.011	1.007	1.001
2009	1.012	1.017	1.003	1.001
2010	1.010	1.015	1.005	1.002
2011	1.033	1.009	1.007	1.002
2012	1.032	1.017	1.012	
2013	1.038	1.026		
2014	1.053			
Five Year Average	1.033	1.017	1.007	1.001
Three Year Average	1.041	1.017	1.008	1.002
		Five Year	Three Year	
39 to 63 months:		1.008	1.010	
27 to 63 months:		1.025	1.027	
15 to 63 months:		1.059	1.069	

Losses exclude unallocated loss adjustment expense.

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
LOSS DEVELOPMENT

All Carriers

Voluntary Only

Bodily Injury Basic Limits(a) Incurred Losses as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					327,050,021
2003				331,622,074	333,499,269
2004			331,151,859	335,129,832	336,455,197
2005		329,825,284	338,684,018	342,689,688	343,440,134
2006	325,803,683	347,874,465	355,567,149	359,645,543	360,117,059
2007	347,606,426	371,116,456	375,671,324	378,601,048	379,359,989
2008	362,702,992	377,212,697	382,845,780	383,696,819	383,656,709
2009	404,609,209	417,448,303	421,262,293	422,826,333	422,912,688
2010	396,518,468	412,712,398	414,896,564	415,811,111	416,199,753
2011	397,876,569	405,526,058	406,652,719	407,895,982	407,924,917
2012	409,671,688	412,146,848	413,001,456	413,517,237	
2013	402,387,158	398,863,846	397,256,023		
2014	402,046,730				
2015	434,597,278				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.006
2004			1.012	1.004
2005		1.027	1.012	1.002
2006	1.068	1.022	1.011	1.001
2007	1.068	1.012	1.008	1.002
2008	1.040	1.015	1.002	1.000
2009	1.032	1.009	1.004	1.000
2010	1.041	1.005	1.002	1.001
2011	1.019	1.003	1.003	1.000
2012	1.006	1.002	1.001	
2013	0.991	0.996		
2014	1.011			

Five Year Average	1.014	1.003	1.002	1.001
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Three Year Average	1.003	1.000	1.002	1.000
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Five Year

Three Year

39 to 63 months:	1.003	1.002
27 to 63 months:	1.006	1.002
15 to 63 months:	1.020	1.005

(a) Losses are on a 30/60 level for all years.

Losses exclude unallocated loss adjustment expense.

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
LOSS DEVELOPMENT

All Carriers

Voluntary Only

Property Damage Basic Limits(a) Incurred Losses as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					343,353,975
2003				347,499,636	347,563,846
2004			348,374,612	348,911,819	348,896,508
2005		360,658,158	361,243,984	361,509,113	361,512,984
2006	374,146,048	379,587,816	380,333,884	380,673,583	380,520,356
2007	389,481,289	396,404,831	397,122,834	397,375,382	397,287,891
2008	404,307,762	409,507,027	409,860,804	409,967,926	409,880,871
2009	411,096,802	415,030,197	415,520,212	415,817,773	415,882,071
2010	416,292,482	422,331,595	423,071,347	423,249,213	423,034,905
2011	413,322,917	420,563,599	421,571,021	421,784,915	421,658,548
2012	432,586,351	442,446,740	443,152,323	443,315,690	
2013	443,118,931	455,423,581	456,838,530		
2014	476,137,977	485,966,221			
2015	537,257,731				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.000
2004			1.002	1.000
2005		1.002	1.001	1.000
2006	1.015	1.002	1.001	1.000
2007	1.018	1.002	1.001	1.000
2008	1.013	1.001	1.000	1.000
2009	1.010	1.001	1.001	1.000
2010	1.015	1.002	1.000	0.999
2011	1.018	1.002	1.001	1.000
2012	1.023	1.002	1.000	
2013	1.028	1.003		
2014	1.021			
Five Year Average	1.021	1.002	1.000	1.000
Three Year Average	1.024	1.002	1.000	1.000
		Five Year	Three Year	
39 to 63 months:		1.000	1.000	
27 to 63 months:		1.002	1.002	
15 to 63 months:		1.023	1.026	

(a) Losses are on a \$25,000 level for all years.

Losses exclude unallocated loss adjustment expense.

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
CLAIM DEVELOPMENT

All Carriers

Voluntary Only

Bodily Injury Paid Claims as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					53,585
2003				57,443	58,056
2004			55,627	57,426	57,922
2005		51,543	55,004	56,635	57,105
2006	39,721	51,782	55,200	56,719	57,226
2007	40,284	52,734	56,087	57,674	58,106
2008	40,780	52,962	56,301	57,889	58,378
2009	43,024	56,033	59,792	61,529	61,944
2010	41,729	54,776	58,246	59,863	60,299
2011	39,056	52,187	55,495	57,097	57,519
2012	41,022	54,184	57,808	59,476	
2013	38,672	51,839	55,299		
2014	37,644	51,281			
2015	42,002				

Claim Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.011
2004			1.032	1.009
2005		1.067	1.030	1.008
2006	1.304	1.066	1.028	1.009
2007	1.309	1.064	1.028	1.007
2008	1.299	1.063	1.028	1.008
2009	1.302	1.067	1.029	1.007
2010	1.313	1.063	1.028	1.007
2011	1.336	1.063	1.029	1.007
2012	1.321	1.067	1.029	
2013	1.340	1.067		
2014	1.362			
Five Year Average	1.334	1.065	1.029	1.007
Three Year Average	1.341	1.066	1.029	1.007
		Five Year	Three Year	
39 to 63 months:		1.036	1.036	
27 to 63 months:		1.103	1.104	
15 to 63 months:		1.471	1.480	

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
CLAIM DEVELOPMENT

All Carriers

Voluntary Only

Property Damage Paid Claims as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					146,386
2003				145,091	145,122
2004			145,711	145,938	145,953
2005		146,925	147,104	147,188	147,203
2006	147,570	150,515	150,745	150,802	150,821
2007	152,755	155,717	155,921	155,995	156,013
2008	154,910	157,475	157,688	157,745	157,764
2009	159,135	161,549	161,800	161,885	161,896
2010	161,446	164,298	164,519	164,578	164,572
2011	155,161	157,980	158,245	158,328	158,324
2012	160,312	163,596	163,767	163,884	
2013	157,226	161,306	161,685		
2014	160,040	163,738			
2015	173,024				

Claim Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.000
2004			1.002	1.000
2005		1.001	1.001	1.000
2006	1.020	1.002	1.000	1.000
2007	1.019	1.001	1.000	1.000
2008	1.017	1.001	1.000	1.000
2009	1.015	1.002	1.001	1.000
2010	1.018	1.001	1.000	1.000
2011	1.018	1.002	1.001	1.000
2012	1.020	1.001	1.001	
2013	1.026	1.002		
2014	1.023			
Five Year Average	1.021	1.002	1.001	1.000
Three Year Average	1.023	1.002	1.001	1.000
		Five Year	Three Year	
39 to 63 months:		1.001	1.001	
27 to 63 months:		1.003	1.003	
15 to 63 months:		1.024	1.026	

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
CLAIM DEVELOPMENT

All Carriers

Voluntary Only

Medical Payments Paid Claims as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					40,875
2003				39,631	39,675
2004			37,493	37,880	37,928
2005		35,712	36,275	36,502	36,535
2006	30,899	35,845	36,477	36,676	36,718
2007	30,120	35,156	35,736	35,987	36,035
2008	30,535	35,030	35,645	35,898	35,926
2009	31,815	36,926	37,763	38,003	38,039
2010	30,321	35,601	36,329	36,570	37,197
2011	29,297	33,513	34,076	34,291	34,327
2012	29,093	33,189	33,778	34,012	
2013	27,915	32,158	32,792		
2014	26,924	31,174			
2015	29,001				

Claim Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.001
2004			1.010	1.001
2005		1.016	1.006	1.001
2006	1.160	1.018	1.005	1.001
2007	1.167	1.016	1.007	1.001
2008	1.147	1.018	1.007	1.001
2009	1.161	1.023	1.006	1.001
2010	1.174	1.020	1.007	1.017
2011	1.144	1.017	1.006	1.001
2012	1.141	1.018	1.007	
2013	1.152	1.020		
2014	1.158			
Five Year Average	1.154	1.020	1.007	1.004
Three Year Average	1.150	1.018	1.007	1.006
		Five Year	Three Year	
39 to 63 months:		1.011	1.013	
27 to 63 months:		1.031	1.031	
15 to 63 months:		1.190	1.186	

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
CLAIM DEVELOPMENT

All Carriers

Voluntary Only

Bodily Injury Incurred Claims as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					53,943
2003				58,409	58,323
2004			58,380	58,324	58,230
2005		57,658	57,540	57,413	57,313
2006	58,637	57,763	57,628	57,544	57,446
2007	59,582	58,740	58,551	58,420	58,340
2008	60,047	59,023	58,822	58,710	58,591
2009	64,312	62,540	62,356	62,250	62,157
2010	62,618	60,907	60,694	60,589	60,475
2011	59,607	58,068	57,900	57,794	57,674
2012	61,764	60,346	60,185	60,086	
2013	60,720	57,953	57,648		
2014	59,844	57,918			
2015	67,914				

Claim Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				0.999
2004			0.999	0.998
2005		0.998	0.998	0.998
2006	0.985	0.998	0.999	0.998
2007	0.986	0.997	0.998	0.999
2008	0.983	0.997	0.998	0.998
2009	0.972	0.997	0.998	0.999
2010	0.973	0.997	0.998	0.998
2011	0.974	0.997	0.998	0.998
2012	0.977	0.997	0.998	
2013	0.954	0.995		
2014	0.968			
Five Year Average	0.969	0.997	0.998	0.998
Three Year Average	0.966	0.996	0.998	0.998
		Five Year	Three Year	
39 to 63 months:		0.996	0.996	
27 to 63 months:		0.993	0.992	
15 to 63 months:		0.962	0.958	

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
CLAIM DEVELOPMENT

All Carriers

Voluntary Only

Property Damage Incurred Claims as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					146,400
2003				145,136	145,134
2004			145,821	145,976	145,970
2005		147,204	147,210	147,227	147,213
2006	149,531	150,758	150,824	150,840	150,832
2007	154,672	155,952	156,011	156,029	156,023
2008	157,104	157,692	157,762	157,778	157,772
2009	161,515	161,809	161,888	161,912	161,905
2010	163,577	164,515	164,598	164,606	164,578
2011	157,572	158,268	158,375	158,374	158,336
2012	162,762	163,891	163,844	163,912	
2013	159,785	161,513	161,749		
2014	162,932	163,935			
2015	176,748				

Claim Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.000
2004			1.001	1.000
2005		1.000	1.000	1.000
2006	1.008	1.000	1.000	1.000
2007	1.008	1.000	1.000	1.000
2008	1.004	1.000	1.000	1.000
2009	1.002	1.000	1.000	1.000
2010	1.006	1.001	1.000	1.000
2011	1.004	1.001	1.000	1.000
2012	1.007	1.000	1.000	
2013	1.011	1.001		
2014	1.006			
Five Year Average	1.007	1.001	1.000	1.000
Three Year Average	1.008	1.001	1.000	1.000
		Five Year	Three Year	
39 to 63 months:		1.000	1.000	
27 to 63 months:		1.001	1.001	
15 to 63 months:		1.008	1.009	

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
CLAIM DEVELOPMENT

All Carriers

Voluntary Only

Medical Payments Incurred Claims as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					40,900
2003				39,703	39,705
2004			37,678	37,938	37,945
2005		36,204	36,481	36,574	36,565
2006	35,390	36,413	36,677	36,765	36,758
2007	34,850	35,706	36,002	36,066	36,072
2008	34,381	35,605	35,875	35,956	35,948
2009	36,936	37,702	38,015	38,057	38,062
2010	35,473	36,312	36,572	36,624	37,217
2011	33,103	34,081	34,297	34,360	34,352
2012	32,740	33,762	33,964	34,053	
2013	31,572	32,615	32,955		
2014	30,391	31,653			
2015	33,026				

Claim Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.000
2004			1.007	1.000
2005		1.008	1.003	1.000
2006	1.029	1.007	1.002	1.000
2007	1.025	1.008	1.002	1.000
2008	1.036	1.008	1.002	1.000
2009	1.021	1.008	1.001	1.000
2010	1.024	1.007	1.001	1.016
2011	1.030	1.006	1.002	1.000
2012	1.031	1.006	1.003	
2013	1.033	1.010		
2014	1.042			
Five Year Average	1.032	1.007	1.002	1.003
Three Year Average	1.035	1.007	1.002	1.005
		Five Year	Three Year	
39 to 63 months:		1.005	1.007	
27 to 63 months:		1.012	1.014	
15 to 63 months:		1.044	1.049	

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
CLAIM DEVELOPMENT

All Carriers

Voluntary Only

Bodily Injury Outstanding Claims as of

Accident Year	15 Months	27 Months	39 Months
2002			
2003			
2004			2,753
2005		6,115	2,536
2006	18,916	5,981	2,428
2007	19,298	6,006	2,464
2008	19,267	6,061	2,521
2009	21,288	6,507	2,564
2010	20,889	6,131	2,448
2011	20,551	5,881	2,405
2012	20,742	6,162	2,377
2013	22,048	6,114	2,349
2014	22,200	6,637	
2015	25,912		

Claim Development Factors

Accident Year	15-27 Mo.	27-39 Mo.
2003		
2004		
2005		0.415
2006	0.316	0.406
2007	0.311	0.410
2008	0.315	0.416
2009	0.306	0.394
2010	0.294	0.399
2011	0.286	0.409
2012	0.297	0.386
2013	0.277	0.384
2014	0.299	
Five Year Average	0.291	0.394
Three Year Average	0.291	0.393
	Five Year	Three Year
27 to 39 months:	0.394	0.393
15 to 39 months:	0.115	0.114

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
CLAIM DEVELOPMENT

All Carriers

Voluntary Only

Property Damage Outstanding Claims as of

Accident Year	15 Months	27 Months	39 Months
2002			
2003			
2004			110
2005		279	106
2006	1,961	243	79
2007	1,917	235	90
2008	2,194	217	74
2009	2,380	260	88
2010	2,131	217	79
2011	2,411	288	130
2012	2,450	295	77
2013	2,559	207	64
2014	2,892	197	
2015	3,724		

Claim Development Factors

Accident Year	15-27 Mo.	27-39 Mo.
2003		
2004		
2005		0.380
2006	0.124	0.325
2007	0.123	0.383
2008	0.099	0.341
2009	0.109	0.338
2010	0.102	0.364
2011	0.119	0.451
2012	0.120	0.261
2013	0.081	0.309
2014	0.068	
Five Year Average	0.098	0.345
Three Year Average	0.090	0.340
	Five Year	Three Year
27 to 39 months:	0.345	0.340
15 to 39 months:	0.034	0.031

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
CLAIM DEVELOPMENT

All Carriers

Voluntary Only

Accident Year	Medical Payments Outstanding Claims as of		
	15 Months	27 Months	39 Months
2002			
2003			
2004			185
2005		492	206
2006	4,491	568	200
2007	4,730	550	266
2008	3,846	575	230
2009	5,121	776	252
2010	5,152	711	243
2011	3,806	568	221
2012	3,647	573	186
2013	3,657	457	163
2014	3,467	479	
2015	4,025		

Claim Development Factors

Accident Year	15-27 Mo.	27-39 Mo.
2003		
2004		
2005		0.419
2006	0.126	0.352
2007	0.116	0.484
2008	0.150	0.400
2009	0.152	0.325
2010	0.138	0.342
2011	0.149	0.389
2012	0.157	0.325
2013	0.125	0.357
2014	0.138	
Five Year Average	0.141	0.348
Three Year Average	0.140	0.357
	Five Year	Three Year
27 to 39 months:	0.348	0.357
15 to 39 months:	0.049	0.050

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
LOSS DEVELOPMENT

All Carriers

Ceded Only

Bodily Injury Total Limits Paid Losses as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					243,370,189
2003				262,347,805	270,900,096
2004			256,026,217	277,202,221	283,447,088
2005		211,972,571	252,143,792	271,649,364	278,313,482
2006	123,306,427	220,813,685	257,520,664	276,213,787	281,964,551
2007	124,327,741	215,825,386	249,492,850	266,706,218	272,616,408
2008	117,982,063	201,237,569	232,837,722	248,337,080	253,130,645
2009	131,020,729	218,847,068	253,916,884	269,535,100	275,087,938
2010	135,642,786	227,347,224	258,034,975	274,475,478	279,295,047
2011	146,710,490	237,807,251	270,739,657	286,224,042	291,705,249
2012	142,503,760	231,963,190	267,740,518	283,372,948	
2013	140,260,145	247,926,952	284,053,556		
2014	148,858,071	251,617,783			
2015	149,803,730				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.033
2004			1.083	1.023
2005		1.190	1.077	1.025
2006	1.791	1.166	1.073	1.021
2007	1.736	1.156	1.069	1.022
2008	1.706	1.157	1.067	1.019
2009	1.670	1.160	1.062	1.021
2010	1.676	1.135	1.064	1.018
2011	1.621	1.138	1.057	1.019
2012	1.628	1.154	1.058	
2013	1.768	1.146		
2014	1.690			
Five Year Average	1.677	1.147	1.062	1.020
Three Year Average	1.695	1.146	1.060	1.019
		Five Year	Three Year	
39 to 63 months:		1.083	1.080	
27 to 63 months:		1.242	1.238	
15 to 63 months:		2.083	2.098	

Losses exclude unallocated loss adjustment expense.

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
LOSS DEVELOPMENT

All Carriers

Ceded Only

Property Damage Total Limits Paid Losses as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					189,236,614
2003				202,286,403	202,583,417
2004			213,335,224	213,688,019	213,743,258
2005		212,387,446	213,509,572	213,737,910	213,879,012
2006	207,329,844	216,874,434	217,941,970	218,269,701	218,298,445
2007	198,678,550	206,723,565	207,565,194	207,754,177	207,817,232
2008	180,000,793	192,946,333	193,880,327	194,091,494	194,168,241
2009	185,777,033	194,625,309	195,622,722	195,859,861	195,941,342
2010	193,887,687	203,460,130	204,388,405	204,675,875	204,627,485
2011	204,141,561	213,934,848	214,997,138	215,318,462	216,362,336
2012	214,959,051	226,837,993	230,137,757	230,609,330	
2013	240,881,090	257,046,160	258,806,446		
2014	261,794,385	278,948,639			
2015	283,946,770				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.001
2004			1.002	1.000
2005		1.005	1.001	1.001
2006	1.046	1.005	1.002	1.000
2007	1.040	1.004	1.001	1.000
2008	1.072	1.005	1.001	1.000
2009	1.048	1.005	1.001	1.000
2010	1.049	1.005	1.001	1.000
2011	1.048	1.005	1.001	1.005
2012	1.055	1.015	1.002	
2013	1.067	1.007		
2014	1.066			
Five Year Average	1.057	1.007	1.001	1.001
Three Year Average	1.063	1.009	1.001	1.002
		Five Year	Three Year	
39 to 63 months:		1.002	1.003	
27 to 63 months:		1.009	1.012	
15 to 63 months:		1.067	1.076	

Losses exclude unallocated loss adjustment expense.

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
LOSS DEVELOPMENT

All Carriers

Ceded Only

Medical Payments Total Limits Paid Losses as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					24,945,909
2003				25,374,628	25,412,232
2004			27,094,917	27,347,258	27,399,275
2005		25,331,650	25,825,631	25,940,964	25,974,973
2006	23,184,512	26,406,948	26,749,309	26,888,208	26,951,953
2007	22,590,704	25,269,376	25,600,974	25,706,521	25,731,120
2008	21,498,570	24,198,178	24,551,767	24,646,649	24,635,435
2009	23,557,093	26,187,509	26,623,372	26,738,675	26,754,297
2010	23,321,473	26,296,920	26,692,787	26,840,167	26,876,941
2011	24,974,046	27,746,598	28,109,435	28,299,771	28,452,542
2012	24,962,839	27,739,106	28,387,806	28,245,388	
2013	25,513,988	28,829,869	29,155,935		
2014	25,922,210	29,202,792			
2015	25,105,978				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.001
2004			1.009	1.002
2005		1.020	1.004	1.001
2006	1.139	1.013	1.005	1.002
2007	1.119	1.013	1.004	1.001
2008	1.126	1.015	1.004	1.000
2009	1.112	1.017	1.004	1.001
2010	1.128	1.015	1.006	1.001
2011	1.111	1.013	1.007	1.005
2012	1.111	1.023	0.995	
2013	1.130	1.011		
2014	1.127			
Five Year Average	1.121	1.016	1.003	1.002
Three Year Average	1.123	1.016	1.003	1.002
		Five Year	Three Year	
39 to 63 months:		1.005	1.005	
27 to 63 months:		1.021	1.021	
15 to 63 months:		1.145	1.147	

Losses exclude unallocated loss adjustment expense.

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
LOSS DEVELOPMENT

All Carriers

Ceded Only

Bodily Injury Total Limits Incurred Losses as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					246,726,652
2003				274,368,834	275,174,941
2004			284,259,798	286,924,418	286,572,071
2005		269,837,289	279,279,464	280,949,548	281,160,609
2006	250,273,017	274,901,626	284,589,516	286,314,999	285,775,307
2007	236,777,074	268,210,925	275,418,597	275,672,994	275,725,056
2008	229,143,622	251,976,476	255,303,291	256,568,180	255,784,856
2009	248,565,845	270,434,014	277,095,976	277,387,173	277,431,052
2010	260,799,933	279,364,346	281,859,784	283,420,615	283,209,144
2011	275,071,193	287,248,691	292,875,356	294,703,654	294,397,051
2012	271,454,262	283,991,912	289,704,422	290,922,046	
2013	274,899,377	297,875,600	306,344,813		
2014	270,363,974	300,118,484			
2015	282,646,078				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.003
2004			1.009	0.999
2005		1.035	1.006	1.001
2006	1.098	1.035	1.006	0.998
2007	1.133	1.027	1.001	1.000
2008	1.100	1.013	1.005	0.997
2009	1.088	1.025	1.001	1.000
2010	1.071	1.009	1.006	0.999
2011	1.044	1.020	1.006	0.999
2012	1.046	1.020	1.004	
2013	1.084	1.028		
2014	1.110			
Five Year Average	1.071	1.020	1.004	0.999
Three Year Average	1.080	1.023	1.005	0.999
		Five Year	Three Year	
39 to 63 months:		1.003	1.004	
27 to 63 months:		1.023	1.027	
15 to 63 months:		1.096	1.109	

Losses exclude unallocated loss adjustment expense.

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
LOSS DEVELOPMENT

All Carriers

Ceded Only

Property Damage Total Limits Incurred Losses as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					189,290,814
2003				202,436,763	202,612,335
2004			213,601,416	213,843,435	213,754,937
2005		212,977,664	213,885,890	213,889,545	213,939,020
2006	212,646,023	217,658,025	218,216,030	218,483,385	218,335,128
2007	202,956,251	207,290,533	207,862,838	207,879,788	207,875,687
2008	184,453,317	193,744,322	194,077,530	194,220,465	194,248,407
2009	189,873,817	195,307,450	195,888,355	195,963,153	196,050,153
2010	198,074,772	203,900,863	204,616,658	204,776,749	204,694,423
2011	208,328,420	214,477,836	215,268,943	215,466,554	216,426,327
2012	219,321,540	227,321,786	230,298,339	230,688,030	
2013	246,323,952	257,605,553	259,025,948		
2014	268,160,835	279,767,333			
2015	290,522,189				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.001
2004			1.001	1.000
2005		1.004	1.000	1.000
2006	1.024	1.003	1.001	0.999
2007	1.021	1.003	1.000	1.000
2008	1.050	1.002	1.001	1.000
2009	1.029	1.003	1.000	1.000
2010	1.029	1.004	1.001	1.000
2011	1.030	1.004	1.001	1.004
2012	1.036	1.013	1.002	
2013	1.046	1.006		
2014	1.043			
Five Year Average	1.037	1.006	1.001	1.001
Three Year Average	1.042	1.008	1.001	1.001
		Five Year	Three Year	
39 to 63 months:		1.002	1.002	
27 to 63 months:		1.008	1.010	
15 to 63 months:		1.045	1.052	

Losses exclude unallocated loss adjustment expense.

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
LOSS DEVELOPMENT

All Carriers

Ceded Only

Medical Payments Total Limits Incurred Losses as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					24,983,000
2003				25,405,917	25,424,250
2004			27,237,339	27,392,202	27,426,524
2005		25,703,310	25,962,964	25,992,813	25,993,612
2006	26,047,665	26,631,392	26,833,076	26,916,141	26,965,417
2007	25,128,249	25,532,904	25,699,292	25,737,008	25,749,860
2008	23,665,393	24,438,648	24,618,160	24,675,710	24,646,718
2009	25,815,910	26,455,747	26,712,419	26,769,143	26,773,488
2010	25,721,926	26,464,303	26,774,630	26,857,507	26,881,641
2011	26,949,219	27,934,607	28,204,860	28,331,719	28,477,681
2012	26,734,809	27,972,001	28,511,381	28,307,326	
2013	28,131,744	28,964,096	29,212,200		
2014	28,255,438	29,419,256			
2015	27,250,351				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.001
2004			1.006	1.001
2005		1.010	1.001	1.000
2006	1.022	1.008	1.003	1.002
2007	1.016	1.007	1.001	1.000
2008	1.033	1.007	1.002	0.999
2009	1.025	1.010	1.002	1.000
2010	1.029	1.012	1.003	1.001
2011	1.037	1.010	1.004	1.005
2012	1.046	1.019	0.993	
2013	1.030	1.009		
2014	1.041			
Five Year Average	1.037	1.012	1.001	1.001
Three Year Average	1.039	1.013	1.000	1.002
		Five Year	Three Year	
39 to 63 months:		1.002	1.002	
27 to 63 months:		1.014	1.015	
15 to 63 months:		1.052	1.055	

Losses exclude unallocated loss adjustment expense.

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
LOSS DEVELOPMENT

All Carriers

Ceded Only

Bodily Injury Basic Limits(a) Incurred Losses as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					230,239,155
2003				253,565,651	254,322,787
2004			262,099,282	264,673,973	265,261,027
2005		247,137,063	255,043,703	257,221,444	257,701,052
2006	229,408,467	250,541,769	258,995,019	260,999,335	260,698,946
2007	218,652,478	244,270,307	250,503,742	250,863,120	250,999,455
2008	209,578,303	228,825,425	233,311,369	234,161,029	233,824,761
2009	232,169,059	248,754,016	254,234,580	255,134,825	255,465,358
2010	242,859,424	257,597,550	260,088,968	261,602,745	261,191,509
2011	256,402,317	265,604,565	269,604,213	271,517,801	271,076,909
2012	254,108,340	263,812,204	268,146,965	268,583,234	
2013	257,388,882	276,501,432	282,594,876		
2014	252,712,732	278,961,417			
2015	261,791,483				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.003
2004			1.010	1.002
2005		1.032	1.009	1.002
2006	1.092	1.034	1.008	0.999
2007	1.117	1.026	1.001	1.001
2008	1.092	1.020	1.004	0.999
2009	1.071	1.022	1.004	1.001
2010	1.061	1.010	1.006	0.998
2011	1.036	1.015	1.007	0.998
2012	1.038	1.016	1.002	
2013	1.074	1.022		
2014	1.104			
Five Year Average	1.063	1.017	1.005	0.999
Three Year Average	1.072	1.018	1.005	0.999
		Five Year	Three Year	
39 to 63 months:		1.004	1.004	
27 to 63 months:		1.021	1.022	
15 to 63 months:		1.085	1.096	

(a) Losses are on a 30/60 level for all years.

Losses exclude unallocated loss adjustment expense.

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
LOSS DEVELOPMENT

All Carriers

Ceded Only

Property Damage Basic Limits(a) Incurred Losses as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					188,596,145
2003				201,743,011	201,914,414
2004			212,575,880	212,851,511	212,792,501
2005		212,021,149	212,908,940	212,987,443	213,014,918
2006	211,613,142	216,680,472	217,269,295	217,548,397	217,415,467
2007	202,073,281	206,160,489	206,717,453	206,769,493	206,763,704
2008	183,634,661	192,790,402	193,205,648	193,316,870	193,344,812
2009	189,067,029	194,416,059	195,003,001	195,081,466	195,148,466
2010	197,020,053	202,945,094	203,643,058	203,809,061	203,697,280
2011	207,099,016	213,324,448	214,145,003	214,319,496	215,276,919
2012	218,245,392	226,060,510	229,002,626	229,356,883	
2013	244,662,240	255,859,992	257,114,766		
2014	266,199,710	277,521,410			
2015	288,013,374				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.001
2004			1.001	1.000
2005		1.004	1.000	1.000
2006	1.024	1.003	1.001	0.999
2007	1.020	1.003	1.000	1.000
2008	1.050	1.002	1.001	1.000
2009	1.028	1.003	1.000	1.000
2010	1.030	1.003	1.001	0.999
2011	1.030	1.004	1.001	1.004
2012	1.036	1.013	1.002	
2013	1.046	1.005		
2014	1.043			
Five Year Average	1.037	1.006	1.001	1.001
Three Year Average	1.042	1.007	1.001	1.001
		Five Year	Three Year	
39 to 63 months:		1.002	1.002	
27 to 63 months:		1.008	1.009	
15 to 63 months:		1.045	1.051	

(a) Losses are on a \$25,000 level for all years.

Losses exclude unallocated loss adjustment expense.

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
CLAIM DEVELOPMENT

All Carriers

Ceded Only

Bodily Injury Paid Claims as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					36,876
2003				41,702	42,184
2004			42,498	43,719	44,051
2005		37,922	40,478	41,580	41,895
2006	28,496	37,340	39,661	40,663	40,957
2007	27,022	34,706	36,751	37,686	37,945
2008	25,720	33,088	34,961	35,794	36,007
2009	27,921	36,187	38,296	39,146	39,391
2010	28,513	37,168	39,212	40,185	40,459
2011	29,091	37,579	39,658	40,576	40,954
2012	29,629	38,152	40,870	41,857	
2013	29,694	39,650	41,938		
2014	30,687	40,143			
2015	32,398				

Claim Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.012
2004			1.029	1.008
2005		1.067	1.027	1.008
2006	1.310	1.062	1.025	1.007
2007	1.284	1.059	1.025	1.007
2008	1.286	1.057	1.024	1.006
2009	1.296	1.058	1.022	1.006
2010	1.304	1.055	1.025	1.007
2011	1.292	1.055	1.023	1.009
2012	1.288	1.071	1.024	
2013	1.335	1.058		
2014	1.308			
Five Year Average	1.305	1.059	1.024	1.007
Three Year Average	1.310	1.061	1.024	1.007
		Five Year	Three Year	
39 to 63 months:		1.031	1.031	
27 to 63 months:		1.092	1.094	
15 to 63 months:		1.425	1.433	

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
CLAIM DEVELOPMENT

All Carriers

Ceded Only

Property Damage Paid Claims as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					80,743
2003				90,442	90,532
2004			97,609	97,694	97,705
2005		94,936	95,186	95,251	95,265
2006	89,796	92,016	92,193	92,274	92,279
2007	83,910	85,565	85,782	85,821	85,837
2008	73,683	77,847	78,023	78,071	78,078
2009	78,526	81,016	81,202	81,248	81,271
2010	82,997	85,498	85,681	85,744	85,728
2011	85,405	87,367	87,593	87,659	88,235
2012	86,435	88,644	89,794	89,967	
2013	87,601	91,095	91,340		
2014	91,691	94,641			
2015	97,364				

Claim Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.001
2004			1.001	1.000
2005		1.003	1.001	1.000
2006	1.025	1.002	1.001	1.000
2007	1.020	1.003	1.000	1.000
2008	1.057	1.002	1.001	1.000
2009	1.032	1.002	1.001	1.000
2010	1.030	1.002	1.001	1.000
2011	1.023	1.003	1.001	1.007
2012	1.026	1.013	1.002	
2013	1.040	1.003		
2014	1.032			
Five Year Average	1.030	1.005	1.001	1.001
Three Year Average	1.033	1.006	1.001	1.002
		Five Year	Three Year	
39 to 63 months:		1.002	1.003	
27 to 63 months:		1.007	1.009	
15 to 63 months:		1.037	1.042	

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
CLAIM DEVELOPMENT

All Carriers

Ceded Only

Medical Payments Paid Claims as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					21,473
2003				21,083	21,108
2004			21,699	21,810	21,821
2005		20,837	21,110	21,193	21,203
2006	18,313	20,603	20,820	20,894	20,906
2007	17,154	19,035	19,237	19,305	19,318
2008	15,972	17,853	18,039	18,088	18,092
2009	17,516	19,422	19,688	19,755	19,762
2010	17,370	19,455	19,660	19,738	19,753
2011	18,141	20,048	20,250	20,320	20,397
2012	18,334	20,116	20,395	20,467	
2013	17,671	19,800	20,019		
2014	17,770	19,790			
2015	17,243				

Claim Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.001
2004			1.005	1.001
2005		1.013	1.004	1.000
2006	1.125	1.011	1.004	1.001
2007	1.110	1.011	1.004	1.001
2008	1.118	1.010	1.003	1.000
2009	1.109	1.014	1.003	1.000
2010	1.120	1.011	1.004	1.001
2011	1.105	1.010	1.003	1.004
2012	1.097	1.014	1.004	
2013	1.120	1.011		
2014	1.114			
Five Year Average	1.111	1.012	1.003	1.001
Three Year Average	1.110	1.012	1.004	1.002
		Five Year	Three Year	
39 to 63 months:		1.004	1.006	
27 to 63 months:		1.016	1.018	
15 to 63 months:		1.129	1.130	

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
CLAIM DEVELOPMENT

All Carriers

Ceded Only

Bodily Injury Incurred Claims as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					37,126
2003				42,389	42,415
2004			44,303	44,311	44,228
2005		42,218	42,211	42,126	42,057
2006	41,956	41,223	41,222	41,212	41,129
2007	38,570	38,235	38,218	38,111	38,087
2008	36,763	36,285	36,165	36,179	36,118
2009	39,796	39,445	39,553	39,513	39,506
2010	40,805	40,475	40,473	40,615	40,599
2011	41,452	40,754	40,915	40,997	41,093
2012	41,750	41,609	42,097	42,237	
2013	41,637	42,925	43,153		
2014	42,653	43,452			
2015	44,123				

Claim Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.001
2004			1.000	0.998
2005		1.000	0.998	0.998
2006	0.983	1.000	1.000	0.998
2007	0.991	1.000	0.997	0.999
2008	0.987	0.997	1.000	0.998
2009	0.991	1.003	0.999	1.000
2010	0.992	1.000	1.004	1.000
2011	0.983	1.004	1.002	1.002
2012	0.997	1.012	1.003	
2013	1.031	1.005		
2014	1.019			
Five Year Average	1.004	1.005	1.002	1.000
Three Year Average	1.016	1.007	1.003	1.001
		Five Year	Three Year	
39 to 63 months:		1.002	1.004	
27 to 63 months:		1.007	1.011	
15 to 63 months:		1.011	1.027	

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
CLAIM DEVELOPMENT

All Carriers

Ceded Only

Property Damage Incurred Claims as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					80,751
2003				90,472	90,536
2004			97,669	97,730	97,713
2005		95,082	95,262	95,277	95,269
2006	91,075	92,153	92,245	92,296	92,285
2007	84,992	85,680	85,835	85,840	85,842
2008	74,803	77,944	78,057	78,083	78,082
2009	79,554	81,111	81,242	81,259	81,280
2010	84,022	85,602	85,721	85,766	85,736
2011	86,534	87,481	87,639	87,675	88,241
2012	87,799	88,754	89,833	89,979	
2013	88,929	91,208	91,375		
2014	93,188	94,764			
2015	98,944				

Claim Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.001
2004			1.001	1.000
2005		1.002	1.000	1.000
2006	1.012	1.001	1.001	1.000
2007	1.008	1.002	1.000	1.000
2008	1.042	1.001	1.000	1.000
2009	1.020	1.002	1.000	1.000
2010	1.019	1.001	1.001	1.000
2011	1.011	1.002	1.000	1.006
2012	1.011	1.012	1.002	
2013	1.026	1.002		
2014	1.017			
Five Year Average	1.017	1.004	1.001	1.001
Three Year Average	1.018	1.005	1.001	1.002
		Five Year	Three Year	
39 to 63 months:		1.002	1.003	
27 to 63 months:		1.006	1.008	
15 to 63 months:		1.023	1.026	

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
CLAIM DEVELOPMENT

All Carriers

Ceded Only

Medical Payments Incurred Claims as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					21,493
2003				21,108	21,117
2004			21,795	21,834	21,835
2005		21,052	21,198	21,219	21,213
2006	20,349	20,757	20,877	20,910	20,914
2007	18,833	19,205	19,295	19,329	19,335
2008	17,543	17,997	18,076	18,101	18,098
2009	19,221	19,589	19,745	19,773	19,769
2010	19,120	19,581	19,718	19,746	19,751
2011	19,562	20,167	20,298	20,342	20,409
2012	19,583	20,260	20,434	20,474	
2013	19,250	19,901	20,063		
2014	19,150	19,895			
2015	18,560				

Claim Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.000
2004			1.002	1.000
2005		1.007	1.001	1.000
2006	1.020	1.006	1.002	1.000
2007	1.020	1.005	1.002	1.000
2008	1.026	1.004	1.001	1.000
2009	1.019	1.008	1.001	1.000
2010	1.024	1.007	1.001	1.000
2011	1.031	1.006	1.002	1.003
2012	1.035	1.009	1.002	
2013	1.034	1.008		
2014	1.039			
Five Year Average	1.033	1.008	1.001	1.001
Three Year Average	1.036	1.008	1.002	1.001
		Five Year	Three Year	
39 to 63 months:		1.002	1.003	
27 to 63 months:		1.010	1.011	
15 to 63 months:		1.043	1.047	

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
CLAIM DEVELOPMENT

All Carriers

Ceded Only

Bodily Injury Outstanding Claims as of

Accident Year	15 Months	27 Months	39 Months
2002			
2003			
2004			1,805
2005		4,296	1,733
2006	13,460	3,883	1,561
2007	11,548	3,529	1,467
2008	11,043	3,197	1,204
2009	11,875	3,258	1,257
2010	12,292	3,307	1,261
2011	12,361	3,175	1,257
2012	12,121	3,457	1,227
2013	11,943	3,275	1,215
2014	11,966	3,309	
2015	11,725		

Claim Development Factors

Accident Year	15-27 Mo.	27-39 Mo.
2003		
2004		
2005		0.403
2006	0.288	0.402
2007	0.306	0.416
2008	0.290	0.377
2009	0.274	0.386
2010	0.269	0.381
2011	0.257	0.396
2012	0.285	0.355
2013	0.274	0.371
2014	0.277	
Five Year Average	0.272	0.378
Three Year Average	0.279	0.374
	Five Year	Three Year
27 to 39 months:	0.378	0.374
15 to 39 months:	0.103	0.104

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
CLAIM DEVELOPMENT

All Carriers

Ceded Only

Accident Year	Property Damage Outstanding Claims as of		
	15 Months	27 Months	39 Months
2002			
2003			
2004			60
2005		146	76
2006	1,279	137	52
2007	1,082	115	53
2008	1,120	97	34
2009	1,028	95	40
2010	1,025	104	40
2011	1,129	114	46
2012	1,364	110	39
2013	1,328	113	35
2014	1,497	123	
2015	1,580		

Claim Development Factors

Accident Year	15-27 Mo.	27-39 Mo.
2003		
2004		
2005		0.521
2006	0.107	0.380
2007	0.106	0.461
2008	0.087	0.351
2009	0.092	0.421
2010	0.101	0.385
2011	0.101	0.404
2012	0.081	0.355
2013	0.085	0.310
2014	0.082	
Five Year Average	0.090	0.375
Three Year Average	0.083	0.356
	Five Year	Three Year
27 to 39 months:	0.375	0.356
15 to 39 months:	0.034	0.030

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
CLAIM DEVELOPMENT

All Carriers

Ceded Only

Accident Year	Medical Payments Outstanding Claims as of		
	15 Months	27 Months	39 Months
2002			
2003			
2004			96
2005		215	88
2006	2,036	154	57
2007	1,679	170	58
2008	1,571	144	37
2009	1,705	167	57
2010	1,750	126	58
2011	1,421	119	48
2012	1,249	144	39
2013	1,579	101	44
2014	1,380	105	
2015	1,317		

Claim Development Factors

Accident Year	15-27 Mo.	27-39 Mo.
2003		
2004		
2005		0.409
2006	0.076	0.370
2007	0.101	0.341
2008	0.092	0.257
2009	0.098	0.341
2010	0.072	0.460
2011	0.084	0.403
2012	0.115	0.271
2013	0.064	0.436
2014	0.076	
Five Year Average	0.082	0.382
Three Year Average	0.085	0.370
	Five Year	Three Year
27 to 39 months:	0.382	0.370
15 to 39 months:	0.031	0.031

Responses provided in connection with items (3)(i) and (7)(c) are enclosed herewith.

December 28, 2016

Scott Donoho
Senior Actuary, FCAS, MAAA

Debbie Spence
North Carolina Rate Bureau

Dear Debbie,

Included below is Allstate's response to the inquiry regarding reserve strengthening and expense cutting initiatives for the Allstate Property & Casualty Company Private Passenger Non-Fleet Auto Program in North Carolina.

With respect to 11 N.C.A.C. 10.1104 (3) (i), which states,

For each of the fifteen largest writers of private passenger automobile insurance in North Carolina, a statement regarding any reserve strengthening or weakening that has occurred in the last five years shall be included.

Allstate's response to this is that there have been **no** material changes with regard to Allstate Property & Casualty Company reserving practices for private passenger automobile insurance in the state of North Carolina over the past five years.

With respect to 11 N.C.A.C. 10.1104 (7) (c), which states,

For each of the ten largest writers of private passenger automobile insurance in North Carolina, statements regarding any expense cutting activities undertaken in the last five years shall be provided.

Allstate Property & Casualty Company did **not** make any material expense-cutting changes in the last five years.

Please contact me if you have any questions or require further details.

Sincerely,

Scott Donoho
F.C.A.S, M.A.A.A
Scott.donoho@allstate.com
312-800-6049



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Kevin L. Russell
Supervisor
Corporate Actuarial Department
Erie Insurance Group
100 Erie Insurance Place
Erie, Pennsylvania 16530
Telephone: (814)870-3395
Fax: (814)870-4383
kevin.russell@erieinsurance.com

December 22, 2016

To: Debbie Spence
Administrative Assistant, Insurance Operations
North Carolina Rate Bureau
2910 Sumner Boulevard
Raleigh NC 27619-6010
Telephone: (919) 582-1023
Fax: (919) 719-7402

RE: RESERVE STRENGTHENING & EXPENSE CUTTING ACTIVITIES

1. RESERVE STRENGTHENING

The Erie Insurance Group began implementing Colossus and the Soft Tissue Evaluation program in 1998-1999 in order to establish more accurate case reserves. We continued with these claims initiatives in 2016, and so the criteria used in North Carolina for establishing case basis reserves for the accident year ending December 31, 2016 has not changed materially from the criteria used over the latest five years. The relative adequacy level of case reserves is examined during the quarterly reserve analysis. Relative case reserve adequacy levels appear to be quite consistent over the last three to five years.

2. EXPENSE CUTTING ACTIVITIES

We are not aware of any expense cutting activities over the last five years on Private Passenger Auto coverages that would materially impact the anticipated expense levels in North Carolina. Some expense allocations have been changed in the last three to five years. Homeowners is now allocated a slightly higher share of company overhead for adjusting and other loss adjustment expense as well as general expense. The data in the most recent annual statements (2013 through 2016) is most representative of what to expect in the future. Please note that the adjusting and other loss adjustment expense ratio in the 2011 annual statement is unusually high; ERIE recorded the largest volume of catastrophe claims and greatest utilization of independent adjusters in company history in 2011.

Sincerely,



Kevin L. Russell, FCAS, MAAA



North Carolina Farm Bureau Insurance Group

Telephone 919.782.1705 - Post Office Box 27427 - Raleigh, NC 27611

December 29, 2016

Mr. Tim Lucas
N.C. Rate Bureau
210 Sumner Drive
Raleigh, NC 27616

RE: North Carolina Farm Bureau Mutual Insurance Company, Inc.
Insurance Department Regulations
North Carolina Private Passenger Auto
Reserve Strengthening
Expense Cutting Activities

Tim:

Our company has not changed its procedures for setting case loss reserves over the last 5 years. The only expense cutting activity during 2016 involved our MVR ordering process, which is estimated to reduce our auto expense ratio approximately 1 percentage point. This ratio reduction is calculated using company level written premiums.

If I can be of further assistance, let me know.

A handwritten signature in black ink, appearing to read "Roger Batdorff", written in a cursive style.

Roger Batdorff
Senior Executive, Actuarial, Research & Reinsurance

RB/kb



- Government Employees Insurance Company
- GEICO General Insurance Company
- GEICO Indemnity Company
- GEICO Casualty Company

One GEICO Plaza ■ Washington, DC 20076-0001

December 23, 2016

Mr. Tim Lucas
North Carolina Rate Bureau
2910 Sumner Blvd.
Raleigh, North Carolina 27616

RE: Government Employees Insurance Company- Bureau Letter Asking for
Reserve Strengthening and Expense Control Information

Dear Mr. Lucas:

The criteria used by Government Employees Insurance Company in North Carolina for establishing case basis reserves for the accident year ended December 31, 2016 have not materially changed over the last five years.

The GEICO Companies did not implement any changes that would have a material impact on the expense factors. Expense control is a continuing effort at the GEICO companies and for that reason, GEICO believes that its historical experience is an appropriate basis for determining the expense provisions in your rate calculations and that no special adjustments are necessary.

Please let me know if you need anything further.

Very truly yours,

Joseph Termini, Jr.,
Senior Counsel
478-744-5705



- Government Employees Insurance Company
- GEICO General Insurance Company
- GEICO Indemnity Company
- GEICO Casualty Company

One GEICO Plaza ■ Washington, DC 20076-0001

December 23, 2016

Mr. Tim Lucas
North Carolina Rate Bureau
2910 Sumner Blvd.
Raleigh, North Carolina 27616

RE: GEICO Indemnity Company- Bureau Letter Asking for Reserve
Strengthening Information

Dear Mr. Lucas:

The criteria used by GEICO Indemnity Company in North Carolina for establishing case basis reserves for the accident year ended December 31, 2016 have not materially changed over the last five years.

Please let me know if you need anything further.

Very truly yours,

Joseph Termini, Jr.,
Senior Counsel
478-744-5705



December 22, 2016

Mr. Tim Lucas
Personal Lines Manager
North Carolina Rate Bureau
2910 Summer Blvd
Raleigh, NC 27616

Re: NCRB request regarding Insurance Department Regulations for Integon National Insurance Company

Dear Tim:

Per your request, we are responding as follows:

Statement Concerning Reserve Strengthening Activities Over The Past Five Years:

All of the Integon companies, including Integon National Insurance Company, use a formula-based reserving system to establish reserves for claims with expected settlements under \$50,000. For claims with expected settlements in excess of \$50,000, the companies establish individual case reserves setup by knowledgeable claims personnel.

The formula reserve amounts have changed slightly over the past 5 years as trends have changed, but the amount of change has not been material. The criteria and method used for establishing both formula and case reserves have not changed materially from those we have used for the past 5 years.

Statement Concerning Expense Cutting Activities Over The Past Five Years:

There have not been any recent expense cutting activities for the Integon National that would create a material change in expected future expense ratios. In the past 5 years, expense reduction activities have been largely offset by additional investments being made in various initiatives such as agency-related Internet capabilities, enhancing our policy operation/agent system, and marketing initiatives. National General Insurance, including the Integon companies, remains expense competitive, and operates with an ongoing priority on spending controls.

Sincerely,

Art Lyon, CPCU
Executive Consultant



Nationwide[®]

December 29, 2016

Mr. F. Timothy Lucas
Personal Lines Manager
North Carolina Rate Bureau
2910 Sumner Boulevard
Raleigh, NC 27616

Attention: Debbie Spence, Administrative Assistant, Insurance Operations

Re: Statement of Reserve Strengthening or Weakening

Dear Mr. Lucas:

I am providing the following information concerning reserve strengthening for Nationwide Property & Casualty Company and Nationwide General Insurance Company.

There are no material changes to reserves which have not been previously reported.

Please contact me if you have any questions.

Sincerely,

Nicholas Hartmann, FCAS, MAAA
Pricing Manager
Nationwide Insurance
Nick.Hartmann@Nationwide.com
(614) 677-7332



Nationwide[®]

December 29, 2016

Mr. F. Timothy Lucas
Personal Lines Manager
North Carolina Rate Bureau
2910 Sumner Boulevard
Raleigh, NC 27616

Attention: Debbie Spence, Administrative Assistant, Insurance Operations

Re: Statement of Expense Cutting Activities and Reserve Strengthening or Weakening

Dear Mr. Lucas:

I am providing the following information concerning expense cutting activities and reserve strengthening for Nationwide Mutual Insurance Company and Nationwide Insurance Company of America.

There are no material changes to reserves which have not been previously reported.

We have taken no expense cutting actions in the last 5 years that would materially impact our anticipated expense levels in North Carolina.

Please contact me if you have any questions.

Sincerely,

Nicholas Hartmann, FCAS, MAAA
Pricing Manager
Nationwide Insurance
Nick.Hartmann@Nationwide.com
(614) 677-7332

12/29/2016

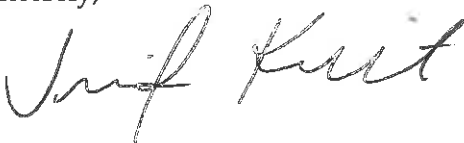
Jennifer Kubit, FCAS, MAAA
Progressive Premier Insurance Co of Illinois
6300 Wilson Mills Road
Mayfield Village, OH 44143

Debbie Spence
North Carolina Rate Bureau
2910 Sumner Boulevard
Raleigh, NC 27616

Attention: Debbie Spence

Progressive has not materially changed its process for setting North Carolina Private Passenger Auto loss and defense and cost containment (DCC) case basis reserves over the past five years. The process for setting North Carolina Adjusting and all Other Expense (AOE) reserves was changed in 2012. This adjustment was related to realizing that our analysis double counted costs included in the fee collected from the facility. This change was noted in Progressive Southeastern Insurance Company's reserve strengthening letter dated December 28, 2012. The process for setting AOE reserves did not materially change in 2016.

Sincerely,



Jennifer Kubit, FCAS, MAAA
Director, Corporate Actuarial Department
Progressive Premier Insurance Co of Illinois

12/29/2016

Jennifer Kubit, FCAS, MAAA
Progressive Southeastern Insurance Company
6300 Wilson Mills Road
Mayfield Village, OH 44143

Debbie Spence
North Carolina Rate Bureau
2910 Sumner Boulevard
Raleigh, NC 27616

Attention: Debbie Spence

Progressive has not materially changed its process for setting North Carolina Private Passenger Auto loss and defense and cost containment (DCC) case basis reserves over the past five years. The process for setting North Carolina Adjusting and all Other Expense (AOE) reserves was changed in 2012. This adjustment was related to realizing that our analysis double counted costs included in the fee collected from the facility. This change was noted in Progressive's reserve strengthening letter dated December 28, 2012. The process for setting AOE reserves did not materially change in 2016.

Sincerely,



Jennifer Kubit, FCAS, MAAA
Director, Corporate Actuarial Department
Progressive Southeastern Insurance Company

Steve Harr, FCAS, MAAA
Actuary and Assistant Secretary-Treasurer

One State Farm Plaza, D4
Bloomington, Illinois 61710
Phone: 309.766.3568
Fax: 309.766.0225
E-mail: steve.harr.bb5b@statefarm.com

December 29, 2016

Ms. Debbie Spence
Administrative Assistant, Insurance Operations
North Carolina Rate Bureau
2910 Summer Blvd.
Raleigh, NC 27616

Dear Ms. Spence:

RE: Reserve Strengthening and Expense Cutting Activities

Your email dated December 21, 2016 requested two items required from the largest writers of liability and physical damage private passenger automobile insurance in North Carolina.

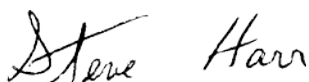
The first item concerned reserves. In response to your question, State Farm has not made any changes in the past five years that have a material impact on the reserves established in North Carolina.

The second item concerned expenses. State Farm has long recognized that expense control is a key to remaining competitive in the insurance marketplace. It is important to note that expense control does not necessarily imply expense reduction. Attracting and retaining quality personnel, providing top-notch services, and investing in technology may be just as important to a company's competitive position as a low price for the insurance product. In the end, it is through consumer forces in the marketplace that a balance is stricken between quality of service and price for those services.

It would be virtually impossible to fully describe all "expense cutting activities" (i.e., recycling paper, reorganizing jobs, automating jobs, consolidating jobs, ordering supplies from a different vendor, providing new software, streamlining a claims procedure, redesigning a code sheet, improving the training courses, etc.). Expense control is a continuous and evolving function of managing our business. It is also difficult to describe the many investments we've made in our business that have put upward pressure on our expenses (i.e., expanding our Internet presence, updating our systems as new technology becomes available, etc.).

We are continuing our review of every aspect of our company's operation in an effort to further streamline workflow and processes and to invest in technological advances where appropriate while striving to improve the service provided to our customers. We believe that State Farm's recent expense levels are representative of what we expect for 2017, as we do not anticipate a material change..

Sincerely,



Steve Harr
Actuary and Assistant Secretary-Treasurer

SH:kw



We know what it means to serve.SM

INSURANCE • BANKING • INVESTMENTS • RETIREMENT • ADVICE

December 21, 2016

Debbie Spence
North Carolina Rate Bureau
Fax: (919) 719-7402

RE: United Services Automobile Association
Insurance Department Regulations
North Carolina Automobile
Reserve Strengthening and Expense Cutting

Ms. Spence:

United Services Automobile Association and USAA Casualty Insurance Company have not materially changed their procedures for establishing case loss reserves over the last 5 years.

In addition, United Services Automobile Association has not undertaken any expense cutting activities over the last 5 years that would materially affect the expense levels in North Carolina.

If I can be of further assistance, let me know. I can be reached at (210) 913-7202.

Lisa M. Sukow
Assistant Vice President, P&C Auto Pricing

STATISTICAL DATA TO COMPLY WITH NORTH CAROLINA
REQUIREMENTS FOR A PRIVATE PASSENGER RATE FILING
AS PER 11 NCAC 10.1104

4. TRENDING FACTOR DEVELOPMENT AND APPLICATION

(4)(a) See attached exhibits, Section D of RB-1 and pre-filed testimony of J. Smollik and C. Modlin.

The attached exhibits contain the trend data upon which the Automobile Committee based its trend recommendations to the Governing Committee of the Rate Bureau.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
SUMMARY OF SELECTED TREND FACTORS

<u>Loss Trends</u>	<u>Cost</u>	<u>Frequency</u>	<u>Total</u>
Bodily Injury (B/L)	-1.0%	3.0%	2.0%
Bodily Injury (T/L)	-0.5%		
Property Damage	4.0%	3.5%	7.6%
Medical Payments	0.5%	1.5%	2.0%
Uninsured Motorists (BI)	1.0%	0.0%	1.0%
Uninsured Motorists (PD)	4.0%	2.0%	6.1%
Underinsured Motorists (BI)	-1.0%	1.0%	0.0%
Comprehensive	2.5%	0.0%	2.5%
Collision	3.0%	3.5%	6.6%
<u>Expense Trend</u>			2.0%

NORTH CAROLINA

PRIVATE PASSENGER AUTOMOBILE INSURANCE

Development of Annualized Trend
for 2013 and 2014

	(1) Calendar Year	(2) Claim Cost Change (a)	(3) Claim Frequency Change (b)	(4) Current Cost Factor (c)	(5) 2015 Trend Factor	(6) Annualized Trend (d)
Bodily Injury	2013	0.968	1.023	0.990	1.020	1.010
	2014	0.972	1.047	1.018	1.020	1.020
	2015	1.000	1.000	1.000	1.020	1.020
Property Damage	2013	1.045	1.031	1.077	1.076	1.061
	2014	1.049	1.034	1.085	1.076	1.078
	2015	1.000	1.000	1.000	1.076	1.076
Medical Payments	2013	0.995	0.982	0.977	1.020	1.007
	2014	1.004	1.019	1.023	1.020	1.021
	2015	1.000	1.000	1.000	1.020	1.020
Comprehensive	2013	1.041	1.013	1.055	1.025	1.026
	2014	1.117	0.911	1.018	1.025	1.023
	2015	1.000	1.000	1.000	1.025	1.025
Collision	2013	1.053	1.082	1.139	1.066	1.066
	2014	1.038	1.030	1.069	1.066	1.067
	2015	1.000	1.000	1.000	1.066	1.066

(a) 2013 Claim Cost Change = (2015 Claim Cost) / (2013 Claim Cost).
2014 Claim Cost Change = (2015 Claim Cost) / (2014 Claim Cost).

(b) 2013 Claim Frequency Change = (2015 Claim Frequency)
/ (2013 Claim Frequency). 2014 Claim Frequency Change =
(2015 Claim Frequency) / (2014 Claim Frequency).

(c) Current Cost Factor = Column (2) * Column (3)

(d) Annualized Trend for 2013 and 2014

$$= [(COL(5))^m \times (COL(4))^{(1/n)}]$$

where m is the number of years of projection of the 2015 trend factor from 7/1/2015 to 7/16/2018 3.04, Col (4) represents the Current Cost Factor to 7/1/2015, and n represents the number of years of projection for a given prior year, 4.04 for 2014 and 5.04 for 2013.

NORTH CAROLINA

PRIVATE PASSENGER AUTOMOBILE INSURANCE

Development of Annualized Trend
for 2013 and 2014

Coverage	(1) Year Ended	(2) Paid Claim Cost (a)	(3) Claim Frequency (b)
Bodily Injury	2013	\$ 7,000	1.30
	2014	6,970	1.27
	2015	6,777	1.33
Property Damage	2013	\$ 2,706	3.54
	2014	2,696	3.53
	2015	2,828	3.65
Medical Payments	2013	\$ 1,646	1.11
	2014	1,630	1.07
	2015	1,637	1.09
Comprehensive	2013	\$ 531	3.12
	2014	495	3.47
	2015	553	3.16
Collision	2013	\$ 3,078	4.74
	2014	3,120	4.98
	2015	3,240	5.13

(a) Paid Claim Cost for all liability coverages is All Carrier trend data, as shown on pages H-424 and H-426. Paid Claim Cost for Comprehensive is ISO only Full Coverage, \$50, \$100, \$250 and \$500 Deductible combined data, adjusted for catastrophe, as shown on page H-437A. Paid Claim Cost for Collision is based on \$50, \$100, \$200, \$250, \$500 and \$1,000 Deductible combined, All Carrier data, as shown on page H-452A.

(b) Incurred Claim Frequency for all liability coverages is based on All Carrier developed statistical plan data. Paid Claim Frequency for Comprehensive is ISO only Full Coverage, \$50 Deductible, \$100 Deductible, \$250 Deductible and \$500 Deductible combined data, adjusted for catastrophe, as shown on page H-442A. Paid Claim Frequency for Collision is based on \$50, \$100, \$200, \$250, \$500 and \$1,000 Deductible combined All Carrier data, as shown on page H-458A.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF AVERAGE ANNUAL CHANGE
IN CLAIM COST
FASTTRACK - NC DATA

(1) YEAR ENDED	AVERAGE PAID CLAIM COST				AVERAGE PAID CLAIM COST			
	(2) PAID LOSSES	(3) PAID CLAIMS	(4) ACTUAL (2)/(3)	(5) EXPONENTIAL CURVE OF BEST FIT (A)	(6) PAID LOSSES	(7) PAID CLAIMS	(8) ACTUAL (6)/(7)	(9) EXPONENTIAL CURVE OF BEST FIT (A)
<u>BODILY INJURY (TOTAL LIMITS)</u>				<u>PROPERTY DAMAGE (TOTAL LIMITS)</u>				
Dec-12	444,290,798	42,980	10,337	10,153.67	386,579,917	137,363	2,814	3,004.62
Mar-13	438,116,390	43,194	10,143	10,220.07	389,243,293	137,063	2,840	3,037.81
Jun-13	430,752,803	43,083	9,998	10,286.90	395,707,229	137,416	2,880	3,071.37
Sep-13	425,798,300	42,848	9,937	10,354.16	404,510,474	138,275	2,925	3,105.31
Dec-13	423,278,617	42,283	10,011	10,421.87	405,627,090	137,106	2,958	3,139.62
Mar-14	413,828,529	41,390	9,998	10,490.02	406,502,449	136,492	2,978	3,174.30
Jun-14	414,703,643	41,094	10,092	10,558.62	411,740,415	137,032	3,005	3,209.37
Sep-14	414,529,520	40,562	10,220	10,627.66	414,772,572	137,161	3,024	3,244.83
Dec-14	421,604,220	40,632	10,376	10,697.16	424,378,354	139,314	3,046	3,280.68
Mar-15	431,723,963	41,318	10,449	10,767.10	432,127,204	140,233	3,081	3,316.93
Jun-15	441,587,319	41,775	10,571	10,837.51	439,899,784	141,048	3,119	3,353.57
Sep-15	446,211,970	42,493	10,501	10,908.38	453,386,519	143,146	3,167	3,390.63
Dec-15	457,192,916	43,170	10,591	10,979.71	464,961,642	144,821	3,211	3,428.09
Mar-16	462,481,721	43,558	10,618	11,051.51	481,389,745	147,929	3,254	3,465.96
Jun-16	460,958,124	43,829	10,517	11,123.77	493,968,004	148,823	3,319	3,504.25

(10) RATE OF CHANGE IN PAID CLAIM COSTS FOR
ANY 12 MONTH INTERVAL ON THE EXPONENTIAL
CURVE OF BEST FIT:

	BODILY <u>INJURY</u>	PROPERTY <u>DAMAGE</u>
6-points	0.6%	6.0%
9-points	2.2%	5.1%
12-points	2.6%	4.5%
15-points	1.7%	4.5%

(A) THE FITS GIVEN USE THE 12-POINT AVERAGE ANNUAL RATE OF CHANGE.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF AVERAGE ANNUAL CHANGE
IN CLAIM COST
FASTTRACK - NC DATA

(1) YEAR ENDED	(2) PAID LOSSES	(3) PAID CLAIMS	AVERAGE PAID CLAIM COST		(6) PAID LOSSES	(7) PAID CLAIMS	AVERAGE PAID CLAIM COST	
			(4) ACTUAL (2)/(3)	(5) EXPONENTIAL CURVE OF BEST FIT (A)			(8) ACTUAL (6)/(7)	(9) EXPONENTIAL CURVE OF BEST FIT (A)
			<u>COMPREHENSIVE</u>			<u>COLLISION</u>		
Dec-12	208,529,489	192,573	1,083	1,051.86	426,503,253	152,187	2,802	2,909.13
Mar-13	207,750,095	189,400	1,097	1,066.33	435,812,465	152,892	2,850	2,935.44
Jun-13	202,268,536	187,425	1,079	1,080.99	436,768,519	153,721	2,841	2,961.98
Sep-13	184,748,945	180,149	1,026	1,095.86	443,155,619	155,603	2,848	2,988.76
Dec-13	182,680,897	179,244	1,019	1,110.93	445,895,059	155,093	2,875	3,015.79
Mar-14	188,945,723	183,893	1,027	1,126.21	460,077,258	158,526	2,902	3,043.06
Jun-14	205,926,920	194,758	1,057	1,141.70	468,939,110	160,822	2,916	3,070.58
Sep-14	209,102,150	194,315	1,076	1,157.41	475,437,186	162,251	2,930	3,098.35
Dec-14	209,035,799	195,300	1,070	1,173.33	487,100,381	165,859	2,937	3,126.36
Mar-15	209,700,060	193,591	1,083	1,189.47	489,452,189	166,317	2,943	3,154.63
Jun-15	210,130,616	189,723	1,108	1,205.83	499,474,951	167,593	2,980	3,183.16
Sep-15	214,227,275	192,542	1,113	1,222.41	510,911,416	169,924	3,007	3,211.94
Dec-15	224,510,970	194,472	1,154	1,239.22	533,485,564	172,805	3,087	3,240.99
Mar-16	233,622,881	201,409	1,160	1,256.27	551,493,579	176,161	3,131	3,270.30
Jun-16	239,343,852	202,256	1,183	1,273.55	565,594,542	178,567	3,167	3,299.87

(10) RATE OF CHANGE IN PAID CLAIM COSTS FOR
ANY 12 MONTH INTERVAL ON THE EXPONENTIAL
CURVE OF BEST FIT:

	<u>COMP</u>	<u>COLL</u>
6-points	7.3%	6.4%
9-points	5.9%	4.4%
12-points	5.6%	3.7%
15-points	2.9%	3.2%

(A) THE FITS GIVEN USE THE 12-POINT AVERAGE ANNUAL RATE OF CHANGE.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF AVERAGE ANNUAL CHANGE
IN CLAIM FREQUENCIES (A)
FASTTRACK - NC DATA

(1)	(2)	(3)	(4)	(2)	(5)	(6)
			PAID CLAIM FREQ (2)/(3)	EARNED EXPOSURES	PAID CLAIMS	PAID CLAIM FREQ (5)/(3)
YEAR ENDED	EARNED EXPOSURES	PAID CLAIMS				
		<u>BODILY INJURY</u>			<u>PROPERTY DAMAGE</u>	
Dec-12	4,239,011	42,980	1.0139	4,239,011	137,363	3.2404
Mar-13	4,241,411	43,194	1.0184	4,241,411	137,063	3.2315
Jun-13	4,247,751	43,083	1.0143	4,247,751	137,416	3.2350
Sep-13	4,255,817	42,848	1.0068	4,255,817	138,275	3.2491
Dec-13	4,273,165	42,283	0.9895	4,273,165	137,106	3.2085
Mar-14	4,290,100	41,390	0.9648	4,290,100	136,492	3.1816
Jun-14	4,307,715	41,094	0.9540	4,307,715	137,032	3.1811
Sep-14	4,328,350	40,562	0.9371	4,328,350	137,161	3.1689
Dec-14	4,343,465	40,632	0.9355	4,343,465	139,314	3.2074
Mar-15	4,384,538	41,318	0.9424	4,384,538	140,233	3.1984
Jun-15	4,426,992	41,775	0.9436	4,426,992	141,048	3.1861
Sep-15	4,469,807	42,493	0.9507	4,469,807	143,146	3.2025
Dec-15	4,508,341	43,170	0.9576	4,508,341	144,821	3.2123
Mar-16	4,520,518	43,558	0.9636	4,520,518	147,929	3.2724
Jun-16	4,527,637	43,829	0.9680	4,527,637	148,823	3.2870

(5) RATE OF CHANGE IN PAID
CLAIM FREQS FOR ANY 12 MONTH
INTERVAL ON THE EXPONENTIAL
CURVE OF BEST FIT:

	<u>B. I.</u>	<u>P. D.</u>
6-points	2.4%	2.5%
9-points	1.3%	1.6%
12-points	-1.0%	0.6%
15-points	-2.0%	0.1%

(A) AVERAGE PAID CLAIM FREQUENCY PER 100 CARS.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF AVERAGE ANNUAL CHANGE
: **FASTTRACK - NC DATA**

(1)	(2)	(3)	(4)	(5)	(6)	(7)
YEAR	EARNED	PAID	PAID	EARNED	PAID	PAID
ENDED	EXPOSURES	CLAIMS	CLAIM	EXPOSURES	CLAIMS	CLAIM
			FREQ			FREQ
			(2)/(3)			(5)/(3)
	<u>COMPREHENSIVE</u>			<u>COLLISION</u>		
Dec-12	3,320,675	192,573	5.7992	3,069,394	152,187	4.9582
Mar-13	3,321,606	189,400	5.7021	3,071,079	152,892	4.9784
Jun-13	3,325,626	187,425	5.6358	3,075,533	153,721	4.9982
Sep-13	3,331,620	180,149	5.4072	3,082,239	155,603	5.0484
Dec-13	3,348,632	179,244	5.3528	3,099,043	155,093	5.0045
Mar-14	3,367,668	183,893	5.4605	3,117,846	158,526	5.0845
Jun-14	3,388,204	194,758	5.7481	3,138,332	160,822	5.1244
Sep-14	3,411,153	194,315	5.6965	3,161,148	162,251	5.1327
Dec-14	3,427,729	195,300	5.6976	3,178,329	165,859	5.2184
Mar-15	3,448,934	193,591	5.6131	3,199,498	166,317	5.1982
Jun-15	3,470,854	189,723	5.4662	3,221,345	167,593	5.2026
Sep-15	3,493,082	192,542	5.5121	3,243,559	169,924	5.2388
Dec-15	3,513,007	194,472	5.5358	3,263,709	172,805	5.2947
Mar-16	3,529,361	201,409	5.7067	3,281,098	176,161	5.3690
Jun-16	3,543,452	202,256	5.7079	3,296,839	178,567	5.4163

(5) RATE OF CHANGE IN PAID
CLAIM FREQS FOR ANY 12 MONTH
INTERVAL ON THE EXPONENTIAL
CURVE OF BEST FIT:

	<u>COMP</u>	<u>COLL</u>
6-points	2.5%	3.6%
9-points	-0.7%	2.7%
12-points	1.3%	2.6%
15-points	0.0%	2.4%

(A) AVERAGE PAID CLAIM FREQUENCY PER 100 CARS.

NORTH CAROLINA
FAST TRACK TREND SUMMARY
DATA ENDED JUNE 2016

NORTH CAROLINA BODILY INJURY

STRAIGHT LINE			
COST	END POINT	MID POINT	EXPONENTIAL
15 points	1.6%	1.7%	1.7%
12 points	2.5%	2.6%	2.6%
9 points	2.1%	2.2%	2.2%
6 points	0.6%	0.6%	0.6%

STRAIGHT LINE			
FREQ	END POINT	MID POINT	EXPONENTIAL
15 points	-2.1%	-2.0%	-2.0%
12 points	-1.0%	-1.0%	-1.0%
9 points	1.3%	1.3%	1.3%
6 points	2.3%	2.3%	2.4%

NORTH CAROLINA PROPERTY DAMAGE

STRAIGHT LINE			
COST	END POINT	MID POINT	EXPONENTIAL
15 points	4.1%	4.4%	4.5%
12 points	4.2%	4.4%	4.5%
9 points	4.8%	5.1%	5.1%
6 points	5.7%	5.9%	6.0%

STRAIGHT LINE			
FREQ	END POINT	MID POINT	EXPONENTIAL
15 points	0.1%	0.1%	0.1%
12 points	0.6%	0.6%	0.6%
9 points	1.5%	1.6%	1.6%
6 points	2.5%	2.5%	2.5%

NORTH CAROLINA
FAST TRACK TREND SUMMARY
DATA ENDED JUNE 2016

NORTH CAROLINA COMPREHENSIVE

COST	STRAIGHT LINE		EXPONENTIAL
	END POINT	MID POINT	
15 points	2.7%	2.9%	2.9%
12 points	5.1%	5.5%	5.6%
9 points	5.4%	5.8%	5.9%
6 points	6.7%	7.0%	7.3%

FREQ	STRAIGHT LINE		EXPONENTIAL
	END POINT	MID POINT	
15 points	0.0%	0.0%	0.0%
12 points	1.2%	1.3%	1.3%
9 points	-0.7%	-0.7%	-0.7%
6 points	2.5%	2.5%	2.5%

NORTH CAROLINA COLLISION

COST	STRAIGHT LINE		EXPONENTIAL
	END POINT	MID POINT	
15 points	3.0%	3.2%	3.2%
12 points	3.5%	3.6%	3.7%
9 points	4.2%	4.4%	4.4%
6 points	6.0%	6.2%	6.4%

FREQ	STRAIGHT LINE		EXPONENTIAL
	END POINT	MID POINT	
15 points	2.3%	2.4%	2.4%
12 points	2.5%	2.6%	2.6%
9 points	2.6%	2.6%	2.7%
6 points	3.5%	3.6%	3.6%

NORTH CAROLINA
FAST TRACK TREND SUMMARY
CORRELATION COEFFICIENTS
DATA ENDED JUNE 2016

NORTH CAROLINA BODILY INJURY

COST	STRAIGHT LINE	EXPONENTIAL
15 points	0.79	0.79
12 points	0.94	0.94
9 points	0.86	0.86
6 points	0.48	0.48
FREQ	STRAIGHT LINE	EXPONENTIAL
15 points	-0.73	-0.72
12 points	-0.41	-0.41
9 points	0.75	0.75
6 points	0.99	0.99

NORTH CAROLINA PROPERTY DAMAGE

COST	STRAIGHT LINE	EXPONENTIAL
15 points	0.99	0.99
12 points	0.99	0.99
9 points	0.99	0.99
6 points	1.00	1.00
FREQ	STRAIGHT LINE	EXPONENTIAL
15 points	0.12	0.12
12 points	0.46	0.46
9 points	0.85	0.85
6 points	0.90	0.90

NORTH CAROLINA COMPREHENSIVE

COST	STRAIGHT LINE	EXPONENTIAL
15 points	0.72	0.71
12 points	0.98	0.98
9 points	0.97	0.97
6 points	0.98	0.98
FREQ	STRAIGHT LINE	EXPONENTIAL
15 points	-0.01	-0.01
12 points	0.47	0.47
9 points	-0.25	-0.24
6 points	0.64	0.63

NORTH CAROLINA COLLISION

COST	STRAIGHT LINE	EXPONENTIAL
15 points	0.96	0.96
12 points	0.96	0.96
9 points	0.95	0.96
6 points	0.99	0.99
FREQ	STRAIGHT LINE	EXPONENTIAL
15 points	0.98	0.98
12 points	0.97	0.97
9 points	0.95	0.95
6 points	0.97	0.97

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF AVERAGE ANNUAL CHANGE
IN CLAIM COST

FASTTRACK - COUNTRYWIDE DATA

(1) YEAR ENDED	(2) PAID LOSSES	(3) PAID CLAIMS	AVERAGE PAID CLAIM COST		(6) PAID LOSSES	(7) PAID CLAIMS	AVERAGE PAID CLAIM COST		
			(4) ACTUAL (2)/(3)	(5) EXPONENTIAL CURVE OF BEST FIT (A)			(8) ACTUAL (6)/(7)	(9) EXPONENTIAL CURVE OF BEST FIT (A)	
<u>BODILY INJURY (TOTAL LIMITS)</u>					<u>PROPERTY DAMAGE (TOTAL LIMITS)</u>				
Dec-12	10,417,370,097	803,504	12,965	13,569.62	12,833,352,842	4,389,709	2,924	3,097.02	
Mar-13	10,533,173,299	803,239	13,113	13,674.42	12,870,160,144	4,378,335	2,940	3,136.81	
Jun-13	10,683,310,544	808,584	13,212	13,780.04	13,061,256,285	4,401,693	2,967	3,177.12	
Sep-13	10,838,216,031	812,964	13,332	13,886.47	13,302,057,422	4,417,181	3,011	3,217.94	
Dec-13	10,944,551,579	814,047	13,445	13,993.72	13,543,847,501	4,450,506	3,043	3,259.28	
Mar-14	10,973,360,087	814,825	13,467	14,101.80	13,761,345,727	4,498,623	3,059	3,301.16	
Jun-14	11,015,254,124	814,309	13,527	14,210.72	13,995,790,486	4,533,699	3,087	3,343.57	
Sep-14	11,097,187,896	815,630	13,606	14,320.47	14,214,836,904	4,557,128	3,119	3,386.53	
Dec-14	11,253,103,634	822,167	13,687	14,431.08	14,460,960,409	4,596,083	3,146	3,430.05	
Mar-15	11,489,357,437	831,905	13,811	14,542.53	14,759,092,306	4,621,943	3,193	3,474.12	
Jun-15	11,820,505,500	845,544	13,980	14,654.85	15,114,951,553	4,672,135	3,235	3,518.75	
Sep-15	12,115,154,379	859,083	14,102	14,768.04	15,576,252,003	4,732,428	3,291	3,563.96	
Dec-15	12,383,263,749	868,876	14,252	14,882.10	16,010,933,753	4,785,418	3,346	3,609.76	
Mar-16	12,654,214,269	879,968	14,380	14,997.04	16,521,428,151	4,845,506	3,410	3,656.14	
Jun-16	12,829,918,256	886,710	14,469	15,112.87	16,846,246,271	4,858,132	3,468	3,703.11	

(10) RATE OF CHANGE IN PAID CLAIM COSTS FOR ANY 12 MONTH INTERVAL ON THE EXPONENTIAL CURVE OF BEST FIT:

	<u>BODILY INJURY</u>	<u>PROPERTY DAMAGE</u>
6-points	3.8%	6.9%
9-points	3.6%	6.1%
12-points	3.1%	5.2%
15-points	3.1%	4.9%

(A) THE FITS GIVEN USE THE 12-POINT AVERAGE ANNUAL RATE OF CHANGE.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF AVERAGE ANNUAL CHANGE
IN CLAIM COST

FASTTRACK - COUNTRYWIDE DATA

(1) YEAR ENDED	(2) PAID LOSSES	(3) PAID CLAIMS	AVERAGE PAID CLAIM COST		(6) PAID LOSSES	(7) PAID CLAIMS	AVERAGE PAID CLAIM COST	
			(4) ACTUAL (2)/(3)	(5) EXPONENTIAL CURVE OF BEST FIT (A)			(8) ACTUAL (6)/(7)	(9) EXPONENTIAL CURVE OF BEST FIT (A)
<u>COMPREHENSIVE</u>					<u>COLLISION</u>			
Dec-12	9,172,531,800	6,637,563	1,382	1,237.94	16,570,139,515	5,373,030	3,084	3,232.79
Mar-13	9,112,466,406	6,590,313	1,383	1,243.10	17,029,933,553	5,425,480	3,139	3,263.96
Jun-13	9,014,319,992	6,534,133	1,380	1,248.28	17,332,429,139	5,481,942	3,162	3,295.43
Sep-13	8,874,718,957	6,474,369	1,371	1,253.49	17,640,198,330	5,547,501	3,180	3,327.20
Dec-13	7,526,658,881	6,400,212	1,176	1,258.72	18,055,389,874	5,625,793	3,209	3,359.28
Mar-14	7,528,455,850	6,412,077	1,174	1,263.96	18,609,958,884	5,790,512	3,214	3,391.67
Jun-14	7,862,097,540	6,570,482	1,197	1,269.23	18,882,272,032	5,881,905	3,210	3,424.37
Sep-14	8,204,142,353	6,655,327	1,233	1,274.53	19,203,046,416	5,952,038	3,226	3,457.38
Dec-14	8,491,822,124	6,734,238	1,261	1,279.84	19,589,469,333	6,026,558	3,251	3,490.71
Mar-15	8,581,196,739	6,751,785	1,271	1,285.18	19,952,614,842	6,055,491	3,295	3,524.37
Jun-15	8,304,514,180	6,672,200	1,245	1,290.54	20,468,072,086	6,128,490	3,340	3,558.35
Sep-15	8,234,885,506	6,730,759	1,223	1,295.92	20,973,858,167	6,206,943	3,379	3,592.66
Dec-15	8,402,461,065	6,788,818	1,238	1,301.32	21,603,715,573	6,279,955	3,440	3,627.29
Mar-16	8,860,039,847	6,967,572	1,272	1,306.75	21,929,243,757	6,304,173	3,479	3,662.27
Jun-16	9,767,199,629	7,144,711	1,367	1,312.20	22,439,191,936	6,345,362	3,536	3,697.57

(10) RATE OF CHANGE IN PAID CLAIM COSTS FOR ANY 12 MONTH INTERVAL ON THE EXPONENTIAL CURVE OF BEST FIT:

	<u>COMP</u>	<u>COLL</u>
6-points	5.2%	5.8%
9-points	3.7%	5.1%
12-points	1.7%	3.9%
15-points	-1.7%	3.5%

(A) THE FITS GIVEN USE THE 12-POINT AVERAGE ANNUAL RATE OF CHANGE.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF AVERAGE ANNUAL CHANGE
IN CLAIM FREQUENCIES (A)
FASTTRACK - COUNTRYWIDE DATA

(1)	(2)	(3)	(4)	(2)	(5)	(6)
YEAR ENDED	EARNED EXPOSURES	PAID CLAIMS	PAID CLAIM FREQ (2)/(3)	EARNED EXPOSURES	PAID CLAIMS	PAID CLAIM FREQ (5)/(3)
<u>BODILY INJURY</u>			<u>PROPERTY DAMAGE</u>			
Dec-12	87,796,596	803,504	0.9152	126,384,419	4,389,709	3.4733
Mar-13	88,154,068	803,239	0.9112	126,825,366	4,378,335	3.4523
Jun-13	88,549,548	808,584	0.9131	127,337,937	4,401,693	3.4567
Sep-13	88,947,153	812,964	0.9140	127,865,755	4,417,181	3.4545
Dec-13	89,360,180	814,047	0.9110	128,405,867	4,450,506	3.4660
Mar-14	89,769,454	814,825	0.9077	128,930,149	4,498,623	3.4892
Jun-14	90,207,385	814,309	0.9027	129,485,945	4,533,699	3.5013
Sep-14	90,676,869	815,630	0.8995	130,080,340	4,557,128	3.5033
Dec-14	91,168,251	822,167	0.9018	130,703,856	4,596,083	3.5164
Mar-15	91,804,641	831,905	0.9062	131,531,446	4,621,943	3.5139
Jun-15	92,475,811	845,544	0.9143	132,412,682	4,672,135	3.5285
Sep-15	93,180,415	859,083	0.9220	133,335,850	4,732,428	3.5493
Dec-15	93,878,953	868,876	0.9255	134,243,462	4,785,418	3.5647
Mar-16	94,449,303	879,968	0.9317	134,977,797	4,845,506	3.5899
Jun-16	94,922,139	886,710	0.9341	135,561,451	4,858,132	3.5837

(5) RATE OF CHANGE IN PAID CLAIM FREQS FOR ANY 12 MONTH INTERVAL ON THE EXPONENTIAL CURVE OF BEST FIT:

	<u>B.I.</u>	<u>P.D.</u>
6-points	2.5%	1.8%
9-points	2.1%	1.4%
12-points	1.0%	1.3%
15-points	0.6%	1.1%

(A) AVERAGE PAID CLAIM FREQUENCY PER 100 CARS.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF AVERAGE ANNUAL CHANGE
IN CLAIM FREQUENCIES (A)
FASTTRACK - COUNTRYWIDE DATA

(1)	(2)	(3)	(4)	(5)	(6)	(7)
YEAR ENDED	EARNED EXPOSURES	PAID CLAIMS	PAID CLAIM FREQ (2)/(3)	EARNED EXPOSURES	PAID CLAIMS	PAID CLAIM FREQ (5)/(3)
	<u>COMPREHENSIVE</u>			<u>COLLISION</u>		
Dec-12	102,431,459	6,637,563	6.4800	97,122,527	5,373,030	5.5322
Mar-13	102,954,457	6,590,313	6.4012	97,591,046	5,425,480	5.5594
Jun-13	103,549,817	6,534,133	6.3101	98,125,529	5,481,942	5.5867
Sep-13	104,152,391	6,474,369	6.2162	98,679,916	5,547,501	5.6217
Dec-13	104,790,086	6,400,212	6.1077	99,268,597	5,625,793	5.6672
Mar-14	105,432,386	6,412,077	6.0817	99,862,772	5,790,512	5.7985
Jun-14	106,072,699	6,570,482	6.1943	100,504,739	5,881,905	5.8524
Sep-14	106,758,991	6,655,327	6.2340	101,151,431	5,952,038	5.8843
Dec-14	107,451,964	6,734,238	6.2672	101,807,306	6,026,558	5.9196
Mar-15	108,293,323	6,751,785	6.2347	102,617,916	6,055,491	5.9010
Jun-15	109,198,728	6,672,200	6.1101	103,456,471	6,128,490	5.9237
Sep-15	110,113,425	6,730,759	6.1126	104,349,602	6,206,943	5.9482
Dec-15	111,010,266	6,788,818	6.1155	105,207,343	6,279,955	5.9691
Mar-16	111,753,713	6,967,572	6.2348	105,916,527	6,304,173	5.9520
Jun-16	112,372,578	7,144,711	6.3581	106,499,014	6,345,362	5.9581

(5) RATE OF CHANGE IN PAID

CLAIM FREQS FOR ANY 12 MONTH
INTERVAL ON THE EXPONENTIAL
CURVE OF BEST FIT:

	<u>COMP</u>	<u>COLL</u>
6-points	1.8%	0.8%
9-points	0.2%	0.9%
12-points	0.5%	2.0%
15-points	-0.6%	2.4%

(A) AVERAGE PAID CLAIM FREQUENCY PER 100 CARS.

NORTH CAROLINA
FAST TRACK TREND SUMMARY
DATA ENDED JUNE 2016

MULTISTATE BODILY INJURY

STRAIGHT LINE			
COST	END POINT	MID POINT	EXPONENTIAL
15 points	2.9%	3.0%	3.1%
12 points	3.0%	3.1%	3.1%
9 points	3.5%	3.6%	3.6%
6 points	3.7%	3.7%	3.8%

STRAIGHT LINE			
FREQ	END POINT	MID POINT	EXPONENTIAL
15 points	0.5%	0.6%	0.6%
12 points	1.0%	1.0%	1.0%
9 points	2.0%	2.1%	2.1%
6 points	2.4%	2.4%	2.5%

MULTISTATE PROPERTY DAMAGE

STRAIGHT LINE			
COST	END POINT	MID POINT	EXPONENTIAL
15 points	4.4%	4.8%	4.9%
12 points	4.8%	5.1%	5.2%
9 points	5.6%	6.0%	6.1%
6 points	6.5%	6.7%	6.9%

STRAIGHT LINE			
FREQ	END POINT	MID POINT	EXPONENTIAL
15 points	1.1%	1.1%	1.1%
12 points	1.3%	1.3%	1.3%
9 points	1.3%	1.4%	1.4%
6 points	1.7%	1.8%	1.8%

MULTISTATE COMPREHENSIVE

STRAIGHT LINE			
COST	END POINT	MID POINT	EXPONENTIAL
15 points	-1.9%	-1.8%	-1.7%
12 points	1.6%	1.6%	1.7%
9 points	3.6%	3.7%	3.7%
6 points	5.0%	5.2%	5.2%

STRAIGHT LINE			
FREQ	END POINT	MID POINT	EXPONENTIAL
15 points	-0.7%	-0.7%	-0.6%
12 points	0.5%	0.5%	0.5%
9 points	0.2%	0.2%	0.2%
6 points	1.8%	1.8%	1.8%

MULTISTATE COLLISION

STRAIGHT LINE			
COST	END POINT	MID POINT	EXPONENTIAL
15 points	3.3%	3.5%	3.5%
12 points	3.7%	3.9%	3.9%
9 points	4.8%	5.1%	5.1%
6 points	5.4%	5.6%	5.8%

STRAIGHT LINE			
FREQ	END POINT	MID POINT	EXPONENTIAL
15 points	2.3%	2.4%	2.4%
12 points	1.9%	1.9%	2.0%
9 points	0.9%	0.9%	0.9%
6 points	0.7%	0.8%	0.8%

NORTH CAROLINA
 FAST TRACK TREND SUMMARY
 CORRELATION COEFFICIENTS
 DATA ENDED JUNE 2016

MULTISTATE BODILY INJURY

COST	STRAIGHT LINE	EXPONENTIAL
15 points	0.99	0.99
12 points	0.99	0.99
9 points	1.00	1.00
6 points	1.00	1.00

FREQ	STRAIGHT LINE	EXPONENTIAL
15 points	0.54	0.54
12 points	0.73	0.73
9 points	0.97	0.97
6 points	0.99	0.98

MULTISTATE PROPERTY DAMAGE

COST	STRAIGHT LINE	EXPONENTIAL
15 points	0.99	0.99
12 points	0.98	0.99
9 points	0.99	0.99
6 points	1.00	1.00

FREQ	STRAIGHT LINE	EXPONENTIAL
15 points	0.96	0.96
12 points	0.98	0.98
9 points	0.97	0.97
6 points	0.97	0.97

MULTISTATE COMPREHENSIVE

COST	STRAIGHT LINE	EXPONENTIAL
15 points	-0.33	-0.32
12 points	0.29	0.30
9 points	0.67	0.67
6 points	0.60	0.59

FREQ	STRAIGHT LINE	EXPONENTIAL
15 points	-0.39	-0.38
12 points	0.32	0.32
9 points	0.13	0.12
6 points	0.53	0.53

MULTISTATE COLLISION

COST	STRAIGHT LINE	EXPONENTIAL
15 points	0.97	0.97
12 points	0.96	0.96
9 points	0.99	0.99
6 points	1.00	1.00

FREQ	STRAIGHT LINE	EXPONENTIAL
15 points	0.94	0.94
12 points	0.88	0.88
9 points	0.92	0.92
6 points	0.83	0.83

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF AVERAGE ANNUAL CHANGE
IN CLAIM COST

ALL CARRIERS

(1) YEAR ENDED	(2) PAID LOSSES	(3) PAID CLAIMS	AVERAGE PAID CLAIM COST		(6) PAID LOSSES	(7) PAID CLAIMS	AVERAGE PAID CLAIM COST	
			(4) ACTUAL (2)/(3)	(5) EXPONENTIAL CURVE OF BEST FIT (A)			(8) ACTUAL (6)/(7)	(9) EXPONENTIAL CURVE OF BEST FIT (A)
<u>BODILY INJURY (30/60 LIMIT)</u>					<u>PROPERTY DAMAGE (TOTAL LIMITS)</u>			
Sep-10	\$678,920,344	98,014	\$6,927	\$7,115.89	\$620,198,690	255,989	\$2,423	\$2,526.17
Dec-10	681,116,579	98,133	6,941	7,098.61	627,960,977	258,240	2,432	2,545.47
Mar-11	686,928,484	98,219	6,994	7,081.38	630,916,737	257,889	2,446	2,564.92
Jun-11	692,675,433	98,024	7,066	7,064.19	625,355,564	254,551	2,457	2,584.52
Sep-11	703,551,002	98,679	7,130	7,047.04	626,215,679	253,439	2,471	2,604.26
Dec-11	703,071,143	97,911	7,181	7,029.93	632,173,672	253,935	2,490	2,624.16
Mar-12	713,944,086	98,742	7,230	7,012.86	641,698,879	257,099	2,496	2,644.21
Jun-12	715,115,626	99,074	7,218	6,995.84	655,130,410	260,424	2,516	2,664.41
Sep-12	705,035,301	98,504	7,157	6,978.86	661,101,397	261,587	2,527	2,684.77
Dec-12	705,282,627	98,915	7,130	6,961.91	664,390,846	260,644	2,549	2,705.28
Mar-13	700,866,727	99,154	7,068	6,945.01	670,334,152	258,476	2,593	2,725.95
Jun-13	697,298,931	99,006	7,043	6,928.15	682,798,589	257,302	2,654	2,746.78
Sep-13	696,701,673	99,276	7,018	6,911.33	697,802,740	259,642	2,688	2,767.77
Dec-13	688,773,357	98,402	7,000	6,894.55	704,589,023	260,405	2,706	2,788.92
Mar-14	667,330,624	96,013	6,950	6,877.82	705,534,642	261,716	2,696	2,810.22
Jun-14	668,441,987	96,356	6,937	6,861.12	716,802,956	267,974	2,675	2,831.70
Sep-14	668,104,746	96,011	6,959	6,844.46	726,468,277	270,195	2,689	2,853.33
Dec-14	677,501,412	97,200	6,970	6,827.85	747,696,281	277,300	2,696	2,875.13
Mar-15	697,029,421	100,163	6,959	6,811.27	771,563,615	281,845	2,738	2,897.10
Jun-15	703,270,176	101,803	6,908	6,794.74	788,172,281	283,992	2,775	2,919.23
Sep-15	709,773,520	103,719	6,843	6,778.24	809,054,979	288,981	2,800	2,941.54
Dec-15	713,759,918	105,318	6,777	6,761.79	826,569,005	292,284	2,828	2,964.01
Mar-16	724,947,014	105,975	6,841	6,745.37	856,349,527	296,472	2,888	2,986.66
Jun-16	741,368,686	107,769	6,879	6,729.00	886,961,677	303,561	2,922	3,009.48

(10)RATE OF CHANGE IN PAID CLAIM COSTS FOR ANY 12 MONTH INTERVAL ON THE EXPONENTIAL CURVE OF BEST FIT:	BODILY <u>INJURY</u>		PROPERTY <u>DAMAGE</u>	
	6-points	-1.1%		5.3%
9-points	-1.0%		4.7%	
12-points	-1.0%		3.1%	
15-points	-1.1%		3.2%	

(A) THE FITS GIVEN USE THE 12-POINT AVERAGE ANNUAL RATE OF CHANGE.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF AVERAGE ANNUAL CHANGE
IN CLAIM COST

ALL CARRIERS

(1) YEAR ENDED	(2) PAID LOSSES	(3) PAID CLAIMS	AVERAGE PAID CLAIM COST		(6) PAID LOSSES	(7) PAID CLAIMS	AVERAGE PAID CLAIM COST	
			(4) ACTUAL (2)/(3)	(5) EXPONENTIAL CURVE OF BEST FIT (A)			(8) ACTUAL (6)/(7)	(9) EXPONENTIAL CURVE OF BEST FIT (A)
<u>BODILY INJURY (30/60 EXCESS)</u>					<u>BODILY INJURY (TOTAL LIMITS)</u>			
Sep-10	\$113,738,171	98,014	\$1,160	\$1,252.97	\$792,658,515	98,014	\$8,087	\$8,366.75
Dec-10	116,468,388	98,133	1,187	1,256.07	797,584,967	98,133	8,128	8,352.95
Mar-11	117,979,504	98,219	1,201	1,259.19	804,907,988	98,219	8,195	8,339.17
Jun-11	119,269,407	98,024	1,217	1,262.32	811,944,840	98,024	8,283	8,325.42
Sep-11	128,234,158	98,679	1,300	1,265.45	831,785,160	98,679	8,429	8,311.69
Dec-11	127,239,220	97,911	1,300	1,268.59	830,310,363	97,911	8,480	8,297.98
Mar-12	131,659,884	98,742	1,333	1,271.73	845,603,970	98,742	8,564	8,284.29
Jun-12	137,429,352	99,074	1,387	1,274.89	852,544,978	99,074	8,605	8,270.63
Sep-12	135,550,961	98,504	1,376	1,278.05	840,586,262	98,504	8,534	8,256.99
Dec-12	136,560,172	98,915	1,381	1,281.22	841,842,799	98,915	8,511	8,243.37
Mar-13	132,380,763	99,154	1,335	1,284.40	833,247,490	99,154	8,404	8,229.78
Jun-13	129,401,379	99,006	1,307	1,287.59	826,700,310	99,006	8,350	8,216.20
Sep-13	123,994,422	99,276	1,249	1,290.78	820,696,095	99,276	8,267	8,202.65
Dec-13	126,131,563	98,402	1,282	1,293.99	814,904,920	98,402	8,281	8,189.12
Mar-14	124,359,255	96,013	1,295	1,297.20	791,689,879	96,013	8,246	8,175.62
Jun-14	124,377,219	96,356	1,291	1,300.42	792,819,206	96,356	8,228	8,162.13
Sep-14	126,942,570	96,011	1,322	1,303.64	795,047,316	96,011	8,281	8,148.67
Dec-14	127,243,899	97,200	1,309	1,306.88	804,745,311	97,200	8,279	8,135.23
Mar-15	127,656,475	100,163	1,274	1,310.12	824,685,896	100,163	8,233	8,121.82
Jun-15	128,469,447	101,803	1,262	1,313.37	831,739,623	101,803	8,170	8,108.42
Sep-15	125,906,231	103,719	1,214	1,316.63	835,679,751	103,719	8,057	8,095.05
Dec-15	137,092,824	105,318	1,302	1,319.90	850,852,742	105,318	8,079	8,081.70
Mar-16	141,613,149	105,975	1,336	1,323.17	866,560,163	105,975	8,177	8,068.37
Jun-16	144,402,108	107,769	1,340	1,326.45	885,770,794	107,769	8,219	8,055.06

(10)RATE OF CHANGE IN PAID CLAIM COSTS FOR ANY 12 MONTH INTERVAL ON THE EXPONENTIAL CURVE OF BEST FIT:	30/60 <u>EXCESS</u>		<u>TOTAL LIMITS</u>
	6-points	5.8%	0.0%
9-points	0.8%	-0.7%	
12-points	1.0%	-0.7%	
15-points	-0.6%	-1.0%	

(A) THE FITS GIVEN USE THE 12-POINT AVERAGE ANNUAL RATE OF CHANGE.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF AVERAGE ANNUAL CHANGE
IN MEDICAL PAYMENTS CLAIM COSTS

ALL CARRIERS

(1) YEAR ENDED	(2) PAID LOSSES	(3) PAID CLAIMS	AVERAGE PAID CLAIM COST	
			(4) ACTUAL (2)/(3)	(5) EXPONENTIAL CURVE OF BEST FIT (A)
Sep-10	\$97,813,884	61,815	\$1,582	\$1,638.15
Dec-10	97,645,466	61,722	1,582	1,638.25
Mar-11	97,487,991	62,111	1,570	1,638.36
Jun-11	98,252,822	62,791	1,565	1,638.46
Sep-11	98,077,720	62,745	1,563	1,638.57
Dec-11	97,617,841	62,695	1,557	1,638.68
Mar-12	98,667,891	62,160	1,587	1,638.78
Jun-12	97,745,237	61,140	1,599	1,638.89
Sep-12	98,670,088	61,057	1,616	1,639.00
Dec-12	100,085,269	61,009	1,641	1,639.10
Mar-13	98,458,710	60,001	1,641	1,639.21
Jun-13	99,121,144	59,656	1,662	1,639.31
Sep-13	98,277,332	59,209	1,660	1,639.42
Dec-13	96,970,702	58,897	1,646	1,639.53
Mar-14	95,094,732	57,995	1,640	1,639.63
Jun-14	94,240,741	57,751	1,632	1,639.74
Sep-14	94,024,779	57,600	1,632	1,639.84
Dec-14	94,343,918	57,896	1,630	1,639.95
Mar-15	96,160,728	59,443	1,618	1,640.06
Jun-15	96,715,801	59,336	1,630	1,640.16
Sep-15	97,221,829	59,550	1,633	1,640.27
Dec-15	98,403,418	60,113	1,637	1,640.38
Mar-16	100,336,396	60,344	1,663	1,640.48
Jun-16	102,644,828	62,144	1,652	1,640.59

(10)RATE OF CHANGE IN PAID CLAIM COSTS FOR
ANY 12 MONTH INTERVAL ON THE EXPONENTIAL
CURVE OF BEST FIT:

MEDICAL
PAYMENTS

6-points	1.9%
9-points	0.8%
12-points	0.0%
15-points	-0.1%

(A) THE FITS GIVEN USE THE 12-POINT AVERAGE ANNUAL RATE OF CHANGE.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF AVERAGE ANNUAL CHANGE
IN CLAIM FREQUENCIES (A)

ALL CARRIERS

(1)	(2)	(3)	(4)	(5)	(6)
<u>YEAR ENDED</u>	<u>EARNED EXPOSURES</u>	<u>PAID CLAIMS</u>	<u>PAID CLAIM FREQ (2)/(3)</u>	<u>PAID CLAIMS</u>	<u>PAID CLAIM FREQ (5)/(3)</u>
<u>BODILY INJURY</u>			<u>PROPERTY DAMAGE</u>		
Sep-10	7,004,835	98,014	1.3992	255,989	3.6545
Dec-10	7,016,669	98,133	1.3986	258,240	3.6804
Mar-11	7,025,249	98,219	1.3981	257,889	3.6709
Jun-11	7,040,070	98,024	1.3924	254,551	3.6157
Sep-11	7,051,449	98,679	1.3994	253,439	3.5941
Dec-11	7,062,064	97,911	1.3864	253,935	3.5958
Mar-12	7,083,192	98,742	1.3940	257,099	3.6297
Jun-12	7,103,021	99,074	1.3948	260,424	3.6664
Sep-12	7,125,675	98,504	1.3824	261,587	3.6710
Dec-12	7,155,113	98,915	1.3824	260,644	3.6428
Mar-13	7,189,367	99,154	1.3792	258,476	3.5953
Jun-13	7,216,985	99,006	1.3718	257,302	3.5652
Sep-13	7,243,480	99,276	1.3706	259,642	3.5845
Dec-13	7,255,693	98,402	1.3562	260,405	3.5890
Mar-14	7,260,802	96,013	1.3223	261,716	3.6045
Jun-14	7,271,158	96,356	1.3252	267,974	3.6854
Sep-14	7,289,619	96,011	1.3171	270,195	3.7066
Dec-14	7,326,504	97,200	1.3267	277,300	3.7849
Mar-15	7,365,954	100,163	1.3598	281,845	3.8263
Jun-15	7,408,883	101,803	1.3741	283,992	3.8331
Sep-15	7,454,241	103,719	1.3914	288,981	3.8767
Dec-15	7,498,296	105,318	1.4046	292,284	3.8980
Mar-16	7,539,385	105,975	1.4056	296,472	3.9323
Jun-16	7,583,290	107,769	1.4211	303,561	4.0030

(5) RATE OF CHANGE IN PAID CLAIM FREQS FOR ANY 12 MONTH INTERVAL ON THE EXPONENTIAL CURVE OF BEST FIT:

	<u>B.I.</u>	<u>P.D.</u>
6-points	3.5%	3.6%
9-points	4.2%	3.9%
12-points	2.2%	4.2%
15-points	0.8%	3.3%
24-points	-0.3%	1.4%

(A) AVERAGE PAID CLAIM FREQUENCY PER 100 CARS.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF AVERAGE ANNUAL CHANGE
IN CLAIM FREQUENCIES (A)

ALL CARRIERS

(1)	(2)	(3)	(4)
YEAR ENDED	EARNED EXPOSURES	PAID CLAIMS	PAID CLAIM FREQ (2)/(3)

MEDICAL PAYMENTS

Sep-10	5,084,754	61,815	1.2157
Dec-10	5,078,848	61,722	1.2153
Mar-11	5,072,694	62,111	1.2244
Jun-11	5,071,433	62,791	1.2381
Sep-11	5,071,399	62,745	1.2372
Dec-11	5,073,060	62,695	1.2358
Mar-12	5,079,069	62,160	1.2238
Jun-12	5,084,376	61,140	1.2025
Sep-12	5,090,941	61,057	1.1993
Dec-12	5,098,445	61,009	1.1966
Mar-13	5,105,651	60,001	1.1752
Jun-13	5,112,132	59,656	1.1669
Sep-13	5,125,442	59,209	1.1552
Dec-13	5,137,994	58,897	1.1463
Mar-14	5,151,887	57,995	1.1257
Jun-14	5,164,882	57,751	1.1181
Sep-14	5,173,457	57,600	1.1134
Dec-14	5,188,073	57,896	1.1159
Mar-15	5,201,248	59,443	1.1429
Jun-15	5,215,987	59,336	1.1376
Sep-15	5,233,207	59,550	1.1379
Dec-15	5,250,179	60,113	1.1450
Mar-16	5,266,296	60,344	1.1459
Jun-16	5,284,290	62,144	1.1760

(5) RATE OF CHANGE IN PAID
CLAIM FREQS FOR ANY 12 MONTH
INTERVAL ON THE EXPONENTIAL
CURVE OF BEST FIT:

	<u>MEDICAL PAYMENTS</u>
6-points	2.0%
9-points	2.3%
12-points	0.7%
15-points	-0.6%
24-points	-1.7%

(A) AVERAGE PAID CLAIM FREQUENCY PER 100 CARS.

NORTH CAROLINA
TREND SUMMARY
DATA ENDED JUNE 2016

ALL CARRIERS

BODILY INJURY 30/60 BASIC

COST	STRAIGHT LINE		EXPONENTIAL
	END POINT	MID POINT	
15 points	-1.1%	-1.1%	-1.1%
12 points	-1.0%	-1.0%	-1.0%
9 points	-1.1%	-1.1%	-1.0%
6 points	-1.1%	-1.1%	-1.1%

FREQ	STRAIGHT LINE		EXPONENTIAL
	END POINT	MID POINT	
24 points	-0.3%	-0.3%	-0.3%
15 points	0.8%	0.8%	0.8%
12 points	2.1%	2.2%	2.2%
9 points	3.9%	4.1%	4.2%
6 points	3.3%	3.4%	3.5%

PROPERTY DAMAGE TOTAL LIMITS

COST	STRAIGHT LINE		EXPONENTIAL
	END POINT	MID POINT	
15 points	3.0%	3.2%	3.2%
12 points	2.9%	3.1%	3.1%
9 points	4.4%	4.6%	4.7%
6 points	5.0%	5.2%	5.3%

FREQ	STRAIGHT LINE		EXPONENTIAL
	END POINT	MID POINT	
24 points	1.4%	1.4%	1.4%
15 points	3.1%	3.3%	3.3%
12 points	3.9%	4.1%	4.2%
9 points	3.7%	3.9%	3.9%
6 points	3.5%	3.5%	3.6%

MEDICAL PAYMENTS TOTAL LIMITS

COST	STRAIGHT LINE		EXPONENTIAL
	END POINT	MID POINT	
15 points	-0.1%	-0.1%	-0.1%
12 points	0.0%	0.0%	0.0%
9 points	0.8%	0.8%	0.8%
6 points	1.9%	1.9%	1.9%

FREQ	STRAIGHT LINE		EXPONENTIAL
	END POINT	MID POINT	
24 points	-1.8%	-1.7%	-1.7%
15 points	-0.6%	-0.6%	-0.6%
12 points	0.7%	0.7%	0.7%
9 points	2.2%	2.2%	2.3%
6 points	1.9%	2.0%	2.0%

NORTH CAROLINA
TREND SUMMARY
DATA ENDED JUNE 2016

ALL CARRIERS

BODILY INJURY 30/60 EXCESS

COST	STRAIGHT LINE		EXPONENTIAL
	END POINT	MID POINT	
15 points	-0.6%	-0.6%	-0.6%
12 points	1.0%	1.0%	1.0%
9 points	0.8%	0.8%	0.8%
6 points	5.5%	5.7%	5.8%

BODILY INJURY TOTAL LIMITS

COST	STRAIGHT LINE		EXPONENTIAL
	END POINT	MID POINT	
15 points	-1.0%	-1.0%	-1.0%
12 points	-0.7%	-0.7%	-0.7%
9 points	-0.8%	-0.8%	-0.7%
6 points	0.0%	0.0%	0.0%

NORTH CAROLINA
CORRELATION COEFFICIENTS
DATA ENDED JUNE 2016

ALL CARRIERS

BODILY INJURY 30/60 BASIC

COST	STRAIGHT LINE	EXPONENTIAL
15 points	-0.92	-0.92
12 points	-0.84	-0.84
9 points	-0.75	-0.74
6 points	-0.57	-0.57

FREQ	STRAIGHT LINE	EXPONENTIAL
24 points	-0.23	-0.23
15 points	0.39	0.39
12 points	0.73	0.73
9 points	0.97	0.97
6 points	0.98	0.98

PROPERTY DAMAGE TOTAL LIMITS

COST	STRAIGHT LINE	EXPONENTIAL
15 points	0.94	0.94
12 points	0.91	0.91
9 points	0.99	0.99
6 points	0.99	0.99

FREQ	STRAIGHT LINE	EXPONENTIAL
24 points	0.75	0.75
15 points	0.95	0.95
12 points	0.99	0.99
9 points	0.99	0.99
6 points	0.97	0.97

MEDICAL PAYMENTS TOTAL LIMITS

COST	STRAIGHT LINE	EXPONENTIAL
15 points	-0.14	-0.14
12 points	0.03	0.03
9 points	0.69	0.69
6 points	0.90	0.90

FREQ	STRAIGHT LINE	EXPONENTIAL
24 points	-0.82	-0.82
15 points	-0.33	-0.32
12 points	0.39	0.39
9 points	0.89	0.89
6 points	0.73	0.74

NORTH CAROLINA
CORRELATION COEFFICIENTS
DATA ENDED JUNE 2016

ALL CARRIERS

BODILY INJURY 30/60 EXCESS

COST	STRAIGHT LINE	EXPONENTIAL
15 points	-0.21	-0.20
12 points	0.32	0.31
9 points	0.19	0.18
6 points	0.71	0.70

BODILY INJURY TOTAL LIMITS

COST	STRAIGHT LINE	EXPONENTIAL
15 points	-0.82	-0.82
12 points	-0.64	-0.64
9 points	-0.53	-0.53
6 points	-0.02	-0.02

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF AVERAGE ANNUAL CHANGE
IN COMPREHENSIVE CLAIM COSTS

ISO ONLY, EXCLUDING WIND AND WATER AND "ALL OTHER"

(1) <u>YEAR ENDED</u>	(2) <u>PAID LOSSES</u>	(3) <u>PAID CLAIMS</u>	AVERAGE PAID CLAIM COST	
			(4) <u>ACTUAL (2)/(3)</u>	(5) <u>EXPONENTIAL CURVE OF BEST FIT (A)</u>
FULL COVERAGE COMPREHENSIVE				
Sep-10	\$10,307,327	24,817	\$415	\$430.15
Dec-10	10,444,132	25,333	412	431.40
Mar-11	10,098,486	24,631	410	432.65
Jun-11	10,332,959	23,947	431	433.90
Sep-11	10,320,642	23,838	433	435.16
Dec-11	10,109,786	23,674	427	436.42
Mar-12	10,054,965	23,068	436	437.69
Jun-12	9,582,789	21,906	437	438.96
Sep-12	9,436,953	20,875	452	440.23
Dec-12	9,343,130	20,190	463	441.51
Mar-13	9,063,766	19,759	459	442.79
Jun-13	8,779,796	19,698	446	444.07
Sep-13	8,718,789	19,781	441	445.36
Dec-13	8,719,372	19,580	445	446.65
Mar-14	8,952,562	19,931	449	447.95
Jun-14	9,455,748	21,233	445	449.25
Sep-14	9,296,050	21,052	442	450.55
Dec-14	9,235,817	21,363	432	451.86
Mar-15	9,126,152	21,138	432	453.17
Jun-15	8,778,055	20,396	430	454.48
Sep-15	9,149,080	20,569	445	455.80
Dec-15	9,275,363	20,354	456	457.12
Mar-16	9,592,344	21,044	456	458.45
Jun-16	9,571,587	20,579	465	459.78

(6) RATE OF CHANGE IN PAID CLAIM COSTS FOR ANY 12 MONTH INTERVAL ON THE EXPONENTIAL CURVE OF BEST FIT:

6-points	6.7%
9-points	2.8%
12-points	1.2%
15-points	-0.1%

(A) USING THE 12-POINT AVERAGE ANNUAL RATE OF CHANGE.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF AVERAGE ANNUAL CHANGE
IN COMPREHENSIVE CLAIM COSTS

ISO ONLY, EXCLUDING WIND AND WATER AND "ALL OTHER"

(1) <u>YEAR ENDED</u>	(2) <u>PAID LOSSES</u>	(3) <u>PAID CLAIMS</u>	AVERAGE PAID CLAIM COST	
			(4) <u>ACTUAL (2)/(3)</u>	(5) <u>EXPONENTIAL CURVE OF BEST FIT (A)</u>
\$50 DEDUCTIBLE COMPREHENSIVE				
Sep-10	\$1,201,395	2,934	\$409	\$351.34
Dec-10	1,269,873	3,153	403	351.78
Mar-11	1,237,227	3,027	409	352.22
Jun-11	1,282,003	2,992	428	352.65
Sep-11	1,156,735	2,950	392	353.09
Dec-11	1,135,679	2,888	393	353.53
Mar-12	1,085,662	2,756	394	353.97
Jun-12	976,099	2,614	373	354.41
Sep-12	944,005	2,449	385	354.85
Dec-12	935,666	2,387	392	355.29
Mar-13	890,666	2,355	378	355.73
Jun-13	890,554	2,359	378	356.18
Sep-13	847,541	2,404	353	356.62
Dec-13	839,381	2,339	359	357.06
Mar-14	944,632	2,432	388	357.51
Jun-14	916,363	2,529	362	357.95
Sep-14	879,686	2,453	359	358.40
Dec-14	854,310	2,486	344	358.84
Mar-15	762,059	2,463	309	359.29
Jun-15	804,027	2,402	335	359.74
Sep-15	855,865	2,425	353	360.18
Dec-15	867,892	2,380	365	360.63
Mar-16	909,659	2,379	382	361.08
Jun-16	858,018	2,286	375	361.53

(6) RATE OF CHANGE IN PAID CLAIM COSTS FOR ANY 12 MONTH INTERVAL ON THE EXPONENTIAL CURVE OF BEST FIT:

6-points	17.3%
9-points	3.9%
12-points	0.5%
15-points	-1.6%

(A) USING THE 12-POINT AVERAGE ANNUAL RATE OF CHANGE.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF AVERAGE ANNUAL CHANGE
IN COMPREHENSIVE CLAIM COSTS

ISO ONLY, EXCLUDING WIND AND WATER AND "ALL OTHER"

(1) <u>YEAR ENDED</u>	(2) <u>PAID LOSSES</u>	(3) <u>PAID CLAIMS</u>	AVERAGE PAID CLAIM COST	
			(4) <u>ACTUAL (2)/(3)</u>	(5) <u>EXPONENTIAL CURVE OF BEST FIT (A)</u>
\$100 DEDUCTIBLE COMPREHENSIVE				
Sep-10	\$8,219,562	18,895	\$435	\$428.83
Dec-10	8,236,406	19,286	427	430.90
Mar-11	8,072,790	18,603	434	432.97
Jun-11	8,168,341	18,160	450	435.06
Sep-11	8,381,487	18,343	457	437.15
Dec-11	8,530,338	18,470	462	439.26
Mar-12	8,400,051	17,748	473	441.37
Jun-12	7,889,781	16,807	469	443.49
Sep-12	7,543,205	15,734	479	445.63
Dec-12	7,113,624	14,962	475	447.77
Mar-13	7,091,834	14,680	483	449.93
Jun-13	7,056,260	14,724	479	452.10
Sep-13	6,787,338	14,494	468	454.27
Dec-13	6,572,215	14,307	459	456.46
Mar-14	6,526,310	14,762	442	458.66
Jun-14	6,747,852	15,694	430	460.86
Sep-14	6,794,908	15,771	431	463.08
Dec-14	6,865,584	15,991	429	465.31
Mar-15	6,972,727	15,764	442	467.55
Jun-15	6,952,765	15,151	459	469.80
Sep-15	7,228,216	15,462	467	472.06
Dec-15	7,353,820	15,381	478	474.34
Mar-16	7,443,159	15,864	469	476.62
Jun-16	7,275,162	15,549	468	478.91

(6) RATE OF CHANGE IN PAID CLAIM COSTS FOR ANY 12 MONTH INTERVAL ON THE EXPONENTIAL CURVE OF BEST FIT:

6-points	4.4%
9-points	5.9%
12-points	1.9%
15-points	-0.4%

(A) USING THE 12-POINT AVERAGE ANNUAL RATE OF CHANGE.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF AVERAGE ANNUAL CHANGE
IN COMPREHENSIVE CLAIM COSTS

ISO ONLY, EXCLUDING WIND AND WATER AND "ALL OTHER"

(1) <u>YEAR ENDED</u>	(2) <u>PAID LOSSES</u>	(3) <u>PAID CLAIMS</u>	AVERAGE PAID CLAIM COST	
			(4) <u>ACTUAL (2)/(3)</u>	(5) <u>EXPONENTIAL CURVE OF BEST FIT (A)</u>
\$250 DEDUCTIBLE COMPREHENSIVE				
Sep-10	\$3,665,825	6,261	\$586	\$556.23
Dec-10	3,595,826	6,320	569	554.28
Mar-11	3,693,837	6,429	575	552.35
Jun-11	4,009,552	6,481	619	550.42
Sep-11	4,092,325	6,798	602	548.50
Dec-11	4,302,747	7,007	614	546.58
Mar-12	4,208,537	6,789	620	544.67
Jun-12	3,887,950	6,512	597	542.77
Sep-12	3,642,361	6,030	604	540.87
Dec-12	3,375,636	5,783	584	538.98
Mar-13	3,445,148	5,732	601	537.10
Jun-13	3,445,985	5,800	594	535.22
Sep-13	3,339,862	5,847	571	533.35
Dec-13	3,286,290	5,805	566	531.49
Mar-14	3,217,823	6,095	528	529.63
Jun-14	3,323,454	6,671	498	527.78
Sep-14	3,474,140	6,686	520	525.94
Dec-14	3,527,175	6,780	520	524.10
Mar-15	3,522,435	6,638	531	522.27
Jun-15	3,533,577	6,199	570	520.44
Sep-15	3,342,934	6,192	540	518.63
Dec-15	3,316,796	6,213	534	516.81
Mar-16	3,254,762	6,369	511	515.01
Jun-16	3,362,828	6,363	528	513.21

(6) RATE OF CHANGE IN PAID CLAIM COSTS FOR ANY 12 MONTH INTERVAL ON THE EXPONENTIAL CURVE OF BEST FIT:

6-points	-4.1%
9-points	1.7%
12-points	-1.4%
15-points	-3.3%

(A) USING THE 12-POINT AVERAGE ANNUAL RATE OF CHANGE.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF AVERAGE ANNUAL CHANGE
IN COMPREHENSIVE CLAIM COSTS

ISO ONLY, EXCLUDING WIND AND WATER AND "ALL OTHER"

(1) <u>YEAR ENDED</u>	(2) <u>PAID LOSSES</u>	(3) <u>PAID CLAIMS</u>	AVERAGE PAID CLAIM COST	
			(4) <u>ACTUAL (2)/(3)</u>	(5) <u>EXPONENTIAL CURVE OF BEST FIT (A)</u>
\$500 DEDUCTIBLE COMPREHENSIVE				
Sep-10	\$4,849,237	4,881	\$993	\$828.86
Dec-10	4,875,369	4,743	1,028	847.57
Mar-11	5,177,438	4,919	1,053	866.70
Jun-11	5,094,376	4,915	1,036	886.26
Sep-11	5,652,233	5,403	1,046	906.26
Dec-11	5,913,802	5,743	1,030	926.71
Mar-12	6,039,390	5,787	1,044	947.62
Jun-12	6,383,038	5,767	1,107	969.00
Sep-12	6,154,668	5,262	1,170	990.87
Dec-12	6,016,584	5,078	1,185	1,013.23
Mar-13	5,786,363	4,870	1,188	1,036.10
Jun-13	5,613,190	4,892	1,147	1,059.48
Sep-13	5,483,175	5,052	1,085	1,083.39
Dec-13	5,532,218	4,979	1,111	1,107.84
Mar-14	5,648,925	5,498	1,027	1,132.84
Jun-14	5,736,959	6,559	875	1,158.40
Sep-14	5,754,589	6,404	899	1,184.54
Dec-14	5,828,324	6,524	893	1,211.28
Mar-15	5,950,647	6,156	967	1,238.61
Jun-15	6,078,115	5,140	1,183	1,266.56
Sep-15	6,260,948	5,309	1,179	1,295.15
Dec-15	6,645,303	5,309	1,252	1,324.37
Mar-16	6,746,838	5,448	1,238	1,354.26
Jun-16	6,870,527	5,462	1,258	1,384.82

(6) RATE OF CHANGE IN PAID CLAIM COSTS FOR ANY 12 MONTH INTERVAL ON THE EXPONENTIAL CURVE OF BEST FIT:

6-points	18.9%
9-points	24.5%
12-points	9.3%
15-points	2.2%

(A) USING THE 12-POINT AVERAGE ANNUAL RATE OF CHANGE.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF AVERAGE ANNUAL CHANGE
IN COMPREHENSIVE CLAIM COSTS

ISO ONLY, EXCLUDING WIND AND WATER AND "ALL OTHER"

(1) <u>YEAR ENDED</u>	(2) <u>PAID LOSSES</u>	(3) <u>PAID CLAIMS</u>	AVERAGE PAID CLAIM COST	
			(4) <u>ACTUAL (2)/(3)</u>	(5) <u>EXPONENTIAL CURVE OF BEST FIT (A)</u>
ALL DEDUCTIBLE COMPREHENSIVE				
Sep-10	\$28,243,346	57,788	\$489	\$487.08
Dec-10	28,421,606	58,835	483	490.23
Mar-11	28,279,778	57,609	491	493.39
Jun-11	28,887,231	56,495	511	496.58
Sep-11	29,603,422	57,332	516	499.79
Dec-11	29,992,352	57,782	519	503.01
Mar-12	29,788,605	56,148	531	506.26
Jun-12	28,719,657	53,606	536	509.53
Sep-12	27,721,192	50,350	551	512.82
Dec-12	26,784,640	48,400	553	516.13
Mar-13	26,277,777	47,396	554	519.46
Jun-13	25,785,785	47,473	543	522.82
Sep-13	25,176,705	47,578	529	526.19
Dec-13	24,949,476	47,010	531	529.59
Mar-14	25,290,252	48,718	519	533.01
Jun-14	26,180,376	52,686	497	536.45
Sep-14	26,199,373	52,366	500	539.92
Dec-14	26,311,210	53,144	495	543.40
Mar-15	26,334,020	52,159	505	546.91
Jun-15	26,146,539	49,288	530	550.44
Sep-15	26,837,043	49,957	537	554.00
Dec-15	27,459,174	49,637	553	557.57
Mar-16	27,946,762	51,104	547	561.18
Jun-16	27,938,122	50,239	556	564.80

(6) RATE OF CHANGE IN PAID CLAIM COSTS FOR ANY 12 MONTH INTERVAL ON THE EXPONENTIAL CURVE OF BEST FIT:

6-points	7.2%
9-points	6.9%
12-points	2.6%
15-points	0.1%

(A) USING THE 12-POINT AVERAGE ANNUAL RATE OF CHANGE.

H-437A

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF AVERAGE ANNUAL CHANGE
IN COMPREHENSIVE CLAIM FREQUENCY

ISO ONLY, EXCLUDING WIND AND WATER AND "ALL OTHER"

(1)	(2)	(3)	(4)
<u>YEAR ENDED</u>	<u>EARNED EXPOSURES</u>	<u>PAID CLAIMS</u>	PAID CLAIM FREQUENCY(A) <u>(2)/(3)</u>
FULL COVERAGE COMPREHENSIVE			
Sep-10	440,745	24,817	5.6307
Dec-10	439,773	25,333	5.7605
Mar-11	439,002	24,631	5.6107
Jun-11	438,634	23,947	5.4594
Sep-11	438,549	23,838	5.4357
Dec-11	438,949	23,674	5.3933
Mar-12	439,362	23,068	5.2503
Jun-12	439,294	21,906	4.9866
Sep-12	438,831	20,875	4.7570
Dec-12	438,110	20,190	4.6084
Mar-13	437,377	19,759	4.5176
Jun-13	436,784	19,698	4.5098
Sep-13	435,980	19,781	4.5371
Dec-13	434,727	19,580	4.5040
Mar-14	433,017	19,931	4.6028
Jun-14	431,013	21,233	4.9263
Sep-14	429,035	21,052	4.9068
Dec-14	427,292	21,363	4.9996
Mar-15	425,750	21,138	4.9649
Jun-15	424,138	20,396	4.8088
Sep-15	422,586	20,569	4.8674
Dec-15	421,478	20,354	4.8292
Mar-16	420,481	21,044	5.0047
Jun-16	417,193	20,579	4.9327

(6) RATE OF CHANGE IN PAID CLAIM COSTS FOR ANY 12 MONTH INTERVAL ON THE EXPONENTIAL CURVE OF BEST FIT:

6-points	0.9%
9-points	-0.2%
12-points	2.9%
15-points	3.0%
24-points	-2.4%

(A) AVERAGE PAID CLAIM FREQUENCY PER 100 CARS.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF AVERAGE ANNUAL CHANGE
IN COMPREHENSIVE CLAIM FREQUENCY

ISO ONLY, EXCLUDING WIND AND WATER AND "ALL OTHER"

(1)	(2)	(3)	(4)
<u>YEAR ENDED</u>	<u>EARNED EXPOSURES</u>	<u>PAID CLAIMS</u>	PAID CLAIM FREQUENCY(A) <u>(2)/(3)</u>
\$50 DEDUCTIBLE COMPREHENSIVE			
Sep-10	58,012	2,934	5.0576
Dec-10	57,656	3,153	5.4686
Mar-11	57,348	3,027	5.2783
Jun-11	57,055	2,992	5.2441
Sep-11	56,836	2,950	5.1904
Dec-11	56,627	2,888	5.1000
Mar-12	56,411	2,756	4.8856
Jun-12	56,114	2,614	4.6584
Sep-12	55,753	2,449	4.3926
Dec-12	55,370	2,387	4.3110
Mar-13	54,974	2,355	4.2838
Jun-13	54,563	2,359	4.3234
Sep-13	54,108	2,404	4.4430
Dec-13	53,625	2,339	4.3618
Mar-14	53,049	2,432	4.5844
Jun-14	52,449	2,529	4.8218
Sep-14	51,899	2,453	4.7265
Dec-14	51,348	2,486	4.8415
Mar-15	50,699	2,463	4.8581
Jun-15	49,775	2,402	4.8257
Sep-15	48,654	2,425	4.9842
Dec-15	47,517	2,380	5.0087
Mar-16	46,544	2,379	5.1113
Jun-16	45,864	2,286	4.9843

(6) RATE OF CHANGE IN PAID CLAIM COSTS FOR ANY 12 MONTH INTERVAL ON THE EXPONENTIAL CURVE OF BEST FIT:

6-points	3.6%
9-points	3.1%
12-points	5.1%
15-points	5.4%
24-points	-0.7%

(A) AVERAGE PAID CLAIM FREQUENCY PER 100 CARS.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF AVERAGE ANNUAL CHANGE
IN COMPREHENSIVE CLAIM FREQUENCY

ISO ONLY, EXCLUDING WIND AND WATER AND "ALL OTHER"

(1)	(2)	(3)	(4)
<u>YEAR ENDED</u>	<u>EARNED EXPOSURES</u>	<u>PAID CLAIMS</u>	PAID CLAIM FREQUENCY(A) <u>(2)/(3)</u>
\$100 DEDUCTIBLE COMPREHENSIVE			
Sep-10	374,983	18,895	5.0389
Dec-10	376,256	19,286	5.1258
Mar-11	377,239	18,603	4.9314
Jun-11	378,160	18,160	4.8022
Sep-11	378,746	18,343	4.8431
Dec-11	379,257	18,470	4.8700
Mar-12	379,735	17,748	4.6738
Jun-12	379,694	16,807	4.4265
Sep-12	379,518	15,734	4.1458
Dec-12	379,149	14,962	3.9462
Mar-13	378,471	14,680	3.8788
Jun-13	377,889	14,724	3.8964
Sep-13	377,077	14,494	3.8438
Dec-13	376,078	14,307	3.8043
Mar-14	375,063	14,762	3.9359
Jun-14	373,887	15,694	4.1975
Sep-14	373,087	15,771	4.2272
Dec-14	372,753	15,991	4.2900
Mar-15	373,464	15,764	4.2210
Jun-15	375,343	15,151	4.0366
Sep-15	377,017	15,462	4.1011
Dec-15	378,054	15,381	4.0685
Mar-16	378,285	15,864	4.1937
Jun-16	376,227	15,549	4.1329

(6) RATE OF CHANGE IN PAID CLAIM COSTS FOR ANY 12 MONTH INTERVAL ON THE EXPONENTIAL CURVE OF BEST FIT:

6-points	0.0%
9-points	-1.5%
12-points	2.3%
15-points	2.3%
24-points	-3.6%

(A) AVERAGE PAID CLAIM FREQUENCY PER 100 CARS.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF AVERAGE ANNUAL CHANGE
IN COMPREHENSIVE CLAIM FREQUENCY

ISO ONLY, EXCLUDING WIND AND WATER AND "ALL OTHER"

(1)	(2)	(3)	(4)
<u>YEAR ENDED</u>	<u>EARNED EXPOSURES</u>	<u>PAID CLAIMS</u>	PAID CLAIM FREQUENCY(A) <u>(2)/(3)</u>
\$250 DEDUCTIBLE COMPREHENSIVE			
Sep-10	196,970	6,261	3.1787
Dec-10	199,444	6,320	3.1688
Mar-11	201,667	6,429	3.1879
Jun-11	203,845	6,481	3.1794
Sep-11	205,915	6,798	3.3014
Dec-11	208,111	7,007	3.3670
Mar-12	210,589	6,789	3.2238
Jun-12	212,961	6,512	3.0578
Sep-12	215,349	6,030	2.8001
Dec-12	217,248	5,783	2.6619
Mar-13	218,368	5,732	2.6249
Jun-13	219,346	5,800	2.6442
Sep-13	220,136	5,847	2.6561
Dec-13	220,973	5,805	2.6270
Mar-14	222,043	6,095	2.7450
Jun-14	223,010	6,671	2.9913
Sep-14	223,981	6,686	2.9851
Dec-14	225,101	6,780	3.0120
Mar-15	226,397	6,638	2.9320
Jun-15	227,959	6,199	2.7193
Sep-15	229,453	6,192	2.6986
Dec-15	230,535	6,213	2.6950
Mar-16	231,256	6,369	2.7541
Jun-16	231,441	6,363	2.7493

(6) RATE OF CHANGE IN PAID CLAIM COSTS FOR ANY 12 MONTH INTERVAL ON THE EXPONENTIAL CURVE OF BEST FIT:

6-points	-3.2%
9-points	-5.7%
12-points	-0.2%
15-points	1.3%
24-points	-3.0%

(A) AVERAGE PAID CLAIM FREQUENCY PER 100 CARS.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF AVERAGE ANNUAL CHANGE
IN COMPREHENSIVE CLAIM FREQUENCY

ISO ONLY, EXCLUDING WIND AND WATER AND "ALL OTHER"

(1) <u>YEAR ENDED</u>	(2) <u>EARNED EXPOSURES</u>	(3) <u>PAID CLAIMS</u>	(4) PAID CLAIM FREQUENCY(A) <u>(2)/(3)</u>
\$500 DEDUCTIBLE COMPREHENSIVE			
Sep-10	317,619	4,881	1.5367
Dec-10	326,356	4,743	1.4533
Mar-11	334,599	4,919	1.4701
Jun-11	342,502	4,915	1.4350
Sep-11	349,730	5,403	1.5449
Dec-11	357,189	5,743	1.6078
Mar-12	365,131	5,787	1.5849
Jun-12	373,179	5,767	1.5454
Sep-12	381,691	5,262	1.3786
Dec-12	390,063	5,078	1.3018
Mar-13	397,748	4,870	1.2244
Jun-13	405,568	4,892	1.2062
Sep-13	413,512	5,052	1.2217
Dec-13	421,536	4,979	1.1812
Mar-14	429,911	5,498	1.2789
Jun-14	437,995	6,559	1.4975
Sep-14	445,944	6,404	1.4361
Dec-14	453,838	6,524	1.4375
Mar-15	462,337	6,156	1.3315
Jun-15	471,950	5,140	1.0891
Sep-15	481,822	5,309	1.1019
Dec-15	491,472	5,309	1.0802
Mar-16	500,767	5,448	1.0879
Jun-16	508,858	5,462	1.0734

(6) RATE OF CHANGE IN PAID CLAIM COSTS FOR ANY 12 MONTH INTERVAL ON THE EXPONENTIAL CURVE OF BEST FIT:

6-points	-11.8%
9-points	-17.7%
12-points	-7.8%
15-points	-4.5%
24-points	-5.7%

(A) AVERAGE PAID CLAIM FREQUENCY PER 100 CARS.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF AVERAGE ANNUAL CHANGE
IN COMPREHENSIVE CLAIM FREQUENCY

ISO ONLY, EXCLUDING WIND AND WATER AND "ALL OTHER"

(1)	(2)	(3)	(4)
<u>YEAR ENDED</u>	<u>EARNED EXPOSURES</u>	<u>PAID CLAIMS</u>	PAID CLAIM FREQUENCY(A) <u>(2)/(3)</u>
ALL DEDUCTIBLE COMPREHENSIVE			
Sep-10	1,388,329	57,788	4.1624
Dec-10	1,399,485	58,835	4.2040
Mar-11	1,409,855	57,609	4.0862
Jun-11	1,420,196	56,495	3.9780
Sep-11	1,429,776	57,332	4.0099
Dec-11	1,440,133	57,782	4.0123
Mar-12	1,451,228	56,148	3.8690
Jun-12	1,461,242	53,606	3.6685
Sep-12	1,471,142	50,350	3.4225
Dec-12	1,479,940	48,400	3.2704
Mar-13	1,486,938	47,396	3.1875
Jun-13	1,494,150	47,473	3.1773
Sep-13	1,500,813	47,578	3.1701
Dec-13	1,506,939	47,010	3.1196
Mar-14	1,513,083	48,718	3.2198
Jun-14	1,518,354	52,686	3.4699
Sep-14	1,523,946	52,366	3.4362
Dec-14	1,530,332	53,144	3.4727
Mar-15	1,538,647	52,159	3.3899
Jun-15	1,549,165	49,288	3.1816
Sep-15	1,559,532	49,957	3.2033
Dec-15	1,569,056	49,637	3.1635
Mar-16	1,577,333	51,104	3.2399
Jun-16	1,579,583	50,239	3.1805

(6) RATE OF CHANGE IN PAID CLAIM COSTS FOR ANY 12 MONTH INTERVAL ON THE EXPONENTIAL CURVE OF BEST FIT:

6-points	-3.1%
9-points	-5.0%
12-points	-0.6%
15-points	0.1%
24-points	-4.7%

(A) AVERAGE PAID CLAIM FREQUENCY PER 100 CARS.

H-442A

NORTH CAROLINA
TREND SUMMARY
DATA ENDED JUNE 2016

ISO ONLY, EXCLUDING WIND AND WATER AND "ALL OTHER"

FULL COVERAGE COMPREHENSIVE

STRAIGHT LINE			
COST	END POINT	MID POINT	EXPONENTIAL
15 points	-0.1%	-0.1%	-0.1%
12 points	1.2%	1.2%	1.2%
9 points	2.7%	2.8%	2.8%
6 points	6.2%	6.5%	6.7%

STRAIGHT LINE			
FREQ	END POINT	MID POINT	EXPONENTIAL
24 points	-2.8%	-2.6%	-2.4%
15 points	2.8%	3.0%	3.0%
12 points	2.7%	2.8%	2.9%
9 points	-0.2%	-0.2%	-0.2%
6 points	0.9%	0.9%	0.9%

\$50 DEDUCTIBLE COMPREHENSIVE

STRAIGHT LINE			
COST	END POINT	MID POINT	EXPONENTIAL
15 points	-1.7%	-1.6%	-1.6%
12 points	0.5%	0.5%	0.5%
9 points	3.8%	3.9%	3.9%
6 points	14.2%	15.6%	17.3%

STRAIGHT LINE			
FREQ	END POINT	MID POINT	EXPONENTIAL
24 points	-0.8%	-0.8%	-0.7%
15 points	4.8%	5.3%	5.4%
12 points	4.6%	4.9%	5.1%
9 points	3.0%	3.1%	3.1%
6 points	3.4%	3.5%	3.6%

\$100 DEDUCTIBLE COMPREHENSIVE

STRAIGHT LINE			
COST	END POINT	MID POINT	EXPONENTIAL
15 points	-0.4%	-0.4%	-0.4%
12 points	1.9%	1.9%	1.9%
9 points	5.4%	5.8%	5.9%
6 points	4.1%	4.2%	4.4%

STRAIGHT LINE			
FREQ	END POINT	MID POINT	EXPONENTIAL
24 points	-4.3%	-3.8%	-3.6%
15 points	2.2%	2.3%	2.3%
12 points	2.2%	2.2%	2.3%
9 points	-1.5%	-1.5%	-1.5%
6 points	0.0%	0.0%	0.0%

NORTH CAROLINA
TREND SUMMARY
DATA ENDED JUNE 2016

ISO ONLY, EXCLUDING WIND AND WATER AND "ALL OTHER"

\$250 DEDUCTIBLE COMPREHENSIVE

COST	STRAIGHT LINE		EXPONENTIAL
	END POINT	MID POINT	
15 points	-3.7%	-3.4%	-3.3%
12 points	-1.5%	-1.5%	-1.4%
9 points	1.6%	1.6%	1.7%
6 points	-4.3%	-4.2%	-4.1%

FREQ	STRAIGHT LINE		EXPONENTIAL
	END POINT	MID POINT	
24 points	-3.4%	-3.1%	-3.0%
15 points	1.3%	1.3%	1.3%
12 points	-0.3%	-0.3%	-0.2%
9 points	-6.3%	-5.9%	-5.7%
6 points	-3.4%	-3.4%	-3.2%

\$500 DEDUCTIBLE COMPREHENSIVE

COST	STRAIGHT LINE		EXPONENTIAL
	END POINT	MID POINT	
15 points	2.3%	2.4%	2.2%
12 points	8.1%	9.1%	9.3%
9 points	17.6%	22.0%	24.5%
6 points	14.9%	16.4%	18.9%

FREQ	STRAIGHT LINE		EXPONENTIAL
	END POINT	MID POINT	
24 points	-6.8%	-5.7%	-5.7%
15 points	-4.7%	-4.3%	-4.5%
12 points	-8.9%	-7.9%	-7.8%
9 points	-24.8%	-19.4%	-17.7%
6 points	-14.6%	-13.3%	-11.8%

NORTH CAROLINA
CORRELATION COEFFICIENTS
DATA ENDED JUNE 2016

ISO ONLY, EXCLUDING WIND AND WATER AND "ALL OTHER"

FULL COVERAGE COMPREHENSIVE

COST	STRAIGHT LINE	EXPONENTIAL
15 points	-0.04	-0.05
12 points	0.45	0.44
9 points	0.68	0.67
6 points	0.96	0.96

FREQ	STRAIGHT LINE	EXPONENTIAL
24 points	-0.60	-0.58
15 points	0.80	0.80
12 points	0.70	0.70
9 points	-0.08	-0.08
6 points	0.27	0.27

\$50 DEDUCTIBLE COMPREHENSIVE

COST	STRAIGHT LINE	EXPONENTIAL
15 points	-0.30	-0.29
12 points	0.08	0.07
9 points	0.43	0.41
6 points	0.95	0.94

FREQ	STRAIGHT LINE	EXPONENTIAL
24 points	-0.20	-0.18
15 points	0.95	0.95
12 points	0.92	0.91
9 points	0.85	0.86
6 points	0.77	0.77

\$100 DEDUCTIBLE COMPREHENSIVE

COST	STRAIGHT LINE	EXPONENTIAL
15 points	-0.12	-0.12
12 points	0.45	0.44
9 points	0.91	0.91
6 points	0.74	0.75

FREQ	STRAIGHT LINE	EXPONENTIAL
24 points	-0.71	-0.69
15 points	0.65	0.66
12 points	0.52	0.53
9 points	-0.51	-0.50
6 points	0.00	0.00

NORTH CAROLINA
CORRELATION COEFFICIENTS
DATA ENDED JUNE 2016

ISO ONLY, EXCLUDING WIND AND WATER AND "ALL OTHER"

\$250 DEDUCTIBLE COMPREHENSIVE

COST	STRAIGHT LINE	EXPONENTIAL
15 points	-0.66	-0.65
12 points	-0.30	-0.29
9 points	0.29	0.30
6 points	-0.54	-0.55

FREQ	STRAIGHT LINE	EXPONENTIAL
24 points	-0.65	-0.64
15 points	0.28	0.29
12 points	-0.05	-0.04
9 points	-0.83	-0.83
6 points	-0.49	-0.48

\$500 DEDUCTIBLE COMPREHENSIVE

COST	STRAIGHT LINE	EXPONENTIAL
15 points	0.22	0.19
12 points	0.61	0.58
9 points	0.94	0.94
6 points	0.83	0.81

FREQ	STRAIGHT LINE	EXPONENTIAL
24 points	-0.75	-0.76
15 points	-0.42	-0.46
12 points	-0.56	-0.58
9 points	-0.92	-0.91
6 points	-0.70	-0.70

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF AVERAGE ANNUAL CHANGE
IN COLLISION CLAIM COSTS

ALL CARRIERS

(1) <u>YEAR ENDED</u>	(2) <u>PAID LOSSES</u>	(3) <u>PAID CLAIMS</u>	AVERAGE PAID CLAIM COST	
			(4) <u>ACTUAL (2)/(3)</u>	(5) <u>EXPONENTIAL CURVE OF BEST FIT (A)</u>
\$50 DEDUCTIBLE COLLISION				
Sep-10	\$5,203,356	2,366	2,199	\$2,211.17
Dec-10	5,346,131	2,457	2,176	2,235.63
Mar-11	5,354,642	2,531	2,116	2,260.35
Jun-11	5,941,785	2,630	2,259	2,285.35
Sep-11	6,003,632	2,701	2,223	2,310.63
Dec-11	5,932,588	2,699	2,198	2,336.18
Mar-12	6,039,393	2,765	2,184	2,362.02
Jun-12	6,038,250	2,816	2,144	2,388.15
Sep-12	6,220,776	2,822	2,204	2,414.56
Dec-12	6,505,594	2,930	2,220	2,441.26
Mar-13	6,643,816	2,869	2,316	2,468.26
Jun-13	6,941,056	2,981	2,328	2,495.56
Sep-13	7,257,122	3,130	2,319	2,523.16
Dec-13	7,549,066	3,179	2,375	2,551.07
Mar-14	8,333,435	3,438	2,424	2,579.28
Jun-14	8,570,883	3,554	2,412	2,607.81
Sep-14	8,970,771	3,587	2,501	2,636.65
Dec-14	9,136,951	3,662	2,495	2,665.81
Mar-15	9,312,188	3,650	2,551	2,695.29
Jun-15	9,374,820	3,577	2,621	2,725.10
Sep-15	9,437,081	3,603	2,619	2,755.24
Dec-15	9,594,937	3,635	2,640	2,785.71
Mar-16	9,741,957	3,715	2,622	2,816.52
Jun-16	9,722,710	3,799	2,559	2,847.67

(6) RATE OF CHANGE IN PAID CLAIM COSTS FOR ANY 12 MONTH INTERVAL ON THE EXPONENTIAL CURVE OF BEST FIT:

6-points	0.3%
9-points	3.5%
12-points	4.5%
15-points	4.8%

(A) USING THE 12-POINT AVERAGE ANNUAL RATE OF CHANGE.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF AVERAGE ANNUAL CHANGE
IN COLLISION CLAIM COSTS

ALL CARRIERS

(1) <u>YEAR ENDED</u>	(2) <u>PAID LOSSES</u>	(3) <u>PAID CLAIMS</u>	AVERAGE PAID CLAIM COST	
			(4) <u>ACTUAL (2)/(3)</u>	(5) <u>EXPONENTIAL CURVE OF BEST FIT (A)</u>
\$100 DEDUCTIBLE COLLISION				
Sep-10	\$36,223,069	15,903	2,278	\$2,232.92
Dec-10	36,072,182	15,925	2,265	2,260.75
Mar-11	35,465,412	15,644	2,267	2,288.94
Jun-11	34,955,727	15,380	2,273	2,317.47
Sep-11	34,497,215	15,126	2,281	2,346.36
Dec-11	34,942,978	15,303	2,283	2,375.61
Mar-12	35,181,977	15,268	2,304	2,405.23
Jun-12	35,552,759	15,333	2,319	2,435.21
Sep-12	36,394,974	15,409	2,362	2,465.57
Dec-12	35,603,255	15,002	2,373	2,496.31
Mar-13	35,136,176	14,706	2,389	2,527.43
Jun-13	34,573,086	14,525	2,380	2,558.93
Sep-13	34,849,932	14,508	2,402	2,590.83
Dec-13	34,846,351	14,368	2,425	2,623.13
Mar-14	36,191,445	14,619	2,476	2,655.83
Jun-14	37,192,288	14,714	2,528	2,688.94
Sep-14	36,686,817	14,473	2,535	2,722.46
Dec-14	37,107,992	14,531	2,554	2,756.40
Mar-15	36,367,077	14,127	2,574	2,790.76
Jun-15	36,612,267	14,065	2,603	2,825.56
Sep-15	36,916,928	14,050	2,628	2,860.78
Dec-15	37,812,146	14,078	2,686	2,896.44
Mar-16	38,852,988	14,191	2,738	2,932.55
Jun-16	39,058,240	14,061	2,778	2,969.11

(6) RATE OF CHANGE IN PAID CLAIM COSTS FOR ANY 12 MONTH INTERVAL ON THE EXPONENTIAL CURVE OF BEST FIT:

6-points	6.5%
9-points	5.0%
12-points	5.1%
15-points	4.7%

(A) USING THE 12-POINT AVERAGE ANNUAL RATE OF CHANGE.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF AVERAGE ANNUAL CHANGE
IN COLLISION CLAIM COSTS

ALL CARRIERS

(1) <u>YEAR ENDED</u>	(2) <u>PAID LOSSES</u>	(3) <u>PAID CLAIMS</u>	AVERAGE PAID CLAIM COST	
			(4) <u>ACTUAL (2)/(3)</u>	(5) <u>EXPONENTIAL CURVE OF BEST FIT (A)</u>
\$200 DEDUCTIBLE COLLISION				
Sep-10	\$6,327,219	2,490	2,541	\$2,568.54
Dec-10	6,145,648	2,481	2,477	2,586.20
Mar-11	6,167,649	2,483	2,484	2,603.99
Jun-11	6,112,533	2,476	2,469	2,621.90
Sep-11	5,966,989	2,402	2,484	2,639.94
Dec-11	5,858,860	2,387	2,454	2,658.10
Mar-12	5,840,811	2,313	2,525	2,676.38
Jun-12	6,236,639	2,334	2,672	2,694.79
Sep-12	6,044,199	2,290	2,639	2,713.33
Dec-12	6,020,924	2,301	2,617	2,731.99
Mar-13	6,094,653	2,265	2,691	2,750.78
Jun-13	5,770,646	2,275	2,537	2,769.70
Sep-13	5,915,660	2,253	2,626	2,788.75
Dec-13	6,160,775	2,245	2,744	2,807.93
Mar-14	6,116,046	2,260	2,706	2,827.25
Jun-14	6,072,350	2,206	2,753	2,846.70
Sep-14	6,069,680	2,229	2,723	2,866.28
Dec-14	6,036,138	2,169	2,783	2,885.99
Mar-15	5,941,278	2,152	2,761	2,905.84
Jun-15	6,196,512	2,148	2,885	2,925.83
Sep-15	5,875,595	2,086	2,817	2,945.96
Dec-15	5,837,653	2,080	2,807	2,966.22
Mar-16	6,006,768	2,066	2,907	2,986.62
Jun-16	5,856,257	2,054	2,851	3,007.16

(6) RATE OF CHANGE IN PAID CLAIM COSTS FOR ANY 12 MONTH INTERVAL ON THE EXPONENTIAL CURVE OF BEST FIT:

6-points	2.1%
9-points	2.5%
12-points	2.8%
15-points	3.0%

(A) USING THE 12-POINT AVERAGE ANNUAL RATE OF CHANGE.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF AVERAGE ANNUAL CHANGE
IN COLLISION CLAIM COSTS

ALL CARRIERS

(1) <u>YEAR ENDED</u>	(2) <u>PAID LOSSES</u>	(3) <u>PAID CLAIMS</u>	AVERAGE PAID CLAIM COST	
			(4) <u>ACTUAL (2)/(3)</u>	(5) <u>EXPONENTIAL CURVE OF BEST FIT (A)</u>
\$250 DEDUCTIBLE COLLISION				
Sep-10	\$226,757,439	89,406	2,536	\$2,578.81
Dec-10	227,371,092	89,607	2,537	2,598.85
Mar-11	224,352,282	88,711	2,529	2,619.05
Jun-11	220,500,601	87,448	2,522	2,639.40
Sep-11	220,924,505	87,110	2,536	2,659.91
Dec-11	220,678,608	87,164	2,532	2,680.59
Mar-12	216,938,448	85,830	2,528	2,701.42
Jun-12	222,162,768	86,357	2,573	2,722.41
Sep-12	221,007,768	85,283	2,591	2,743.57
Dec-12	218,561,040	83,784	2,609	2,764.89
Mar-13	221,733,122	82,959	2,673	2,786.38
Jun-13	220,641,872	81,735	2,699	2,808.03
Sep-13	222,435,897	81,664	2,724	2,829.85
Dec-13	221,107,173	80,332	2,752	2,851.84
Mar-14	224,543,436	81,207	2,765	2,874.01
Jun-14	224,621,872	81,631	2,752	2,896.34
Sep-14	224,442,792	81,028	2,770	2,918.85
Dec-14	226,885,118	81,730	2,776	2,941.53
Mar-15	223,950,131	80,320	2,788	2,964.39
Jun-15	227,583,258	80,296	2,834	2,987.43
Sep-15	231,399,362	81,457	2,841	3,010.64
Dec-15	239,169,047	82,702	2,892	3,034.04
Mar-16	249,225,065	84,110	2,963	3,057.62
Jun-16	254,218,661	85,205	2,984	3,081.38

(6) RATE OF CHANGE IN PAID CLAIM COSTS FOR ANY 12 MONTH INTERVAL ON THE EXPONENTIAL CURVE OF BEST FIT:

6-points	5.8%
9-points	4.3%
12-points	3.1%
15-points	3.2%

(A) USING THE 12-POINT AVERAGE ANNUAL RATE OF CHANGE.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF AVERAGE ANNUAL CHANGE
IN COLLISION CLAIM COSTS

ALL CARRIERS

(1) <u>YEAR ENDED</u>	(2) <u>PAID LOSSES</u>	(3) <u>PAID CLAIMS</u>	AVERAGE PAID CLAIM COST	
			(4) <u>ACTUAL (2)/(3)</u>	(5) <u>EXPONENTIAL CURVE OF BEST FIT (A)</u>
\$500 DEDUCTIBLE COLLISION				
Sep-10	\$326,667,192	105,278	3,103	\$3,177.50
Dec-10	330,578,109	106,516	3,104	3,193.11
Mar-11	326,671,358	106,514	3,067	3,208.80
Jun-11	326,140,816	106,344	3,067	3,224.57
Sep-11	330,500,753	107,227	3,082	3,240.41
Dec-11	335,344,810	108,108	3,102	3,256.33
Mar-12	333,126,390	107,663	3,094	3,272.33
Jun-12	343,205,679	109,764	3,127	3,288.41
Sep-12	347,678,748	110,617	3,143	3,304.57
Dec-12	349,264,647	110,897	3,149	3,320.81
Mar-13	365,751,656	112,408	3,254	3,337.13
Jun-13	372,445,279	113,074	3,294	3,353.53
Sep-13	382,148,645	115,329	3,314	3,370.00
Dec-13	388,252,908	117,161	3,314	3,386.56
Mar-14	401,522,637	121,642	3,301	3,403.20
Jun-14	412,922,793	125,379	3,293	3,419.93
Sep-14	419,585,789	126,843	3,308	3,436.73
Dec-14	434,586,889	130,710	3,325	3,453.62
Mar-15	442,723,210	131,868	3,357	3,470.59
Jun-15	453,313,520	133,728	3,390	3,487.64
Sep-15	467,267,675	138,325	3,378	3,504.78
Dec-15	487,189,332	142,538	3,418	3,522.00
Mar-16	504,753,314	145,178	3,477	3,539.31
Jun-16	524,768,363	151,092	3,473	3,556.70

(6) RATE OF CHANGE IN PAID CLAIM COSTS FOR ANY 12 MONTH INTERVAL ON THE EXPONENTIAL CURVE OF BEST FIT:

6-points	3.0%
9-points	2.9%
12-points	2.0%
15-points	2.1%

(A) USING THE 12-POINT AVERAGE ANNUAL RATE OF CHANGE.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF AVERAGE ANNUAL CHANGE
IN COLLISION CLAIM COSTS

ALL CARRIERS

(1) <u>YEAR ENDED</u>	(2) <u>PAID LOSSES</u>	(3) <u>PAID CLAIMS</u>	AVERAGE PAID CLAIM COST	
			(4) <u>ACTUAL (2)/(3)</u>	(5) <u>EXPONENTIAL CURVE OF BEST FIT (A)</u>
\$1,000 DEDUCTIBLE COLLISION				
Sep-10	\$28,033,185	6,689	4,191	\$4,180.05
Dec-10	28,490,253	6,815	4,181	4,199.37
Mar-11	29,842,153	7,032	4,244	4,218.78
Jun-11	29,079,204	7,062	4,118	4,238.28
Sep-11	29,394,741	7,111	4,134	4,257.86
Dec-11	30,317,006	7,255	4,179	4,277.54
Mar-12	30,363,889	7,203	4,215	4,297.31
Jun-12	32,312,879	7,448	4,338	4,317.17
Sep-12	32,124,661	7,539	4,261	4,337.12
Dec-12	32,028,683	7,536	4,250	4,357.17
Mar-13	33,525,917	7,750	4,326	4,377.30
Jun-13	34,455,414	7,993	4,311	4,397.53
Sep-13	35,936,131	8,276	4,342	4,417.86
Dec-13	36,966,834	8,467	4,366	4,438.27
Mar-14	38,250,902	8,846	4,324	4,458.79
Jun-14	39,264,298	9,105	4,312	4,479.39
Sep-14	41,502,369	9,512	4,363	4,500.09
Dec-14	44,071,162	10,122	4,354	4,520.89
Mar-15	45,256,646	10,370	4,364	4,541.79
Jun-15	47,613,603	10,684	4,457	4,562.78
Sep-15	48,977,753	11,037	4,438	4,583.86
Dec-15	51,427,142	11,426	4,501	4,605.05
Mar-16	54,502,578	11,921	4,572	4,626.33
Jun-16	55,920,383	12,406	4,508	4,647.71

(6) RATE OF CHANGE IN PAID CLAIM COSTS FOR ANY 12 MONTH INTERVAL ON THE EXPONENTIAL CURVE OF BEST FIT:

6-points	2.9%
9-points	2.7%
12-points	1.9%
15-points	1.6%

(A) USING THE 12-POINT AVERAGE ANNUAL RATE OF CHANGE.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF AVERAGE ANNUAL CHANGE
IN COLLISION CLAIM COSTS

ALL CARRIERS

(1) <u>YEAR ENDED</u>	(2) <u>PAID LOSSES</u>	(3) <u>PAID CLAIMS</u>	AVERAGE PAID CLAIM COST	
			(4) <u>ACTUAL (2)/(3)</u>	(5) <u>EXPONENTIAL CURVE OF BEST FIT (A)</u>
ALL DEDUCTIBLE COLLISION				
Sep-10	\$629,211,460	222,132	\$2,833	\$2,897.41
Dec-10	634,003,415	223,801	2,833	2,919.20
Mar-11	627,853,496	222,915	2,817	2,941.15
Jun-11	622,730,666	221,340	2,813	2,963.27
Sep-11	627,287,835	221,677	2,830	2,985.55
Dec-11	633,074,850	222,916	2,840	3,008.00
Mar-12	627,490,908	221,042	2,839	3,030.62
Jun-12	645,508,974	224,052	2,881	3,053.41
Sep-12	649,471,126	223,960	2,900	3,076.38
Dec-12	647,984,143	222,450	2,913	3,099.51
Mar-13	668,885,340	222,957	3,000	3,122.82
Jun-13	674,827,353	222,583	3,032	3,146.30
Sep-13	688,543,387	225,160	3,058	3,169.96
Dec-13	694,883,107	225,752	3,078	3,193.80
Mar-14	714,957,901	232,012	3,082	3,217.82
Jun-14	728,644,484	236,589	3,080	3,242.02
Sep-14	737,258,218	237,672	3,102	3,266.39
Dec-14	757,824,250	242,924	3,120	3,290.96
Mar-15	763,550,530	242,487	3,149	3,315.71
Jun-15	780,693,980	244,498	3,193	3,340.64
Sep-15	799,874,394	250,558	3,192	3,365.76
Dec-15	831,030,257	256,459	3,240	3,391.07
Mar-16	863,082,670	261,181	3,305	3,416.57
Jun-16	889,544,614	268,617	3,312	3,442.26

(6) RATE OF CHANGE IN PAID CLAIM COSTS FOR ANY 12 MONTH INTERVAL ON THE EXPONENTIAL CURVE OF BEST FIT:

6-points	4.3%
9-points	3.9%
12-points	3.0%
15-points	3.1%

(A) USING THE 12-POINT AVERAGE ANNUAL RATE OF CHANGE.

H-452A

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF AVERAGE ANNUAL CHANGE
IN COLLISION CLAIM FREQUENCY

ALL CARRIERS

(1) <u>YEAR ENDED</u>	(2) <u>EARNED EXPOSURES</u>	(3) <u>PAID CLAIMS</u>	(4) PAID CLAIM FREQUENCY(A) <u>(2)/(3)</u>
\$50 DEDUCTIBLE COLLISION			
Sep-10	24,250	2,366	9.7567
Dec-10	24,721	2,457	9.9389
Mar-11	25,274	2,531	10.0142
Jun-11	26,013	2,630	10.1103
Sep-11	26,855	2,701	10.0577
Dec-11	27,692	2,699	9.7465
Mar-12	28,531	2,765	9.6912
Jun-12	29,296	2,816	9.6122
Sep-12	30,001	2,822	9.4064
Dec-12	30,693	2,930	9.5462
Mar-13	31,370	2,869	9.1457
Jun-13	32,100	2,981	9.2866
Sep-13	32,850	3,130	9.5282
Dec-13	33,575	3,179	9.4684
Mar-14	34,276	3,438	10.0303
Jun-14	34,940	3,554	10.1717
Sep-14	35,636	3,587	10.0657
Dec-14	36,367	3,662	10.0696
Mar-15	37,014	3,650	9.8611
Jun-15	37,464	3,577	9.5478
Sep-15	37,813	3,603	9.5285
Dec-15	38,071	3,635	9.5479
Mar-16	38,383	3,715	9.6788
Jun-16	38,909	3,799	9.7638

(6) RATE OF CHANGE IN PAID CLAIM COSTS FOR ANY 12 MONTH INTERVAL ON THE EXPONENTIAL CURVE OF BEST FIT:

6-points	-0.1%
9-points	-2.8%
12-points	-0.5%
15-points	0.9%
24-points	-0.2%

(A) AVERAGE PAID CLAIM FREQUENCY PER 100 CARS.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF AVERAGE ANNUAL CHANGE
IN COLLISION CLAIM FREQUENCY

ALL CARRIERS

(1) <u>YEAR ENDED</u>	(2) <u>EARNED EXPOSURES</u>	(3) <u>PAID CLAIMS</u>	(4) PAID CLAIM FREQUENCY(A) <u>(2)/(3)</u>
\$100 DEDUCTIBLE COLLISION			
Sep-10	307,729	15,903	5.1679
Dec-10	304,801	15,925	5.2247
Mar-11	301,631	15,644	5.1865
Jun-11	298,827	15,380	5.1468
Sep-11	295,970	15,126	5.1107
Dec-11	293,224	15,303	5.2189
Mar-12	291,086	15,268	5.2452
Jun-12	288,829	15,333	5.3087
Sep-12	286,448	15,409	5.3793
Dec-12	284,021	15,002	5.2820
Mar-13	281,551	14,706	5.2232
Jun-13	279,153	14,525	5.2032
Sep-13	276,921	14,508	5.2390
Dec-13	274,708	14,368	5.2303
Mar-14	272,410	14,619	5.3665
Jun-14	270,097	14,714	5.4477
Sep-14	267,723	14,473	5.4060
Dec-14	265,427	14,531	5.4746
Mar-15	263,213	14,127	5.3671
Jun-15	260,687	14,065	5.3954
Sep-15	258,011	14,050	5.4455
Dec-15	254,618	14,078	5.5291
Mar-16	251,001	14,191	5.6538
Jun-16	247,751	14,061	5.6755

(6) RATE OF CHANGE IN PAID CLAIM COSTS FOR ANY 12 MONTH INTERVAL ON THE EXPONENTIAL CURVE OF BEST FIT:

6-points	5.1%
9-points	2.2%
12-points	2.5%
15-points	2.2%
24-points	1.4%

(A) AVERAGE PAID CLAIM FREQUENCY PER 100 CARS.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF AVERAGE ANNUAL CHANGE
IN COLLISION CLAIM FREQUENCY

ALL CARRIERS

(1)	(2)	(3)	(4)
<u>YEAR ENDED</u>	<u>EARNED EXPOSURES</u>	<u>PAID CLAIMS</u>	PAID CLAIM FREQUENCY(A) <u>(2)/(3)</u>
\$200 DEDUCTIBLE COLLISION			
Sep-10	49,592	2,490	5.0210
Dec-10	48,977	2,481	5.0656
Mar-11	48,388	2,483	5.1314
Jun-11	47,830	2,476	5.1767
Sep-11	47,307	2,402	5.0775
Dec-11	46,824	2,387	5.0978
Mar-12	46,402	2,313	4.9847
Jun-12	45,977	2,334	5.0765
Sep-12	45,572	2,290	5.0250
Dec-12	45,148	2,301	5.0966
Mar-13	44,726	2,265	5.0642
Jun-13	44,319	2,275	5.1332
Sep-13	43,943	2,253	5.1271
Dec-13	43,575	2,245	5.1520
Mar-14	43,198	2,260	5.2317
Jun-14	42,833	2,206	5.1502
Sep-14	42,438	2,229	5.2524
Dec-14	42,044	2,169	5.1589
Mar-15	41,563	2,152	5.1777
Jun-15	40,938	2,148	5.2470
Sep-15	40,264	2,086	5.1808
Dec-15	39,607	2,080	5.2516
Mar-16	39,040	2,066	5.2920
Jun-16	38,639	2,054	5.3159

(6) RATE OF CHANGE IN PAID CLAIM COSTS FOR ANY 12 MONTH INTERVAL ON THE EXPONENTIAL CURVE OF BEST FIT:

6-points	2.0%
9-points	1.2%
12-points	1.0%
15-points	1.1%
24-points	0.8%

(A) AVERAGE PAID CLAIM FREQUENCY PER 100 CARS.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF AVERAGE ANNUAL CHANGE
IN COLLISION CLAIM FREQUENCY

ALL CARRIERS

(1) <u>YEAR ENDED</u>	(2) <u>EARNED EXPOSURES</u>	(3) <u>PAID CLAIMS</u>	(4) <u>PAID CLAIM FREQUENCY(A) (2)/(3)</u>
\$250 DEDUCTIBLE COLLISION			
Sep-10	1,728,959	89,406	5.1711
Dec-10	1,720,154	89,607	5.2092
Mar-11	1,709,636	88,711	5.1889
Jun-11	1,701,468	87,448	5.1396
Sep-11	1,691,356	87,110	5.1503
Dec-11	1,681,455	87,164	5.1838
Mar-12	1,676,306	85,830	5.1202
Jun-12	1,670,769	86,357	5.1687
Sep-12	1,665,495	85,283	5.1206
Dec-12	1,659,375	83,784	5.0491
Mar-13	1,652,038	82,959	5.0216
Jun-13	1,643,256	81,735	4.9740
Sep-13	1,634,513	81,664	4.9962
Dec-13	1,624,770	80,332	4.9442
Mar-14	1,615,221	81,207	5.0276
Jun-14	1,606,151	81,631	5.0824
Sep-14	1,597,197	81,028	5.0731
Dec-14	1,590,415	81,730	5.1389
Mar-15	1,583,315	80,320	5.0729
Jun-15	1,575,356	80,296	5.0970
Sep-15	1,573,612	81,457	5.1764
Dec-15	1,575,584	82,702	5.2490
Mar-16	1,580,871	84,110	5.3205
Jun-16	1,590,707	85,205	5.3564

(6) RATE OF CHANGE IN PAID CLAIM COSTS FOR ANY 12 MONTH INTERVAL ON THE EXPONENTIAL CURVE OF BEST FIT:

6-points	4.9%
9-points	2.8%
12-points	2.6%
15-points	1.9%
24-points	0.2%

(A) AVERAGE PAID CLAIM FREQUENCY PER 100 CARS.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF AVERAGE ANNUAL CHANGE
IN COLLISION CLAIM FREQUENCY

ALL CARRIERS

(1) <u>YEAR ENDED</u>	(2) <u>EARNED EXPOSURES</u>	(3) <u>PAID CLAIMS</u>	(4) PAID CLAIM FREQUENCY(A) <u>(2)/(3)</u>
\$500 DEDUCTIBLE COLLISION			
Sep-10	2,235,044	105,278	4.7103
Dec-10	2,251,151	106,516	4.7316
Mar-11	2,265,243	106,514	4.7021
Jun-11	2,281,866	106,344	4.6604
Sep-11	2,294,769	107,227	4.6727
Dec-11	2,307,434	108,108	4.6852
Mar-12	2,327,618	107,663	4.6255
Jun-12	2,349,980	109,764	4.6708
Sep-12	2,375,652	110,617	4.6563
Dec-12	2,403,329	110,897	4.6143
Mar-13	2,431,305	112,408	4.6234
Jun-13	2,458,812	113,074	4.5987
Sep-13	2,488,753	115,329	4.6340
Dec-13	2,517,663	117,161	4.6536
Mar-14	2,548,598	121,642	4.7729
Jun-14	2,580,775	125,379	4.8582
Sep-14	2,612,799	126,843	4.8547
Dec-14	2,650,017	130,710	4.9324
Mar-15	2,686,882	131,868	4.9078
Jun-15	2,714,520	133,728	4.9264
Sep-15	2,743,431	138,325	5.0420
Dec-15	2,773,710	142,538	5.1389
Mar-16	2,799,560	145,178	5.1857
Jun-16	2,836,843	151,092	5.3261

(6) RATE OF CHANGE IN PAID CLAIM COSTS FOR ANY 12 MONTH INTERVAL ON THE EXPONENTIAL CURVE OF BEST FIT:

6-points	6.9%
9-points	4.6%
12-points	4.6%
15-points	4.1%
24-points	1.9%

(A) AVERAGE PAID CLAIM FREQUENCY PER 100 CARS.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF AVERAGE ANNUAL CHANGE
IN COLLISION CLAIM FREQUENCY

ALL CARRIERS

(1)	(2)	(3)	(4)
<u>YEAR ENDED</u>	<u>EARNED EXPOSURES</u>	<u>PAID CLAIMS</u>	PAID CLAIM FREQUENCY(A) <u>(2)/(3)</u>
\$1,000 DEDUCTIBLE COLLISION			
Sep-10	221,596	6,689	3.0186
Dec-10	225,517	6,815	3.0219
Mar-11	228,953	7,032	3.0714
Jun-11	232,420	7,062	3.0385
Sep-11	235,300	7,111	3.0221
Dec-11	237,861	7,255	3.0501
Mar-12	240,922	7,203	2.9898
Jun-12	244,257	7,448	3.0492
Sep-12	248,274	7,539	3.0366
Dec-12	252,642	7,536	2.9829
Mar-13	256,983	7,750	3.0158
Jun-13	261,205	7,993	3.0600
Sep-13	265,676	8,276	3.1151
Dec-13	270,519	8,467	3.1299
Mar-14	276,101	8,846	3.2039
Jun-14	282,134	9,105	3.2272
Sep-14	288,409	9,512	3.2981
Dec-14	295,277	10,122	3.4280
Mar-15	302,328	10,370	3.4300
Jun-15	308,824	10,684	3.4596
Sep-15	315,475	11,037	3.4985
Dec-15	322,016	11,426	3.5483
Mar-16	328,416	11,921	3.6298
Jun-16	336,377	12,406	3.6881

(6) RATE OF CHANGE IN PAID CLAIM COSTS FOR ANY 12 MONTH INTERVAL ON THE EXPONENTIAL CURVE OF BEST FIT:

6-points	6.1%
9-points	6.3%
12-points	6.4%
15-points	6.3%
24-points	3.6%

(A) AVERAGE PAID CLAIM FREQUENCY PER 100 CARS.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF AVERAGE ANNUAL CHANGE
IN COLLISION CLAIM FREQUENCY

ALL CARRIERS

(1) <u>YEAR ENDED</u>	(2) <u>EARNED EXPOSURES</u>	(3) <u>PAID CLAIMS</u>	(4) PAID CLAIM FREQUENCY(A) <u>(2)/(3)</u>
ALL DEDUCTIBLE COLLISION			
Sep-10	4,567,170	222,132	4.8637
Dec-10	4,575,321	223,801	4.8915
Mar-11	4,579,125	222,915	4.8681
Jun-11	4,588,424	221,340	4.8239
Sep-11	4,591,557	221,677	4.8279
Dec-11	4,594,490	222,916	4.8518
Mar-12	4,610,865	221,042	4.7939
Jun-12	4,629,108	224,052	4.8401
Sep-12	4,651,442	223,960	4.8149
Dec-12	4,675,208	222,450	4.7581
Mar-13	4,697,973	222,957	4.7458
Jun-13	4,718,845	222,583	4.7169
Sep-13	4,742,656	225,160	4.7476
Dec-13	4,764,810	225,752	4.7379
Mar-14	4,789,804	232,012	4.8439
Jun-14	4,816,930	236,589	4.9116
Sep-14	4,844,202	237,672	4.9063
Dec-14	4,879,547	242,924	4.9784
Mar-15	4,914,315	242,487	4.9343
Jun-15	4,937,789	244,498	4.9516
Sep-15	4,968,606	250,558	5.0428
Dec-15	5,003,606	256,459	5.1255
Mar-16	5,037,271	261,181	5.1850
Jun-16	5,089,226	268,617	5.2782

(6) RATE OF CHANGE IN PAID CLAIM COSTS FOR ANY 12 MONTH INTERVAL ON THE EXPONENTIAL CURVE OF BEST FIT:

6-points	5.8%
9-points	3.6%
12-points	3.6%
15-points	3.0%
24-points	1.1%

(A) AVERAGE PAID CLAIM FREQUENCY PER 100 CARS.

H-458A

NORTH CAROLINA
TREND SUMMARY
DATA ENDED JUNE 2016

ALL CARRIERS

\$50 DEDUCTIBLE COLLISION

COST	STRAIGHT LINE		
	END POINT	MID POINT	EXPONENTIAL
15 points	4.3%	4.7%	4.8%
12 points	4.1%	4.4%	4.5%
9 points	3.3%	3.4%	3.5%
6 points	0.3%	0.3%	0.3%

FREQ	STRAIGHT LINE		
	END POINT	MID POINT	EXPONENTIAL
24 points	-0.2%	-0.2%	-0.2%
15 points	0.8%	0.9%	0.9%
12 points	-0.6%	-0.6%	-0.5%
9 points	-2.9%	-2.8%	-2.8%
6 points	-0.1%	-0.1%	-0.1%

\$100 DEDUCTIBLE COLLISION

COST	STRAIGHT LINE		
	END POINT	MID POINT	EXPONENTIAL
15 points	4.2%	4.6%	4.7%
12 points	4.6%	5.0%	5.1%
9 points	4.7%	4.9%	5.0%
6 points	6.1%	6.4%	6.5%

FREQ	STRAIGHT LINE		
	END POINT	MID POINT	EXPONENTIAL
24 points	1.3%	1.4%	1.4%
15 points	2.1%	2.2%	2.2%
12 points	2.4%	2.5%	2.5%
9 points	2.2%	2.2%	2.2%
6 points	4.8%	5.0%	5.1%

\$200 DEDUCTIBLE COLLISION

COST	STRAIGHT LINE		
	END POINT	MID POINT	EXPONENTIAL
15 points	2.8%	2.9%	3.0%
12 points	2.6%	2.7%	2.8%
9 points	2.4%	2.5%	2.5%
6 points	2.0%	2.0%	2.1%

FREQ	STRAIGHT LINE		
	END POINT	MID POINT	EXPONENTIAL
24 points	0.8%	0.8%	0.8%
15 points	1.1%	1.1%	1.1%
12 points	1.0%	1.0%	1.0%
9 points	1.2%	1.2%	1.2%
6 points	1.9%	2.0%	2.0%

NORTH CAROLINA
TREND SUMMARY
DATA ENDED JUNE 2016

ALL CARRIERS

\$250 DEDUCTIBLE COLLISION

COST	STRAIGHT LINE		EXPONENTIAL
	END POINT	MID POINT	
15 points	3.0%	3.1%	3.2%
12 points	3.0%	3.1%	3.1%
9 points	4.0%	4.2%	4.3%
6 points	5.4%	5.6%	5.8%

FREQ	STRAIGHT LINE		EXPONENTIAL
	END POINT	MID POINT	
24 points	0.2%	0.2%	0.2%
15 points	1.8%	1.9%	1.9%
12 points	2.5%	2.6%	2.6%
9 points	2.7%	2.8%	2.8%
6 points	4.6%	4.7%	4.9%

\$500 DEDUCTIBLE COLLISION

COST	STRAIGHT LINE		EXPONENTIAL
	END POINT	MID POINT	
15 points	2.0%	2.1%	2.1%
12 points	1.9%	2.0%	2.0%
9 points	2.8%	2.8%	2.9%
6 points	2.9%	2.9%	3.0%

FREQ	STRAIGHT LINE		EXPONENTIAL
	END POINT	MID POINT	
24 points	1.8%	1.9%	1.9%
15 points	3.8%	4.1%	4.1%
12 points	4.3%	4.6%	4.6%
9 points	4.3%	4.6%	4.6%
6 points	6.4%	6.7%	6.9%

\$1,000 DEDUCTIBLE COLLISION

COST	STRAIGHT LINE		EXPONENTIAL
	END POINT	MID POINT	
15 points	1.6%	1.6%	1.6%
12 points	1.8%	1.9%	1.9%
9 points	2.6%	2.7%	2.7%
6 points	2.8%	2.9%	2.9%

FREQ	STRAIGHT LINE		EXPONENTIAL
	END POINT	MID POINT	
24 points	3.3%	3.6%	3.6%
15 points	5.5%	6.2%	6.3%
12 points	5.7%	6.2%	6.4%
9 points	5.7%	6.1%	6.3%
6 points	5.8%	6.0%	6.1%

NORTH CAROLINA
CORRELATION COEFFICIENTS
DATA ENDED JUNE 2016

ALL CARRIERS

\$50 DEDUCTIBLE COLLISION

COST	STRAIGHT LINE	EXPONENTIAL
15 points	0.95	0.95
12 points	0.91	0.91
9 points	0.78	0.78
6 points	0.09	0.09

FREQ	STRAIGHT LINE	EXPONENTIAL
24 points	-0.14	-0.14
15 points	0.31	0.32
12 points	-0.19	-0.18
9 points	-0.76	-0.76
6 points	-0.03	-0.03

\$100 DEDUCTIBLE COLLISION

COST	STRAIGHT LINE	EXPONENTIAL
15 points	0.98	0.99
12 points	0.99	0.99
9 points	0.97	0.97
6 points	0.99	0.99

FREQ	STRAIGHT LINE	EXPONENTIAL
24 points	0.86	0.87
15 points	0.90	0.90
12 points	0.88	0.88
9 points	0.76	0.76
6 points	0.98	0.98

\$200 DEDUCTIBLE COLLISION

COST	STRAIGHT LINE	EXPONENTIAL
15 points	0.88	0.87
12 points	0.86	0.86
9 points	0.77	0.77
6 points	0.50	0.51

FREQ	STRAIGHT LINE	EXPONENTIAL
24 points	0.80	0.80
15 points	0.85	0.85
12 points	0.74	0.74
9 points	0.74	0.74
6 points	0.85	0.85

NORTH CAROLINA
CORRELATION COEFFICIENTS
DATA ENDED JUNE 2016

ALL CARRIERS

\$250 DEDUCTIBLE COLLISION

COST	STRAIGHT LINE	EXPONENTIAL
15 points	0.96	0.96
12 points	0.93	0.93
9 points	0.96	0.96
6 points	0.98	0.98

FREQ	STRAIGHT LINE	EXPONENTIAL
24 points	0.15	0.14
15 points	0.87	0.87
12 points	0.93	0.93
9 points	0.90	0.90
6 points	0.99	0.99

\$500 DEDUCTIBLE COLLISION

COST	STRAIGHT LINE	EXPONENTIAL
15 points	0.92	0.92
12 points	0.91	0.91
9 points	0.98	0.98
6 points	0.94	0.94

FREQ	STRAIGHT LINE	EXPONENTIAL
24 points	0.80	0.80
15 points	0.97	0.97
12 points	0.97	0.97
9 points	0.94	0.95
6 points	0.99	0.99

\$1,000 DEDUCTIBLE COLLISION

COST	STRAIGHT LINE	EXPONENTIAL
15 points	0.90	0.90
12 points	0.87	0.87
9 points	0.93	0.93
6 points	0.85	0.85

FREQ	STRAIGHT LINE	EXPONENTIAL
24 points	0.90	0.90
15 points	0.99	0.99
12 points	0.99	0.99
9 points	0.98	0.98
6 points	0.99	0.99

NORTH CAROLINA

PRIVATE PASSENGER LIABILITY INSURANCE
UNINSURED MOTORISTS BODILY INJURY
CLAIM COST TREND

<u>(1)</u> <u>Accident</u> <u>Year Ended</u>	<u>(2)</u> <u>Basic Limit</u> <u>Losses (A)(B)</u>	<u>(3)</u> <u>Incurred</u> <u>Claims</u>	<u>(4)</u> <u>UMBI Claim Cost</u> <u>(2) / (3)</u>
12/31/2004	42,778,272	6,000	7,129.71
12/31/2005	44,547,774	6,030	7,387.69
12/31/2006	47,836,857	6,322	7,566.73
12/31/2007	49,254,345	6,152	8,006.23
12/31/2008	43,869,258	5,691	7,708.53
12/31/2009	45,292,472	6,120	7,400.73
12/31/2010	42,265,450	5,688	7,430.63
12/31/2011	40,275,644	5,322	7,567.76
12/31/2012	41,691,758	5,501	7,578.94
12/31/2013	40,083,803	5,127	7,818.18
12/31/2014	38,227,096	4,975	7,683.84
12/31/2015	43,147,858	5,424	7,954.99

Annual Rates of Change based on the Exponential Curve of Best Fit:

4 points	1.3%
6 points	1.2%
9 points	0.2%
12 points	0.5%

(A) Includes all loss adjustment expense and loss development for voluntary and ceded business combined.

(B) 30/60 limit.

NORTH CAROLINA

PRIVATE PASSENGER LIABILITY INSURANCE
UNINSURED MOTORISTS PROPERTY DAMAGE
CLAIM COST TREND

<u>(1)</u> <u>Accident</u> <u>Year Ended</u>	<u>(2)</u> <u>Basic Limit</u> <u>Losses (A)(B)</u>	<u>(3)</u> <u>Incurred</u> <u>Claims</u>	<u>(4)</u> <u>UMPD Claim Cost</u> <u>(2) / (3)</u>
12/31/2004	11,770,124	9,004	1,307.21
12/31/2005	12,272,584	8,982	1,366.35
12/31/2006	11,956,645	8,591	1,391.76
12/31/2007	11,181,655	8,294	1,348.16
12/31/2008	10,419,619	7,581	1,374.44
12/31/2009	9,079,850	7,310	1,242.11
12/31/2010	8,608,289	7,005	1,228.88
12/31/2011	8,907,834	6,838	1,302.70
12/31/2012	8,936,756	7,246	1,233.34
12/31/2013	9,924,306	7,033	1,411.11
12/31/2014	10,225,146	6,862	1,490.11
12/31/2015	12,142,626	7,737	1,569.42

Annual Rates of Change based on the Exponential Curve of Best Fit:

4 points	8.1%
6 points	5.2%
9 points	1.9%
12 points	0.8%

(A) Includes all loss adjustment expense and loss development for voluntary and ceded business combined.

(B) \$25,000 limit.

NORTH CAROLINA
PRIVATE PASSENGER LIABILITY INSURANCE
UNINSURED MOTORISTS BODILY INJURY
CLAIM FREQUENCY TREND

(1) Accident Year Ended	(2) Exposures(A)	(3) Incurred Claims(A)	(4) UM Claim Freq (3) / (2)
12/31/2004	5,684,371	6,000	0.1056
12/31/2005	5,825,678	6,030	0.1035
12/31/2006	5,992,062	6,322	0.1055
12/31/2007	6,108,993	6,152	0.1007
12/31/2008	6,013,381	5,691	0.0946
12/31/2009	6,321,674	6,120	0.0968
12/31/2010	6,258,119	5,688	0.0909
12/31/2011	6,253,049	5,322	0.0851
12/31/2012	6,396,922	5,501	0.0860
12/31/2013	6,238,914	5,127	0.0822
12/31/2014	6,041,597	4,975	0.0823
12/31/2015	6,092,601	5,424	0.0890

Annual Rates of Change based on the Exponential Curve of Best Fit:

4 points	1.0%
6 points	-0.7%
9 points	-2.1%
12 points	-2.4%

(A) Voluntary and ceded business combined.

NORTH CAROLINA

PRIVATE PASSENGER LIABILITY INSURANCE
UNINSURED MOTORISTS PROPERTY DAMAGE
CLAIM FREQUENCY TREND

(1) Accident Year Ended	(2) Exposures(A)	(3) Incurred Claims(A)	(4) UM Claim Freq (3) / (2)
12/31/2004	5,684,371	9,004	0.1584
12/31/2005	5,825,678	8,982	0.1542
12/31/2006	5,992,062	8,591	0.1434
12/31/2007	6,108,993	8,294	0.1358
12/31/2008	6,013,381	7,581	0.1261
12/31/2009	6,321,674	7,310	0.1156
12/31/2010	6,258,119	7,005	0.1119
12/31/2011	6,253,049	6,838	0.1094
12/31/2012	6,396,922	7,246	0.1133
12/31/2013	6,238,914	7,033	0.1127
12/31/2014	6,041,597	6,862	0.1136
12/31/2015	6,092,601	7,737	0.1270

Annual Rates of Change based on the Exponential Curve of Best Fit:

4 points	3.6%
6 points	2.1%
9 points	-1.0%
12 points	-2.8%

(A) Voluntary and ceded business combined.

NORTH CAROLINA
PRIVATE PASSENGER LIABILITY INSURANCE
UNDERINSURED MOTORISTS
CLAIM COST TREND

(1) <u>Accident Year Ended</u>	(2) <u>Total Limit Losses (A)</u>	(3) <u>Incurred Claims</u>	(4) <u>UIM Claim Cost (2) / (3)</u>
12/31/2004	70,217,763	1,420	49,449.13
12/31/2005	65,680,685	1,254	52,376.94
12/31/2006	77,354,916	1,528	50,624.95
12/31/2007	84,263,823	1,584	53,196.86
12/31/2008	72,663,277	1,478	49,163.25
12/31/2009	81,994,812	1,681	48,777.40
12/31/2010	78,995,166	1,598	49,433.77
12/31/2011	82,032,981	1,625	50,481.83
12/31/2012	73,963,910	1,536	48,153.59
12/31/2013	84,097,450	1,645	51,123.07
12/31/2014	72,527,847	1,542	47,034.92
12/31/2015	80,994,462	1,723	47,007.81

Annual Rates of Change based on the Exponential Curve of Best Fit:

4 points	-1.5%
6 points	-1.1%
9 points	-0.9%
12 points	-0.6%

(A) Includes all loss adjustment expense and loss development for voluntary and ceded business combined.

NORTH CAROLINA

PRIVATE PASSENGER LIABILITY INSURANCE
 UNDERINSURED MOTORISTS
 CLAIM FREQUENCY TREND

<u>(1)</u> <u>Accident</u> <u>Year Ended</u>	<u>(2)</u> <u>Incurred</u> <u>Claims(A)</u>	<u>(3)</u> <u>Exposures</u>	<u>(4)</u> <u>UIM Claim Freq</u> <u>(2)/(3)*100</u>
12/31/2004	1,420	3,691,621	0.0385
12/31/2005	1,254	3,845,345	0.0326
12/31/2006	1,528	4,124,137	0.0371
12/31/2007	1,584	4,478,381	0.0354
12/31/2008	1,478	4,396,521	0.0336
12/31/2009	1,681	4,614,618	0.0364
12/31/2010	1,598	4,644,504	0.0344
12/31/2011	1,625	4,779,500	0.0340
12/31/2012	1,536	4,926,951	0.0312
12/31/2013	1,645	4,839,404	0.0340
12/31/2014	1,542	4,686,349	0.0329
12/31/2015	1,723	4,725,912	0.0365

Annual Rates of Change based on the Exponential Curve of Best Fit:

4 points	4.5%
6 points	0.8%
9 points	-0.3%
12 points	-0.6%

(A) Voluntary and ceded business combined.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF TREND FOR EXPENSES

	<u>ALL ITEMS CPI INDEX</u>	<u>ALL ITEMS - LESS ENERGY CPI INDEX</u>	<u>COMPENSATION COST INDEX</u>
Oct-12	231.3	231.2	
Nov-12	230.2	231.2	116.5
Dec-12	229.6	231.0	
Jan-13	230.3	231.7	
Feb-13	232.2	232.4	117.3
Mar-13	232.8	232.9	
Apr-13	232.5	233.1	
May-13	232.9	233.3	119.2
Jun-13	233.5	233.5	
Jul-13	233.6	233.6	
Aug-13	233.9	234.1	120.5
Sep-13	234.1	234.5	
Oct-13	233.5	234.9	
Nov-13	233.1	234.9	120.9
Dec-13	233.0	234.8	
Jan-14	233.9	235.2	
Feb-14	234.8	235.9	121.5
Mar-14	236.3	236.8	
Apr-14	237.1	237.4	
May-14	237.9	238.0	122.6
Jun-14	238.3	238.1	
Jul-14	238.3	238.2	
Aug-13	237.9	238.5	122.2
Sep-14	238.0	239.0	
Oct-14	237.4	239.6	
Nov-14	236.2	239.5	122.6
Dec-14	234.8	239.2	
Jan-15	233.7	239.7	
Feb-15	234.7	240.4	123.7
Mar-15	236.1	241.1	
Apr-15	236.6	241.8	
May-15	237.8	242.0	124.7
Jun-15	238.6	242.3	
Jul-15	238.7	242.4	
Aug-15	238.3	242.7	125.0
Sep-15	237.9	243.5	
Oct-15	237.8	244.1	
Nov-15	237.3	244.0	126.1
Dec-15	236.5	243.7	
Jan-16	236.9	244.5	
Feb-16	237.1	245.5	126.9
Mar-16	238.1	245.9	
Apr-16	239.3	246.5	
May-16	240.2	246.9	128.2
Jun-16	241.0	247.1	
Jul-16	240.6	247.0	
Aug-16	240.8	247.5	129.5
Sep-16	241.4	247.9	

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
DETERMINATION OF TREND FOR EXPENSES

	<u>All Items (A)</u>	<u>All Items - Less Energy (B)</u>	<u>CCI (C)</u>	<u>Combined (D)</u>
(1) Annual Change in indices based on exponential curve of best fit for the latest 48 points (or 16 quarters)	0.97%	1.86%	2.52%	1.97%
(2) Annual Change in indices based on exponential curve of best fit for the latest 36 points (or 12 quarters)	0.80%	1.91%	2.41%	1.88%
(3) Annual Change in indices based on exponential curve of best fit for the latest 24 points (or 8 quarters)	1.17%	1.95%	3.01%	2.29%
(4) Annual Change in indices based on exponential curve of best fit for the latest 12 points (or 4 quarters)	2.32%	1.97%	3.67%	2.91%
(5) Average Annual Index (E)				
Year Ended 3/31/2014	233.76	234.55	120.53	
Year Ended 9/30/2014	236.01	236.81	121.80	
Year Ended 3/31/2015	236.70	239.06	122.78	
Year Ended 9/30/2015	236.73	241.18	124.00	
Year Ended 3/31/2016	237.63	243.53	125.68	
Year Ended 9/30/2016	238.92	245.88	127.68	
(6) Current Cost Factor (Index Value Divided by Average Annual Index)				
Year Ended 3/31/2014	1.03	1.06	1.07	1.06
Year Ended 9/30/2014	1.02	1.05	1.06	1.05
Year Ended 3/31/2015	1.02	1.04	1.05	1.04
Year Ended 9/30/2015	1.02	1.03	1.04	1.03
Year Ended 3/31/2016	1.02	1.02	1.03	1.03
Year Ended 9/30/2016	1.01	1.01	1.01	1.01

Notes: (A) All items CPI index (urban). Source: Bureau of Labor Statistics.

(B) All items less energy CPI index (urban). Source: Bureau of Labor Statistics.

(C) Total Compensation Cost Index - Insurance Carriers, Agent Brokers, and Service.
Source: Bureau of Labor Statistics.

(D) Weighted Average determined as .25 (All items) + .25 (All items - Less Energy) + .50 (CCI).

(E) Average year ended index for period shown.

NORTH CAROLINA

EXTERNAL EXPENSE TREND SUMMARY

AVERAGE ANNUAL RATES OF CHANGE
DATA ENDED SEPTEMBER 2016

ALL ITEMS CONSUMER PRICE INDEX

	STRAIGHT LINE		<u>EXPONENTIAL</u>
	<u>END POINT</u>	<u>MID POINT</u>	
48 points	0.94%	0.96%	0.97%
36 points	0.78%	0.79%	0.80%
24 points	1.15%	1.17%	1.17%
12 points	2.27%	2.30%	2.32%

ALL ITEMS - LESS ENERGY CONSUMER PRICE INDEX

	STRAIGHT LINE		<u>EXPONENTIAL</u>
	<u>END POINT</u>	<u>MID POINT</u>	
48 points	1.81%	1.84%	1.86%
36 points	1.88%	1.90%	1.91%
24 points	1.92%	1.94%	1.95%
12 points	1.93%	1.95%	1.97%

COMPENSATION COST INDEX

	STRAIGHT LINE		<u>EXPONENTIAL</u>
	<u>END POINT</u>	<u>MID POINT</u>	
16 points	2.38%	2.49%	2.52%
12 points	2.31%	2.39%	2.41%
8 points	2.90%	2.97%	3.01%
4 points	3.55%	3.60%	3.67%

NORTH CAROLINA

EXTERNAL EXPENSE TREND SUMMARY
CORRELATION COEFFICIENTS
DATA ENDED SEPTEMBER 2016

ALL ITEMS CONSUMER PRICE INDEX

	STRAIGHT LINE	EXPONENTIAL
48 points	0.88	0.88
36 points	0.74	0.74
24 points	0.80	0.80
12 points	0.91	0.91

ALL ITEMS - LESS ENERGY CONSUMER PRICE INDEX

	STRAIGHT LINE	EXPONENTIAL
48 points	1.00	1.00
36 points	1.00	1.00
24 points	0.99	0.99
12 points	0.97	0.97

COMPENSATION COST INDEX

	STRAIGHT LINE	EXPONENTIAL
16 points	0.99	0.99
12 points	0.98	0.98
8 points	0.99	0.99
4 points	0.99	0.99

Countrywide External Expense Trend

	Consumer Price Index(a)	Compensation Cost Index(b)		Consumer Price Index(a)	Compensation Cost Index(b)
1/11	220.2		1/14	233.9	
2/11	221.3	113.7	2/14	234.8	121.5
3/11	223.5		3/14	236.3	
4/11	224.9		4/14	237.1	
5/11	226.0	114.8	5/14	237.9	122.6
6/11	225.7		6/14	238.3	
7/11	225.9		7/14	238.3	
8/11	226.5	114.9	8/14	237.9	122.2
9/11	226.9		9/14	238.0	
10/11	226.4		10/14	237.4	
11/11	226.2	115.2	11/14	236.2	122.6
12/11	225.7		12/14	234.8	
1/12	226.7		1/15	233.7	
2/12	227.7	115.3	2/15	234.7	123.7
3/12	229.4		3/15	236.1	
4/12	230.1		4/15	236.6	
5/12	229.8	116.3	5/15	237.8	124.7
6/12	229.5		6/15	238.6	
7/12	229.1		7/15	238.7	
8/12	230.4	117.3	8/15	238.3	125.0
9/12	231.4		9/15	237.9	
10/12	231.3		10/15	237.8	
11/12	230.2	116.5	11/15	237.3	126.1
12/12	229.6		12/15	236.5	
1/13	230.3		1/16	236.9	
2/13	232.2	117.3	2/16	237.1	126.9
3/13	232.8		3/16	238.1	
4/13	232.5		4/16	239.3	
5/13	232.9	119.2	5/16	240.2	128.2
6/13	233.5		6/16	241.0	
7/13	233.6		7/16	240.6	
8/13	233.9	120.5	8/16	240.8	129.5
9/13	234.1		9/16	241.4	
10/13	233.5				
11/13	233.1	120.9			
12/13	233.0				

(a) Consumer Price Index for all items, all urban consumers.
Source: Bureau of Labor Statistics.

(b) Total Compensation Cost Index - Insurance Carriers, Agents Brokers, and Service.
Source: Bureau of Labor Statistics.

The data collected under the North Carolina Rate Bureau Special Call for Expense Experience for the latest five years is shown on pages H-499-502.

See the attached Exhibit (4)(d), Section D of RB-1 and the pre-filed testimony of J. Smollik and C. Modlin.

CPI GASOLINE INDEX
ANNUAL PERCENT CHANGE

<u>Quarter</u>	(1) <u>Index</u>	(2) <u>Annual Percentage Change</u>
2006:4	1.937	-6.4%
2007:1	2.022	1.1%
2007:2	2.555	4.8%
2007:3	2.423	0.0%
2007:4	2.519	30.0%
2008:1	2.646	30.8%
2008:2	3.189	24.8%
2008:3	3.275	35.1%
2008:4	1.989	-21.0%
2009:1	1.628	-38.5%
2009:2	1.987	-37.7%
2009:3	2.212	-32.4%
2009:4	2.235	12.4%
2010:1	2.328	43.0%
2010:2	2.415	21.6%
2010:3	2.337	5.6%
2010:4	2.464	10.2%
2011:1	2.795	20.1%
2011:2	3.266	35.2%
2011:3	3.110	33.1%
2011:4	2.897	17.6%
2012:1	3.085	10.4%
2012:2	3.210	-1.7%
2012:3	3.141	1.0%
2012:4	3.022	4.3%
2013:1	3.071	-0.5%
2013:2	3.101	-3.4%
2013:3	3.085	-1.8%
2013:4	2.846	-5.8%
2014:1	2.936	-4.4%
2014:2	3.170	2.2%
2014:3	3.028	-1.9%
2014:4	2.501	-12.1%
2015:1	1.985	-32.4%
2015:2	2.326	-26.6%
2015:3	2.272	-25.0%
2015:4	1.898	-24.1%
2016:1	1.655	-16.6%
2016:2	1.968	-15.4%
2016:3	1.928	-15.1%

NORTH CAROLINA
PERSONAL AUTO INSURANCE
RETAIL PRICES OF MOTOR FUEL*

<u>Date</u>	<u>Regular Gasoline</u>	<u>Midgrade Gasoline</u>	<u>Premium Gasoline</u>
Jan-12	3.400	3.543	3.687
Feb-12	3.624	3.765	3.909
Mar-12	3.786	3.926	4.072
Apr-12	3.856	4.000	4.146
May-12	3.568	3.722	3.869
Jun-12	3.316	3.475	3.627
Jul-12	3.301	3.451	3.611
Aug-12	3.628	3.788	3.947
Sep-12	3.777	3.942	4.099
Oct-12	3.625	3.790	3.962
Nov-12	3.328	3.503	3.684
Dec-12	3.270	3.438	3.613
Jan-13	3.366	3.531	3.704
Feb-13	3.647	3.815	3.994
Mar-13	3.682	3.863	4.049
Apr-13	3.482	3.667	3.854
May-13	3.420	3.611	3.805
Jun-13	3.430	3.624	3.820
Jul-13	3.467	3.663	3.859
Aug-13	3.466	3.662	3.862
Sep-13	3.412	3.618	3.815
Oct-13	3.266	3.466	3.660
Nov-13	3.233	3.431	3.629
Dec-13	3.296	3.493	3.695
Jan-14	3.314	3.517	3.730
Feb-14	3.312	3.519	3.734
Mar-14	3.439	3.641	3.861
Apr-14	3.621	3.826	4.041
May-14	3.625	3.837	4.058
Jun-14	3.576	3.788	4.009
Jul-14	3.508	3.725	3.946
Aug-14	3.364	3.588	3.807
Sep-14	3.304	3.524	3.748
Oct-14	3.108	3.338	3.561
Nov-14	2.832	3.056	3.286
Dec-14	2.519	2.749	2.981
Jan-15	2.115	2.345	2.583
Feb-15	2.150	2.367	2.602
Mar-15	2.328	2.538	2.783
Apr-15	2.359	2.583	2.821
May-15	2.539	2.756	2.995
Jun-15	2.647	2.855	3.096
Jul-15	2.593	2.815	3.055
Aug-15	2.385	2.630	2.883
Sep-15	2.151	2.402	2.674
Oct-15	2.119	2.368	2.643
Nov-15	2.068	2.320	2.597
Dec-15	1.968	2.235	2.511
Jan-16	1.871	2.145	2.421
Feb-16	1.710	1.990	2.266
Mar-16	1.887	2.152	2.428
Apr-16	2.017	2.280	2.554
May-16	2.178	2.448	2.726
Jun-16	2.235	2.501	2.791
Jul-16	2.095	2.374	2.673
Aug-16	2.050	2.342	2.633
Sep-16	2.150	2.431	2.732
Oct-16	2.199	2.484	2.774

* Data shown is for the LOWER ATLANTIC REGION
Source: U.S. Energy Information Administration, Conventional Areas

Monthly Gasoline Sales (in thousands of gallons/day)
 Source: U.S. Energy Information Administration
 Total Gasoline - All Sales/Deliveries by Prime Suppliers

		Average Daily Gasoline Sales for <u>North Carolina</u>	% change from month <u>one year prior</u>	Year Ending Average Daily Gasoline Sales for <u>North Carolina</u>	% change from one <u>year prior</u>
Jan	2009	10,342.5	-3.4%	11,010.3	-4.5%
Feb	2009	11,296.3	0.2%	11,012.4	-4.3%
Mar	2009	11,024.8	-0.3%	11,009.3	-3.7%
Apr	2009	11,623.0	3.3%	11,040.1	-3.3%
May	2009	11,366.9	1.0%	11,049.2	-2.9%
Jun	2009	11,861.1	6.4%	11,108.7	-1.9%
Jul	2009	11,567.5	4.4%	11,149.3	-1.2%
Aug	2009	11,503.2	2.9%	11,176.4	-0.4%
Sep	2009	11,236.0	12.5%	11,280.6	1.7%
Oct	2009	11,014.5	-4.8%	11,234.2	1.4%
Nov	2009	10,754.7	-1.3%	11,222.6	1.7%
Dec	2009	10,947.4	-1.2%	11,211.5	1.5%
Jan	2010	9,982.5	-3.5%	11,181.5	1.6%
Feb	2010	10,718.4	-5.1%	11,133.3	1.1%
Mar	2010	11,125.0	0.9%	11,141.7	1.2%
Apr	2010	11,561.2	-0.5%	11,136.5	0.9%
May	2010	11,719.8	3.1%	11,165.9	1.1%
Jun	2010	11,720.3	-1.2%	11,154.2	0.4%
Jul	2010	11,858.9	2.5%	11,178.5	0.3%
Aug	2010	11,813.8	2.7%	11,204.4	0.3%
Sep	2010	11,615.8	3.4%	11,236.0	-0.4%
Oct	2010	11,420.2	3.7%	11,269.8	0.3%
Nov	2010	11,371.1	5.7%	11,321.2	0.9%
Dec	2010	11,317.4	3.4%	11,352.0	1.3%
Jan	2011	10,215.5	2.3%	11,371.5	1.7%
Feb	2011	11,069.1	3.3%	11,400.7	2.4%
Mar	2011	10,883.8	-2.2%	11,380.6	2.1%
Apr	2011	11,142.4	-3.6%	11,345.7	1.9%
May	2011	11,266.1	-3.9%	11,307.9	1.3%
Jun	2011	11,411.1	-2.6%	11,282.1	1.1%
Jul	2011	11,021.5	-7.1%	11,212.3	0.3%
Aug	2011	11,427.5	-3.3%	11,180.1	-0.2%
Sep	2011	11,195.7	-3.6%	11,145.1	-0.8%
Oct	2011	11,197.0	-2.0%	11,126.5	-1.3%
Nov	2011	11,207.4	-1.4%	11,112.9	-1.8%
Dec	2011	11,180.8	-1.2%	11,101.5	-2.2%
Jan	2012	9,913.7	-3.0%	11,076.3	-2.6%
Feb	2012	10,767.2	-2.7%	11,051.2	-3.1%
Mar	2012	10,829.7	-0.5%	11,046.7	-2.9%
Apr	2012	10,960.1	-1.6%	11,031.5	-2.8%
May	2012	11,251.0	-0.1%	11,030.2	-2.5%
Jun	2012	11,288.2	-1.1%	11,020.0	-2.3%
Jul	2012	10,857.4	-1.5%	11,006.3	-1.8%
Aug	2012	11,305.5	-1.1%	10,996.1	-1.6%
Sep	2012	10,946.4	-2.2%	10,975.4	-1.5%
Oct	2012	11,474.5	2.5%	10,998.5	-1.2%
Nov	2012	11,148.8	-0.5%	10,993.6	-1.1%

Monthly Gasoline Sales (in thousands of gallons/day)
Source: U.S. Energy Information Administration
Total Gasoline - All Sales/Deliveries by Prime Suppliers

		Average Daily Gasoline Sales for <u>North Carolina</u>	% change from month <u>one year prior</u>	Year Ending Average Daily Gasoline Sales for <u>North Carolina</u>	% change from one <u>year prior</u>
Dec	2012	10,632.8	-4.9%	10,947.9	-1.4%
Jan	2013	10,420.4	5.1%	10,990.2	-0.8%
Feb	2013	10,813.1	0.4%	10,994.0	-0.5%
Mar	2013	11,100.5	2.5%	11,016.6	-0.3%
Apr	2013	11,018.6	0.5%	11,021.4	-0.1%
May	2013	11,359.6	1.0%	11,030.5	0.0%
Jun	2013	10,953.6	-3.0%	11,002.6	-0.2%
Jul	2013	10,912.9	0.5%	11,007.2	0.0%
Aug	2013	11,301.4	0.0%	11,006.9	0.1%
Sep	2013	11,089.4	1.3%	11,018.8	0.4%
Oct	2013	11,147.5	-2.8%	10,991.6	-0.1%
Nov	2013	11,215.2	0.6%	10,997.1	0.0%
Dec	2013	10,821.9	1.8%	11,012.8	0.6%
Jan	2014	10,186.9	-2.2%	10,993.4	0.0%
Feb	2014	10,375.8	-4.0%	10,956.9	-0.3%
Mar	2014	11,011.4	-0.8%	10,949.5	-0.6%
Apr	2014	11,179.0	1.5%	10,962.9	-0.5%
May	2014	11,634.7	2.4%	10,985.8	-0.4%
Jun	2014	11,435.0	4.4%	11,025.9	0.2%
Jul	2014	11,551.4	5.9%	11,079.1	0.7%
Aug	2014	11,481.9	1.6%	11,094.2	0.8%
Sep	2014	11,154.1	0.6%	11,099.6	0.7%
Oct	2014	11,900.8	6.8%	11,162.3	1.6%
Nov	2014	11,288.8	0.7%	11,168.5	1.6%
Dec	2014	11,371.8	5.1%	11,214.3	1.8%
Jan	2015	10,608.7	4.1%	11,249.5	2.3%
Feb	2015	10,820.5	4.3%	11,286.5	3.0%
Mar	2015	11,339.7	3.0%	11,313.9	3.3%
Apr	2015	11,808.3	5.6%	11,366.3	3.7%
May	2015	12,129.0	4.2%	11,407.5	3.8%
Jun	2015	12,284.0	7.4%	11,478.3	4.1%
Jul	2015	12,246.1	6.0%	11,536.1	4.1%
Aug	2015	12,011.0	4.6%	11,580.2	4.4%
Sep	2015	11,844.4	6.2%	11,637.8	4.8%
Oct	2015	11,887.4	-0.1%	11,636.6	4.2%
Nov	2015	11,666.8	3.3%	11,668.1	4.5%
Dec	2015	11,553.4	1.6%	11,683.3	4.2%
Jan	2016	10,819.9	2.0%	11,700.9	4.0%
Feb	2016	11,710.8	8.2%	11,775.1	4.3%
Mar	2016	12,061.1	6.4%	11,835.2	4.6%
Apr	2016	12,190.1	3.2%	11,867.0	4.4%
May	2016	12,151.1	0.2%	11,868.8	4.0%
Jun	2016	12,603.9	2.6%	11,895.5	3.6%
Jul	2016	12,462.7	1.8%	11,913.6	3.3%
Aug	2016	12,564.5	4.6%	11,959.7	3.3%
Sep	2016	11,953.1	0.9%	11,968.7	2.8%

MILES DRIVEN AND GASOLINE CONSUMPTION - U.S. TOTAL

	Miles Driven (billions of miles)	Year ending Miles Driven (billions of miles)	% Change from Year Prior	Average Gasoline Consumption* (million gallons/day)	Year ending Avg. Gasoline Consumption* (million gallons/day)	% Change from Year Prior
1/10	223.0	2,975.8	1.8%	335.3	362.2	0.0%
2/10	212.8	2,969.4	1.5%	351.8	361.9	0.2%
3/10	253.9	2,974.2	1.7%	362.7	362.5	0.5%
4/10	256.6	2,977.9	1.6%	371.5	362.9	0.8%
5/10	259.0	2,976.5	1.5%	372.0	363.1	0.8%
6/10	262.9	2,978.9	1.3%	379.9	363.3	0.6%
7/10	268.5	2,979.6	0.9%	380.7	363.7	0.4%
8/10	267.6	2,984.2	0.9%	379.1	364.3	0.5%
9/10	247.9	2,988.0	0.7%	369.4	364.7	0.3%
10/10	260.0	2,993.4	0.8%	362.1	364.8	0.5%
11/10	243.1	2,997.3	0.7%	357.9	365.3	0.7%
12/10	243.1	2,998.4	0.6%	359.6	365.2	0.7%
1/11	221.3	2,996.7	0.7%	333.3	365.0	0.8%
2/11	212.2	2,996.1	0.9%	347.3	364.6	0.8%
3/11	249.1	2,991.3	0.6%	352.6	363.8	0.4%
4/11	248.2	2,982.9	0.2%	353.2	362.3	-0.2%
5/11	252.7	2,976.6	0.0%	353.2	360.7	-0.7%
6/11	256.5	2,970.2	-0.3%	363.3	359.3	-1.1%
7/11	259.1	2,960.8	-0.6%	359.2	357.5	-1.7%
8/11	259.4	2,952.6	-1.1%	370.1	356.8	-2.1%
9/11	240.7	2,945.4	-1.4%	359.6	356.0	-2.4%
10/11	250.7	2,936.1	-1.9%	355.4	355.4	-2.6%
11/11	237.2	2,930.2	-2.2%	355.1	355.2	-2.8%
12/11	243.6	2,930.7	-2.3%	356.7	354.9	-2.8%
1/12	225.7	2,935.1	-2.1%	326.2	354.3	-2.9%
2/12	217.7	2,940.6	-1.9%	343.5	354.0	-2.9%
3/12	252.5	2,944.0	-1.6%	344.3	353.3	-2.9%
4/12	248.3	2,944.1	-1.3%	346.1	352.7	-2.6%
5/12	259.9	2,951.3	-0.8%	354.0	352.8	-2.2%
6/12	259.0	2,953.8	-0.6%	362.3	352.7	-1.8%
7/12	259.4	2,954.1	-0.2%	353.5	352.2	-1.5%
8/12	263.6	2,958.3	0.2%	360.9	351.5	-1.5%
9/12	238.0	2,955.6	0.3%	341.1	349.9	-1.7%
10/12	252.9	2,957.8	0.7%	351.4	349.6	-1.6%
11/12	239.8	2,960.4	1.0%	344.2	348.7	-1.8%
12/12	237.6	2,954.4	0.8%	339.4	347.2	-2.2%
1/13	226.7	2,955.4	0.7%	332.8	347.8	-1.8%
2/13	214.5	2,952.2	0.4%	341.5	347.6	-1.8%
3/13	248.6	2,948.3	0.1%	345.9	347.8	-1.6%
4/13	250.1	2,950.1	0.2%	351.7	348.2	-1.3%

Source: U. S. Department of Transportation, Federal Highway Administration
U. S. Energy Information Administration

* All Sales/Deliveries by Prime Suppliers

MILES DRIVEN AND GASOLINE CONSUMPTION - U.S. TOTAL

	Miles Driven (billions of miles)	Year ending Miles Driven (billions of miles)	% Change from Year Prior	Average Gasoline Consumption* (million gallons/day)	Year ending Avg. Gasoline Consumption* (million gallons/day)	% Change from Year Prior
5/13	261.8	2,952.0	0.0%	357.6	348.5	-1.2%
6/13	258.0	2,951.0	-0.1%	359.5	348.3	-1.3%
7/13	262.8	2,954.4	0.0%	356.0	348.5	-1.1%
8/13	266.7	2,957.5	0.0%	360.6	348.5	-0.9%
9/13	241.0	2,960.5	0.2%	344.8	348.8	-0.3%
10/13	257.6	2,965.2	0.3%	347.9	348.5	-0.3%
11/13	238.5	2,963.9	0.1%	345.4	348.6	0.0%
12/13	239.5	2,965.8	0.4%	339.8	348.6	0.4%
1/14	226.4	2,965.5	0.3%	322.5	347.8	0.0%
2/14	215.2	2,966.2	0.5%	335.0	347.2	-0.1%
3/14	252.1	2,969.7	0.7%	340.4	346.8	-0.3%
4/14	257.9	2,977.5	0.9%	346.4	346.3	-0.5%
5/14	268.1	2,983.8	1.1%	354.7	346.1	-0.7%
6/14	264.9	2,990.7	1.3%	353.3	345.6	-0.8%
7/14	272.3	3,000.2	1.6%	356.1	345.6	-0.8%
8/14	271.0	3,004.5	1.6%	355.0	345.1	-1.0%
9/14	249.1	3,012.6	1.8%	345.8	345.2	-1.0%
10/14	267.2	3,022.2	1.9%	355.0	345.8	-0.8%
11/14	242.8	3,026.5	2.1%	347.2	345.9	-0.8%
12/14	253.6	3,040.6	2.5%	348.0	346.6	-0.6%
1/15	235.9	3,050.1	2.9%	336.5	347.8	0.0%
2/15	219.8	3,054.7	3.0%	350.7	349.1	0.5%
3/15	260.4	3,063.0	3.1%	353.3	350.2	1.0%
4/15	265.9	3,071.0	3.1%	364.0	351.6	1.5%
5/15	273.9	3,076.8	3.1%	363.2	352.3	1.8%
6/15	273.7	3,085.6	3.2%	373.6	354.0	2.5%
7/15	281.8	3,095.1	3.2%	374.6	355.6	2.9%
8/15	275.6	3,099.7	3.2%	371.2	356.9	3.4%
9/15	258.0	3,108.6	3.2%	365.6	358.6	3.9%
10/15	271.7	3,113.1	3.0%	364.1	359.3	3.9%
11/15	251.4	3,121.7	3.1%	357.8	360.2	4.1%
12/15	262.4	3,130.5	3.0%	357.5	361.0	4.2%
1/16	240.5	3,135.1	2.8%	342.2	361.5	3.9%
2/16	232.1	3,147.4	3.0%	360.5	362.3	3.8%
3/16	273.2	3,160.2	3.2%	366.8	363.4	3.8%
4/16	272.6	3,166.9	3.1%	370.8	364.0	3.5%
5/16	279.4	3,172.4	3.1%	374.0	364.9	3.6%
6/16	282.3	3,181.0	3.1%	389.7	366.2	3.4%
7/16	287.4	3,186.6	3.0%	385.2	367.1	3.2%
8/16	284.9	3,195.9	3.1%	384.7	368.2	3.2%

Source: U. S. Department of Transportation, Federal Highway Administration
U. S. Energy Information Administration

* All Sales/Deliveries by Prime Suppliers

COMPONENTS OF THE CPI INDEX
MONTHLY PERCENT CHANGES

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
	CPI-U:	CPI-U:	CPI-U:	CPI-U:	Weekly	CPI-U:	PPI:	PPI:
Month	All Items	Med. Care	Phys. Serv.	Hospital & Other Related Services	Income	Auto Bodywork	All Items	Metal/MPR
10/2012	0.0%	0.1%	-0.1%	0.3%	0.1%	0.1%	-0.4%	-0.7%
11/2012	-0.5%	0.1%	0.0%	0.7%	0.6%	0.2%	-0.8%	0.0%
12/2012	-0.3%	0.0%	-0.1%	0.3%	0.2%	0.4%	-0.1%	0.6%
1/2013	0.3%	0.5%	0.4%	0.6%	0.0%	0.1%	0.5%	-0.3%
2/2013	0.8%	0.6%	0.3%	1.4%	0.8%	0.2%	0.9%	-0.1%
3/2013	0.3%	0.2%	0.1%	0.2%	0.1%	0.2%	-0.1%	-0.1%
4/2013	-0.1%	-0.1%	0.3%	-0.7%	-0.2%	0.3%	-0.2%	-0.6%
5/2013	0.2%	-0.2%	0.0%	-0.2%	0.1%	0.1%	0.3%	-1.2%
6/2013	0.2%	0.3%	0.5%	0.4%	0.3%	0.0%	0.1%	-0.3%
7/2013	0.0%	0.1%	-0.1%	0.2%	-0.4%	0.3%	0.0%	-0.2%
8/2013	0.1%	0.5%	0.0%	1.4%	0.7%	0.1%	-0.1%	0.6%
9/2013	0.1%	0.3%	0.1%	0.6%	-0.1%	0.8%	-0.1%	-0.3%
10/2013	-0.3%	0.0%	0.1%	-0.1%	0.2%	0.1%	-0.7%	0.0%
11/2013	-0.2%	-0.1%	0.1%	-0.1%	0.5%	-0.1%	-0.6%	0.4%
12/2013	0.0%	-0.2%	0.3%	0.1%	-0.3%	0.1%	0.3%	0.4%
1/2014	0.4%	0.6%	0.1%	1.0%	0.5%	0.4%	1.0%	0.8%
2/2014	0.4%	0.7%	0.0%	1.4%	-0.1%	0.9%	0.9%	-0.2%
3/2014	0.6%	0.1%	0.1%	0.5%	0.8%	0.2%	0.6%	-0.4%
4/2014	0.3%	0.2%	0.3%	0.2%	0.1%	0.2%	0.6%	0.4%
5/2014	0.3%	0.2%	0.3%	0.0%	0.2%	0.1%	-0.1%	0.1%
6/2014	0.2%	0.1%	-0.1%	0.0%	0.2%	0.2%	0.1%	-0.1%
7/2014	0.0%	0.1%	-0.1%	0.3%	0.1%	-0.2%	-0.1%	0.6%
8/2014	-0.2%	0.0%	0.4%	-0.3%	0.6%	0.1%	-0.5%	0.2%
9/2014	0.1%	0.2%	0.0%	0.3%	-0.3%	-0.1%	-0.2%	0.2%
10/2014	-0.3%	0.1%	0.0%	0.3%	0.4%	0.0%	-1.4%	-1.0%
11/2014	-0.5%	0.3%	0.3%	0.3%	0.2%	0.1%	-1.2%	-0.7%
12/2014	-0.6%	0.3%	0.2%	0.3%	0.0%	0.3%	-1.8%	-0.4%
1/2015	-0.5%	0.3%	0.3%	0.6%	0.0%	0.2%	-2.8%	-0.6%
2/2015	0.4%	0.4%	-0.4%	0.6%	0.3%	-0.3%	-0.5%	-2.1%
3/2015	0.6%	0.3%	0.6%	0.4%	0.0%	0.1%	0.2%	-0.7%
4/2015	0.2%	0.6%	0.4%	1.3%	-0.2%	0.3%	-0.3%	-0.6%
5/2015	0.5%	0.1%	0.0%	0.2%	0.3%	0.2%	1.3%	-0.1%
6/2015	0.4%	-0.2%	0.4%	-0.9%	0.3%	-0.1%	0.7%	-0.3%
7/2015	0.0%	0.1%	0.2%	0.0%	0.2%	0.2%	-0.5%	-1.3%
8/2015	-0.1%	-0.1%	-0.3%	-0.2%	0.3%	-0.3%	-1.0%	-1.5%
9/2015	-0.2%	0.2%	0.2%	0.3%	0.1%	0.0%	-1.5%	-0.6%
10/2015	0.0%	0.6%	-0.1%	1.8%	0.4%	0.9%	-0.8%	-1.3%
11/2015	-0.2%	0.3%	1.1%	-0.1%	0.1%	0.1%	-1.0%	-1.7%
12/2015	-0.3%	-0.1%	-0.1%	-0.1%	0.4%	0.0%	-1.2%	-1.0%
1/2016	0.2%	0.7%	0.2%	0.9%	0.0%	0.1%	-0.5%	-0.4%
2/2016	0.1%	0.9%	0.3%	1.2%	0.1%	0.4%	-0.7%	0.2%
3/2016	0.4%	0.1%	0.2%	-0.2%	-0.1%	0.4%	0.4%	1.0%
4/2016	0.5%	0.3%	0.1%	0.2%	0.3%	0.1%	0.6%	1.3%
5/2016	0.4%	0.3%	0.9%	0.3%	0.1%	0.2%	1.1%	1.3%
6/2016	0.3%	0.2%	0.4%	-0.1%	0.2%	0.1%	1.1%	-0.2%
7/2016	-0.2%	0.5%	0.6%	0.3%	0.6%	0.4%	-0.1%	1.0%
8/2016	0.1%	0.9%	0.5%	1.2%	-0.2%	0.0%	-0.6%	0.2%
9/2016	0.2%	0.2%	0.0%	0.1%	0.3%	-0.4%	0.4%	-0.6%

COMPONENTS OF THE CPI INDEX
ANNUAL PERCENT CHANGES

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
	CPI-U:	CPI-U:	CPI-U:	CPI-U:	Weekly	CPI-U:	PPI:	PPI:
Month	All Items	Med. Care	Phys. Serv.	Hospital & Other Related Services	Income	Auto Bodywork	All Items	Metal/MPR
10/2012	2.2%	3.7%	2.4%	4.2%	1.0%	1.9%	1.2%	-3.4%
11/2012	1.8%	3.4%	2.3%	4.2%	1.4%	2.0%	0.2%	-2.9%
12/2012	1.7%	3.2%	2.0%	4.6%	1.6%	2.3%	0.9%	-2.2%
1/2013	1.6%	3.1%	2.2%	4.4%	1.3%	2.2%	0.9%	-3.1%
2/2013	2.0%	3.1%	2.5%	5.0%	2.3%	2.2%	1.3%	-3.9%
3/2013	1.5%	3.1%	2.5%	5.2%	2.2%	2.1%	-0.1%	-4.0%
4/2013	1.1%	2.7%	2.7%	4.0%	1.7%	2.3%	-0.1%	-4.2%
5/2013	1.4%	2.2%	2.4%	3.6%	2.2%	2.3%	1.1%	-4.6%
6/2013	1.8%	2.1%	2.2%	3.4%	2.0%	2.0%	2.3%	-3.1%
7/2013	2.0%	1.9%	1.7%	3.2%	1.4%	2.2%	2.1%	-2.0%
8/2013	1.5%	2.3%	1.5%	5.2%	2.4%	2.2%	0.7%	-1.5%
9/2013	1.2%	2.4%	1.2%	5.4%	2.2%	2.7%	-0.2%	-2.7%
10/2013	1.0%	2.3%	1.4%	4.9%	2.3%	2.7%	-0.5%	-2.0%
11/2013	1.2%	2.2%	1.5%	4.1%	2.3%	2.4%	-0.3%	-1.6%
12/2013	1.5%	2.0%	1.9%	3.9%	1.7%	2.1%	0.1%	-1.7%
1/2014	1.6%	2.1%	1.6%	4.4%	2.2%	2.5%	0.6%	-0.6%
2/2014	1.1%	2.3%	1.3%	4.4%	1.2%	3.1%	0.7%	-0.7%
3/2014	1.5%	2.2%	1.4%	4.7%	2.0%	3.2%	1.5%	-0.9%
4/2014	2.0%	2.4%	1.4%	5.5%	2.3%	3.1%	2.4%	0.0%
5/2014	2.1%	2.8%	1.7%	5.8%	2.4%	3.1%	1.9%	1.4%
6/2014	2.1%	2.6%	1.1%	5.4%	2.3%	3.3%	2.0%	1.6%
7/2014	2.0%	2.6%	1.1%	5.5%	2.9%	2.7%	1.8%	2.4%
8/2014	1.7%	2.1%	1.5%	3.8%	2.8%	2.7%	1.4%	2.0%
9/2014	1.7%	2.0%	1.4%	3.5%	2.6%	1.8%	1.2%	2.5%
10/2014	1.7%	2.1%	1.3%	3.9%	2.8%	1.6%	0.5%	1.5%
11/2014	1.3%	2.5%	1.5%	4.3%	2.5%	1.9%	0.0%	0.3%
12/2014	0.8%	3.0%	1.5%	4.5%	2.8%	2.1%	-2.1%	-0.5%
1/2015	-0.1%	2.6%	1.7%	4.1%	2.4%	1.9%	-5.8%	-1.9%
2/2015	0.0%	2.3%	1.2%	3.3%	2.8%	0.6%	-7.1%	-3.8%
3/2015	-0.1%	2.5%	1.7%	3.1%	2.0%	0.5%	-7.5%	-4.1%
4/2015	-0.2%	2.9%	1.9%	4.3%	1.7%	0.7%	-8.4%	-5.0%
5/2015	0.0%	2.8%	1.6%	4.5%	1.8%	0.8%	-7.0%	-5.2%
6/2015	0.1%	2.5%	2.1%	3.5%	1.9%	0.5%	-6.5%	-5.4%
7/2015	0.2%	2.5%	2.5%	3.2%	2.0%	1.0%	-6.8%	-7.3%
8/2015	0.2%	2.5%	1.8%	3.3%	1.7%	0.6%	-7.3%	-8.8%
9/2015	0.0%	2.5%	2.0%	3.3%	2.2%	0.7%	-8.4%	-9.5%
10/2015	0.2%	3.0%	1.9%	4.9%	2.2%	1.7%	-7.9%	-9.8%
11/2015	0.5%	2.9%	2.7%	4.4%	2.1%	1.7%	-7.7%	-10.6%
12/2015	0.7%	2.6%	2.4%	4.0%	2.5%	1.5%	-7.1%	-11.2%
1/2016	1.4%	3.0%	2.3%	4.3%	2.1%	1.4%	-4.9%	-11.0%
2/2016	1.0%	3.5%	3.0%	4.9%	2.3%	2.1%	-5.1%	-8.9%
3/2016	0.9%	3.3%	2.5%	4.3%	2.3%	2.4%	-4.9%	-7.4%
4/2016	1.1%	3.0%	2.1%	3.1%	2.3%	2.2%	-4.0%	-5.6%
5/2016	1.0%	3.1%	3.0%	3.3%	2.1%	2.2%	-4.2%	-4.2%
6/2016	1.0%	3.5%	3.0%	4.1%	2.1%	2.4%	-3.8%	-4.0%
7/2016	0.8%	3.9%	3.4%	4.4%	2.4%	2.5%	-3.4%	-1.7%
8/2016	1.1%	4.9%	4.3%	5.8%	2.1%	2.8%	-3.0%	-0.1%
9/2016	1.5%	4.9%	4.1%	5.6%	1.9%	2.4%	-1.1%	0.0%

CPI INDEX ALL ITEMS (URBAN) - LESS ENERGY
ANNUAL PERCENT CHANGE

	(1)	(2)		(1)	(2)
		Annual			Annual
<u>Month</u>	<u>Index</u>	<u>Percentage</u>	<u>Month</u>	<u>Index</u>	<u>Percentage</u>
		<u>Change</u>			<u>Change</u>
9/2010	2.210	0.9%	9/2013	2.345	1.7%
10/2010	2.212	0.7%	10/2013	2.349	1.6%
11/2010	2.212	0.9%	11/2013	2.349	1.6%
12/2010	2.210	0.9%	12/2013	2.348	1.6%
1/2011	2.217	1.1%	1/2014	2.352	1.5%
2/2011	2.225	1.3%	2/2014	2.359	1.5%
3/2011	2.233	1.4%	3/2014	2.368	1.7%
4/2011	2.238	1.6%	4/2014	2.374	1.8%
5/2011	2.243	1.8%	5/2014	2.380	2.0%
6/2011	2.246	2.0%	6/2014	2.381	2.0%
7/2011	2.250	2.1%	7/2014	2.382	2.0%
8/2011	2.258	2.3%	8/2014	2.385	1.9%
9/2011	2.263	2.4%	9/2014	2.390	1.9%
10/2011	2.268	2.5%	10/2014	2.396	2.0%
11/2011	2.268	2.5%	11/2014	2.395	1.9%
12/2011	2.268	2.6%	12/2014	2.392	1.9%
1/2012	2.274	2.6%	1/2015	2.397	1.9%
2/2012	2.279	2.4%	2/2015	2.404	1.9%
3/2012	2.287	2.4%	3/2015	2.411	1.8%
4/2012	2.293	2.4%	4/2015	2.418	1.8%
5/2012	2.295	2.3%	5/2015	2.420	1.7%
6/2012	2.298	2.3%	6/2015	2.423	1.8%
7/2012	2.298	2.1%	7/2015	2.424	1.8%
8/2012	2.301	1.9%	8/2015	2.427	1.8%
9/2012	2.307	1.9%	9/2015	2.435	1.9%
10/2012	2.312	1.9%	10/2015	2.441	1.9%
11/2012	2.312	1.9%	11/2015	2.440	1.9%
12/2012	2.310	1.9%	12/2015	2.437	1.9%
1/2013	2.317	1.9%	1/2016	2.445	2.0%
2/2013	2.324	1.9%	2/2016	2.455	2.1%
3/2013	2.329	1.8%	3/2016	2.459	2.0%
4/2013	2.331	1.7%	4/2016	2.465	2.0%
5/2013	2.333	1.6%	5/2016	2.469	2.0%
6/2013	2.335	1.6%	6/2016	2.471	2.0%
7/2013	2.336	1.7%	7/2016	2.470	1.9%
8/2013	2.341	1.7%	8/2016	2.475	2.0%
			9/2016	2.479	1.8%

STATISTICAL DATA TO COMPLY WITH NORTH CAROLINA
REQUIREMENTS FOR A PRIVATE PASSENGER RATE FILING
AS PER 11 NCAC 10.1104

5. CHANGES IN PREMIUM BASE RESULTING FROM RATING EXPOSURE TRENDS

(a) Exposure distributions by policy term:

<u>Year Ended</u>	<u>6 Month</u>	<u>12 Month</u>
12/2010	84%	16%
12/2011	83	17
12/2012	83	17
12/2013	82	18
12/2014	82	18
12/2015	82	18

These exposure distributions are the best estimates of the corresponding premium distributions.

The distribution for the most recent year is the best estimate of the distribution during the time the proposed rates will be in effect.

- (b) Calculation of model year trend factors is shown on page H-489. This calculation is based on a comparison of the average model year relativity for the period for which the proposed rates will be in effect and the average model year relativity underlying the calculation of the premium at present rates. The model year trend factors are 1.067 for Comprehensive and 1.129 for Collision.

Calculation of symbol trend factors is shown on page H-494. Symbol trend factors are derived using the average symbol factors for the most recent experience year and projections of the average symbol relativity during the prospective period in which the proposed rates are to be in effect. The trend period is the midpoint of the latest experience year to the average date of earning under the proposed rates (3.04 years). The symbol trend factors are 1.081 for Comprehensive and 1.036 for Collision.

The application of the model year and symbol trend factors is shown and described on page C-7 and C-8.

No premium trend is applicable to the liability coverages.

See also pre-filed testimony of J. Smollik and C. Modlin.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE

MODEL YEAR PREMIUM TREND

IMPORTANCE OF
APPLICATION

Due to model year rating, the experience-based premium required per exposure must reflect the increased revenue that will be generated by the introduction of newer model year cars during the period in which the filed rates will be effective. In doing so, this reflection of model year trend reduces rate level indications.

The change in average model year relativity is due to two factors: the shift in the distribution to more recent model years as new models are introduced, and changes in the age distribution from the experience period to the prospective period.

MODEL YEAR
RATING
PROGRAM

Under the model year rating program, the base model year is assigned a "model year relativity" of 1.00. Older model years are assigned lower relativities. Model years that are newer than the base are assigned relativities that increase each prospective year. The rate for a given model year is the rate for the current base model year times the appropriate relativity.

MODEL YEAR
TREND
METHODOLOGY

In determining model year trend we project the average model year relativity expected to result in the prospective rating period if the current base model year and relativity structure remain in effect. To make this projection, we incorporate the anticipated changes in the model year vehicle distribution. Anticipated changes in the model year vehicle distribution are important because the model year rating program provides for an increase in the relativity for prospective model years.

The average relativities for the latest experience year are a weighted average of the model year relativities based on the latest vehicle age distribution. The base model year relativity of 1.00 is applied to the base year distribution, and relativities for older model years are applied to the corresponding age distributions for older cars.

Model year trend factors are calculated separately for Comprehensive and Collision.

The model year trend factor is calculated as the ratio of two average statewide model year relativities:

$$A \div B, \text{ where}$$

A = The average relativity for the period during which policies will be written at the prospective rates, and

B = The average relativity underlying the latest experience indexed to the present base model year.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE

MODEL YEAR PREMIUM TREND

MODEL YEAR
TREND
CALCULATIONS

The model year trend calculation is shown on page H-489. The calculation of the average model year relativity indexed to the current base model year is shown on Line (1). This calculation utilizes the North Carolina age distribution underlying the most recent year of experience. In doing so, the base model year relativity of 1.00 is applied to the base model year distribution and relativities for older model years are applied to the corresponding age distributions for older cars based on the most recent distribution.

Lines (2) and (3) show projected average model year relativities for the two model year periods which straddle the prospective period, based on anticipated model year distributions and using October 1 as the beginning of each new model year.

Line (4) shows the number of months from the effective date to the beginning of the next model year period.

Line (5) shows the calculation of the average model year relativity for the prospective period. This is accomplished by interpolating between Lines (2) and (3), with Line (2) weighted on the number of months from the effective date to the following October 1, and Line (3) weighted on the remaining months to one year past the effective date:

$$[(2) \times (4) + (3) \times (12.0 - (4))] \div 12$$

Line (6) is the model year trend factor, which is determined by dividing Line (5), the average model year relativity for the period during which policies will be written at prospective rates, by Line (1), the average model year relativity underlying the most recent experience, indexed to the current base model year.

AGE
DISTRIBUTION

Age distributions for any given year are impacted by the auto sales for current and prior model years. As auto sales vary from year to year due to changes in the economy, the age distribution will also vary from year to year. Thus, in order to determine the appropriate model year trend, the effect on average model year relativities due to changes in the age distribution from the experience period to the prospective period must be reflected.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE

MODEL YEAR PREMIUM TREND

AGE
DISTRIBUTION
(Continued)

The average model year relativity for the base model year of 2016 is based on the year-ended 12/31/2015 model year distribution, re-indexed to the base model year. The average model year relativities for the period in which the revised rates will be in use are based on the age distributions for that period (the projected year-ended 12/31/2017 distribution is used for the average model year relativity after the introduction of 2017 models, and the projected year-ended 12/31/2018 distribution is used for the average model year relativity after the introduction of 2018 models).

Projected age distributions were determined by applying historical auto sales indices obtained from the U.S. Bureau of Economic Analysis (BEA) and projections based on these indices by Moody's Analytics to determine estimated age percentages for new model years (Ages 1 and 2). Estimates for Age 3 and over were determined by applying the historical North Carolina average age retention factors for prior model year distributions to estimate the changes in contribution to the total as the model year ages.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
FOR 2016 BASE
CALCULATION OF MODEL YEAR RELATIVITY
BEFORE OCTOBER 1, 2016

Automobile Model Year	Comprehensive		Collision	
	Exposure Distribution	Model Year Relativity	Exposure Distribution	Model Year Relativity
2016	0.054	1.000	0.055	1.000
2015	0.068	0.970	0.071	0.930
2014	0.072	0.930	0.076	0.870
2013	0.066	0.890	0.070	0.810
2012	0.060	0.860	0.064	0.750
2011	0.054	0.820	0.057	0.700
2010	0.043	0.780	0.046	0.660
2009	0.064	0.740	0.067	0.610
2008	0.070	0.710	0.074	0.570
2007 & PRIOR	0.449	0.650	0.420	0.470
(1) Average		0.764		0.643

AFTER OCTOBER 1, 2016 (INTRODUCTION OF 2017 MODEL)

Automobile Model Year	Comprehensive		Collision	
	Exposure Distribution	Model Year Relativity	Exposure Distribution	Model Year Relativity
2017	0.050	1.030	0.051	1.070
2016	0.063	1.000	0.066	1.000
2015	0.071	0.970	0.075	0.930
2014	0.072	0.930	0.076	0.870
2013	0.074	0.890	0.079	0.810
2012	0.067	0.860	0.071	0.750
2011	0.061	0.820	0.064	0.700
2010	0.053	0.780	0.056	0.660
2009	0.040	0.740	0.042	0.610
2008	0.058	0.710	0.060	0.570
2007 & PRIOR	0.391	0.650	0.360	0.470
(2) Average		0.790		0.684

AFTER OCTOBER 1, 2017 (INTRODUCTION OF 2018 MODEL)

Automobile Model Year	Comprehensive		Collision	
	Exposure Distribution	Model Year Relativity	Exposure Distribution	Model Year Relativity
2018	0.049	1.050	0.050	1.110
2017	0.062	1.030	0.065	1.070
2016	0.066	1.000	0.069	1.000
2015	0.072	0.970	0.076	0.930
2014	0.073	0.930	0.078	0.870
2013	0.074	0.890	0.078	0.810
2012	0.068	0.860	0.072	0.750
2011	0.058	0.820	0.062	0.700
2010	0.050	0.780	0.053	0.660
2009	0.038	0.740	0.039	0.610
2008	0.053	0.710	0.055	0.570
2007 & PRIOR	0.337	0.650	0.303	0.470
(3) Average		0.815		0.726

(4) Number of months from effective date to 10/1/2017: 0

(5) Average relativity based on an effective date of 10/1/2017:

Comp: $(0.79 \times (4) + 0.815 \times (12 - (4))) / 12 = 0.815$

Coll: $(0.684 \times (4) + 0.726 \times (12 - (4))) / 12 = 0.726$

(6) Model year trend factor:

Comp: $(5) / 0.764 = 1.067$

Coll: $(5) / 0.643 = 1.129$

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
CURRENT AND PROJECTED AGE DISTRIBUTIONS

COMPREHENSIVE

<u>AGE</u>	<u>12/2015</u> <u>Current</u>	<u>12/2016</u> <u>(Projected)</u>	<u>12/2017</u> <u>(Projected)</u>	<u>12/2018</u> <u>(Projected)</u>	<u>12/2019</u> <u>(Projected)</u>
1	5.4%	5.1%	5.0%	4.9%	4.9%
2	6.8%	6.8%	6.3%	6.2%	6.2%
3	7.2%	7.2%	7.1%	6.6%	6.5%
4	6.6%	7.3%	7.2%	7.2%	6.7%
5	6.0%	6.8%	7.4%	7.3%	7.4%
6	5.4%	6.0%	6.7%	7.4%	7.3%
7	4.3%	5.5%	6.1%	6.8%	7.5%
8	6.4%	4.2%	5.3%	5.8%	6.6%
9	7.0%	6.1%	4.0%	5.0%	5.6%
10	6.5%	6.7%	5.8%	3.8%	4.8%
11	6.2%	6.1%	6.2%	5.3%	3.5%
12	5.8%	5.7%	5.5%	5.7%	4.9%
13	5.0%	5.3%	5.2%	5.0%	5.2%
14	4.2%	4.5%	4.7%	4.6%	4.5%
15+	17.2%	16.7%	17.5%	18.4%	18.4%
Total	100.0%	100.0%	100.0%	100.0%	100.0%

COMPREHENSIVE

<u>AGE</u>	<u>12/2015</u> <u>Current</u>	<u>12/2016</u> <u>(Projected)</u>	<u>12/2017</u> <u>(Projected)</u>	<u>12/2018</u> <u>(Projected)</u>	<u>12/2019</u> <u>(Projected)</u>
1	5.5%	5.2%	5.1%	5.0%	5.0%
2	7.1%	7.1%	6.6%	6.5%	6.4%
3	7.6%	7.5%	7.5%	6.9%	6.9%
4	7.0%	7.8%	7.6%	7.6%	7.1%
5	6.4%	7.2%	7.9%	7.8%	7.8%
6	5.7%	6.4%	7.1%	7.8%	7.8%
7	4.6%	5.8%	6.4%	7.2%	8.0%
8	6.7%	4.4%	5.6%	6.2%	7.0%
9	7.4%	6.4%	4.2%	5.3%	5.9%
10	6.7%	7.0%	6.0%	3.9%	5.0%
11	6.4%	6.2%	6.4%	5.5%	3.6%
12	5.9%	5.8%	5.6%	5.7%	5.0%
13	4.9%	5.2%	5.1%	5.0%	5.1%
14	4.1%	4.3%	4.5%	4.5%	4.4%
15+	14.0%	13.7%	14.4%	15.1%	15.0%
Total	100.0%	100.0%	100.0%	100.0%	100.0%

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE

SYMBOL PREMIUM TREND

IMPORTANCE OF
APPLICATION

As newer, higher-valued cars are introduced, there is an increase in overall premium revenue due to the physical damage symbol rating procedure. In order to reflect the revenue impact of the higher average value of cars during the prospective period, the methodology includes a revised symbol trend procedure. The effect of this procedure is to reduce the indicated rates for the physical damage coverages.

The change in average symbol relativities is due to two factors: increases in the average price of insured automobiles with the introduction of each new model year of automobiles, and changes in average symbol relativities due to changes in the age distribution from the experience period to the prospective period. Thus, symbol trend is necessary to reflect the additional revenue generated by the shift in the exposure distribution as new, higher-priced models are introduced.

SYMBOL RATING
PROGRAM

Under the symbol rating program, with each new model year, each model that car manufacturers produce is assigned a symbol that is initially based on the manufacturers' suggested retail price of the vehicle and popular options. The vehicle series rating program then adjusts these initial symbols on a balanced basis to reflect the loss experience associated with vehicles of the same model (or a comparable model) for earlier years. Each symbol is assigned a symbol rating relativity. The present "base" symbol, with a relativity of 1.00, is defined as vehicles with a price between \$14,001 and \$15,000.

SYMBOL TREND
METHODOLOGY

In determining symbol trend we project the premium required per exposure that will result in the prospective rating period if the current symbol relativity structure remains in effect. To make this projection, we first determine the premium required per exposure during the experience period, and then project this provision to the prospective period based on anticipated changes in the vehicle symbol distribution.

Symbol trend factors are calculated separately for Comprehensive and Collision. This factor is reflected in the projected premium required per exposure for each of these coverages, thereby reducing the indicated rate level change.

The symbol trend factor is calculated as the ratio of two average symbol relativities:

$$G \div A, \text{ where}$$

G = The average relativity for the period during which policies will be written at the prospective rate, and

A = The average relativity underlying the experience period.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE

SYMBOL PREMIUM TREND

SYMBOL TREND
CALCULATIONS

Page H-494 contains the symbol trend calculation. Line A shows the average symbol relativities for year-ended 6/30/2015, the midpoint of the latest year of experience in this review. These relativities are based on written exposure distributions for year-ended 12/31/2015 and are used to approximate the average symbol relativities for the latest experience year.

The average symbol relativities by year-ended quarter from 9/30/2017 to 12/31/2019 are shown on Line B, for use in projection to the proposed projection date. Each of the year-ended symbol relativities for Comprehensive and Collision are based on the average price new and projected age distributions for that year. Average price new is based on quarterly data obtained from the U.S. Bureau of Economic Analysis (BEA) for points through year-ended 6/30/2016 and projections based on forecasts for economic variables provided by ISO. The relativities for average price new by year-ended quarter are derived from the North Carolina-specific symbol relativities shown on pages H-495-496.

Page H-490 displays the exposure distributions by age for Comprehensive and Collision utilized to calculate the average symbol relativities for each year ended quarter in Lines A and B. Projected age distributions for 12/2016 through 12/2019 were determined by applying historical auto sales indices obtained from the U.S. Bureau of Economic Analysis (BEA) and projections based on these indices from Moody's Analytics to determine estimated age percentages for new model years (Ages 1 and 2). Estimates for Age 3 and over were determined by applying age retention factors derived from prior North Carolina model year distributions to estimate the changes in contribution to the total as the model year ages.

The average symbol relativities for the experience period (Line A) and the average symbol relativities by year-ended quarter from 09/30/2017 to 12/31/2019 (Line B) were calculated by weighting the average symbol relativities for each year ended quarter on the exposure distribution by age, with Age 1 weight applied to the year-ended quarter, n ; Age 2 weight applied to year-ended quarter, $n-1$; Age 3 weight applied to year-ended quarter, $n-2$; etc., where, n = the year-ended quarter for which the average symbol relativity is being calculated.

Average symbol relativities calculated by the above procedure for a given year-ended period utilize the age distribution for that year.

The calculation of the average symbol relativities based on the proposed projection date is shown on Lines C through G. Lines E and F show the average relativities, drawn from the average relativities shown on Line B, for the year-ending quarters immediately before and after the prospective rating period. Line G interpolates between these values to estimate the average relativity for the prospective period.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE

SYMBOL PREMIUM TREND

The symbol trend factor is calculated on Line H. The symbol trend factor is determined by dividing Line G (the average symbol relativity at the average date of earning for the policies that will be written using the prospective rates, which is 7/16/2018 in this review) by Line A (the average symbol relativity during the most recent year of experience in this review, year ended 12/31/2015).

Line I calculates the annualized symbol trends for year-ended 12/31/2015. The annualized trend is the symbol trend factor raised to a power equal to the reciprocal of the number of years projection from 6/30/2015 to 7/16/2018, which is $(1 \div 3.04)$ years.

AGE
DISTRIBUTION

Age distributions for any given year are impacted by the auto sales for current and prior model years. As auto sales vary from year to year due to changes in the economy, the age distribution will also vary from year to year. Each model year has an average symbol relativity associated with it, with the average symbol relativity increasing over time as the model years become more current. Thus, in order to determine the appropriate symbol trend, the effects on average symbol relativities due to changes in the age distribution from the experience period to the prospective period are reflected.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
CALCULATION OF SYMBOL TREND FACTORS

A. Average Symbol Relativity of Experience Period:

Year ended	Comp	Coll
06/30/2015	1.920	1.437

B. Summary of Average Symbol Relativities by year-ended quarter for determining symbol trend for the prospective effective date.

Year ended	Comp	Coll
09/30/2017	2.036	1.477
12/31/2017	2.048	1.480
03/31/2018	2.060	1.484
06/30/2018	2.074	1.488
09/30/2018	2.087	1.493
12/31/2018	2.100	1.497
03/31/2019	2.112	1.500
06/30/2019	2.132	1.506
09/30/2019	2.148	1.511
12/31/2019	2.162	1.515

C. Proposed Projection Date: 7/16/2018

D. Number of months to next year ended quarter (in B above): 2.47

E. Average Symbol Relativity as of prior year ended quarter:

Year ended	Comp	Coll
06/30/2018	2.074	1.488

F. Average Symbol Relativity as of next year ended quarter:

Year ended	Comp	Coll
09/30/2018	2.087	1.493

G. Average Symbol Relativity as of Projection Date (Date in C above):

$$(D/3)(E) + ((3-D)/3)(F) = \text{Av. Sym. Rel.}$$

$$\begin{aligned} \text{COMP: } & (2.47 / 3) \quad 2.074 \quad + \quad (0.53 / 3) \quad 2.087 \quad = \quad 2.076 \\ \text{COLL: } & (2.47 / 3) \quad 1.488 \quad + \quad (0.53 / 3) \quad 1.493 \quad = \quad 1.489 \end{aligned}$$

H. Symbol Trend Factors: (G)/(A)

Year-Ended	Comp:	2.076 / 1.920 =	1.081
12/31/2015	Coll:	1.489 / 1.437 =	1.036

I. Annualized Trends:

Year-Ended	Comp:	2.6%
12/31/2015	Coll:	1.2%
(H)^(1 / 3.04)		

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE

Average Price and Selected Relativities for Symbol Definitions

1989 & Prior Model Years				1990 - 2010 Model Years			
<u>Symbol</u>	<u>Average Price</u>	<u>Present Relativity</u>		<u>Symbol</u>	<u>Average Price</u>	<u>Present Relativity</u>	
		<u>Comp</u>	<u>Coll</u>			<u>Comp</u>	<u>Coll</u>
4	3,225	0.28	0.47	1	5,750	0.38	0.58
5	4,350	0.32	0.55	2	7,250	0.53	0.65
6	5,750	0.43	0.60	3	8,500	0.60	0.76
7	7,250	0.52	0.66	4	9,500	0.66	0.82
8	9,000	0.62	0.79	5	10,625	0.75	0.88
10	11,250	0.78	0.91	6	11,875	0.84	0.92
11	13,750	0.95	1.00	7	13,125	0.92	0.96
12	16,250	1.11	1.11	8	14,375	1.00	1.00
13	18,750	1.31	1.19	10	15,625	1.08	1.07
14	22,000	1.54	1.32	11	16,875	1.17	1.12
15	26,000	1.86	1.43	12	18,125	1.28	1.15
16	30,500	2.26	1.57	13	19,375	1.37	1.20
17	36,000	2.71	1.66	14	21,000	1.48	1.27
18	42,500	3.23	1.81	15	23,000	1.63	1.34
19	50,500	3.86	1.91	16	25,000	1.79	1.39
20	60,000	4.58	2.04	17	27,000	1.98	1.44
21	above 65K	6.34	2.32	18	29,000	2.16	1.52
				19	31,500	2.36	1.59
				20	34,500	2.61	1.64
				21	38,000	2.90	1.71
				22	42,500	3.28	1.80
				23	47,500	3.67	1.87
				24	55,000	4.25	1.95
				25	65,000	5.23	2.11
				26	75,000	6.42	2.29
				27	above 80K	(a)	(b)

(a) Add 1.06 to symbol 26 relativity for each \$10,000 or fraction of \$10,000 above \$80,000.

(b) Add 0.10 to symbol 26 relativity for each \$10,000 or fraction of \$10,000 above \$80,000.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE

Average Price and Selected Relativities for Symbol Definitions

2011 & Later Model Years

<u>Symbol</u>	<u>Average Price</u>	<u>Present Relativity</u>		<u>Symbol</u>	<u>Average Price</u>	<u>Present Relativity</u>	
		<u>Comp</u>	<u>Coll</u>			<u>Comp</u>	<u>Coll</u>
01	1,500	0.31	0.44	40	34,500	2.59	1.63
02	4,250	0.41	0.59	41	35,500	2.68	1.65
03	6,750	0.51	0.64	42	36,500	2.76	1.67
04	8,500	0.59	0.75	43	37,500	2.84	1.69
05	9,500	0.66	0.82	44	38,500	2.92	1.70
06	10,500	0.73	0.86	45	39,500	3.00	1.73
07	11,500	0.81	0.90	46	40,625	3.10	1.75
08	12,500	0.87	0.94	47	41,875	3.20	1.77
10	13,500	0.94	0.97	48	43,125	3.30	1.79
11	14,500	1.00	1.00	49	44,375	3.40	1.81
12	15,313	1.05	1.04	50	45,625	3.49	1.83
13	15,938	1.09	1.07	51	46,875	3.59	1.85
14	16,563	1.14	1.10	52	48,125	3.69	1.86
15	17,188	1.19	1.12	53	49,375	3.78	1.88
16	17,813	1.24	1.13	54	51,250	3.93	1.90
17	18,438	1.29	1.15	55	53,750	4.12	1.93
18	19,063	1.34	1.18	56	56,250	4.34	1.96
19	19,688	1.38	1.20	57	58,750	4.58	2.00
20	20,313	1.42	1.23	58	62,500	4.94	2.06
21	20,938	1.47	1.26	59	67,500	5.48	2.14
22	21,563	1.51	1.28	60	72,500	6.07	2.23
23	22,188	1.56	1.30	61	77,500	6.63	2.30
24	22,813	1.60	1.33	62	82,500	7.15	2.35
25	23,438	1.65	1.34	63	87,500	7.68	2.39
26	24,063	1.70	1.36	64	92,500	8.20	2.44
27	24,688	1.75	1.38	65	97,500	8.73	2.49
28	25,313	1.81	1.39	66	105,000	9.52	2.56
29	25,938	1.87	1.41	67	115,000	10.57	2.66
30	26,563	1.92	1.42	68	125,000	11.62	2.76
31	27,188	1.98	1.44	69	135,000	12.67	2.86
32	27,813	2.04	1.47	70	145,000	13.72	2.96
33	28,438	2.10	1.49	71	(a)	14.77	3.06
34	29,063	2.15	1.51	72	(a)	15.82	3.16
35	29,688	2.20	1.53	73	(a)	16.87	3.26
36	30,500	2.26	1.55	74	(a)	17.92	3.36
37	31,500	2.34	1.58	75	(a)	18.97	3.46
38	32,500	2.43	1.60	98	above 150k	(b)	(c)
39	33,500	2.51	1.61				

- (a) These are Rating Symbols only. They have no corresponding price ranges. Vehicles can only be assigned these Rating Symbols via experience-based modification.
- (b) Add 1.05 to symbol 70 relativity for each \$10,000 or fraction of \$10,000 above \$150,000.
- (c) Add 0.10 to symbol 70 relativity for each \$10,000 or fraction of \$10,000 above \$150,000.

STATISTICAL DATA TO COMPLY WITH NORTH CAROLINA
REQUIREMENTS FOR A PRIVATE PASSENGER RATE FILING
AS PER 11 NCAC 10.1104

6. LIMITING FACTOR DEVELOPMENT AND APPLICATION

No limitations were applied.

STATISTICAL DATA TO COMPLY WITH NORTH CAROLINA
REQUIREMENTS FOR A PRIVATE PASSENGER RATE FILING
AS PER 11 NCAC 10.1104

7. OVERHEAD EXPENSE DEVELOPMENT AND APPLICATION OF COMMISSION AND
BROKERAGE, OTHER ACQUISITION EXPENSES, GENERAL EXPENSES, TAXES, LICENSES,
AND FEES

- (a)(b) The derivation of expense factors is shown on the following
pages H-499-502. See also pre-filed testimony of J. Smollik and C. Modlin.
- (c) Pages H-394-406 contain information on expenses for the top 10
writers.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
SUMMARY OF LIABILITY EXPENSE EXPERIENCE - VOLUNTARY AND CEDED BUSINESS

	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>
Premium Written (Manual Level)	\$3,019,520,892	\$3,066,345,679	\$3,121,580,486	\$3,205,243,373	\$3,277,943,698
Premiums Earned (Manual Level)	3,002,962,874	3,037,577,749	3,089,907,988	3,174,775,219	3,240,420,033
Premium Written (Collected Level)	2,568,018,702	2,595,177,122	2,618,262,987	2,674,847,788	2,735,376,008
Premiums Earned (Collected Level)	2,565,670,169	2,584,430,475	2,608,151,046	2,653,139,661	2,707,520,204
Commission & Brokerage	240,084,571	239,994,763	238,832,311	240,892,091	245,314,493
Other Acquisition	239,176,547	242,720,127	248,961,554	253,828,414	264,889,775
General Expenses	181,961,495	182,867,007	189,745,844	188,363,924	192,172,669
Taxes, Licenses, and Fees	62,213,735	59,877,193	60,912,727	53,869,662	61,144,520
Bodily Injury Losses Incurred	1,056,986,888	1,087,381,536	981,374,641	1,017,941,328	1,098,266,379
BI Allocated Loss Adjustment	27,946,720	33,449,796	29,600,480	28,640,305	37,414,522
BI Unallocated Loss Adjustment	136,733,311	142,683,165	136,366,982	140,959,510	151,974,070
Property Damage Losses Incurred	630,731,120	686,767,176	715,390,908	792,420,497	892,841,006
PD Allocated Loss Adjustment	3,061,142	5,822,399	5,098,119	4,238,210	4,901,366
PD Unallocated Loss Adjustment	69,865,137	78,467,874	82,717,589	84,845,302	99,338,306

COMBINED RATIOS

Commission & Brokerage to Written Premium (a)(b)	.093	.092	.091	.090	.090
Other Acquisition to Earned Premium (b)	.093	.094	.095	.096	.098
General Expenses to Earned Premium (b)	.071	.071	.073	.071	.071
Taxes, Licenses, etc. to Written Premium (b)	.024	.023	.023	.020	.022
	<u>BI</u>	<u>PD</u>	<u>BI</u>	<u>PD</u>	<u>BI</u>
Unallocated Loss Adjustment Expenses to Losses + Allocated	.126	.110	.127	.113	.135
			<u>BI</u>	<u>PD</u>	<u>BI</u>
			.135	.115	.135
					<u>PD</u>
					.107
					<u>BI</u>
					.134
					<u>PD</u>
					.111

- Notes:
- (a) Since ceded business has a commission and brokerage provision set at 10%, the provision for voluntary business is found by solving the following expression for X:
.10 (percent ceded written premium) + X (percent voluntary written premium) = overall Commission and Brokerage provision.
- (b) Ratios are to premiums at collected level.

Source: North Carolina Rate Bureau Expense Call

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
SUMMARY OF PHYSICAL DAMAGE EXPENSE EXPERIENCE - STANDARD BUSINESS

	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>
Premium Written (Collected Level)	\$1,154,889,508	\$1,244,234,572	\$1,309,156,267	\$1,353,336,753	\$1,470,562,221
Premium Earned (Collected Level)	1,146,910,922	1,225,022,738	1,289,017,197	1,329,355,898	1,433,680,592
Commission & Brokerage	104,839,014	113,115,492	117,487,797	122,218,851	130,741,386
Other Acquisition	107,102,015	114,358,406	119,325,182	122,215,872	132,814,067
General Expenses	67,428,267	73,244,892	78,304,752	78,464,407	86,194,716
Taxes, Licenses, and Fees	26,493,338	27,826,214	30,078,065	27,553,114	33,873,687
Losses Incurred	902,229,034	745,956,818	754,442,563	819,814,926	874,108,753
All Loss Adjustment Expenses	104,553,038	101,371,155	106,724,539	110,211,229	120,594,281

COMBINED RATIOS

Commission & Brokerage to Written Premium (a)	.091	.091	.090	.090	.089
Other Acquisition to Earned Premium (a)	.093	.093	.093	.092	.093
General Expenses to Earned Premium (a)	.059	.060	.061	.059	.060
Taxes, Licenses, etc. to Written Premium (a)	.023	.022	.023	.020	.023
All Loss Adjustment Expenses to Incurred Losses	.116	.136	.141	.134	.138

Notes:

(a) Ratios are to premiums at collected level.

Source: North Carolina Rate Bureau Expense Call

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
SUMMARY OF PHYSICAL DAMAGE EXPENSE EXPERIENCE - NON-STANDARD BUSINESS

	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>
Premium Written (Collected Level)	\$583,108,476	\$613,270,943	\$680,596,105	\$761,289,128	\$840,447,347
Premium Earned (Collected Level)	570,042,654	592,858,231	661,181,325	737,877,603	816,964,082
Commission & Brokerage	51,601,026	53,730,379	57,457,594	60,167,344	69,910,402
Other Acquisition	41,153,673	47,778,741	55,912,893	65,530,561	74,299,027
General Expenses	39,337,257	40,485,033	44,695,699	48,047,369	54,328,851
Taxes, Licenses, and Fees	13,961,826	14,229,103	15,206,059	14,709,947	18,211,679
Losses Incurred	352,453,838	327,310,669	352,614,873	398,907,500	454,006,775
All Loss Adjustment Expenses	43,589,030	42,255,059	45,533,387	51,168,369	59,523,162

COMBINED RATIOS

Commission & Brokerage to Written Premium (a)	.088	.088	.084	.079	.083
Other Acquisition to Earned Premium (a)	.072	.081	.085	.089	.091
General Expenses to Earned Premium (a)	.069	.068	.068	.065	.067
Taxes, Licenses, etc. to Written Premium (a)	.024	.023	.022	.019	.022
All Loss Adjustment Expenses to Incurred Losses	.124	.129	.129	.128	.131

Notes:

(a) Ratios are to premiums at collected level.

Source: North Carolina Rate Bureau Expense Call

NORTH CAROLINA
MOTORCYCLE INSURANCE
SUMMARY OF LIABILITY EXPENSE EXPERIENCE - VOLUNTARY AND CEDED BUSINESS

<u>Item</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>
Premiums Written at Manual Level	\$37,643,978	\$38,268,316	\$40,069,081	\$39,944,877	\$41,432,275
Premiums Earned at Manual Level	36,769,385	37,224,867	39,042,047	39,348,797	40,345,523
Premiums Written (Collected Lvl)	34,944,354	35,388,769	36,433,306	35,874,883	37,502,864
Premiums Earned (Collected Lvl)	34,436,356	34,958,994	35,879,108	35,866,428	36,917,703
Commission & Brokerage	3,051,549	2,871,956	2,861,105	2,804,396	2,837,910
Other Acquisition	3,442,654	3,427,876	3,722,640	3,783,652	3,829,897
General Expenses	3,091,566	3,029,845	3,215,871	3,012,328	3,250,704
Taxes, Licenses, and Fees	767,088	755,401	787,176	775,242	719,336
Losses Incurred	13,590,343	17,604,662	18,032,442	17,765,947	17,887,781
Allocated Loss Adjustment Exp.	137,379	469,193	870,736	581,885	308,934
Unallocated Loss Adjustment Exp.	1,726,434	2,319,990	2,472,560	2,159,281	2,514,390

COMBINED RATIOS

Commission & Brokerage to Written Premium (a)	.087	.081	.079	.078	.076
Other Acquisition to Earned Premium (a)	.100	.098	.104	.105	.104
General Expenses to Earned Premium (a)	.090	.087	.090	.084	.088
Taxes, Licenses, etc. to Written Premium (a)	.022	.021	.022	.022	.019
Unallocated Loss Adjustment Expenses to Losses + Allocated	.126	.128	.131	.118	.138

Notes:

(a) Ratios are to premiums at collected level.

Source: North Carolina Rate Bureau Expense Call

STATISTICAL DATA TO COMPLY WITH NORTH CAROLINA
REQUIREMENTS FOR A PRIVATE PASSENGER RATE FILING
AS PER 11 NCAC 10.1104

8. PERCENT RATE CHANGE

The overall statewide rate change by coverage is shown on page A-1.

The proposed rate changes are dependent on the actual implementation date of the new rates, because any such change will affect all of the trending periods used in the filing. Any change in the trending periods will affect all of the losses and fixed expenses, and the physical damage premiums, used in the calculation of the rate level indication.

If the effective date were to be changed, advance notice of approximately one hundred five (105) days after the issuing of the Commissioner's Order is required for an orderly implementation of the change in rates. This is the amount of time required to calculate the new rates based on the new effective date, and distribute the necessary information to member companies.

STATISTICAL DATA TO COMPLY WITH NORTH CAROLINA
REQUIREMENTS FOR A PRIVATE PASSENGER RATE FILING
AS PER 11 NCAC 10.1104

9. FINAL PROPOSED RATES

The proposed rates are shown in Section B.

STATISTICAL DATA TO COMPLY WITH NORTH CAROLINA
REQUIREMENTS FOR A PRIVATE PASSENGER RATE FILING
AS PER 11 NCAC 10.1104

10. INVESTMENT EARNINGS, CONSISTING OF INVESTMENT INCOME AND REALIZED PLUS UNREALIZED CAPITAL GAINS, FROM LOSS, LOSS EXPENSE AND UNEARNED PREMIUM RESERVES

See attached Exhibits (10)(a), (b) and (c) and the pre-filed testimony of J. Smollik and D. Appel. The experience provides the best estimate of the future.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
LIABILITY COVERAGES

Exhibit (10)(a)

ESTIMATED INVESTMENT EARNINGS ON UNEARNED PREMIUM RESERVES
AND ON LOSS RESERVES

A. Unearned Premium Reserve

1. Direct Earned Premium for Accident Year Ended 12/31/2011		\$2,583,667,274
2. Mean Unearned Premium Reserve	0.288 x (1)	744,096,175
3. Deduction for Prepaid Expenses		
Commission and Brokerage Expense		9.00%
Taxes, Licenses and Fees		2.00%
50% of Other Acquisition Expense		4.65%
50% of Company Operating Expense		3.55%
Total		19.20%
4. (2) x (3)		142,866,466
5. Net Subject to Investment (2) - (4)		601,229,709

B. Delayed Remission of Premium (Agents' Balances)

1. Direct Earned Premium (A-1)	\$2,583,667,274
2. Average Agents' Balances	0.168
3. Delayed Remission (1) x (2)	434,056,102

C. Loss Reserve

1. Direct Earned Premium (A-1)	\$2,583,667,274
2. Expected Incurred Losses and Loss Adjustment	1,588,955,374
0.615 x (1)	
3. Expected Mean Loss Reserves	1,496,795,962
0.942 x (2)	

D. Net Subject to Investment (A-5) - (B-3) + (C-3) 1,663,969,569

E. Average Rate of Return 3.74%

F. Investment Earnings on Net Subject to Investment (D) x (E) 62,232,462

G. Average Rate of Return as a Percent of Direct Earned Premium
(F) / (A-1) 2.41%

H. Average Rate of Return as a Percent of Direct Earned Premium
After Federal Income Taxes (G) 1.88%
0.779

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
LIABILITY COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED
PREMIUM RESERVES AND ON LOSS RESERVES

EXPLANATORY NOTES

Line A-1

Direct earned premiums are the total limits earned premiums at present voluntary manual level for Private Passenger Automobile Bodily Injury and Property Damage Liability and Medical Payments Insurance for all companies writing private passenger automobile insurance in North Carolina for the latest accident year.

Line A-2

The mean unearned premium reserve is determined by multiplying the direct earned premiums in line (1) by the ratio of the mean unearned premium reserve to the collected earned premium for calendar year ended 12/31/2011 for all companies writing Private Passenger Automobile Liability insurance in North Carolina. These data are from statutory page 14 of the Annual Statement.

1. Collected Earned Premium for Calendar Year ended 12/31/2011	\$2,604,514,731
2. Unearned Premium Reserve as of 12/31/2010	749,490,243
3. Unearned Premium Reserve as of 12/31/2011	752,411,819
4. Mean Unearned Premium Reserve $1/2 [(2) + (3)]$	750,951,031
5. Ratio (4) \div (1)	0.288

Line A-3

Deduction for prepaid expenses:

Production costs and a large part of the other company expenses in connection with the writing and handling of Private Passenger Automobile Liability insurance policies, exclusive of claim adjustment expenses, are incurred when the policy is written and before the premium is paid. Therefore, the deduction for these expenses is determined by use of the provisions for expenses used in our ratemaking procedures as shown.

Line B-2

Delayed remission of premium:

This deduction is necessary because of delay in collection and remission of premium to the companies, which amounts to approximately 50-75 days after the effective dates of the policies. Therefore, funds for the unearned premium reserve required during the initial days of all policies must be taken from the company's surplus.

Based on the 2010 and 2011 Insurance Expense Exhibit for all companies writing private passenger liability insurance in North Carolina, agent's balances for premiums due less than 90 days amount to 16.4% of net written premiums. The 16.4% is based on a procedure that weighs the percent of countrywide agents balances relative to countrywide private passenger liability premium (using data from Part III of the IEE) on the private passenger written liability premium for North Carolina private passenger liability insurance (as shown on statutory Page 14 of the Annual Statement).

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
LIABILITY COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED
PREMIUM RESERVES AND ON LOSS RESERVES

EXPLANATORY NOTES

The above percentage must be multiplied by a factor of 1.024 to include the effect of agents balances or uncollected premiums overdue for more than 90 days. The 1.024 is based on 2010 and 2011 industrywide data provided by the A.M. Best Company. The two factors combined amount to .168 (.164 x 1.024 = .168).

Line C-2

The expected loss and loss adjustment ratio reflects the expense provisions used in this filing.

Line C-3

The expected mean loss reserve is determined by multiplying the expected incurred losses in line (2) by the average North Carolina ratio of the mean loss reserves to the incurred losses in 2010 and 2011 for Automobile Liability insurance. This ratio is based on North Carolina companies' statutory Page 14 annual statement data and has been adjusted to include loss adjustment expense reserves.

1. Incurred Losses for Calendar Year 2010	\$1,711,360,797
2. Incurred Losses for Calendar Year 2011	1,703,718,207
3. Loss Reserves as of 12/31/2009	1,598,709,090
4. Loss Reserves as of 12/31/2010	1,633,779,856
5. Loss Reserves as of 12/31/2011	1,619,847,426
6. Mean Loss Reserve 2010: 1/2 [(3) + (4)]	1,616,244,473
7. Mean Loss Reserve 2011: 1/2 [(4) + (5)]	1,626,813,641
8. Ratio (6) ÷ (1)	0.944
9. Ratio (7) ÷ (2)	0.955
10. Loss Reserve: 1/2 [(8) + (9)]	0.950
11. Ratio of LAE Reserves to Loss Reserves (a)	0.184
12. Ratio of Incurred LAE to Incurred Losses (a)	0.194
13. Loss and LAE Reserve [(10)x(1.0+(11))/(1.0+(12))]	0.942

(a) Based on 2011 All-Industry Insurance Expense Exhibit (source: A.M. Best)

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
LIABILITY COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED
PREMIUM RESERVES AND ON LOSS RESERVES

EXPLANATORY NOTES

Line E

The rate of return is the ratio of net investment income earned to mean cash and invested assets. Net investment income is computed for all companies writing private passenger automobile insurance in North Carolina as follows:

Year	Net Investment Income Earned (In Thousands of Dollars) (a)	Mean Cash and Invested Assets (In Thousands of Dollars) (b)	Rate of Return
2011	\$51,356,356	\$1,374,750,131	3.74%

(a) Based on 2011 All-Industry Statement of Income (source: A.M. Best)

(b) Based on 2011 All-Industry Balance Sheet Exhibit (source: A.M. Best)

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
PHYSICAL DAMAGE COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED PREMIUM RESERVES
AND ON LOSS RESERVES

A. Unearned Premium Reserve

1. Direct Earned Premium for Accident Year Ended 12/31/2011		\$1,752,119,091
2. Mean Unearned Premium Reserve	0.293 x (1)	513,370,894
3. Deduction for Prepaid Expenses		
Commission and Brokerage Expense		9.70%
Taxes, Licenses and Fees		1.92%
50% of Other Acquisition Expense		4.50%
50% of Company Operating Expense		3.20%
Total		19.32%
4. (2) x (3)		99,183,257
5. Net Subject to Investment (2) - (4)		414,187,637

B. Delayed Remission of Premium (Agents' Balances)

1. Direct Earned Premium (A-1)		\$1,752,119,091
2. Average Agents' Balances		0.164
3. Delayed Remission (1) x (2)		287,347,531

C. Loss Reserve

1. Direct Earned Premium (A-1)		\$1,752,119,091
2. Expected Incurred Losses and Loss Adjustment		1,058,279,931
0.604 x (1)		
3. Expected Mean Loss Reserves	0.107 x (2)	113,235,953

D. Net Subject to Investment (A-5) - (B-3) + (C-3) 240,076,059

E. Average Rate of Return 3.74%

F. Investment Earnings on Net Subject to Investment (D) x (E) 8,978,845

G. Average Rate of Return as a Percent of Direct Earned Premium
(F) / (A-1) 0.51%

H. Average Rate of Return as a Percent of Direct
Earned Premium After Federal Income Taxes 0.40%
(G) x 0.779

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
PHYSICAL DAMAGE COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED
PREMIUM RESERVES AND ON LOSS RESERVES

EXPLANATORY NOTES

Line A-1

Direct earned premiums are the earned premiums at present manual level for Private Passenger Passenger Automobile Comprehensive and Collision Insurance for the latest calendar year.

Line A-2

The mean unearned premium reserve is determined by multiplying the direct earned premiums in line (1) by the ratio of the mean unearned premium reserve to the collected earned premium for calendar year ended 12/31/2011 for all companies writing Private Passenger Automobile Physical Damage insurance in North Carolina. These data are from statutory Page 14 of the Annual Statement.

1. Collected Earned Premium for Calendar Year ended 12/31/2011	\$1,785,127,187
2. Unearned Premium Reserve as of 12/31/2010	516,613,608
3. Unearned Premium Reserve as of 12/31/2011	531,227,661
4. Mean Unearned Premium Reserve $1/2 [(2) + (3)]$	523,920,635
5. Ratio (4) \div (1)	0.293

Line A-3

Deduction for prepaid expenses:

Production costs and a large part of the other company expenses in connection with the writing and handling of Private Passenger Automobile Physical Damage insurance policies, exclusive of claim adjustment expenses, are incurred when the policy is written and before the premium is paid.

Therefore, the deduction for these expenses is determined by use of the provisions for expenses used in our ratemaking procedures as shown.

Line B-2

Delayed remission of premium:

This deduction is necessary because of delay in collection and remission of premium to the companies, which amounts to approximately 50-75 days after the effective dates of the policies. Therefore, funds for the unearned premium reserve required during the initial days of all policies must be taken from the company's surplus.

Based on the 2010 and 2011 Insurance Expense Exhibit for all companies writing private passenger physical damage insurance in North Carolina, agent's balances for premiums due less than 90 days amount to 16.0% of net written premiums. The 16.0% is based on a procedure that weighs the percent of countrywide agents balances relative to countrywide private passenger physical damage premium (using data from Part III of the IEE) on the private passenger written physical damage premium for North Carolina private passenger physical damage insurance (as shown on statutory Page 14 of the Annual Statement).

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
PHYSICAL DAMAGE COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED
PREMIUM RESERVES AND ON LOSS RESERVES

EXPLANATORY NOTES

The above percentage must be multiplied by a factor of 1.024 to include the effect of agents balances or uncollected premiums overdue for more than 90 days. The 1.024 is based on 2010 and 2011 industrywide data provided by the A.M. Best Company. The two factors combined amount to .164 (.160 x 1.024 = .164).

Line C-2

The expected loss and loss adjustment ratio reflects the expense provisions used in this filing.

Line C-3

The expected mean loss reserve is determined by multiplying the expected incurred losses in line (2) by the average North Carolina ratio of the mean loss reserves to the incurred losses in 2010 and 2011 for Automobile Physical Damage insurance. This ratio is based on North Carolina companies' Page 15 annual statement data and has been adjusted to include loss adjustment expense reserves.

1. Incurred Losses for Calendar Year 2010	\$1,057,311,440
2. Incurred Losses for Calendar Year 2011	1,284,419,029
3. Loss Reserves as of 12/31/2009	87,000,856
4. Loss Reserves as of 12/31/2010	81,920,915
5. Loss Reserves as of 12/31/2011	81,904,044
6. Mean Loss Reserve 2010: 1/2 [(3) + (4)]	84,460,886
7. Mean Loss Reserve 2011: 1/2 [(4) + (5)]	81,912,480
8. Ratio (6) ÷ (1)	0.080
9. Ratio (7) ÷ (2)	0.064
10. Loss Reserve: 1/2 [(8) + (9)]	0.072
11. Ratio of LAE Reserves to Loss Reserves (a)	0.723
12. Ratio of Incurred LAE to Incurred Losses (a)	0.156
13. Loss and LAE Reserve [(10)x(1.0+(11)))/(1.0+(12))]	0.107

(a) Based on 2011 All-Industry Insurance Expense Exhibit (source: A.M. Best)

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
PHYSICAL DAMAGE COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED
PREMIUM RESERVES AND ON LOSS RESERVES

EXPLANATORY NOTES

Line E

The rate of return is the ratio of net investment income earned to mean cash and invested assets. Net investment income is computed for all companies writing private passenger automobile insurance in North Carolina as follows:

Year	Net Investment Income Earned (In Thousands of Dollars) (a)	Mean Cash and Invested Assets (In Thousands of Dollars) (b)	Rate of Return
2011	\$51,356,356	\$1,374,750,131	3.74%

(a) Based on 2011 All-Industry Statement of Income (source: A.M. Best)

(b) Based on 2011 All-Industry Balance Sheet Exhibit (source: A.M. Best)

CAPITAL GAINS OR LOSSES AS A PERCENT OF MEAN ASSETS
(all amounts in thousands of dollars)

Calendar Year	Mean Total Admitted Assets 2-Year Average	Realized Capital Gains	
		Amount	Percent
2002	815,037,267	2,770,997	0.34%
2003	908,024,056	6,280,196	0.69%
2004	1,018,810,319	9,113,199	0.89%
2005	1,120,112,663	12,194,908	1.09%
2006	1,217,432,187	3,587,228	0.29%
2007	1,297,478,130	9,031,778	0.70%
2008	1,288,393,875	(21,018,623)	-1.63%
2009	1,274,678,809	(8,079,575)	-0.63%
2010	1,330,998,082	8,100,143	0.61%
2011	1,366,568,026	7,563,305	0.55%
	-----	-----	-----
	11,637,533,412	29,543,556	0.25%

Source: Best's Aggregates & Averages--various editions

ESTIMATED INVESTMENT EARNINGS ON UNEARNED
PREMIUM RESERVES AND ON LOSS RESERVES

EXPLANATORY NOTES

2011

Column 2:

Bonds

Taxable (Lines 1 + 1.2)	\$25,986,958	0.350
Non-Taxable (Lines 1.1 + 1.3)	13,575,785	-
	-----	-----
Sub-Total	\$39,562,743	0.230

Stocks

Taxable (Lines 2.1 + 2.2)	\$4,850,078	0.105 (A)
Non-Taxable (Lines 2.11 + 2.21)	1,971,532	-
	-----	-----
Sub-Total	\$6,821,610	0.075

Mortgage Loans (Line 3)	\$279,685	
Real Estate (Line 4)	1,802,464	
Contract Loans (Line 5)	458	
Cash/Short Term Investments (Line 6)	182,216	
Derivative Instruments (Line 7)	(23,419)	
All Other (Lines 8 + 9)	7,590,952	
	-----	-----
Sub-Total	\$9,832,356	0.350
Total	\$56,216,709	0.232

Investment Deductions (Line 16) \$4,861,352 0.350

Net Investment Income Earned \$51,355,357 0.221

(A) Only 30% of dividend income on stock is subject to the full corporate income tax rate of 35%. The applicable tax rate is thus 10.5% (.35 x .30 = .105).

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
LIABILITY COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED PREMIUM RESERVES
AND ON LOSS RESERVES

A. Unearned Premium Reserve

1. Direct Earned Premium for Accident Year Ended 12/31/2012		\$2,613,821,197
2. Mean Unearned Premium Reserve	0.289 x (1)	755,394,326
3. Deduction for Prepaid Expenses		
Commission and Brokerage Expense		8.90%
Taxes, Licenses and Fees		1.92%
50% of Other Acquisition Expense		4.70%
50% of Company Operating Expense		3.55%
Total		19.07%
4. (2) x (3)		144,053,698
5. Net Subject to Investment (2) - (4)		611,340,628

B. Delayed Remission of Premium (Agents' Balances)

1. Direct Earned Premium (A-1)	\$2,613,821,197
2. Average Agents' Balances	0.168
3. Delayed Remission (1) x (2)	439,121,961

C. Loss Reserve

1. Direct Earned Premium (A-1)	\$2,613,821,197
2. Expected Incurred Losses and Loss Adjustment	1,583,975,645
0.606 x (1)	
3. Expected Mean Loss Reserves	1,454,089,642
0.918 x (2)	

D. Net Subject to Investment (A-5) - (B-3) + (C-3) 1,626,308,309

E. Average Rate of Return 3.51%

F. Investment Earnings on Net Subject to Investment (D) x (E) 57,083,422

G. Average Rate of Return as a Percent of Direct Earned Premium
(F) / (A-1) 2.18%

H. Average Rate of Return as a Percent of Direct Earned Premium
After Federal Income Taxes (G) 1.68%
0.771

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
LIABILITY COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED
PREMIUM RESERVES AND ON LOSS RESERVES

EXPLANATORY NOTES

Line A-1

Direct earned premiums are the total limits earned premiums at present voluntary manual level for Private Passenger Automobile Bodily Injury and Property Damage Liability and Medical Payments Insurance for all companies writing private passenger automobile insurance in North Carolina for the latest accident year.

Line A-2

The mean unearned premium reserve is determined by multiplying the direct earned premiums in line (1) by the ratio of the mean unearned premium reserve to the collected earned premium for calendar year ended 12/31/2012 for all companies writing Private Passenger Automobile Liability insurance in North Carolina. These data are from statutory page 14 of the Annual Statement.

1. Collected Earned Premium for Calendar Year ended 12/31/2012	\$2,624,160,583
2. Unearned Premium Reserve as of 12/31/2011	752,411,819
3. Unearned Premium Reserve as of 12/31/2012	763,570,742
4. Mean Unearned Premium Reserve $1/2 [(2) + (3)]$	757,991,281
5. Ratio (4) \div (1)	0.289

Line A-3

Deduction for prepaid expenses:

Production costs and a large part of the other company expenses in connection with the writing and handling of Private Passenger Automobile Liability insurance policies, exclusive of claim adjustment expenses, are incurred when the policy is written and before the premium is paid. Therefore, the deduction for these expenses is determined by use of the provisions for expenses used in our ratemaking procedures as shown.

Line B-2

Delayed remission of premium:

This deduction is necessary because of delay in collection and remission of premium to the companies, which amounts to approximately 50-75 days after the effective dates of the policies. Therefore, funds for the unearned premium reserve required during the initial days of all policies must be taken from the company's surplus.

Based on the 2011 and 2012 Insurance Expense Exhibit for all companies writing private passenger liability insurance in North Carolina, agent's balances for premiums due less than 90 days amount to 16.4% of net written premiums. The 16.4% is based on a procedure that weighs the percent of countrywide agents balances relative to countrywide private passenger liability premium (using data from Part III of the IEE) on the private passenger written liability premium for North Carolina private passenger liability insurance (as shown on statutory Page 14 of the Annual Statement).

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
LIABILITY COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED
PREMIUM RESERVES AND ON LOSS RESERVES

EXPLANATORY NOTES

The above percentage must be multiplied by a factor of 1.022 to include the effect of agents balances or uncollected premiums overdue for more than 90 days. The 1.022 is based on 2011 and 2012 industrywide data provided by the A.M. Best Company. The two factors combined amount to .168 (.164 x 1.022 = .168).

Line C-2

The expected loss and loss adjustment ratio reflects the expense provisions used in this filing.

Line C-3

The expected mean loss reserve is determined by multiplying the expected incurred losses in line (2) by the average North Carolina ratio of the mean loss reserves to the incurred losses in 2011 and 2012 for Automobile Liability insurance. This ratio is based on North Carolina companies' statutory Page 14 annual statement data and has been adjusted to include loss adjustment expense reserves.

1. Incurred Losses for Calendar Year 2011	\$1,703,718,207
2. Incurred Losses for Calendar Year 2012	1,793,125,759
3. Loss Reserves as of 12/31/2010	1,633,779,856
4. Loss Reserves as of 12/31/2011	1,619,847,426
5. Loss Reserves as of 12/31/2012	1,654,308,363
6. Mean Loss Reserve 2011: 1/2 [(3) + (4)]	1,626,813,641
7. Mean Loss Reserve 2012: 1/2 [(4) + (5)]	1,637,077,895
8. Ratio (6) ÷ (1)	0.955
9. Ratio (7) ÷ (2)	0.913
10. Loss Reserve: 1/2 [(8) + (9)]	0.934
11. Ratio of LAE Reserves to Loss Reserves (a)	0.184
12. Ratio of Incurred LAE to Incurred Losses (a)	0.205
13. Loss and LAE Reserve [(10)x(1.0+(11)))/(1.0+(12))]	0.918

(a) Based on 2012 All-Industry Insurance Expense Exhibit (source: A.M. Best)

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
LIABILITY COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED
PREMIUM RESERVES AND ON LOSS RESERVES

EXPLANATORY NOTES

Line E

The rate of return is the ratio of net investment income earned to mean cash and invested assets. Net investment income is computed for all companies writing private passenger automobile insurance in North Carolina as follows:

Year	Net Investment Income Earned (In Thousands of Dollars) (a)	Mean Cash and Invested Assets (In Thousands of Dollars) (b)	Rate of Return
2012	\$49,236,879	\$1,400,834,296	3.51%

(a) Based on 2012 All-Industry Statement of Income (source: A.M. Best)

(b) Based on 2012 All-Industry Balance Sheet Exhibit (source: A.M. Best)

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
PHYSICAL DAMAGE COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED PREMIUM RESERVES
AND ON LOSS RESERVES

A. Unearned Premium Reserve

1. Direct Earned Premium for Accident Year Ended 12/31/2012		\$1,774,152,401
2. Mean Unearned Premium Reserve	0.293 x (1)	519,826,653
3. Deduction for Prepaid Expenses		
Commission and Brokerage Expense		9.10%
Taxes, Licenses and Fees		1.83%
50% of Other Acquisition Expense		4.65%
50% of Company Operating Expense		3.00%
Total		18.58%
4. (2) x (3)		96,583,792
5. Net Subject to Investment (2) - (4)		423,242,861

B. Delayed Remission of Premium (Agents' Balances)

1. Direct Earned Premium (A-1)		\$1,774,152,401
2. Average Agents' Balances		0.162
3. Delayed Remission (1) x (2)		287,412,689

C. Loss Reserve

1. Direct Earned Premium (A-1)		\$1,774,152,401
2. Expected Incurred Losses and Loss Adjustment		1,068,039,745
0.602 x (1)		
3. Expected Mean Loss Reserves	0.103 x (2)	110,008,094

D. Net Subject to Investment (A-5) - (B-3) + (C-3) 245,838,266

E. Average Rate of Return 3.51%

F. Investment Earnings on Net Subject to Investment (D) x (E) 8,628,923

G. Average Rate of Return as a Percent of Direct Earned Premium (F) / (A-1) 0.49%

H. Average Rate of Return as a Percent of Direct Earned Premium After Federal Income Taxes (G) x 0.771 0.38%

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
PHYSICAL DAMAGE COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED
PREMIUM RESERVES AND ON LOSS RESERVES

EXPLANATORY NOTES

Line A-1

Direct earned premiums are the earned premiums at present manual level for Private Passenger Passenger Automobile Comprehensive and Collision Insurance for the latest calendar year.

Line A-2

The mean unearned premium reserve is determined by multiplying the direct earned premiums in line (1) by the ratio of the mean unearned premium reserve to the collected earned premium for calendar year ended 12/31/2012 for all companies writing Private Passenger Automobile Physical Damage insurance in North Carolina. These data are from statutory Page 14 of the Annual Statement.

1. Collected Earned Premium for Calendar Year ended 12/31/2012	\$1,883,394,890
2. Unearned Premium Reserve as of 12/31/2011	531,227,661
3. Unearned Premium Reserve as of 12/31/2012	571,724,344
4. Mean Unearned Premium Reserve $1/2 [(2) + (3)]$	551,476,003
5. Ratio (4) \div (1)	0.293

Line A-3

Deduction for prepaid expenses:

Production costs and a large part of the other company expenses in connection with the writing and handling of Private Passenger Automobile Physical Damage insurance policies, exclusive of claim adjustment expenses, are incurred when the policy is written and before the premium is paid.

Therefore, the deduction for these expenses is determined by use of the provisions for expenses used in our ratemaking procedures as shown.

Line B-2

Delayed remission of premium:

This deduction is necessary because of delay in collection and remission of premium to the companies, which amounts to approximately 50-75 days after the effective dates of the policies. Therefore, funds for the unearned premium reserve required during the initial days of all policies must be taken from the company's surplus.

Based on the 2011 and 2012 Insurance Expense Exhibit for all companies writing private passenger physical damage insurance in North Carolina, agent's balances for premiums due less than 90 days amount to 15.9% of net written premiums. The 15.9% is based on a procedure that weighs the percent of countrywide agents balances relative to countrywide private passenger physical damage premium (using data from Part III of the IEE) on the private passenger written physical damage premium for North Carolina private passenger physical damage insurance (as shown on statutory Page 14 of the Annual Statement).

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
PHYSICAL DAMAGE COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED
PREMIUM RESERVES AND ON LOSS RESERVES

EXPLANATORY NOTES

The above percentage must be multiplied by a factor of 1.022 to include the effect of agents balances or uncollected premiums overdue for more than 90 days. The 1.022 is based on 2011 and 2012 industrywide data provided by the A.M. Best Company. The two factors combined amount to .162 (.159 x 1.022 = .162).

Line C-2

The expected loss and loss adjustment ratio reflects the expense provisions used in this filing.

Line C-3

The expected mean loss reserve is determined by multiplying the expected incurred losses in line (2) by the average North Carolina ratio of the mean loss reserves to the incurred losses in 2011 and 2012 for Automobile Physical Damage insurance. This ratio is based on North Carolina companies' Page 15 annual statement data and has been adjusted to include loss adjustment expense reserves.

1. Incurred Losses for Calendar Year 2011	\$1,284,419,029
2. Incurred Losses for Calendar Year 2012	1,099,567,561
3. Loss Reserves as of 12/31/2010	81,920,915
4. Loss Reserves as of 12/31/2011	81,904,044
5. Loss Reserves as of 12/31/2012	72,546,107
6. Mean Loss Reserve 2011: 1/2 [(3) + (4)]	81,912,480
7. Mean Loss Reserve 2012: 1/2 [(4) + (5)]	77,225,076
8. Ratio (6) ÷ (1)	0.064
9. Ratio (7) ÷ (2)	0.070
10. Loss Reserve: 1/2 [(8) + (9)]	0.067
11. Ratio of LAE Reserves to Loss Reserves (a)	0.782
12. Ratio of Incurred LAE to Incurred Losses (a)	0.156
13. Loss and LAE Reserve [(10)x(1.0+(11)))/(1.0+(12))]	0.103

(a) Based on 2012 All-Industry Insurance Expense Exhibit (source: A.M. Best)

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
PHYSICAL DAMAGE COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED
PREMIUM RESERVES AND ON LOSS RESERVES

EXPLANATORY NOTES

Line E

The rate of return is the ratio of net investment income earned to mean cash and invested assets. Net investment income is computed for all companies writing private passenger automobile insurance in North Carolina as follows:

Year	Net Investment Income Earned (In Thousands of Dollars) (a)	Mean Cash and Invested Assets (In Thousands of Dollars) (b)	Rate of Return
2012	\$49,236,879	\$1,400,834,296	3.51%

(a) Based on 2012 All-Industry Statement of Income (source: A.M. Best)

(b) Based on 2012 All-Industry Balance Sheet Exhibit (source: A.M. Best)

CAPITAL GAINS OR LOSSES AS A PERCENT OF MEAN ASSETS
(all amounts in thousands of dollars)

Calendar Year	Mean Total	Realized	
	Admitted Assets 2-Year Average	Amount	Capital Gains Percent
2003	908,024,056	6,280,196	0.69%
2004	1,018,810,319	9,113,199	0.89%
2005	1,120,112,663	12,194,908	1.09%
2006	1,217,432,187	3,587,228	0.29%
2007	1,297,478,130	9,031,778	0.70%
2008	1,288,393,875	(21,018,623)	-1.63%
2009	1,274,678,809	(8,079,575)	-0.63%
2010	1,330,998,082	8,100,143	0.61%
2011	1,366,568,026	7,563,305	0.55%
2012	1,350,656,619	9,035,405	0.67%
	-----	-----	-----
	12,173,152,763	35,807,964	0.29%

Source: Best's Aggregates & Averages--various editions

ESTIMATED INVESTMENT EARNINGS ON UNEARNED
PREMIUM RESERVES AND ON LOSS RESERVES

EXPLANATORY NOTES

2012

Column 2:

Bonds

Taxable (Lines 1 + 1.2)	\$24,976,829	0.350
Non-Taxable (Lines 1.1 + 1.3)	12,612,176	-
	-----	-----
Sub-Total	\$37,589,005	0.233

Stocks

Taxable (Lines 2.1 + 2.2)	\$5,584,133	0.105 (A)
Non-Taxable (Lines 2.11 + 2.21)	562,545	-
	-----	-----
Sub-Total	\$6,146,678	0.095

Mortgage Loans (Line 3)	\$307,795	
Real Estate (Line 4)	1,780,449	
Contract Loans (Line 5)	1,080	
Cash/Short Term Investments (Line 6)	175,985	
Derivative Instruments (Line 7)	(18,711)	
All Other (Lines 8 + 9)	8,213,612	
	-----	-----
Sub-Total	\$10,460,210	0.350
Total	\$54,195,893	0.240

Investment Deductions (Line 16)	\$4,958,989	0.350
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Net Investment Income Earned	\$49,236,904	0.229
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(A) Only 30% of dividend income on stock is subject to the full corporate income tax rate of 35%. The applicable tax rate is thus 10.5% (.35 x .30 = .105).

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
LIABILITY COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED PREMIUM RESERVES
AND ON LOSS RESERVES

A. Unearned Premium Reserve

1. Direct Earned Premium for Accident Year Ended 12/31/2013		\$2,554,350,126
2. Mean Unearned Premium Reserve	0.290 x (1)	740,761,537
3. Deduction for Prepaid Expenses		
Commission and Brokerage Expense		8.70%
Taxes, Licenses and Fees		1.92%
50% of Other Acquisition Expense		4.75%
50% of Company Operating Expense		3.65%
Total		19.02%
4. (2) x (3)		140,892,844
5. Net Subject to Investment (2) - (4)		599,868,693

B. Delayed Remission of Premium (Agents' Balances)

1. Direct Earned Premium (A-1)		\$2,554,350,126
2. Average Agents' Balances		0.186
3. Delayed Remission (1) x (2)		475,109,123

C. Loss Reserve

1. Direct Earned Premium (A-1)		\$2,554,350,126
2. Expected Incurred Losses and Loss Adjustment		1,545,381,826
0.605 x (1)		
3. Expected Mean Loss Reserves	0.915 x (2)	1,414,024,371

D. Net Subject to Investment (A-5) - (B-3) + (C-3) 1,538,783,941

E. Average Rate of Return 3.36%

F. Investment Earnings on Net Subject to Investment (D) x (E) 51,703,140

G. Average Rate of Return as a Percent of Direct Earned Premium
(F) / (A-1) 2.02%

H. Average Rate of Return as a Percent of Direct Earned Premium
After Federal Income Taxes (G) 1.58%
0.781

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
LIABILITY COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED
PREMIUM RESERVES AND ON LOSS RESERVES

EXPLANATORY NOTES

Line A-1

Direct earned premiums are the total limits earned premiums at present voluntary manual level for Private Passenger Automobile Bodily Injury and Property Damage Liability and Medical Payments Insurance for all companies writing private passenger automobile insurance in North Carolina for the latest accident year.

Line A-2

The mean unearned premium reserve is determined by multiplying the direct earned premiums in line (1) by the ratio of the mean unearned premium reserve to the collected earned premium for calendar year ended 12/31/2013 for all companies writing Private Passenger Automobile Liability insurance in North Carolina. These data are from statutory page 14 of the Annual Statement.

1. Collected Earned Premium for Calendar Year ended 12/31/2013	\$2,648,082,027
2. Unearned Premium Reserve as of 12/31/2012	763,570,742
3. Unearned Premium Reserve as of 12/31/2013	773,567,638
4. Mean Unearned Premium Reserve $1/2 [(2) + (3)]$	768,569,190
5. Ratio (4) \div (1)	0.290

Line A-3

Deduction for prepaid expenses:

Production costs and a large part of the other company expenses in connection with the writing and handling of Private Passenger Automobile Liability insurance policies, exclusive of claim adjustment expenses, are incurred when the policy is written and before the premium is paid. Therefore, the deduction for these expenses is determined by use of the provisions for expenses used in our ratemaking procedures as shown.

Line B-2

Delayed remission of premium:

This deduction is necessary because of delay in collection and remission of premium to the companies, which amounts to approximately 50-75 days after the effective dates of the policies. Therefore, funds for the unearned premium reserve required during the initial days of all policies must be taken from the company's surplus.

Based on the 2012 and 2013 Insurance Expense Exhibit for all companies writing private passenger liability insurance in North Carolina, agent's balances for premiums due less than 90 days amount to 18.2% of net written premiums. The 18.2% is based on a procedure that weighs the percent of countrywide agents balances relative to countrywide private passenger liability premium (using data from Part III of the IEE) on the private passenger written liability premium for North Carolina private passenger liability insurance (as shown on statutory Page 14 of the Annual Statement).

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
LIABILITY COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED
PREMIUM RESERVES AND ON LOSS RESERVES

EXPLANATORY NOTES

The above percentage must be multiplied by a factor of 1.021 to include the effect of agents balances or uncollected premiums overdue for more than 90 days. The 1.021 is based on 2012 and 2013 industrywide data provided by the A.M. Best Company. The two factors combined amount to .186 (.182 x 1.021 = .186).

Line C-2

The expected loss and loss adjustment ratio reflects the expense provisions used in this filing.

Line C-3

The expected mean loss reserve is determined by multiplying the expected incurred losses in line (2) by the average North Carolina ratio of the mean loss reserves to the incurred losses in 2012 and 2013 for Automobile Liability insurance. This ratio is based on North Carolina companies' statutory Page 14 annual statement data and has been adjusted to include loss adjustment expense reserves.

1. Incurred Losses for Calendar Year 2012	\$1,793,125,759
2. Incurred Losses for Calendar Year 2013	1,714,747,887
3. Loss Reserves as of 12/31/2011	1,619,847,426
4. Loss Reserves as of 12/31/2012	1,654,308,363
5. Loss Reserves as of 12/31/2013	1,595,369,961
6. Mean Loss Reserve 2012: 1/2 [(3) + (4)]	1,637,077,895
7. Mean Loss Reserve 2013: 1/2 [(4) + (5)]	1,624,839,162
8. Ratio (6) ÷ (1)	0.913
9. Ratio (7) ÷ (2)	0.948
10. Loss Reserve: 1/2 [(8) + (9)]	0.931
11. Ratio of LAE Reserves to Loss Reserves (a)	0.184
12. Ratio of Incurred LAE to Incurred Losses (a)	0.205
13. Loss and LAE Reserve [(10)x(1.0+(11))/(1.0+(12))]	0.915

(a) Based on 2013 All-Industry Insurance Expense Exhibit (source: A.M. Best)

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
LIABILITY COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED
PREMIUM RESERVES AND ON LOSS RESERVES

EXPLANATORY NOTES

Line E

The rate of return is the ratio of net investment income earned to mean cash and invested assets. Net investment income is computed for all companies writing private passenger automobile insurance in North Carolina as follows:

Year	Net Investment Income Earned (In Thousands of Dollars) (a)	Mean Cash and Invested Assets (In Thousands of Dollars) (b)	Rate of Return
2013	\$49,482,194	\$1,473,584,211	3.36%

(a) Based on 2013 All-Industry Statement of Income (source: A.M. Best)

(b) Based on 2013 All-Industry Balance Sheet Exhibit (source: A.M. Best)

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
PHYSICAL DAMAGE COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED PREMIUM RESERVES
AND ON LOSS RESERVES

A. Unearned Premium Reserve

1. Direct Earned Premium for Accident Year Ended 12/31/2013		\$1,945,489,646
2. Mean Unearned Premium Reserve	0.293 x (1)	570,028,466
3. Deduction for Prepaid Expenses		
Commission and Brokerage Expense		9.00%
Taxes, Licenses and Fees		1.92%
50% of Other Acquisition Expense		4.65%
50% of Company Operating Expense		3.05%
Total		18.62%
4. (2) x (3)		106,139,300
5. Net Subject to Investment (2) - (4)		463,889,166

B. Delayed Remission of Premium (Agents' Balances)

1. Direct Earned Premium (A-1)	\$1,945,489,646
2. Average Agents' Balances	0.183
3. Delayed Remission (1) x (2)	356,024,605

C. Loss Reserve

1. Direct Earned Premium (A-1)	\$1,945,489,646
2. Expected Incurred Losses and Loss Adjustment	1,169,239,277
0.601 x (1)	
3. Expected Mean Loss Reserves	121,600,885
0.104 x (2)	

D. Net Subject to Investment (A-5) - (B-3) + (C-3) 229,465,446

E. Average Rate of Return 3.36%

F. Investment Earnings on Net Subject to Investment (D) x (E) 7,710,039

G. Average Rate of Return as a Percent of Direct Earned Premium
(F) / (A-1) 0.40%

H. Average Rate of Return as a Percent of Direct
Earned Premium After Federal Income Taxes 0.31%
(G) x 0.781

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
PHYSICAL DAMAGE COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED
PREMIUM RESERVES AND ON LOSS RESERVES

EXPLANATORY NOTES

Line A-1

Direct earned premiums are the earned premiums at present manual level for Private Passenger Passenger Automobile Comprehensive and Collision Insurance for the latest calendar year.

Line A-2

The mean unearned premium reserve is determined by multiplying the direct earned premiums in line (1) by the ratio of the mean unearned premium reserve to the collected earned premium for calendar year ended 12/31/2013 for all companies writing Private Passenger Automobile Physical Damage insurance in North Carolina. These data are from statutory Page 14 of the Annual Statement.

1. Collected Earned Premium for Calendar Year ended 12/31/2013	\$2,020,768,283
2. Unearned Premium Reserve as of 12/31/2012	571,724,344
3. Unearned Premium Reserve as of 12/31/2013	613,328,328
4. Mean Unearned Premium Reserve $1/2 [(2) + (3)]$	592,526,336
5. Ratio (4) \div (1)	0.293

Line A-3

Deduction for prepaid expenses:

Production costs and a large part of the other company expenses in connection with the writing and handling of Private Passenger Automobile Physical Damage insurance policies, exclusive of claim adjustment expenses, are incurred when the policy is written and before the premium is paid. Therefore, the deduction for these expenses is determined by use of the provisions for expenses used in our ratemaking procedures as shown.

Line B-2

Delayed remission of premium:

This deduction is necessary because of delay in collection and remission of premium to the companies, which amounts to approximately 50-75 days after the effective dates of the policies. Therefore, funds for the unearned premium reserve required during the initial days of all policies must be taken from the company's surplus.

Based on the 2012 and 2013 Insurance Expense Exhibit for all companies writing private passenger physical damage insurance in North Carolina, agent's balances for premiums due less than 90 days amount to 17.9% of net written premiums. The 17.9% is based on a procedure that weighs the percent of countrywide agents balances relative to countrywide private passenger physical damage premium (using data from Part III of the IEE) on the private passenger written physical damage premium for North Carolina private passenger physical damage insurance (as shown on statutory Page 14 of the Annual Statement).

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
PHYSICAL DAMAGE COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED
PREMIUM RESERVES AND ON LOSS RESERVES

EXPLANATORY NOTES

The above percentage must be multiplied by a factor of 1.021 to include the effect of agents balances or uncollected premiums overdue for more than 90 days. The 1.021 is based on 2012 and 2013 industrywide data provided by the A.M. Best Company. The two factors combined amount to .183 (.179 x 1.021 = .183).

Line C-2

The expected loss and loss adjustment ratio reflects the expense provisions used in this filing.

Line C-3

The expected mean loss reserve is determined by multiplying the expected incurred losses in line (2) by the average North Carolina ratio of the mean loss reserves to the incurred losses in 2012 and 2013 for Automobile Physical Damage insurance. This ratio is based on North Carolina companies' Page 15 annual statement data and has been adjusted to include loss adjustment expense reserves.

1. Incurred Losses for Calendar Year 2012	\$1,099,567,561
2. Incurred Losses for Calendar Year 2013	1,137,270,446
3. Loss Reserves as of 12/31/2011	81,904,044
4. Loss Reserves as of 12/31/2012	72,546,107
5. Loss Reserves as of 12/31/2013	76,075,614
6. Mean Loss Reserve 2012: 1/2 [(3) + (4)]	77,225,076
7. Mean Loss Reserve 2013: 1/2 [(4) + (5)]	74,310,861
8. Ratio (6) ÷ (1)	0.070
9. Ratio (7) ÷ (2)	0.065
10. Loss Reserve: 1/2 [(8) + (9)]	0.068
11. Ratio of LAE Reserves to Loss Reserves (a)	0.779
12. Ratio of Incurred LAE to Incurred Losses (a)	0.159
13. Loss and LAE Reserve [(10)x(1.0+(11))/(1.0+(12))]	0.104

(a) Based on 2013 All-Industry Insurance Expense Exhibit (source: A.M. Best)

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
PHYSICAL DAMAGE COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED
PREMIUM RESERVES AND ON LOSS RESERVES

EXPLANATORY NOTES

Line E

The rate of return is the ratio of net investment income earned to mean cash and invested assets. Net investment income is computed for all companies writing private passenger automobile insurance in North Carolina as follows:

Year	Net Investment Income Earned (In Thousands of Dollars) (a)	Mean Cash and Invested Assets (In Thousands of Dollars) (b)	Rate of Return
2013	\$49,482,194	\$1,473,584,211	3.36%

(a) Based on 2013 All-Industry Statement of Income (source: A.M. Best)

(b) Based on 2013 All-Industry Balance Sheet Exhibit (source: A.M. Best)

CAPITAL GAINS OR LOSSES AS A PERCENT OF MEAN ASSETS
(all amounts in thousands of dollars)

Calendar Year	Mean Total Admitted Assets 2-Year Average	Realized Capital Gains	
		Amount	Percent
2004	1,018,810,319	9,113,199	0.89%
2005	1,120,112,663	12,194,908	1.09%
2006	1,217,432,187	3,587,228	0.29%
2007	1,297,478,130	9,031,778	0.70%
2008	1,288,393,875	(21,018,623)	-1.63%
2009	1,274,678,809	(8,079,575)	-0.63%
2010	1,330,998,082	8,100,143	0.61%
2011	1,366,568,026	7,563,305	0.55%
2012	1,350,656,619	9,035,405	0.67%
2013	1,423,600,934	12,163,890	0.85%
	-----	-----	-----
	12,688,729,641	41,691,658	0.33%

Source: Best's Aggregates & Averages--various editions

ESTIMATED INVESTMENT EARNINGS ON UNEARNED
PREMIUM RESERVES AND ON LOSS RESERVES

EXPLANATORY NOTES

2013

Column 2:

Bonds

Taxable (Lines 1 + 1.2)	\$23,168,306	0.350
Non-Taxable (Lines 1.1 + 1.3)	12,013,235	-
	\$35,181,541	0.230

Stocks

Taxable (Lines 2.1 + 2.2)	\$5,965,219	0.105 (A)
Non-Taxable (Lines 2.11 + 2.21)	2,264,498	-
	\$8,229,717	0.076

Mortgage Loans (Line 3)	\$360,714	
Real Estate (Line 4)	1,745,619	
Contract Loans (Line 5)	1,277	
Cash/Short Term Investments (Line 6)	150,120	
Derivative Instruments (Line 7)	(46,327)	
All Other (Lines 8 + 9)	8,675,211	
	\$10,886,614	0.350
Sub-Total		
Total	\$54,297,872	0.231

Investment Deductions (Line 16)	\$4,815,613	0.350
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Net Investment Income Earned	\$49,482,259	0.219
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(A) Only 30% of dividend income on stock is subject to the full corporate income tax rate of 35%. The applicable tax rate is thus 10.5% (.35 x .30 = .105).

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
LIABILITY COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED PREMIUM RESERVES
AND ON LOSS RESERVES

A. Unearned Premium Reserve

1. Direct Earned Premium for Accident Year Ended 12/31/2014		\$2,549,309,781
2. Mean Unearned Premium Reserve	0.291 x (1)	741,849,146
3. Deduction for Prepaid Expenses		
Commission and Brokerage Expense		8.60%
Taxes, Licenses and Fees		1.67%
50% of Other Acquisition Expense		4.80%
50% of Company Operating Expense		3.55%
Total		18.62%
4. (2) x (3)		138,132,311
5. Net Subject to Investment (2) - (4)		603,716,835

B. Delayed Remission of Premium (Agents' Balances)

1. Direct Earned Premium (A-1)		\$2,549,309,781
2. Average Agents' Balances		0.187
3. Delayed Remission (1) x (2)		476,720,929

C. Loss Reserve

1. Direct Earned Premium (A-1)		\$2,549,309,781
2. Expected Incurred Losses and Loss Adjustment		1,524,487,249
0.598 x (1)		
3. Expected Mean Loss Reserves	0.899 x (2)	1,370,514,037

D. Net Subject to Investment (A-5) - (B-3) + (C-3) 1,497,509,943

E. Average Rate of Return 3.57%

F. Investment Earnings on Net Subject to Investment (D) x (E) 53,461,105

G. Average Rate of Return as a Percent of Direct Earned Premium
(F) / (A-1) 2.10%

H. Average Rate of Return as a Percent of Direct Earned Premium
After Federal Income Taxes (G) 1.69%
0.806

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
LIABILITY COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED
PREMIUM RESERVES AND ON LOSS RESERVES

EXPLANATORY NOTES

Line A-1

Direct earned premiums are the total limits earned premiums at present voluntary manual level for Private Passenger Automobile Bodily Injury and Property Damage Liability and Medical Payments Insurance for all companies writing private passenger automobile insurance in North Carolina for the latest accident year.

Line A-2

The mean unearned premium reserve is determined by multiplying the direct earned premiums in line (1) by the ratio of the mean unearned premium reserve to the collected earned premium for calendar year ended 12/31/2014 for all companies writing Private Passenger Automobile Liability insurance in North Carolina. These data are from statutory page 14 of the Annual Statement.

1. Collected Earned Premium for Calendar Year ended 12/31/2014	\$2,693,914,338
2. Unearned Premium Reserve as of 12/31/2013	773,567,638
3. Unearned Premium Reserve as of 12/31/2014	794,058,559
4. Mean Unearned Premium Reserve $1/2 [(2) + (3)]$	783,813,099
5. Ratio (4) \div (1)	0.291

Line A-3

Deduction for prepaid expenses:

Production costs and a large part of the other company expenses in connection with the writing and handling of Private Passenger Automobile Liability insurance policies, exclusive of claim adjustment expenses, are incurred when the policy is written and before the premium is paid. Therefore, the deduction for these expenses is determined by use of the provisions for expenses used in our ratemaking procedures as shown.

Line B-2

Delayed remission of premium:

This deduction is necessary because of delay in collection and remission of premium to the companies, which amounts to approximately 50-75 days after the effective dates of the policies. Therefore, funds for the unearned premium reserve required during the initial days of all policies must be taken from the company's surplus.

Based on the 2013 and 2014 Insurance Expense Exhibit for all companies writing private passenger liability insurance in North Carolina, agent's balances for premiums due less than 90 days amount to 18.3% of net written premiums. The 18.3% is based on a procedure that weighs the percent of countrywide agents balances relative to countrywide private passenger liability premium (using data from Part III of the IEE) on the private passenger written liability premium for North Carolina private passenger liability insurance (as shown on statutory Page 14 of the Annual Statement).

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
LIABILITY COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED
PREMIUM RESERVES AND ON LOSS RESERVES

EXPLANATORY NOTES

The above percentage must be multiplied by a factor of 1.021 to include the effect of agents balances or uncollected premiums overdue for more than 90 days. The 1.021 is based on 2013 and 2014 industrywide data provided by the A.M. Best Company. The two factors combined amount to .187 (.183 x 1.021 = .187).

Line C-2

The expected loss and loss adjustment ratio reflects the expense provisions used in this filing.

Line C-3

The expected mean loss reserve is determined by multiplying the expected incurred losses in line (2) by the average North Carolina ratio of the mean loss reserves to the incurred losses in 2013 and 2014 for Automobile Liability insurance. This ratio is based on North Carolina companies' statutory Page 14 annual statement data and has been adjusted to include loss adjustment expense reserves.

1. Incurred Losses for Calendar Year 2013	\$1,714,747,887
2. Incurred Losses for Calendar Year 2014	1,828,944,685
3. Loss Reserves as of 12/31/2012	1,654,308,363
4. Loss Reserves as of 12/31/2013	1,595,369,961
5. Loss Reserves as of 12/31/2014	1,604,433,332
6. Mean Loss Reserve 2013: 1/2 [(3) + (4)]	1,624,839,162
7. Mean Loss Reserve 2014: 1/2 [(4) + (5)]	1,599,901,647
8. Ratio (6) ÷ (1)	0.948
9. Ratio (7) ÷ (2)	0.875
10. Loss Reserve: 1/2 [(8) + (9)]	0.912
11. Ratio of LAE Reserves to Loss Reserves (a)	0.185
12. Ratio of Incurred LAE to Incurred Losses (a)	0.202
13. Loss and LAE Reserve [(10)x(1.0+(11)))/(1.0+(12))]	0.899

(a) Based on 2014 All-Industry Insurance Expense Exhibit (source: A.M. Best)

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
LIABILITY COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED
PREMIUM RESERVES AND ON LOSS RESERVES

EXPLANATORY NOTES

Line E

The rate of return is the ratio of net investment income earned to mean cash and invested assets. Net investment income is computed for all companies writing private passenger automobile insurance in North Carolina as follows:

Year	Net Investment Income Earned (In Thousands of Dollars) (a)	Mean Cash and Invested Assets (In Thousands of Dollars) (b)	Rate of Return
2014	\$55,171,640	\$1,543,932,583	3.57%

(a) Based on 2014 All-Industry Statement of Income (source: A.M. Best)

(b) Based on 2014 All-Industry Balance Sheet Exhibit (source: A.M. Best)

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
PHYSICAL DAMAGE COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED PREMIUM RESERVES
AND ON LOSS RESERVES

A. Unearned Premium Reserve

1. Direct Earned Premium for Accident Year Ended 12/31/2014		\$1,999,143,826
2. Mean Unearned Premium Reserve	0.297 x (1)	593,745,716
3. Deduction for Prepaid Expenses		
Commission and Brokerage Expense		9.00%
Taxes, Licenses and Fees		1.67%
50% of Other Acquisition Expense		4.60%
50% of Company Operating Expense		2.95%
Total		18.22%
4. (2) x (3)		108,180,469
5. Net Subject to Investment (2) - (4)		485,565,247

B. Delayed Remission of Premium (Agents' Balances)

1. Direct Earned Premium (A-1)		\$1,999,143,826
2. Average Agents' Balances		0.186
3. Delayed Remission (1) x (2)		371,840,752

C. Loss Reserve

1. Direct Earned Premium (A-1)		\$1,999,143,826
2. Expected Incurred Losses and Loss Adjustment		1,189,490,576
0.595 x (1)		
3. Expected Mean Loss Reserves	0.099 x (2)	117,759,567

D. Net Subject to Investment (A-5) - (B-3) + (C-3) 231,484,062

E. Average Rate of Return 3.57%

F. Investment Earnings on Net Subject to Investment (D) x (E) 8,263,981

G. Average Rate of Return as a Percent of Direct Earned Premium (F) / (A-1) 0.41%

H. Average Rate of Return as a Percent of Direct Earned Premium After Federal Income Taxes (G) x 0.806 0.33%

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
PHYSICAL DAMAGE COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED
PREMIUM RESERVES AND ON LOSS RESERVES

EXPLANATORY NOTES

Line A-1

Direct earned premiums are the earned premiums at present manual level for Private Passenger Passenger Automobile Comprehensive and Collision Insurance for the latest calendar year.

Line A-2

The mean unearned premium reserve is determined by multiplying the direct earned premiums in line (1) by the ratio of the mean unearned premium reserve to the collected earned premium for calendar year ended 12/31/2014 for all companies writing Private Passenger Automobile Physical Damage insurance in North Carolina. These data are from statutory Page 14 of the Annual Statement.

1. Collected Earned Premium for Calendar Year ended 12/31/2014	\$2,139,819,338
2. Unearned Premium Reserve as of 12/31/2013	613,328,328
3. Unearned Premium Reserve as of 12/31/2014	657,740,776
4. Mean Unearned Premium Reserve $1/2 [(2) + (3)]$	635,534,552
5. Ratio (4) \div (1)	0.297

Line A-3

Deduction for prepaid expenses:

Production costs and a large part of the other company expenses in connection with the writing and handling of Private Passenger Automobile Physical Damage insurance policies, exclusive of claim adjustment expenses, are incurred when the policy is written and before the premium is paid.

Therefore, the deduction for these expenses is determined by use of the provisions for expenses used in our ratemaking procedures as shown.

Line B-2

Delayed remission of premium:

This deduction is necessary because of delay in collection and remission of premium to the companies, which amounts to approximately 50-75 days after the effective dates of the policies. Therefore, funds for the unearned premium reserve required during the initial days of all policies must be taken from the company's surplus.

Based on the 2013 and 2014 Insurance Expense Exhibit for all companies writing private passenger physical damage insurance in North Carolina, agent's balances for premiums due less than 90 days amount to 18.2% of net written premiums. The 18.2% is based on a procedure that weighs the percent of countrywide agents balances relative to countrywide private passenger physical damage premium (using data from Part III of the IEE) on the private passenger written physical damage premium for North Carolina private passenger physical damage insurance (as shown on statutory Page 14 of the Annual Statement).

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
PHYSICAL DAMAGE COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED
PREMIUM RESERVES AND ON LOSS RESERVES

EXPLANATORY NOTES

The above percentage must be multiplied by a factor of 1.021 to include the effect of agents balances or uncollected premiums overdue for more than 90 days. The 1.021 is based on 2013 and 2014 industrywide data provided by the A.M. Best Company. The two factors combined amount to .186 (.182 x 1.021 = .186).

Line C-2

The expected loss and loss adjustment ratio reflects the expense provisions used in this filing.

Line C-3

The expected mean loss reserve is determined by multiplying the expected incurred losses in line (2) by the average North Carolina ratio of the mean loss reserves to the incurred losses in 2013 and 2014 for Automobile Physical Damage insurance. This ratio is based on North Carolina companies' Page 15 annual statement data and has been adjusted to include loss adjustment expense reserves.

1. Incurred Losses for Calendar Year 2013	\$1,137,270,446
2. Incurred Losses for Calendar Year 2014	1,249,840,873
3. Loss Reserves as of 12/31/2012	72,546,107
4. Loss Reserves as of 12/31/2013	76,075,614
5. Loss Reserves as of 12/31/2014	78,517,754
6. Mean Loss Reserve 2013: 1/2 [(3) + (4)]	74,310,861
7. Mean Loss Reserve 2014: 1/2 [(4) + (5)]	77,296,684
8. Ratio (6) ÷ (1)	0.065
9. Ratio (7) ÷ (2)	0.062
10. Loss Reserve: 1/2 [(8) + (9)]	0.064
11. Ratio of LAE Reserves to Loss Reserves (a)	0.786
12. Ratio of Incurred LAE to Incurred Losses (a)	0.152
13. Loss and LAE Reserve [(10)x(1.0+(11)))/(1.0+(12))]	0.099

(a) Based on 2014 All-Industry Insurance Expense Exhibit (source: A.M. Best)

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
PHYSICAL DAMAGE COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED
PREMIUM RESERVES AND ON LOSS RESERVES

EXPLANATORY NOTES

Line E

The rate of return is the ratio of net investment income earned to mean cash and invested assets. Net investment income is computed for all companies writing private passenger automobile insurance in North Carolina as follows:

Year	Net Investment Income Earned (In Thousands of Dollars) (a)	Mean Cash and Invested Assets (In Thousands of Dollars) (b)	Rate of Return
2014	\$55,171,640	\$1,543,932,583	3.57%

(a) Based on 2014 All-Industry Statement of Income (source: A.M. Best)

(b) Based on 2014 All-Industry Balance Sheet Exhibit (source: A.M. Best)

CAPITAL GAINS OR LOSSES AS A PERCENT OF MEAN ASSETS
(all amounts in thousands of dollars)

Calendar Year	Mean Total Admitted Assets 2-Year Average	Realized Capital Gains	
		Amount	Percent
2005	1,120,112,663	12,194,908	1.09%
2006	1,217,432,187	3,587,228	0.29%
2007	1,297,478,130	9,031,778	0.70%
2008	1,288,393,875	(21,018,623)	-1.63%
2009	1,274,678,809	(8,079,575)	-0.63%
2010	1,330,998,082	8,100,143	0.61%
2011	1,366,568,026	7,563,305	0.55%
2012	1,350,656,619	9,035,405	0.67%
2013	1,423,600,934	12,163,890	0.85%
2014	1,543,882,475	12,093,078	0.78%
	-----	-----	-----
	13,213,801,797	44,671,537	0.34%

Source: Best's Aggregates & Averages--various editions

ESTIMATED INVESTMENT EARNINGS ON UNEARNED
PREMIUM RESERVES AND ON LOSS RESERVES

EXPLANATORY NOTES

2014

Column 2:

Bonds

Taxable (Lines 1 + 1.2)	\$22,509,668	0.350
Non-Taxable (Lines 1.1 + 1.3)	11,523,719	-
	-----	-----
Sub-Total	\$34,033,387	0.231

Stocks

Taxable (Lines 2.1 + 2.2)	\$6,953,090	0.105 (A)
Non-Taxable (Lines 2.11 + 2.21)	8,141,661	-
	-----	-----
Sub-Total	\$15,094,751	0.048

Mortgage Loans (Line 3)	\$443,946	
Real Estate (Line 4)	1,665,162	
Contract Loans (Line 5)	546	
Cash/Short Term Investments (Line 6)	127,984	
Derivative Instruments (Line 7)	(94,467)	
All Other (Lines 8 + 9)	8,802,965	
	-----	-----
Sub-Total	\$10,946,136	0.350
Total	\$60,074,274	0.207

Investment Deductions (Line 16)	\$4,902,666	0.350
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Net Investment Income Earned	\$55,171,608	0.194
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(A) Only 30% of dividend income on stock is subject to the full corporate income tax rate of 35%. The applicable tax rate is thus 10.5% (.35 x .30 = .105).

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
LIABILITY COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED PREMIUM RESERVES
AND ON LOSS RESERVES

A. Unearned Premium Reserve

1. Direct Earned Premium for Accident Year Ended 12/31/2015		\$2,563,913,424
2. Mean Unearned Premium Reserve	0.294 x (1)	753,790,547
3. Deduction for Prepaid Expenses		
Commission and Brokerage Expense		8.60%
Taxes, Licenses and Fees		1.83%
50% of Other Acquisition Expense		4.90%
50% of Company Operating Expense		3.55%
Total		18.88%
4. (2) x (3)		142,315,655
5. Net Subject to Investment (2) - (4)		611,474,892

B. Delayed Remission of Premium (Agents' Balances)

1. Direct Earned Premium (A-1)		\$2,563,913,424
2. Average Agents' Balances		0.180
3. Delayed Remission (1) x (2)		461,504,416

C. Loss Reserve

1. Direct Earned Premium (A-1)		\$2,563,913,424
2. Expected Incurred Losses and Loss Adjustment		1,499,889,353
0.585 x (1)		
3. Expected Mean Loss Reserves	0.839 x (2)	1,258,407,167

D. Net Subject to Investment (A-5) - (B-3) + (C-3) 1,408,377,643

E. Average Rate of Return 3.15%

F. Investment Earnings on Net Subject to Investment (D) x (E) 44,363,896

G. Average Rate of Return as a Percent of Direct Earned Premium
(F) / (A-1) 1.73%

H. Average Rate of Return as a Percent of Direct Earned Premium
After Federal Income Taxes (G) 1.34%
0.776

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
LIABILITY COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED
PREMIUM RESERVES AND ON LOSS RESERVES

EXPLANATORY NOTES

Line A-1

Direct earned premiums are the total limits earned premiums at present voluntary manual level for Private Passenger Automobile Bodily Injury and Property Damage Liability and Medical Payments Insurance for all companies writing private passenger automobile insurance in North Carolina for the latest accident year.

Line A-2

The mean unearned premium reserve is determined by multiplying the direct earned premiums in line (1) by the ratio of the mean unearned premium reserve to the collected earned premium for calendar year ended 12/31/2015 for all companies writing Private Passenger Automobile Liability insurance in North Carolina. These data are from statutory page 14 of the Annual Statement.

1. Collected Earned Premium for Calendar Year ended 12/31/2015	\$2,749,427,412
2. Unearned Premium Reserve as of 12/31/2014	794,058,559
3. Unearned Premium Reserve as of 12/31/2015	822,493,194
4. Mean Unearned Premium Reserve $1/2 [(2) + (3)]$	808,275,877
5. Ratio (4) \div (1)	0.294

Line A-3

Deduction for prepaid expenses:

Production costs and a large part of the other company expenses in connection with the writing and handling of Private Passenger Automobile Liability insurance policies, exclusive of claim adjustment expenses, are incurred when the policy is written and before the premium is paid. Therefore, the deduction for these expenses is determined by use of the provisions for expenses used in our ratemaking procedures as shown.

Line B-2

Delayed remission of premium:

This deduction is necessary because of delay in collection and remission of premium to the companies, which amounts to approximately 50-75 days after the effective dates of the policies. Therefore, funds for the unearned premium reserve required during the initial days of all policies must be taken from the company's surplus.

Based on the 2014 and 2015 Insurance Expense Exhibit for all companies writing private passenger liability insurance in North Carolina, agent's balances for premiums due less than 90 days amount to 17.6% of net written premiums. The 17.6% is based on a procedure that weighs the percent of countrywide agents balances relative to countrywide private passenger liability premium (using data from Part III of the IEE) on the private passenger written liability premium for North Carolina private passenger liability insurance (as shown on statutory Page 14 of the Annual Statement).

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
LIABILITY COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED
PREMIUM RESERVES AND ON LOSS RESERVES

EXPLANATORY NOTES

The above percentage must be multiplied by a factor of 1.021 to include the effect of agents balances or uncollected premiums overdue for more than 90 days. The 1.021 is based on 2014 and 2015 industrywide data provided by the A.M. Best Company. The two factors combined amount to .180 (.176 x 1.021 = .180).

Line C-2

The expected loss and loss adjustment ratio reflects the expense provisions used in this filing.

Line C-3

The expected mean loss reserve is determined by multiplying the expected incurred losses in line (2) by the average North Carolina ratio of the mean loss reserves to the incurred losses in 2014 and 2015 for Automobile Liability insurance. This ratio is based on North Carolina companies' statutory Page 14 annual statement data and has been adjusted to include loss adjustment expense reserves.

1. Incurred Losses for Calendar Year 2014	\$1,828,944,685
2. Incurred Losses for Calendar Year 2015	2,011,157,788
3. Loss Reserves as of 12/31/2013	1,595,369,961
4. Loss Reserves as of 12/31/2014	1,604,433,332
5. Loss Reserves as of 12/31/2015	1,655,754,442
6. Mean Loss Reserve 2014: 1/2 [(3) + (4)]	1,599,901,647
7. Mean Loss Reserve 2015: 1/2 [(4) + (5)]	1,630,093,887
8. Ratio (6) ÷ (1)	0.875
9. Ratio (7) ÷ (2)	0.811
10. Loss Reserve: 1/2 [(8) + (9)]	0.843
11. Ratio of LAE Reserves to Loss Reserves (a)	0.188
12. Ratio of Incurred LAE to Incurred Losses (a)	0.193
13. Loss and LAE Reserve [(10)x(1.0+(11))]/(1.0+(12))]	0.839

(a) Based on 2015 All-Industry Insurance Expense Exhibit (source: A.M. Best)

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
LIABILITY COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED
PREMIUM RESERVES AND ON LOSS RESERVES

EXPLANATORY NOTES

Line E

The rate of return is the ratio of net investment income earned to mean cash and invested assets. Net investment income is computed for all companies writing private passenger automobile insurance in North Carolina as follows:

Year	Net Investment Income Earned (In Thousands of Dollars) (a)	Mean Cash and Invested Assets (In Thousands of Dollars) (b)	Rate of Return
2015	\$49,322,817	\$1,568,166,843	3.15%

(a) Based on 2015 All-Industry Statement of Income (source: A.M. Best)

(b) Based on 2015 All-Industry Balance Sheet Exhibit (source: A.M. Best)

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
PHYSICAL DAMAGE COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED PREMIUM RESERVES
AND ON LOSS RESERVES

A. Unearned Premium Reserve

1. Direct Earned Premium for Accident Year Ended 12/31/2015		\$2,293,217,828
2. Mean Unearned Premium Reserve	0.296 x (1)	678,792,477
3. Deduction for Prepaid Expenses		
Commission and Brokerage Expense		8.90%
Taxes, Licenses and Fees		1.92%
50% of Other Acquisition Expense		4.65%
50% of Company Operating Expense		3.00%
Total		18.47%
4. (2) x (3)		125,372,971
5. Net Subject to Investment (2) - (4)		553,419,506

B. Delayed Remission of Premium (Agents' Balances)

1. Direct Earned Premium (A-1)		\$2,293,217,828
2. Average Agents' Balances		0.174
3. Delayed Remission (1) x (2)		399,019,902

C. Loss Reserve

1. Direct Earned Premium (A-1)		\$2,293,217,828
2. Expected Incurred Losses and Loss Adjustment		1,334,652,776
0.582 x (1)		
3. Expected Mean Loss Reserves	0.097 x (2)	129,461,319

D. Net Subject to Investment (A-5) - (B-3) + (C-3) 283,860,923

E. Average Rate of Return 3.15%

F. Investment Earnings on Net Subject to Investment (D) x (E) 8,941,619

G. Average Rate of Return as a Percent of Direct Earned Premium
(F) / (A-1) 0.39%

H. Average Rate of Return as a Percent of Direct
Earned Premium After Federal Income Taxes 0.30%
(G) x 0.776

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
PHYSICAL DAMAGE COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED
PREMIUM RESERVES AND ON LOSS RESERVES

EXPLANATORY NOTES

Line A-1

Direct earned premiums are the earned premiums at present manual level for Private Passenger Passenger Automobile Comprehensive and Collision Insurance for the latest calendar year.

Line A-2

The mean unearned premium reserve is determined by multiplying the direct earned premiums in line (1) by the ratio of the mean unearned premium reserve to the collected earned premium for calendar year ended 12/31/2015 for all companies writing Private Passenger Automobile Physical Damage insurance in North Carolina. These data are from statutory Page 14 of the Annual Statement.

1. Collected Earned Premium for Calendar Year ended 12/31/2015	\$2,319,837,917
2. Unearned Premium Reserve as of 12/31/2014	657,740,776
3. Unearned Premium Reserve as of 12/31/2015	717,515,490
4. Mean Unearned Premium Reserve $1/2 [(2) + (3)]$	687,628,133
5. Ratio (4) \div (1)	0.296

Line A-3

Deduction for prepaid expenses:

Production costs and a large part of the other company expenses in connection with the writing and handling of Private Passenger Automobile Physical Damage insurance policies, exclusive of claim adjustment expenses, are incurred when the policy is written and before the premium is paid.

Therefore, the deduction for these expenses is determined by use of the provisions for expenses used in our ratemaking procedures as shown.

Line B-2

Delayed remission of premium:

This deduction is necessary because of delay in collection and remission of premium to the companies, which amounts to approximately 50-75 days after the effective dates of the policies. Therefore, funds for the unearned premium reserve required during the initial days of all policies must be taken from the company's surplus.

Based on the 2014 and 2015 Insurance Expense Exhibit for all companies writing private passenger physical damage insurance in North Carolina, agent's balances for premiums due less than 90 days amount to 17.4% of net written premiums. The 17.4% is based on a procedure that weighs the percent of countrywide agents balances relative to countrywide private passenger physical damage premium (using data from Part III of the IEE) on the private passenger written physical damage premium for North Carolina private passenger physical damage insurance (as shown on statutory Page 14 of the Annual Statement).

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
PHYSICAL DAMAGE COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED
PREMIUM RESERVES AND ON LOSS RESERVES

EXPLANATORY NOTES

The above percentage must be multiplied by a factor of 1.021 to include the effect of agents balances or uncollected premiums overdue for more than 90 days. The 1.021 is based on 2014 and 2015 industrywide data provided by the A.M. Best Company. The two factors combined amount to .174 (.170 x 1.021 = .174).

Line C-2

The expected loss and loss adjustment ratio reflects the expense provisions used in this filing.

Line C-3

The expected mean loss reserve is determined by multiplying the expected incurred losses in line (2) by the average North Carolina ratio of the mean loss reserves to the incurred losses in 2014 and 2015 for Automobile Physical Damage insurance. This ratio is based on North Carolina companies' Page 15 annual statement data and has been adjusted to include loss adjustment expense reserves.

1. Incurred Losses for Calendar Year 2014	\$1,249,840,873
2. Incurred Losses for Calendar Year 2015	1,360,242,003
3. Loss Reserves as of 12/31/2013	76,075,614
4. Loss Reserves as of 12/31/2014	78,517,754
5. Loss Reserves as of 12/31/2015	87,691,685
6. Mean Loss Reserve 2014: 1/2 [(3) + (4)]	77,296,684
7. Mean Loss Reserve 2015: 1/2 [(4) + (5)]	83,104,720
8. Ratio (6) ÷ (1)	0.062
9. Ratio (7) ÷ (2)	0.061
10. Loss Reserve: 1/2 [(8) + (9)]	0.062
11. Ratio of LAE Reserves to Loss Reserves (a)	0.798
12. Ratio of Incurred LAE to Incurred Losses (a)	0.149
13. Loss and LAE Reserve [(10)x(1.0+(11))]/(1.0+(12))]	0.097

(a) Based on 2015 All-Industry Insurance Expense Exhibit (source: A.M. Best)

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
PHYSICAL DAMAGE COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED
PREMIUM RESERVES AND ON LOSS RESERVES

EXPLANATORY NOTES

Line E

The rate of return is the ratio of net investment income earned to mean cash and invested assets. Net investment income is computed for all companies writing private passenger automobile insurance in North Carolina as follows:

Year	Net Investment Income Earned (In Thousands of Dollars) (a)	Mean Cash and Invested Assets (In Thousands of Dollars) (b)	Rate of Return
2015	\$49,322,817	\$1,568,166,843	3.15%

(a) Based on 2015 All-Industry Statement of Income (source: A.M. Best)

(b) Based on 2015 All-Industry Balance Sheet Exhibit (source: A.M. Best)

CAPITAL GAINS OR LOSSES AS A PERCENT OF MEAN ASSETS
(all amounts in thousands of dollars)

Calendar Year	Mean Total Admitted Assets 2-Year Average	Realized Capital Gains	
		Amount	Percent
2006	1,217,432,187	3,587,228	0.29%
2007	1,297,478,130	9,031,778	0.70%
2008	1,288,393,875	(21,018,623)	-1.63%
2009	1,274,678,809	(8,079,575)	-0.63%
2010	1,330,998,082	8,100,143	0.61%
2011	1,366,568,026	7,563,305	0.55%
2012	1,350,656,619	9,035,405	0.67%
2013	1,423,600,934	12,163,890	0.85%
2014	1,543,882,475	12,093,078	0.78%
2015	1,567,611,077	9,887,732	0.63%
	-----	-----	-----
	13,661,300,212	42,364,361	0.31%

Source: Best's Aggregates & Averages--various editions

ESTIMATED INVESTMENT EARNINGS ON UNEARNED
PREMIUM RESERVES AND ON LOSS RESERVES

EXPLANATORY NOTES

2015

Column 2:

Bonds

Taxable (Lines 1 + 1.2)	\$22,250,748	0.350
Non-Taxable (Lines 1.1 + 1.3)	11,053,798	-
	-----	-----
Sub-Total	\$33,304,546	0.234

Stocks

Taxable (Lines 2.1 + 2.2)	\$7,417,662	0.105 (A)
Non-Taxable (Lines 2.11 + 2.21)	1,533,307	-
	-----	-----
Sub-Total	\$8,950,969	0.087

Mortgage Loans (Line 3)	\$559,969	
Real Estate (Line 4)	1,696,990	
Contract Loans (Line 5)	730	
Cash/Short Term Investments (Line 6)	176,203	
Derivative Instruments (Line 7)	80,094	
All Other (Lines 8 + 9)	9,524,323	
	-----	-----
Sub-Total	\$12,038,309	0.350

Total	\$54,293,824	0.235
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Investment Deductions (Line 16)	\$4,970,945	0.350
---------------------------------	-------------	-------

Net Investment Income Earned	\$49,322,879	0.224
------------------------------	--------------	-------

(A) Only 30% of dividend income on stock is subject to the full corporate income tax rate of 35%. The applicable tax rate is thus 10.5% (.35 x .30 = .105).

The data available to the Rate Bureau to estimate the requested length of time is the yearly paid and incurred total limits liability loss development data contained on pages H-320-322 and H-328-330. The combined BI, PD and Med Pay data on a paid and incurred basis is shown on pages H-558 and H-559. Page H-557 shows the liability incurred losses for immature accident years on an ultimate basis using the latest three-year average loss development factor.

The accident year data for any given year 20XX has an average date of accident of July 1, 20XX. By taking the ratio of paid losses to ultimate incurred losses as shown on the following pages, the percentage of liability losses paid in each year is estimated.

It is next necessary to determine an estimate for the average payment date (months) of the losses paid in each interval. Such data are not available for North Carolina. Such data are available for Massachusetts and are set forth below for the purpose of showing how this analysis would be completed for North Carolina if North Carolina data were available. The following data is personal auto liability data for the state of Massachusetts as contained in the Massachusetts Automobile Rate Bureau's 1990 filing. Since the Rate Bureau is advised by ISO that Massachusetts payment patterns are longer than North Carolina's, the results of this analysis (based on Massachusetts payment patterns) overstate the average length of time between occurrence and payment.

The result of this analysis is shown below:

Period Month-to-Month	Percentage Paid in Period		Massachusetts
	(a)	(b)	Average Payment Date (months)
0-15	66.0%	68.1%	9.3
15-27	19.3%	19.2%	20.3
27-39	7.8%	7.3%	32.4
39-51	4.3%	3.5%	44.3
51-63	1.7%	1.3%	56.5
63-ult.	0.9%	0.6%	73.4
	(a)	(b)	
(1) Average Payment Date	16.1 months	15.3 months	
(2) Average Date of Accident	6.0 months	6.0 months	
(3) Average Length of Time between Occurrence and Payment [(1)-(2)]	10.1 months	9.3 months	

(a) Based on the average of the three earliest accident year points.

(b) Based on the average of the three latest accident year points.

Based on this analysis the average length of time between occurrence and payment of a liability claim has decreased by 0.8 months over this period.

NORTH CAROLINA
ULTIMATE INCURRED LOSSES
LIABILITY

Accident Year	Losses (a)
2002	1,286,721,537
2003	1,349,581,154
2004	1,390,479,026
2005	1,393,462,000
2006	1,453,717,907
2007	1,472,856,635
2008	1,452,372,297
2009	1,539,561,841
2010	1,551,799,127
2011	1,561,192,671
2012	1,605,648,483
2013	1,643,803,158
2014	1,708,394,969
2015	1,837,616,410

(a) Total limits Bodily Injury, Property Damage and Medical Payments combined. 63 months is considered ultimate.

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
LOSS DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

B.I., P.D., Med.Pay. Combined Total Limits Paid Losses as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					1,274,468,167
2003				1,308,422,750	1,336,827,150
2004			1,288,901,723	1,357,346,135	1,379,460,527
2005		1,179,518,772	1,297,882,919	1,361,819,190	1,383,872,392
2006	945,268,207	1,238,469,434	1,358,266,723	1,417,603,299	1,441,974,706
2007	971,344,915	1,268,345,045	1,382,366,947	1,440,286,661	1,460,616,883
2008	972,613,529	1,255,741,031	1,367,377,439	1,420,801,351	1,442,985,393
2009	1,019,619,819	1,318,115,447	1,446,420,184	1,508,665,002	1,530,626,713
2010	1,032,027,676	1,348,009,090	1,464,345,512	1,521,752,087	1,541,257,977
2011	1,056,277,574	1,365,591,523	1,476,904,562	1,531,806,602	1,551,842,254
2012	1,086,656,505	1,390,435,663	1,515,406,374	1,576,952,770	
2013	1,103,808,869	1,440,319,038	1,559,249,697		
2014	1,161,900,163				
2015	1,270,104,337				

Ratio of Paid to Ultimate Incurred

Accident Year	0-15 Mo.	15-27 Mo.	27-39 Months	39-51 Months	51-63 Months
2002					0.990
2003				0.970	0.991
2004			0.927	0.976	0.992
2005		0.846	0.931	0.977	0.993
2006	0.650	0.852	0.934	0.975	0.992
2007	0.659	0.861	0.939	0.978	0.992
2008	0.670	0.865	0.941	0.978	0.994
2009	0.662	0.856	0.940	0.980	0.994
2010	0.665	0.869	0.944	0.981	0.993
2011	0.677	0.875	0.946	0.981	0.994
2012	0.677	0.866	0.944	0.982	
2013	0.671	0.876	0.949		
2014	0.680	0.878			
2015	0.691				
Earliest Three Year Avg	0.660	0.853	0.931	0.974	0.991
Latest Three Year Avg	0.681	0.873	0.946	0.981	0.994

Losses exclude unallocated loss adjustment expense.

NORTH CAROLINA
AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER CARS
LOSS DEVELOPMENT

All Carriers

Voluntary and Ceded Combined

B.I., P.D., Med.Pay. Combined Total Limits Incurred Losses as of

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
2002					1,286,721,537
2003				1,347,615,509	1,349,581,154
2004			1,381,698,918	1,390,838,965	1,390,479,026
2005		1,359,207,421	1,388,299,954	1,395,437,899	1,393,462,000
2006	1,336,137,349	1,422,181,711	1,450,410,617	1,455,924,518	1,453,717,907
2007	1,358,983,257	1,453,476,217	1,470,871,492	1,473,950,560	1,472,856,635
2008	1,361,454,682	1,436,136,087	1,453,195,021	1,456,279,365	1,452,372,297
2009	1,445,782,369	1,519,546,621	1,539,021,943	1,541,399,143	1,539,561,841
2010	1,462,994,537	1,538,688,597	1,551,583,586	1,552,646,562	1,551,799,127
2011	1,487,733,441	1,544,249,813	1,557,164,778	1,561,750,142	1,561,192,671
2012	1,531,591,001	1,590,339,175	1,604,837,426	1,607,255,739	
2013	1,554,489,347	1,623,517,756	1,642,160,997		
2014	1,607,675,920	1,691,480,167			
2015	1,741,816,502				

Loss Development Factors

Accident Year	15-27 Mo.	27-39 Mo.	39-51 Mo.	51-63 Mo.
2003				1.001
2004			1.007	1.000
2005		1.021	1.005	0.999
2006	1.064	1.020	1.004	0.998
2007	1.070	1.012	1.002	0.999
2008	1.055	1.012	1.002	0.997
2009	1.051	1.013	1.002	0.999
2010	1.052	1.008	1.001	0.999
2011	1.038	1.008	1.003	1.000
2012	1.038	1.009	1.002	
2013	1.044	1.011		
2014	1.052			
Five Year Average	1.045	1.010	1.002	0.999
Three Year Average	1.045	1.009	1.002	0.999

Five Year Three Year

39 to 63 months:	1.001	1.001
27 to 63 months:	1.011	1.010
15 to 63 months:	1.056	1.055

Losses exclude unallocated loss adjustment expense.

NORTH CAROLINA
PRIVATE PASSENGER AUTO LIABILITY
AGGREGATE ANNUAL STATEMENT DATA

TOP 50 PRIVATE PASSENGER AUTO LIABILITY INSURERS BASED ON 2015 WRITTEN PREMIUM

2014 ASSETS

	Net Admitted Assets
1 Bonds (Schedule D)	150,447,932,626
2 Stocks (Schedule D):	
2.1 Preferred stocks	3,322,873,117
2.2 Common stocks	159,725,089,877
3 Mortgage loans on real estate (Schedule B):	
3.1 First liens	1,737,705,687
3.2 Other than first liens	0
4 Real estate (Schedule A):	
4.1 Properties occupied by the company (less \$0 encumbrances)	3,221,263,493
4.2 Properties held for the production of income (less \$250 encumbrances)	79,677,645
4.3 Properties held for sale (less \$718,928 encumbrances)	112,710,817
5 Cash (\$-665,290,898, Schedule E-Part 1), cash equivalents (\$3,591,003,910, Schedule E-Part 2) and short-term investments (\$6,081,170,219, Schedule DA)	9,006,883,235
6 Contract loans (including \$0 premium notes)	
7 Derivatives (Schedule DB)	13,569,934
8 Other invested assets (Schedule BA)	27,517,444,205
9 Receivables for securities	90,395,487
10 Securities lending reinvested collateral assets (Schedule DL)	546,258,241
11 Aggregate write-ins for invested assets	119,957,232
12 Subtotals, cash and invested assets (Lines 1 to 11)	355,941,761,596
13 Title plants less \$0 charged off (for Title insurers only)	
14 Investment income due and accrued	1,695,351,951
15 Premiums and considerations:	
15.1 Uncollected premiums and agents' balances in the course of collection	7,400,717,770
15.2 Deferred premiums, agents' balances and installments booked but deferred and not yet due (including \$55,701,343 earned but unbilled premiums)	26,474,635,993
15.3 Accrued retrospective premiums	230,434,466
16 Reinsurance:	
16.1 Amounts recoverable from reinsurers	3,263,089,250
16.2 Funds held by or deposited with reinsured companies	36,067,876
16.3 Other amounts receivable under reinsurance contracts	107,781,656
17 Amounts receivable relating to uninsured plans	186,576
18.1 Current federal and foreign income tax recoverable and interest thereon	688,202,855
18.2 Net deferred tax asset	5,527,857,172
19 Guaranty funds receivable or on deposit	26,471,297
20 Electronic data processing equipment and software	957,460,613
21 Furniture and equipment, including health care delivery assets (\$0)	0
22 Net adjustment in assets and liabilities due to foreign exchange rates	68,208,677
23 Receivables from parent, subsidiaries and affiliates	3,222,227,960
24 Health care (\$0) and other amounts receivable	261,173
25 Aggregate write-ins for other than invested assets	3,622,461,388
26 Total assets excluding Separate Accounts, Segregated Accounts and Protected Cell Accounts (Lines 12 to 25)	409,263,178,273
27 From Separate Accounts, Segregated Accounts and Protected Cell Accounts	0
28 Total (Lines 26 and 27)	409,263,178,273
H-560	

NORTH CAROLINA
PRIVATE PASSENGER AUTO LIABILITY
AGGREGATE ANNUAL STATEMENT DATA
TOP 50 PRIVATE PASSENGER AUTO LIABILITY INSURERS BASED ON 2015 WRITTEN PREMIUM

2014 LIABILITIES, SURPLUS AND OTHER FUNDS

1 Losses (Part 2A, Line 35, Column 8)	78,462,204,343
2 Reinsurance payable on paid losses and loss adjustment expenses (Schedule F, Part 1, Column 6)	1,621,193,282
3 Loss adjustment expenses (Part 2A, Line 35, Column 9)	21,940,823,629
4 Commissions payable, contingent commissions and other similar charges	1,320,361,313
5 Other expenses (excluding taxes, licenses and fees)	9,762,840,636
6 Taxes, licenses and fees (excluding federal and foreign income taxes)	861,448,102
7.1 Current federal and foreign income taxes (including \$48,483,652) on realized capital gains (losses)	519,912,873
7.2 Net deferred tax liability	9,294,179,162
8 Borrowed money \$240,163,112 and interest thereon \$910,990	241,074,102
9 Unearned premiums (Part 1A, Line 38, Column 5) (after deducting unearned premiums for ceded reinsurance of \$24,553,450,161 and including warranty reserves of \$14,816,607 and accrued accident and health experience rating refund including \$0 for medical loss ratio rebate per the Public Health Service Act)	51,940,642,618
10 Advance premium	1,120,687,101
11 Dividends declared and unpaid:	
11.1 Stockholders	101,502,320
11.2 Policyholders	46,048,177
12 Ceded reinsurance premiums payable (net of ceding commissions)	7,484,127,958
13 Funds held by company under reinsurance treaties (Schedule F, Part 3, Column 19)	220,218,031
14 Amounts withheld or retained by company for account of others	3,748,794,728
15 Remittances and items not allocated	287,702,129
16 Provision for reinsurance (including \$0 certified) (Schedule F, Part 8)	132,970,654
17 Net adjustments in assets and liabilities due to foreign exchange rates	23,631
18 Drafts outstanding	1,338,712,127
19 Payable to parent, subsidiaries and affiliates	1,265,341,087
20 Derivatives	92,418,726
21 Payable for securities	545,619,578
22 Payable for securities lending	863,212,584
23 Liability for amounts held under uninsured plans	0
24 Capital notes \$0 and interest thereon \$0	0
25 Aggregate write-ins for liabilities	8,868,166,567
26 Total liabilities excluding protected cell liabilities (Lines 1 through 25)	202,080,225,456
27 Protected cell liabilities	
28 Total liabilities (Lines 26 and 27)	202,080,225,456
29 Aggregate write-ins for special surplus funds	60,733,504,639
30 Common capital stock	177,276,464
31 Preferred capital stock	315,500,000
32 Aggregate write-ins for other than special surplus funds	28,500,000
33 Surplus notes	3,075,070,245
34 Gross paid in and contributed surplus	18,733,750,775
35 Unassigned funds (surplus)	124,119,350,687
36 Less treasury stock, at cost:	
36.1 0 Shares common (value included in Line 30 \$0)	0
36.2 0 Shares preferred (value included in Line 31 \$0)	0
37 Surplus as regards policyholders (Lines 29 to 35, less 36) (Page 4, Line 39)	207,182,952,811
38 Totals (Page 2, Line 28, Col. 3)	409,263,178,267

NORTH CAROLINA
PRIVATE PASSENGER AUTO LIABILITY
AGGREGATE ANNUAL STATEMENT DATA
TOP 50 PRIVATE PASSENGER AUTO LIABILITY INSURERS BASED ON 2015 WRITTEN PREMIUM

2014 STATEMENT OF INCOME

UNDERWRITING INCOME	
1 Premiums earned (Part 1, Line 35, Column 4)	131,778,265,613
DEDUCTIONS:	
2 Losses incurred (Part 2, Line 35, Column 7)	80,623,654,126
3 Loss adjustment expenses incurred (Part 3, Line 25, Column 1)	15,723,634,396
4 Other underwriting expenses incurred (Part 3, Line 25, Column 2)	35,191,254,491
5 Aggregate write-ins for underwriting deductions	223,858,862
6 Total underwriting deductions (Lines 2 through 5)	131,762,401,874
7 Net income of protected cells	
8 Net underwriting gain (loss) (Line 1 minus Line 6 plus Line 7)	15,863,740
INVESTMENT INCOME	
9 Net investment income earned (Exhibit of Net Investment Income, Line 17)	10,021,528,806
10 Net realized capital gains (losses) less capital gains tax of \$701,727,825 (Exhibit of Capital Gains (Losses))	1,713,935,707
11 Net investment gain (loss) (Lines 9 + 10)	11,735,464,515
OTHER INCOME	
12 Net gain (loss) from agents' or premium balances charged off (amount recovered \$51,575,278 amount charged off \$436,563,697)	(384,988,416)
13 Finance and service charges not included in premiums	956,364,782
14 Aggregate write-ins for miscellaneous income	127,229,658
15 Total other income (Lines 12 through 14)	698,606,025
16 Net income before dividends to policyholders, after capital gains tax and before all other federal and foreign income taxes (Lines 8+11+15)	12,449,934,279
17 Dividends to policyholders	1,185,936,855
18 Net income, after dividends to policyholders, after capital gains tax and before all other federal and foreign income taxes (Line 16 minus Line 17)	11,263,997,423
19 Federal and foreign income taxes incurred	587,340,448
20 Net income (Line 18 minus Line 19) (to Line 22)	10,676,656,978
CAPITAL AND SURPLUS ACCOUNT	
21 Surplus as regards policyholders, December 31 prior year (Page 4, Line 39, Column 2)	195,893,289,365
22 Net income (from Line 20)	10,676,656,978
23 Net transfers (to) from Protected Cell accounts	
24 Change in net unrealized capital gains or (losses) less capital gains tax of \$1,374,305,687	8,592,028,310
25 Change in net unrealized foreign exchange capital gain (loss)	(221,555,594)
26 Change in net deferred income tax	843,358,715
27 Change in nonadmitted assets (Exhibit of Nonadmitted Assets, Line 28, Col. 3)	1,612,127,153
28 Change in provision for reinsurance (Page 3, Line 16, Column 2 minus Column 1)	26,222,306
29 Change in surplus notes	25,756,539
30 Surplus (contributed to) withdrawn from protected cells	0
31 Cumulative effect of changes in accounting principles	(18,403,894)
32 Capital changes:	
32.1 Paid in	(296,700)
32.2 Transferred from surplus (Stock dividend)	0
32.3 Transferred to surplus	0
33 Surplus adjustments:	
33.1 Paid in	150,606,437
33.2 Transferred to capital (Stock dividend)	0
33.3 Transferred from capital	0
34 Net remittances from or (to) Home office	0
35 Dividends to stockholders	(3,578,890,602)
36 Change in treasury stock (Page 3, Lines 36.1 and 36.2, Column 2 minus Column 1)	0
37 Aggregate write-ins for gains and losses in surplus	(6,817,946,197)
38 Change in surplus as regards policyholders for the year (Lines 22 through 37)	11,289,663,448
39 Surplus as regards policyholders, December 31 current year (Line 21 plus Line 38) (Page 3, Line 37)	207,182,952,811

NORTH CAROLINA
PRIVATE PASSENGER AUTO LIABILITY
AGGREGATE ANNUAL STATEMENT DATA

TOP 50 PRIVATE PASSENGER AUTO LIABILITY INSURERS BASED ON 2015 WRITTEN PREMIUM

2015 ASSETS

	Net Admitted Assets
1 Bonds (Schedule D)	151,509,330,457
2 Stocks (Schedule D):	
2.1 Preferred stocks	3,028,247,914
2.2 Common stocks	161,025,039,502
3 Mortgage loans on real estate (Schedule B):	
3.1 First liens	1,818,542,884
3.2 Other than first liens	0
4 Real estate (Schedule A):	
4.1 Properties occupied by the company (less \$0 encumbrances)	3,054,845,862
4.2 Properties held for the production of income (less \$250 encumbrances)	191,523,261
4.3 Properties held for sale (less \$0 encumbrances)	81,296,933
5 Cash (\$-1,296,775,529, Schedule E-Part 1), cash equivalents (\$3,340,002,062, Schedule E-Part 2) and short-term investments (\$7,300,397,426, Schedule DA)	9,343,623,964
6 Contract loans (including \$0 premium notes)	0
7 Derivatives (Schedule DB)	40,666,467
8 Other invested assets (Schedule BA)	27,506,515,043
9 Receivables for securities	120,282,723
10 Securities lending reinvested collateral assets (Schedule DL)	538,460,818
11 Aggregate write-ins for invested assets	125,826,186
12 Subtotals, cash and invested assets (Lines 1 to 11)	358,384,202,013
13 Title plants less \$0 charged off (for Title insurers only)	0
14 Investment income due and accrued	1,653,716,027
15 Premiums and considerations:	
15.1 Uncollected premiums and agents' balances in the course of collection	7,893,568,277
15.2 Deferred premiums, agents' balances and installments booked but deferred and not yet due (including \$62,835,675 earned but unbilled premiums)	27,908,459,986
15.3 Accrued retrospective premiums	202,969,885
16 Reinsurance:	
16.1 Amounts recoverable from reinsurers	3,515,327,475
16.2 Funds held by or deposited with reinsured companies	173,913,477
16.3 Other amounts receivable under reinsurance contracts	178,063,396
17 Amounts receivable relating to uninsured plans	14,558
18.1 Current federal and foreign income tax recoverable and interest thereon	388,206,798
18.2 Net deferred tax asset	5,899,466,755
19 Guaranty funds receivable or on deposit	20,282,804
20 Electronic data processing equipment and software	963,712,445
21 Furniture and equipment, including health care delivery assets (\$0)	0
22 Net adjustment in assets and liabilities due to foreign exchange rates	0
23 Receivables from parent, subsidiaries and affiliates	2,971,405,887
24 Health care (\$0) and other amounts receivable	244,958
25 Aggregate write-ins for other than invested assets	6,824,851,429
26 Total assets excluding Separate Accounts, Segregated Accounts and Protected Cell Accounts (Lines 12 to 25)	416,978,406,168
27 From Separate Accounts, Segregated Accounts and Protected Cell Accounts	0
28 Total (Lines 26 and 27)	416,978,406,168
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NORTH CAROLINA
PRIVATE PASSENGER AUTO LIABILITY
AGGREGATE ANNUAL STATEMENT DATA
TOP 50 PRIVATE PASSENGER AUTO LIABILITY INSURERS BASED ON 2015 WRITTEN PREMIUM

2015 LIABILITIES, SURPLUS AND OTHER FUNDS

1 Losses (Part 2A, Line 35, Column 8)	81,290,128,264
2 Reinsurance payable on paid losses and loss adjustment expenses (Schedule F, Part 1, Column 6)	1,770,601,248
3 Loss adjustment expenses (Part 2A, Line 35, Column 9)	22,339,787,668
4 Commissions payable, contingent commissions and other similar charges	1,349,246,687
5 Other expenses (excluding taxes, licenses and fees)	10,135,315,076
6 Taxes, licenses and fees (excluding federal and foreign income taxes)	909,596,095
7.1 Current federal and foreign income taxes (including \$1,020,263,605) on realized capital gains (losses)	579,863,783
7.2 Net deferred tax liability	7,314,979,054
8 Borrowed money \$458,100,000 and interest thereon \$1,241,842	459,341,842
9 Unearned premiums (Part 1A, Line 38, Column 5) (after deducting unearned premiums for ceded reinsurance of \$25,766,348,284 and including warranty reserves of \$12,969,529 and accrued accident and health experience rating ref including \$0 for medical loss ratio rebate per the Public Health Service Act)	54,957,152,040
10 Advance premium	1,176,657,082
11 Dividends declared and unpaid:	
11.1 Stockholders	100,544,180
11.2 Policyholders	48,814,760
12 Ceded reinsurance premiums payable (net of ceding commissions)	7,766,894,566
13 Funds held by company under reinsurance treaties (Schedule F, Part 3, Column 19)	351,715,273
14 Amounts withheld or retained by company for account of others	4,044,018,016
15 Remittances and items not allocated	306,353,249
16 Provision for reinsurance (including \$0 certified) (Schedule F, Part8)	123,608,091
17 Net adjustments in assets and liabilities due to foreign exchange rates	135,899,980
18 Drafts outstanding	1,453,679,433
19 Payable to parent, subsidiaries and affiliates	1,192,264,728
20 Derivatives	78,893,456
21 Payable for securities	412,533,321
22 Payable for securities lending	815,388,774
23 Liability for amounts held under uninsured plans	0
24 Capital notes \$0 and interest thereon \$0	0
25 Aggregate write-ins for liabilities	5,671,816,036
26 Total liabilities excluding protected cell liabilities (Lines 1 through 25)	204,785,092,704
27 Protected cell liabilities	
28 Total liabilities (Lines 26 and 27)	204,785,092,704
29 Aggregate write-ins for special surplus funds	60,178,057,842
30 Common capital stock	177,276,464
31 Preferred capital stock	315,500,000
32 Aggregate write-ins for other than special surplus funds	28,500,000
33 Surplus notes	3,075,662,159
34 Gross paid in and contributed surplus	19,157,547,788
35 Unassigned funds (surplus)	129,260,769,204
36 Less treasury stock, at cost:	
36.1 0 Shares common (value included in Line 30 \$0)	0
36.2 0 Shares preferred (value included in Line 31 \$0)	0
37 Surplus as regards policyholders (Lines 29 to 35, less 36) (Page 4, Line 39)	212,193,313,456
38 Totals (Page 2, Line 28, Col. 3)	416,978,406,161

NORTH CAROLINA
PRIVATE PASSENGER AUTO LIABILITY
AGGREGATE ANNUAL STATEMENT DATA
TOP 50 PRIVATE PASSENGER AUTO LIABILITY INSURERS BASED ON 2015 WRITTEN PREMIUM

2015 STATEMENT OF INCOME

UNDERWRITING INCOME	
1 Premiums earned (Part 1, Line 35, Column 4)	143,234,352,763
DEDUCTIONS:	
2 Losses incurred (Part 2, Line 35, Column 7)	90,654,587,407
3 Loss adjustment expenses incurred (Part 3, Line 25, Column 1)	17,012,815,730
4 Other underwriting expenses incurred (Part 3, Line 25, Column 2)	36,825,687,484
5 Aggregate write-ins for underwriting deductions	325,127,114
6 Total underwriting deductions (Lines 2 through 5)	144,818,217,728
7 Net income of protected cells	0
8 Net underwriting gain (loss) (Line 1 minus Line 6 plus Line 7)	(1,583,864,971)
INVESTMENT INCOME	
9 Net investment income earned (Exhibit of Net Investment Income, Line 17)	9,074,815,371
10 Net realized capital gains (losses) less capital gains tax of \$1,960,543,948 (Exhibit of Capital Gains (Losses))	3,569,563,251
11 Net investment gain (loss) (Lines 9 + 10)	12,644,378,622
OTHER INCOME	
12 Net gain (loss) from agents' or premium balances charged off (amount recovered \$60,590,074 amount charged off \$452,791,009)	(392,200,934)
13 Finance and service charges not included in premiums	968,206,813
14 Aggregate write-ins for miscellaneous income	(490,880,294)
15 Total other income (Lines 12 through 14)	85,125,586
16 Net income before dividends to policyholders, after capital gains tax and before all other federal and foreign income taxes (Lines 8+11+15)	11,145,639,240
17 Dividends to policyholders	1,238,117,917
18 Net income, after dividends to policyholders, after capital gains tax and before all other federal and foreign income taxes (Line 16 minus Line 17)	9,907,521,324
19 Federal and foreign income taxes incurred	221,216,251
20 Net income (Line 18 minus Line 19) (to Line 22)	9,686,305,071
CAPITAL AND SURPLUS ACCOUNT	
21 Surplus as regards policyholders, December 31 prior year (Page 4, Line 39, Column 2)	207,182,952,811
22 Net income (from Line 20)	9,686,305,071
23 Net transfers (to) from Protected Cell accounts	0
24 Change in net unrealized capital gains or (losses) less capital gains tax of \$-3,516,677,350	(2,600,549,199)
25 Change in net unrealized foreign exchange capital gain (loss)	(601,562,452)
26 Change in net deferred income tax	(777,963,286)
27 Change in nonadmitted assets (Exhibit of Nonadmitted Assets, Line 28, Col. 3)	(848,980,818)
28 Change in provision for reinsurance (Page 3, Line 16, Column 2 minus Column 1)	9,362,564
29 Change in surplus notes	591,914
30 Surplus (contributed to) withdrawn from protected cells	0
31 Cumulative effect of changes in accounting principles	(18,403,894)
32 Capital changes:	
32.1 Paid in	0
32.2 Transferred from surplus (Stock dividend)	0
32.3 Transferred to surplus	0
33 Surplus adjustments:	
33.1 Paid in	423,797,013
33.2 Transferred to capital (Stock dividend)	0
33.3 Transferred from capital	0
34 Net remittances from or (to) Home office	0
35 Dividends to stockholders	(3,417,181,985)
36 Change in treasury stock (Page 3, Lines 36.1 and 36.2, Column 2 minus Column 1)	0
37 Aggregate write-ins for gains and losses in surplus	3,154,945,697
38 Change in surplus as regards policyholders for the year (Lines 22 through 37)	5,010,360,626
39 Surplus as regards policyholders, December 31 current year (Line 21 plus Line 38) (Page 3, Line 37)	212,193,313,444

NORTH CAROLINA
PRIVATE PASSENGER AUTO PHYSICAL DAMAGE
AGGREGATE ANNUAL STATEMENT DATA

TOP 50 PRIVATE PASSENGER AUTO PHYSICAL DAMAGE INSURERS BASED ON 2015 WRITTEN PREMIUM

2014 ASSETS

	Net Admitted Assets
1 Bonds (Schedule D)	146,599,061,245
2 Stocks (Schedule D):	
2.1 Preferred stocks	3,322,581,893
2.2 Common stocks	159,514,070,112
3 Mortgage loans on real estate (Schedule B):	
3.1 First liens	1,624,233,810
3.2 Other than first liens	0
4 Real estate (Schedule A):	
4.1 Properties occupied by the company (less \$0 encumbrances)	3,215,698,675
4.2 Properties held for the production of income (less \$250 encumbrances)	79,677,645
4.3 Properties held for sale (less \$2,574,971 encumbrances)	116,154,774
5 Cash (\$-661,882,159, Schedule E-Part 1), cash equivalents (\$3,591,003,910, Schedule E-Part 2) and short-term investments (\$6,066,241,583, Schedule DA)	8,995,363,338
6 Contract loans (including \$0 premium notes)	
7 Derivatives (Schedule DB)	13,569,934
8 Other invested assets (Schedule BA)	27,268,213,483
9 Receivables for securities	90,395,487
10 Securities lending reinvested collateral assets (Schedule DL)	510,991,463
11 Aggregate write-ins for invested assets	118,112,564
12 Subtotals, cash and invested assets (Lines 1 to 11)	351,468,124,424
13 Title plants less \$0 charged off (for Title insurers only)	
14 Investment income due and accrued	1,651,241,104
15 Premiums and considerations:	
15.1 Uncollected premiums and agents' balances in the course of collection	7,093,312,295
15.2 Deferred premiums, agents' balances and installments booked but deferred and not yet due (including \$55,701,343 earned but unbilled premiums)	25,786,509,830
15.3 Accrued retrospective premiums	230,434,466
16 Reinsurance:	
16.1 Amounts recoverable from reinsurers	3,197,982,974
16.2 Funds held by or deposited with reinsured companies	35,917,735
16.3 Other amounts receivable under reinsurance contracts	107,781,656
17 Amounts receivable relating to uninsured plans	186,576
18.1 Current federal and foreign income tax recoverable and interest thereon	658,022,507
18.2 Net deferred tax asset	5,407,468,094
19 Guaranty funds receivable or on deposit	26,002,755
20 Electronic data processing equipment and software	958,469,729
21 Furniture and equipment, including health care delivery assets (\$0)	0
22 Net adjustment in assets and liabilities due to foreign exchange rates	68,208,677
23 Receivables from parent, subsidiaries and affiliates	3,174,037,510
24 Health care (\$0) and other amounts receivable	261,173
25 Aggregate write-ins for other than invested assets	3,588,636,608
26 Total assets excluding Separate Accounts, Segregated Accounts and Protected Cell Accounts (Lines 12 to 25)	403,452,598,117
27 From Separate Accounts, Segregated Accounts and Protected Cell Accounts	0
28 Total (Lines 26 and 27)	403,452,598,117
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NORTH CAROLINA
PRIVATE PASSENGER AUTO PHYSICAL DAMAGE
AGGREGATE ANNUAL STATEMENT DATA
TOP 50 PRIVATE PASSENGER AUTO PHYSICAL DAMAGE INSURERS BASED ON 2015 WRITTEN PREMIUM

2014 LIABILITIES, SURPLUS AND OTHER FUNDS

1 Losses (Part 2A, Line 35, Column 8)	77,257,851,135
2 Reinsurance payable on paid losses and loss adjustment expenses (Schedule F, Part 1, Column 6)	1,514,745,702
3 Loss adjustment expenses (Part 2A, Line 35, Column 9)	21,677,742,003
4 Commissions payable, contingent commissions and other similar charges	1,274,936,281
5 Other expenses (excluding taxes, licenses and fees)	9,750,248,435
6 Taxes, licenses and fees (excluding federal and foreign income taxes)	848,499,997
7.1 Current federal and foreign income taxes (including \$48,483,652) on realized capital gains (losses)	519,912,873
7.2 Net deferred tax liability	9,294,179,162
8 Borrowed money \$240,163,112 and interest thereon \$910,990	241,074,102
9 Unearned premiums (Part 1A, Line 38, Column 5) (after deducting unearned premiums for ceded reinsurance of \$23,598,019,688 and including warranty reserves of \$12,945,036 and accrued accident and health experience rating ref including \$0 for medical loss ratio rebate per the Public Health Service Act)	51,078,123,050
10 Advance premium	1,104,346,157
11 Dividends declared and unpaid:	
11.1 Stockholders	101,502,320
11.2 Policyholders	44,531,902
12 Ceded reinsurance premiums payable (net of ceding commissions)	6,962,652,811
13 Funds held by company under reinsurance treaties (Schedule F, Part 3, Column 19)	220,218,709
14 Amounts withheld or retained by company for account of others	3,706,602,071
15 Remittances and items not allocated	279,762,859
16 Provision for reinsurance (including \$0 certified) (Schedule F, Part8)	132,964,654
17 Net adjustments in assets and liabilities due to foreign exchange rates	19,335
18 Drafts outstanding	1,338,712,127
19 Payable to parent, subsidiaries and affiliates	1,252,477,458
20 Derivatives	91,761,726
21 Payable for securities	545,525,828
22 Payable for securities lending	825,096,202
23 Liability for amounts held under uninsured plans	0
24 Capital notes \$0 and interest thereon \$0	0
25 Aggregate write-ins for liabilities	8,853,574,652
26 Total liabilities excluding protected cell liabilities (Lines 1 through 25)	198,917,061,549
27 Protected cell liabilities	
28 Total liabilities (Lines 26 and 27)	198,917,061,549
29 Aggregate write-ins for special surplus funds	60,733,504,639
30 Common capital stock	182,009,776
31 Preferred capital stock	315,500,000
32 Aggregate write-ins for other than special surplus funds	28,500,000
33 Surplus notes	3,075,070,245
34 Gross paid in and contributed surplus	18,687,969,374
35 Unassigned funds (surplus)	121,512,982,527
36 Less treasury stock, at cost:	
36.1 0 Shares common (value included in Line 30 \$0)	0
36.2 0 Shares preferred (value included in Line 31 \$0)	0
37 Surplus as regards policyholders (Lines 29 to 35, less 36) (Page 4, Line 39)	204,535,536,562
38 Totals (Page 2, Line 28, Col. 3)	403,452,598,111

NORTH CAROLINA
PRIVATE PASSENGER AUTO PHYSICAL DAMAGE
AGGREGATE ANNUAL STATEMENT DATA
TOP 50 PRIVATE PASSENGER AUTO PHYSICAL DAMAGE INSURERS BASED ON 2015 WRITTEN PREMIUM

2014 STATEMENT OF INCOME

UNDERWRITING INCOME	
1 Premiums earned (Part 1, Line 35, Column 4)	129,704,779,613
DEDUCTIONS:	
2 Losses incurred (Part 2, Line 35, Column 7)	79,361,488,764
3 Loss adjustment expenses incurred (Part 3, Line 25, Column 1)	15,514,556,814
4 Other underwriting expenses incurred (Part 3, Line 25, Column 2)	34,492,501,720
5 Aggregate write-ins for underwriting deductions	223,858,862
6 Total underwriting deductions (Lines 2 through 5)	129,592,406,159
7 Net income of protected cells	
8 Net underwriting gain (loss) (Line 1 minus Line 6 plus Line 7)	112,373,455
INVESTMENT INCOME	
9 Net investment income earned (Exhibit of Net Investment Income, Line 17)	9,883,396,597
10 Net realized capital gains (losses) less capital gains tax of \$701,467,054 (Exhibit of Capital Gains (Losses))	1,723,372,159
11 Net investment gain (loss) (Lines 9 + 10)	11,606,768,759
OTHER INCOME	
12 Net gain (loss) from agents' or premium balances charged off (amount recovered \$51,345,552 amount charged off \$428,776,235)	(377,430,680)
13 Finance and service charges not included in premiums	943,792,890
14 Aggregate write-ins for miscellaneous income	121,157,176
15 Total other income (Lines 12 through 14)	687,519,388
16 Net income before dividends to policyholders, after capital gains tax and before all other federal and foreign income taxes (Lines 8+11+15)	12,406,661,601
17 Dividends to policyholders	1,183,983,122
18 Net income, after dividends to policyholders, after capital gains tax and before all other federal and foreign income taxes (Line 16 minus Line 17)	11,222,678,478
19 Federal and foreign income taxes incurred	616,005,591
20 Net income (Line 18 minus Line 19) (to Line 22)	10,606,672,890
CAPITAL AND SURPLUS ACCOUNT	
21 Surplus as regards policyholders, December 31 prior year (Page 4, Line 39, Column 2)	193,364,039,798
22 Net income (from Line 20)	10,606,672,890
23 Net transfers (to) from Protected Cell accounts	
24 Change in net unrealized capital gains or (losses) less capital gains tax of \$1,358,413,315	8,560,071,405
25 Change in net unrealized foreign exchange capital gain (loss)	(221,555,594)
26 Change in net deferred income tax	823,430,653
27 Change in nonadmitted assets (Exhibit of Nonadmitted Assets, Line 28, Col. 3)	1,613,639,332
28 Change in provision for reinsurance (Page 3, Line 16, Column 2 minus Column 1)	26,228,306
29 Change in surplus notes	25,756,539
30 Surplus (contributed to) withdrawn from protected cells	0
31 Cumulative effect of changes in accounting principles	(18,403,894)
32 Capital changes:	
32.1 Paid in	(296,700)
32.2 Transferred from surplus (Stock dividend)	0
32.3 Transferred to surplus	0
33 Surplus adjustments:	
33.1 Paid in	150,606,438
33.2 Transferred to capital (Stock dividend)	0
33.3 Transferred from capital	0
34 Net remittances from or (to) Home office	0
35 Dividends to stockholders	(3,578,890,602)
36 Change in treasury stock (Page 3, Lines 36.1 and 36.2, Column 2 minus Column 1)	0
37 Aggregate write-ins for gains and losses in surplus	(6,815,762,004)
38 Change in surplus as regards policyholders for the year (Lines 22 through 37)	11,171,496,766
39 Surplus as regards policyholders, December 31 current year (Line 21 plus Line 38) (Page 3, Line 37)	204,535,536,561

NORTH CAROLINA
PRIVATE PASSENGER AUTO PHYSICAL DAMAGE
AGGREGATE ANNUAL STATEMENT DATA

TOP 50 PRIVATE PASSENGER AUTO PHYSICAL DAMAGE INSURERS BASED ON 2015 WRITTEN PREMIUM

2015 ASSETS

	Net Admitted Assets
1 Bonds (Schedule D)	147,552,351,432
2 Stocks (Schedule D):	
2.1 Preferred stocks	3,027,956,691
2.2 Common stocks	160,811,684,549
3 Mortgage loans on real estate (Schedule B):	
3.1 First liens	1,714,308,145
3.2 Other than first liens	0
4 Real estate (Schedule A):	
4.1 Properties occupied by the company (less \$0 encumbrances)	3,050,079,802
4.2 Properties held for the production of income (less \$250 encumbrances)	191,523,261
4.3 Properties held for sale (less \$1,765,037 encumbrances)	84,825,240
5 Cash (\$-1,297,894,040, Schedule E-Part 1), cash equivalents (\$3,340,002,062, Schedule E-Part 2) and short-term investments (\$7,251,335,523, Schedule DA)	9,293,443,550
6 Contract loans (including \$0 premium notes)	0
7 Derivatives (Schedule DB)	40,482,467
8 Other invested assets (Schedule BA)	27,240,789,922
9 Receivables for securities	120,282,723
10 Securities lending reinvested collateral assets (Schedule DL)	495,808,357
11 Aggregate write-ins for invested assets	125,025,051
12 Subtotals, cash and invested assets (Lines 1 to 11)	353,748,561,189
13 Title plants less \$0 charged off (for Title insurers only)	0
14 Investment income due and accrued	1,610,083,777
15 Premiums and considerations:	
15.1 Uncollected premiums and agents' balances in the course of collection	7,573,508,407
15.2 Deferred premiums, agents' balances and installments booked but deferred and not yet due (including \$62,835,675 earned but unbilled premiums)	27,220,283,448
15.3 Accrued retrospective premiums	202,969,885
16 Reinsurance:	
16.1 Amounts recoverable from reinsurers	3,458,446,436
16.2 Funds held by or deposited with reinsured companies	173,696,509
16.3 Other amounts receivable under reinsurance contracts	178,063,396
17 Amounts receivable relating to uninsured plans	14,558
18.1 Current federal and foreign income tax recoverable and interest thereon	381,063,423
18.2 Net deferred tax asset	5,707,459,395
19 Guaranty funds receivable or on deposit	20,199,457
20 Electronic data processing equipment and software	964,598,822
21 Furniture and equipment, including health care delivery assets (\$0)	1
22 Net adjustment in assets and liabilities due to foreign exchange rates	0
23 Receivables from parent, subsidiaries and affiliates	2,935,067,997
24 Health care (\$0) and other amounts receivable	244,958
25 Aggregate write-ins for other than invested assets	6,793,464,315
26 Total assets excluding Separate Accounts, Segregated Accounts and Protected Cell Accounts (Lines 12 to 25)	410,967,725,971
27 From Separate Accounts, Segregated Accounts and Protected Cell Accounts	0
28 Total (Lines 26 and 27)	410,967,725,971
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NORTH CAROLINA
PRIVATE PASSENGER AUTO PHYSICAL DAMAGE
AGGREGATE ANNUAL STATEMENT DATA
TOP 50 PRIVATE PASSENGER AUTO PHYSICAL DAMAGE INSURERS BASED ON 2015 WRITTEN PREMIUM

2015 LIABILITIES, SURPLUS AND OTHER FUNDS

1 Losses (Part 2A, Line 35, Column 8)	79,968,698,906
2 Reinsurance payable on paid losses and loss adjustment expenses (Schedule F, Part 1, Column 6)	1,655,781,505
3 Loss adjustment expenses (Part 2A, Line 35, Column 9)	22,073,936,934
4 Commissions payable, contingent commissions and other similar charges	1,300,323,140
5 Other expenses (excluding taxes, licenses and fees)	10,124,112,842
6 Taxes, licenses and fees (excluding federal and foreign income taxes)	896,186,292
7.1 Current federal and foreign income taxes (including \$1,020,263,605) on realized capital gains (losses)	579,863,783
7.2 Net deferred tax liability	7,314,979,054
8 Borrowed money \$458,100,000 and interest thereon \$1,241,842	459,341,842
9 Unearned premiums (Part 1A, Line 38, Column 5) (after deducting unearned premiums for ceded reinsurance of \$24,836,565,770 and including warranty reserves of \$11,331,273 and accrued accident and health experience rating ref including \$0 for medical loss ratio rebate per the Public Health Service Act)	54,055,945,746
10 Advance premium	1,161,267,097
11 Dividends declared and unpaid:	
11.1 Stockholders	100,544,180
11.2 Policyholders	46,994,175
12 Ceded reinsurance premiums payable (net of ceding commissions)	7,264,302,938
13 Funds held by company under reinsurance treaties (Schedule F, Part 3, Column 19)	351,709,113
14 Amounts withheld or retained by company for account of others	4,004,036,267
15 Remittances and items not allocated	300,346,454
16 Provision for reinsurance (including \$0 certified) (Schedule F, Part8)	123,537,091
17 Net adjustments in assets and liabilities due to foreign exchange rates	135,894,136
18 Drafts outstanding	1,453,679,433
19 Payable to parent, subsidiaries and affiliates	1,187,188,331
20 Derivatives	78,893,456
21 Payable for securities	412,448,946
22 Payable for securities lending	770,917,805
23 Liability for amounts held under uninsured plans	0
24 Capital notes \$0 and interest thereon \$0	0
25 Aggregate write-ins for liabilities	5,650,057,082
26 Total liabilities excluding protected cell liabilities (Lines 1 through 25)	201,470,986,550
27 Protected cell liabilities	
28 Total liabilities (Lines 26 and 27)	201,470,986,550
29 Aggregate write-ins for special surplus funds	60,178,057,842
30 Common capital stock	182,009,776
31 Preferred capital stock	315,500,000
32 Aggregate write-ins for other than special surplus funds	28,500,000
33 Surplus notes	3,075,662,159
34 Gross paid in and contributed surplus	19,111,766,387
35 Unassigned funds (surplus)	126,605,243,257
36 Less treasury stock, at cost:	
36.1 0 Shares common (value included in Line 30 \$0)	0
36.2 0 Shares preferred (value included in Line 31 \$0)	0
37 Surplus as regards policyholders (Lines 29 to 35, less 36) (Page 4, Line 39)	209,496,739,420
38 Totals (Page 2, Line 28, Col. 3)	410,967,725,971

NORTH CAROLINA
PRIVATE PASSENGER AUTO PHYSICAL DAMAGE
AGGREGATE ANNUAL STATEMENT DATA
TOP 50 PRIVATE PASSENGER AUTO PHYSICAL DAMAGE INSURERS BASED ON 2015 WRITTEN PREMIUM

2015 STATEMENT OF INCOME

UNDERWRITING INCOME	
1 Premiums earned (Part 1, Line 35, Column 4)	141,068,120,334
DEDUCTIONS:	
2 Losses incurred (Part 2, Line 35, Column 7)	89,323,986,777
3 Loss adjustment expenses incurred (Part 3, Line 25, Column 1)	16,805,048,513
4 Other underwriting expenses incurred (Part 3, Line 25, Column 2)	36,098,170,060
5 Aggregate write-ins for underwriting deductions	325,127,114
6 Total underwriting deductions (Lines 2 through 5)	142,552,332,458
7 Net income of protected cells	0
8 Net underwriting gain (loss) (Line 1 minus Line 6 plus Line 7)	(1,484,212,130)
INVESTMENT INCOME	
9 Net investment income earned (Exhibit of Net Investment Income, Line 17)	8,969,666,436
10 Net realized capital gains (losses) less capital gains tax of \$1,957,717,874 (Exhibit of Capital Gains (Losses))	3,589,310,279
11 Net investment gain (loss) (Lines 9 + 10)	12,558,976,715
OTHER INCOME	
12 Net gain (loss) from agents' or premium balances charged off (amount recovered \$60,357,004 amount charged off \$445,366,172)	(385,009,167)
13 Finance and service charges not included in premiums	956,422,756
14 Aggregate write-ins for miscellaneous income	(494,519,378)
15 Total other income (Lines 12 through 14)	76,894,212
16 Net income before dividends to policyholders, after capital gains tax and before all other federal and foreign income taxes (Lines 8+11+15)	11,151,658,800
17 Dividends to policyholders	1,236,196,200
18 Net income, after dividends to policyholders, after capital gains tax and before all other federal and foreign income taxes (Line 16 minus Line 17)	9,915,462,601
19 Federal and foreign income taxes incurred	222,651,996
20 Net income (Line 18 minus Line 19) (to Line 22)	9,692,810,603
CAPITAL AND SURPLUS ACCOUNT	
21 Surplus as regards policyholders, December 31 prior year (Page 4, Line 39, Column 2)	204,535,536,562
22 Net income (from Line 20)	9,692,810,603
23 Net transfers (to) from Protected Cell accounts	0
24 Change in net unrealized capital gains or (losses) less capital gains tax of \$-3,518,522,726	(2,581,470,140)
25 Change in net unrealized foreign exchange capital gain (loss)	(601,562,452)
26 Change in net deferred income tax	(849,757,244)
27 Change in nonadmitted assets (Exhibit of Nonadmitted Assets, Line 28, Col. 3)	(857,057,526)
28 Change in provision for reinsurance (Page 3, Line 16, Column 2 minus Column 1)	9,427,564
29 Change in surplus notes	591,914
30 Surplus (contributed to) withdrawn from protected cells	0
31 Cumulative effect of changes in accounting principles	(18,403,894)
32 Capital changes:	
32.1 Paid in	0
32.2 Transferred from surplus (Stock dividend)	0
32.3 Transferred to surplus	0
33 Surplus adjustments:	
33.1 Paid in	423,797,013
33.2 Transferred to capital (Stock dividend)	0
33.3 Transferred from capital	0
34 Net remittances from or (to) Home office	0
35 Dividends to stockholders	(3,417,181,985)
36 Change in treasury stock (Page 3, Lines 36.1 and 36.2, Column 2 minus Column 1)	0
37 Aggregate write-ins for gains and losses in surplus	3,160,008,986
38 Change in surplus as regards policyholders for the year (Lines 22 through 37)	4,961,202,840
39 Surplus as regards policyholders, December 31 current year (Line 21 plus Line 38) (Page 3, Line 37)	209,496,739,409

NORTH CAROLINA
PRIVATE PASSENGER AUTO LIABILITY
AGGREGATE ANNUAL STATEMENT DATA
TOP 50 PRIVATE PASSENGER AUTO LIABILITY INSURERS BASED ON 2015 WRITTEN PREMIUM

IEE PART II - 2014 ALLOCATION TO LINES OF BUSINESS NET OF REINSURANCE

PRIVATE PASSENGER AUTO LIABILITY	
1 Premiums Written	49,036,476,000
2 Premiums Earned	49,605,515,000
3 Dividends to Policyholders	369,659,000
4 Incurred Loss	31,510,315,000
5 Defense and Cost Containment Expenses Incurred	2,244,296,000
6 Adjusting and Other Expenses Incurred	5,199,759,000
7 Unpaid Losses	41,819,106,000
8 Defense and Cost Containment Expenses Unpaid	7,069,217,000
9 Adjusting and Other Expenses Unpaid	5,183,395,000
10 Unearned Premium Reserves	15,819,920,000
11 Agents' Balances	10,809,453,000
12 Commission and Brokerage Expenses Incurred	4,091,558,000
13 Taxes, Licenses & Fees Incurred	1,306,142,000
14 Other Acquisitions, Field Supervision, and Collection Expenses Incurred	5,046,165,000
15 General Expenses Incurred	2,593,343,000
16 Other Income Less Other Expenses	276,421,000
17 Pre-Tax Profit or Loss Excluding All Investment Gain	(2,479,303,000)
18 Investment Gain on Funds Attributable to Insurance Transactions	2,008,673,000
19 Profit or Loss Excluding Investment Gain Attributable to Capital and Surplus	(470,629,000)
20 Investment Gain Attributable to Capital and Surplus	3,160,370,000
21 Total Profit or Loss	2,689,742,000

NORTH CAROLINA
PRIVATE PASSENGER AUTO LIABILITY
AGGREGATE ANNUAL STATEMENT DATA
TOP 50 PRIVATE PASSENGER AUTO LIABILITY INSURERS BASED ON 2015 WRITTEN PREMIUM

IEE PART II - 2015 ALLOCATION TO LINES OF BUSINESS NET OF REINSURANCE

PRIVATE PASSENGER AUTO LIABILITY	
1 Premiums Written	55,869,991,000
2 Premiums Earned	55,320,239,000
3 Dividends to Policyholders	376,176,000
4 Incurred Loss	39,389,245,000
5 Defense and Cost Containment Expenses Incurred	2,626,140,000
6 Adjusting and Other Expenses Incurred	5,805,493,000
7 Unpaid Losses	43,367,901,000
8 Defense and Cost Containment Expenses Unpaid	7,344,234,000
9 Adjusting and Other Expenses Unpaid	5,173,261,000
10 Unearned Premium Reserves	16,369,671,000
11 Agents' Balances	11,317,001,000
12 Commission and Brokerage Expenses Incurred	4,368,905,000
13 Taxes, Licenses & Fees Incurred	1,318,680,000
14 Other Acquisitions, Field Supervision, and Collection Expenses Incurred	5,071,312,000
15 General Expenses Incurred	2,703,031,000
16 Other Income Less Other Expenses	(224,302,000)
17 Pre-Tax Profit or Loss Excluding All Investment Gain	(6,563,049,000)
18 Investment Gain on Funds Attributable to Insurance Transactions	2,502,093,000
19 Profit or Loss Excluding Investment Gain Attributable to Capital and Surplus	(4,060,955,000)
20 Investment Gain Attributable to Capital and Surplus	4,601,178,000
21 Total Profit or Loss	540,225,000

NORTH CAROLINA
PRIVATE PASSENGER AUTO PHYSICAL DAMAGE
AGGREGATE ANNUAL STATEMENT DATA
TOP 50 PRIVATE PASSENGER AUTO PHYSICAL DAMAGE INSURERS BASED ON 2015 WRITTEN PREMIUM

IEE PART II - 2014 ALLOCATION TO LINES OF BUSINESS NET OF REINSURANCE

PRIVATE PASSENGER AUTO PHYSICAL DAMAGE	
1 Premiums Written	35,026,948,000
2 Premiums Earned	35,000,472,000
3 Dividends to Policyholders	293,696,000
4 Incurred Loss	23,081,797,000
5 Defense and Cost Containment Expenses Incurred	77,126,000
6 Adjusting and Other Expenses Incurred	3,582,584,000
7 Unpaid Losses	1,568,065,000
8 Defense and Cost Containment Expenses Unpaid	72,461,000
9 Adjusting and Other Expenses Unpaid	1,489,476,000
10 Unearned Premium Reserves	10,892,697,000
11 Agents' Balances	7,164,848,000
12 Commission and Brokerage Expenses Incurred	2,533,215,000
13 Taxes, Licenses & Fees Incurred	844,552,000
14 Other Acquisitions, Field Supervision, and Collection Expenses Incurred	3,279,132,000
15 General Expenses Incurred	1,666,606,000
16 Other Income Less Other Expenses	147,634,000
17 Pre-Tax Profit or Loss Excluding All Investment Gain	(210,598,000)
18 Investment Gain on Funds Attributable to Insurance Transactions	169,315,000
19 Profit or Loss Excluding Investment Gain Attributable to Capital and Surplus	(41,283,000)
20 Investment Gain Attributable to Capital and Surplus	1,292,692,000
21 Total Profit or Loss	1,251,408,000

NORTH CAROLINA
PRIVATE PASSENGER AUTO PHYSICAL DAMAGE
AGGREGATE ANNUAL STATEMENT DATA
TOP 50 PRIVATE PASSENGER AUTO PHYSICAL DAMAGE INSURERS BASED ON 2015 WRITTEN PREMIUM

IEE PART II - 2015 ALLOCATION TO LINES OF BUSINESS NET OF REINSURANCE

PRIVATE PASSENGER AUTO PHYSICAL DAMAGE	
1 Premiums Written	38,646,734,000
2 Premiums Earned	37,815,063,000
3 Dividends to Policyholders	300,315,000
4 Incurred Loss	24,713,348,000
5 Defense and Cost Containment Expenses Incurred	86,560,000
6 Adjusting and Other Expenses Incurred	3,864,789,000
7 Unpaid Losses	1,739,840,000
8 Defense and Cost Containment Expenses Unpaid	71,535,000
9 Adjusting and Other Expenses Unpaid	1,631,165,000
10 Unearned Premium Reserves	11,730,589,000
11 Agents' Balances	7,666,606,000
12 Commission and Brokerage Expenses Incurred	2,745,868,000
13 Taxes, Licenses & Fees Incurred	903,376,000
14 Other Acquisitions, Field Supervision, and Collection Expenses Incurred	3,449,219,000
15 General Expenses Incurred	1,826,488,000
16 Other Income Less Other Expenses	114,555,000
17 Pre-Tax Profit or Loss Excluding All Investment Gain	39,656,000
18 Investment Gain on Funds Attributable to Insurance Transactions	268,013,000
19 Profit or Loss Excluding Investment Gain Attributable to Capital and Surplus	307,671,000
20 Investment Gain Attributable to Capital and Surplus	1,935,254,000
21 Total Profit or Loss	2,242,923,000

STATISTICAL DATA TO COMPLY WITH NORTH CAROLINA
REQUIREMENTS FOR A PRIVATE PASSENGER RATE FILING AS PER 11 NCAC 10.1104

11. IDENTIFICATION OF APPLICABLE STATISTICAL PLANS AND PROGRAMS AND A
CERTIFICATION OF COMPLIANCE WITH THEM

(a) ISO Personal Auto Statistical Plan

ISO Minimum Personal Auto Statistical Plan

ISO 2015 Call for Personal Auto Bodily Injury and Property Damage Liability and No-Fault
Statistics

ISO 2015 Call for Personal Auto Physical Damage Statistics

ISO 2015 Call for Personal Auto Minimum Statistical Plan Liability and No-Fault Statistics

ISO 2015 Call for Personal Auto Minimum Statistical Plan Physical Damage Statistics

ISS Automobile Statistical Plans - All Coverages

ISS 2015 quarterly Automobile Liability and Physical Damage Call

ISS Voluntary Automobile Excess Loss Call

Annual Statement for Calendar Year 2015

Insurance Expense Exhibit for Calendar Year 2015

RB Calls for 2015 North Carolina Automobile and Motorcycle Expense Experience

NISS Automobile Statistical Plan - All Coverages - Part IV, North Carolina

NISS 2015 Quarterly Automobile Call

NISS 2015 Quarterly Automobile Excess Loss Call

NISS 2015 Calendar Year Annual Statement

NISS 2016 Financial Reconciliation Call

(b) The North Carolina Rate Bureau certifies that there is no evidence known to it or, insofar as it is aware following reasonable inquiry, to the statistical agencies involved that the data which were collected under the statistical plans identified in response (11)(a) above and used in the filing are not materially true and accurate representations of the experience of the companies whose data underlie such experience. While the Rate Bureau is aware that the collected data sometimes require corrections or adjustments, the Rate Bureau's review of the data, the data collection process, and the ratemaking process indicates that the aggregate data are reasonable and reliable for ratemaking purposes. See also the prefiled testimony of J. Smollik and C. Modlin.

(c) Pages H-577-581 contain general descriptions of the editing procedures used to ensure data were collected in accordance with the applicable statistical plans.

North Carolina Private Passenger Automobile Insurance Statistical Data

ISO Editing Procedures

1. Upon receipt of the data from each reporting company, checks are made to ensure that each record (i.e., the data reported for each exposure) has valid and readable information. This includes a check that the appropriate alpha-numeric codes have been utilized.
2. The records are then checked to ensure that each of the fields has a valid code in it (e.g., company numbers must be entered as four-digit numerals).
3. Relationship edits which evaluate the interrelationship between codes are then performed. For example, if a record indicates North Carolina, Private Passenger, Bodily Injury, checks are made to ascertain that applicable interrelationships are maintained.
4. Distributional edits are performed to make sure that the reporting company has not erred in miscoding its data into a single class, territory, or other rating criteria due a systems problem or other error.
5. The resulting combined data from all the company records are reconciled with statutory Page 14 Annual Statement data for that company.
6. After all of the ISO data are aggregated, a consolidated review of the data is conducted to determine overall reasonableness and accuracy. In this procedure the data are compared with previous statewide and territory figures. Areas of concern are identified and results are verified by checking back to the source data.

ISO's edit procedure for Private Passenger Automobile data is in compliance with the requirements of the Statistical Data Monitoring System (SDMS) which is mandated for use in several states and was developed by the New York Insurance Department in conjunction with the Arthur Andersen Company. SDMS was developed to provide procedures for the companies that report, and stat agents that collect, data in order to put controls into the reporting system to generate valid results. ISO employs the procedures detailed by SDMS throughout the country.

North Carolina Private Passenger Automobile Insurance Statistical Data

ISS Editing Procedures

The following narrative sets forth a general description of the editing procedures utilized by ISS to review North Carolina statistical data. All North Carolina experience submitted to the ISS by affiliated companies undergoes standard procedures to ensure that the data is reported in accordance with the ISS's approved statistical plans.

ISS's review of the data takes place on two levels: analysis of individual company data and analysis of the aggregate data of all the companies combined. These two separate functions will be treated in that order.

Analysis of Company Data

Analysis of company data includes: completeness checks, editing for valid coding and checking the distribution of data among the various data elements.

1. Completeness Checks (Balancing and Reconciliation):

Balancing and reconciliation procedures are used to determine completeness of reporting. Completeness means that the ISS has received and processed all of the data due to be filed with the ISS. First, totals of each company's processed data are compared to separate transmittal totals supplied by the company. This step ensures that ISS has processed completely the experience included in the company's submission of data and that no errors occur during this processing. As a second check for completeness, the reported statistical data is reconciled to statutory Page 14 totals from the company's Annual Statement. It is a useful procedure in determining completeness because the annual statement represents an independent source of information.

2. Editing of Codes:

Format and Readability

Statistical data reported by affiliated companies must be filed in accordance with ISS's approved statistical plans. This includes the requirement that the data must conform to the specific formats and technical specifications in order for ISS to properly read and process these submissions. The initial edit is a test of each company's submission to ensure it has been reported using the proper record format and that it meets certain technical requirements for the line of insurance being reported. Key fields are tested to ensure that only numeric information has been reported in fields defined as numeric, and that the fields have been reported in the proper position in the record.

Relational Edits

The data items of information filed with the insurance company's experience are reported by using codes defined under ISS's statistical plans. For example, the various types of Policy Forms written on Homeowners policies in North Carolina are defined in the Personal Lines Statistical Plan. Similarly, the various coverages written on private passenger automobile policies in North Carolina are defined in the Automobile Statistical Plan. Each definition for each data element has a unique code assigned to it which distinguishes it from other definitions. All data items applicable to North Carolina are defined in a similar manner in each of ISS's statistical plans and have codes assigned to properly identify each definition.

All records reported to ISS are subjected to validation of the reported codes. This validation, called editing, is performed to assure that companies are reporting properly defined ISS Statistical Plan codes for North Carolina experience.

The purpose of the edit is to validate the statistical codes reported in each record. This validation is called a Relation Edit. A relational edit verifies that a reported code is valid in combination with one or more related data items. Relational edit tests are accomplished primarily through the use of specific edit tables applicable to each line of insurance.

In most cases, the experience data in the record is used in conjunction with the related codes and compared to an establishment or discontinued date for the code being validated. This ensures that specific codes are not being utilized beyond the range of time during which they are valid.

An example of a relational edit involves territory coding. Many territory code numbers are available under each statistical plan for various states, with various effective dates. However, only codes defined for North Carolina for the specific line being processed are valid in combination with North Carolina reported experience. Further, if a new code is erected, that code will be considered valid only if the date reported in the statistical record is equal or subsequent to the establishment date of the code.

3. Distributional Analysis:

The validation of the codes is not by itself sufficient to assure the credibility of company data. Having assured the reporting of valid codes, the statistical agent must verify that valid entries are indeed reliable. Therefore, the data is also reviewed for reasonable distributions. The primary focus of this review is to establish that the statistical data reported by the company is a credible reflection of the company's experience.

The distribution of company experience by specific data elements such as state, territory, policy form, and construction, for example, for the current reporting period is compared to company profiles of prior periods. In addition, ratios relevant to the line of insurance such as average premium, average loss, volume, loss ratio and loss frequency are compared to industry averages. This historical comparison can highlight changes in the pattern of reporting.

The distributional analysis serves as an additional verification that systematic errors are not introduced during the production of data files submitted to ISS by our affiliated companies. Disproportionate amounts of premiums and/or losses in a particular class or territory, for example, can be detected using this technique.

Validation of Aggregate Data

After the individual company has been reviewed, the data for all reporting companies is compiled to produce aggregate reports. The aggregate data represents the combined experience of many companies. This data is also subjected to similar review procedures. To ensure completeness, run to run control techniques are applied. This initiates balancing the totals of the aggregate runs to previously verified control totals. In this manner the aggregate data is monitored to ensure the inclusion of the appropriate company data.

The aggregate data is also reviewed for credibility through distributional analysis similar to that performed on the individual company data. Earned exposures (where applicable) and premiums and incurred losses and claims are used to calculate pure premiums, claim frequencies and claim costs for comparison to past averages. The analysis of the aggregate data centers on determining consistency over time by comparing several years of experience, by coverage and class, or territory, for example. Through the application of these techniques, ISS is able to provide reliable insurance statistical data in North Carolina.

North Carolina Private Passenger Automobile Insurance Statistical Data

NISS Editing Procedures

- a. Every report received is checked for completeness. Every submission must include (1) an affidavit; (2) a letter of transmittal setting forth company control totals for the data being sent; (3) the data being reported on tape, cartridge, diskette or form to be keyed.
- b. Individual company submissions are balanced to the company letter of transmittals to ensure that all data have been received and processed. After all four quarters of data have been received, the company reports are reconciled to the Annual Statement statutory Page 14 amounts. The NISS Financial Reconciliation identifies any amounts needed to reconcile any differences between the company reported data and Annual Statement amounts.
- c. Every company record submitted to NISS is verified through NISS edit software for its coding accuracy and conformance with NISS record layouts and instructions. NISS edits verify the accuracy of each code for each data element. Where possible, each data element is subjected to a relational edit whereby it will be checked for accuracy in conjunction with another field.
- d. Individual company submissions are also subjected to a series of reasonability tests to determine that the current submission is consistent with previous company submissions, known changes in this line of business and statewide trends. NISS compares current quarter data to the previous quarter. This comparison is performed and analyzed by grouping data.
- e. After all of the NISS data are combined, a review of this consolidated data is also performed. The aggregate data is compared on a year to year basis to again verify its reasonableness, similar to those checks employed on an individual company submission.

STATISTICAL DATA TO COMPLY WITH NORTH CAROLINA
REQUIREMENTS FOR A PRIVATE PASSENGER RATE FILING
AS PER 11 NCAC 10.1104

12. INVESTMENT EARNINGS ON CAPITAL AND SURPLUS

Given the selected underwriting profit provisions contained in the filing, the pro forma statutory return on net worth (equity capital), is shown in the filing and the pre-filed testimony of D. Appel. Also shown therein is the ratio of net worth to surplus of 1.16. (This value is based on a five year average using data through 2013.) Accordingly, the corresponding return on statutory capital and surplus would be 12.62% for liability and 11.81% for physical damage. Based on data from A.M. Best's Aggregates and Averages, the 5-year average ratio of net worth to assets is .403. Accordingly, the corresponding return on assets would be 4.36% for liability and 4.09% for physical damage.

See also pre-filed testimony of D. Appel and J. Vander Weide.

STATISTICAL DATA TO COMPLY WITH NORTH CAROLINA
REQUIREMENTS FOR A PRIVATE PASSENGER RATE FILING
AS PER 11 NCAC 10.1104

13. LEVEL OF CAPITAL AND SURPLUS NEEDED TO SUPPORT PREMIUM WRITINGS WITHOUT ENDANGERING THE SOLVENCY OF MEMBER COMPANIES

- (a) The aggregate premium to surplus ratios for the latest available calendar years for the company groups which have written North Carolina private passenger automobile insurance during the entire period shown are as follows:

Year	Liability	Physical Damage
2006	0.928	0.956
2007	0.876	0.914
2008	0.872	0.902
2009	0.867	0.891
2010	0.802	0.813
2011	0.860	0.861
2012	0.830	0.833
2013	0.748	0.748
2014	0.776	0.770
2015	0.812	0.810

Note: These data are available from Best's Data Service and Best's Aggregate and Averages. See also the prefiled testimony and exhibits of D. Appel.

- (b) The experience provides the best estimate of the future. See the prefiled testimony of D. Appel.
- (c) The actual premium to surplus ratio for the property and casualty industry on a countrywide basis (based upon the latest A. M. Best data available at this time) is as follows:
(000's omitted)

STATUTORY CAPITAL AND SURPLUS, 2015	\$706,016,009
STATUTORY CAPITAL AND SURPLUS, 2014	\$705,668,764
AVERAGE STATUTORY CAPITAL AND SURPLUS (2015)	\$705,842,387
NET PREMIUMS EARNED (2015)	\$516,411,971
PREMIUM/SURPLUS RATIO	0.732

The actual level of capital and surplus needed to support premium writings without endangering the solvency of a company is dependent upon (among others) the financial structure and investments unique to each company, the relationship of the company with affiliated companies as a group (and the experience of the affiliated companies), the mix of business of each company, and the conditions of the economy as they affect each company's individual circumstances. The Rate Bureau is advised that the National Association of Insurance Commissioners, as one of several criteria, generally considers that a premium to surplus ratio for an individual company of 3 to 1 warrants close regulatory attention and monitoring with respect to the company's solvency position.

- (d) The Rate Bureau has not allocated surplus by state and by line in preparing this filing. The Rate Bureau has treated surplus in this manner because each dollar of surplus is available to cover losses in excess of premium for each and every line.

STATISTICAL DATA TO COMPLY WITH NORTH CAROLINA
REQUIREMENTS FOR A PRIVATE PASSENGER RATE FILING
AS PER 11 NCAC 10.1104

14. OTHER INFORMATION REQUIRED BY THE COMMISSIONER.

See attached Exhibits (14)(a), (b), (c) and (d).

See the pre-filed testimony of J. Smollik, C. Modlin, D. Appel and J. Vander Weide.

Agendas and minutes of meetings of the North Carolina Rate Bureau that affect this filing are attached. Any attachments referenced in agendas that do not pertain to this filing have been omitted, with one exception. That is the Antitrust, Conflict of Interest, Code of Ethics and Standards of Conduct Statements; these are typically Exhibits A, B and C or 1, 2 and 3 on meeting agendas. These have been included one time (with the first agenda) and thereafter omitted. The attendees at each meeting are listed on the minutes for the meeting.



December 6, 2016

CIRCULAR LETTER TO THE AUTOMOBILE COMMITTEE

Re: Agenda
Meeting – December 13, 2016

A meeting of the Automobile Committee will be held on December 13, 2016 beginning at 9:00 A.M. (Eastern Time) in the Board Room of the Offices of the Rate Bureau located at 2910 Sumner Blvd., Raleigh, North Carolina. The attire for the meeting will be business casual.

The following constitutes the agenda:

1. Review of the Anti-trust Guidelines, Conflict of Interest Statement and Code of Ethics & Standard of Conduct Policy (Exhibits A, B and C)

2. Report of Staff and Counsel

Staff and Counsel will report on any recent developments.

3. 2017 Private Passenger Auto Rate Level Review

Insurance Services Office (ISO) will be distributing a package of material to the Automobile Committee by e-mail. This material includes the latest available trend information. These exhibits will be used to begin formulating a recommendation on the 2017 Private Passenger auto rate review.

The Committee will be called upon to discuss and to formulate a recommendation for the Governing Committee.

4. Adjournment

If there is no further business, the telephone conference will be adjourned.

If you have any questions concerning these matters, please feel free to contact me.

Very truly yours,

F. Timothy Lucas

Director, Personal Lines

FTL:dms
Attachments
A-16-8

**NORTH CAROLINA RATE BUREAU
ANTITRUST COMPLIANCE POLICY AND
BOARD RESOLUTION**

Whereas, it is the established policy of the North Carolina Rate Bureau to comply fully with all laws and regulations applicable to its operations; and

Whereas, the creation and operation of the North Carolina Rate Bureau is to promulgate rates and forms, and because the activities and functions bring together representatives of insurance companies that may be in competition, it is the policy of the NCRB, in the course of its activities and functions, to discourage and prohibit the disclosure of competitive information.

Resolved, that the following antitrust guidelines are adopted by the Governing Committee of the NCRB.

These guidelines apply to those individuals and alternates who serve on the NCRB Governing Committee, NCRB committees and subcommittees and NCRB task forces and any other individual in attendance at an NCRB meeting.

1. In performing the statutory duties of the North Carolina Rate Bureau, avoid any discussion or disclosure of your company's competitively sensitive information.
2. Conduct business at regularly scheduled, formal meetings where minutes are kept and counsel is present.
3. Do not hold "informal" meetings or "rump sessions" at which any agreements or understandings are reached or any decisions are made.
4. Do not authorize, agree to, engage in or even discuss any activity which might be interpreted as boycott, coercion or intimidation.
5. Specifically, do not authorize, agree to, engage in or even discuss any division of markets, allocation of customers, refusal to do business with any individual or business organization or expulsion or exclusion of any company from the Bureau or from Bureau activities.
6. Do not discuss individual company (a) results, (b) current or future marketing or pricing strategies, (c) deviations from Bureau rates, (d) business plans or (e) underwriting policies or guidelines.
7. When in doubt, consult counsel.

NORTH CAROLINA RATE BUREAU
CONFLICTS OF INTEREST STATEMENT

Whereas, the North Carolina Rate Bureau affirms its confidence in the loyalty and integrity of its Governing Committee, Bureau employees, agents, consultants and member representatives including those individuals and alternates who serve on and attend Bureau committees, subcommittees and task forces; and

Whereas, it is the policy of the Bureau that members of the governing Committee, Bureau employees, agents and consultants and member representatives, including those individuals and alternates who serve on and attend Bureau committees, subcommittees and task forces conduct their personal and business affairs in such a manner as to avoid any possible conflict of interest with their duties and responsibilities owed to the Bureau; and

Now therefore, it is resolved that the Governing Committee hereby adopts the following policy addressing conflicts of interest:

It is the Bureau's policy that the Governing Committee, Bureau employees, agents and consultants and member representatives, including those individuals and alternates who serve on and attend Bureau committees, subcommittees and task forces shall not permit private interests to conflict with the proper discharge of his or her duties, nor shall one's position or the knowledge gained therein be used to further such interests. In addition, each said person shall conduct his or her private affairs in such manner as to avoid giving the appearance of any such conflict.

Any person having a conflict of interest on a matter shall not vote, take action, or use his or her personal influence on the matter. However, he or she may be counted in determining the quorum for a meeting where action on the matter may be taken. The minutes of any such meeting shall reflect that a disclosure was made and the abstention from voting.

It is understood and acknowledged by the Governing Committee that, as a result of the Bureau's unique structure and relationship to its members, many representatives of the Bureau will have certain inherent and obvious interest unique to his or her position held outside of the Bureau structure. This Policy is not intended to require a disclosure of such obvious situations at every meeting. This Policy should however serve as a reminder to those individuals who find themselves in that situation that, when taking action on behalf of the Bureau, they must make decisions that they believe to be in the best interest of the Bureau and its member companies and put aside other interests they represent.

NORTH CAROLINA RATE BUREAU

**Code of Ethics and
Standards of Conduct**

The undersigned, an individual committee member or a representative of a company member (on behalf of his/her company) on a committee of the North Carolina Rate Bureau ("Bureau") (a "member"), hereby agrees to conform to the following code of ethics and to abide by the following standards of conduct:

1. Each member's conduct shall be marked by integrity and dignity, and he or she shall expect and encourage such conduct by others.
2. Each member should understand and support the Bureau's mission, purposes, goals, policies, programs, services, strengths and needs and be able to communicate them to others. In the performance of his or her duties, each member shall obey all applicable state, local and federal laws, rules and regulations.
3. Each member agrees to be governed by a spirit of cooperation, helpfulness and frankness in his or her relationship with fellow members to the end that each shall be equipped, through cooperative measures and exchanges of ideas, to better perform and function, and to foster the advancement and prestige of the Bureau.
4. Each member shall respect the confidential and proprietary nature of information received in the performance of his, hers or its duties and shall not divulge any privileged, confidential or proprietary information of the Bureau (including without limitation privileged work product and attorney/client communication) unless legally discharged from such obligation. No member shall have authority to waive or compromise any claim of privilege or confidentiality unless authorized to do so. Individual representatives of a company shall not share privileged, confidential or proprietary information of the Bureau with persons within his/her company unless such persons are informed of the company's obligations under this agreement.
5. Each member agrees that he or she does not and shall not speak or act on behalf of the Bureau unless authorized to do so.
6. Each member agrees to observe the policies and procedures of the Bureau, including without limitation the Antitrust Compliance Policy and the Conflicts of Interest Statement.
7. Each member shall seek to avoid any perception that he or she is not acting in the Bureau's best interest.

[Name]

Date

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MINUTES OF THE AUTOMOBILE COMMITTEE OF THE NORTH CAROLINA RATE BUREAU
MEETING HELD DECEMBER 13, 2016

MEMBERS PRESENT

Allstate Insurance Company
Government Employees Insurance Company
Hartford Accident and Indemnity Company
Integon Indemnity Corporation
Liberty Mutual Insurance Company
Nationwide Mutual Insurance Company
NC Farm Bureau Mutual Insurance Company
Progressive Casualty Insurance Company
State Farm Mutual Automobile Insurance Company
Travelers Indemnity Company
United Services Automobile Association
Unitrin Auto and Home Insurance Company

REPRESENTED BY

Scott Donoho
Monica Grillo
*Andy Montano
Art Lyon
*Michele Lapinski
Nick Hartmann
Roger Batdorff
*Kevin McGee
Steve Harr
Drew Nonnweiler
Lisa Sukow
*Ed Speich

OTHERS PRESENT

Insurance Services Office

Towers Watson
Young Moore and Henderson, P.A.

Milliman
Staff

REPRESENTED BY

*Dave DeNicola
Jared Smollik
Claudine Modlin
Glenn Raynor
Mickey Spivey
*Dave Appel
Joanna Biliouris
Edith Davis
Ray Evans
Keri Johnson
Tim Lucas
Karen Ott
Rebecca Williams

*Participated by phone.**Participated in portion of meeting

The meeting commenced at approximately 9:00 A.M., Mr. Harr presiding.

Attention was directed to Antitrust Guidelines, Conflict of Interest Statement and Code of Ethics and Standards of Conduct which were previously distributed.

1. Report of Counsel

Mr. Spivey reported (1) that the Rate Bureau submitted a private passenger rate review to the Department of Insurance (Department) in 2016; (2) that the North Carolina Reinsurance Facility (Facility) filed an Other Than Clean risk rate increase of 6.2%, effective October 1, 2016; (3)

that the Rate Bureau filed a voluntary loss cost change of -14.4% and an assigned risk rate change of -8.3% for Workers' Compensation; (4) that the Rate Bureau submitted a Dwelling rate filing on November 30, 2016 with an overall filed rate level change of 19.6%, which had been capped (the full indication was +27.2), and for which the Department has announced a period for public comment.

Mr. Spivey also reported that the North Carolina Supreme Court has declined to hear the Rate Bureau's Petition for Discretionary Review on the matter of profit on the 2014 Homeowners rate case. Mr. Spivey provided more detail with respect to the issue brought forth in the Petition and advised that the Rate Bureau has not yet made a decision regarding any future actions on this matter.

Mr. Evans reported that the Rate Bureau continues to reach out to the newly elected Insurance Commissioner and that a meeting is expected to occur with the Commissioner on January 17, 2017.

2. Report of Staff

Mr. Lucas reported that the Dwelling Relativity filing that was made in December 2015 has been approved by the Department, to be effective January 1, 2017.

Mr. Lucas also stated that there has been little activity with respect to private passenger auto, with the exception of the Facility results deteriorating.

3. 2017 Private Passenger Automobile Rate Review

Mr. Lucas prompted a general discussion of the North Carolina Reinsurance Facility, highlighting the relationship between Bureau manual rates and clean risk rates and clean risk recoupments and how they affect the operations of the Facility. Mr. Lucas also discussed the turn of experience in the Facility and the resulting combined clean risk and loss recoupment surcharges effective beginning October 1, 2016.

Attention was then directed to the trend package prepared by Insurance Services Office (ISO) and previously distributed relating to the 2017 auto rate level review. Mr. Smollik reviewed the exhibits and the Committee reviewed and discussed the latest available trend data for losses and expenses, including internal and external trend data (including CPI and CCI data and data on gasoline prices, miles driven and gasoline consumption). Based on its review and discussions, the Committee selected loss, expense and model year and symbol trend factors to be utilized by ISO in preparing the preliminary rate level indications.

The Committee reviewed the loss development exhibits and agreed to continue using the methodologies historically used. The Committee reviewed the data on contingencies and selected a contingency factor of 0%.

The Committee reviewed the data on policyholder dividends and instructed ISO to include a provision for dividends of 0.3% for liability and physical damage in the preliminary rate level calculations. The Committee reviewed the data on rate deviations. Following a lengthy discussion, the Committee instructed ISO to include the full six-year average for net deviations in the preliminary rate level indications. Dr. Appel provided background information on profit related issues and described the methodology used in the latest review of the Auto Committee. He further reported that the cost of equity analysis performed by Dr. Vander Weide produced a range for the cost of equity of 8.4% to 12.3% of GAAP net worth. Following review of Dr. Appel's proforma model and the returns generated by different underwriting profit provisions,

the Committee selected underwriting profit provisions of 13.5% for auto liability and 15% for auto physical damage. Dr. Appel noted that these provisions could not be excessive because the statutory returns (returns which do not take into consideration investment income on capital and surplus) generated by these underwriting profit provisions fall below the lower end of Dr. Vander Weide's range for the cost of equity.

Following discussion, it was agreed that ISO will prepare preliminary rate level indications based on the selections made by the Committee. The Committee also agreed to discuss the motorcycle rate level review at the next meeting. A telephone conference was scheduled to continue discussions and to review the indications as prepared by ISO based upon the Committee's selections for the various inputs into the rate level calculations.

4. Adjournment

There being no further business, the meeting was adjourned.

Respectfully submitted,

F. Timothy Lucas

Director, Personal Lines

FTL:dms

AC-17-1

1/25/17



December 22, 2016

CIRCULAR LETTER TO THE AUTOMOBILE COMMITTEE

Re: Agenda
Telephone Conference – January 4, 2017

As previously agreed, a telephone conference of the Automobile Committee will be held on January 4, 2017 beginning at 10:00 A.M. (Eastern Time). Below is the information related to the telephone conference.

Telephone Number: 877-320-0056
Access Code: 886-904-0467

The following constitutes the agenda:

1. Review of the Anti-trust Guidelines, Conflict of Interest Statement and Code of Ethics & Standard of Conduct Policy (Exhibits A, B and C)

2. Report of Staff and Counsel

Staff and Counsel will report on any recent developments.

3. 2017 Private Passenger Auto Rate Level Review

The preliminary indications are being distributed separately by counsel. This will form the basis for the discussions.

The Committee will be called upon to discuss and to formulate a recommendation for the Governing Committee.

4. Revisions to the Safe Driver Insurance Plan

Please find attached (Exhibit D) proposed revisions to the Safe Driver Insurance Plan related to the statutory changes that were made during the 2016 session of the Legislature. These changes modified the thresholds for property damage accidents. The proposed draft includes revisions to the bodily injury threshold to track the amount for the property damage. The bodily injury threshold revision is not mandated by the legislation however, the amount for the bodily injury threshold was originally set by the Rate Bureau to be equal to the property damage threshold. It is within the authority of the

Committee to not revise the bodily injury threshold to track the property damage threshold since this proposed change is not mandated by legislation.

The Committee will be called upon to discuss and to formulate a recommendation for the Governing Committee.

5. Adjournment

If there is no further business, the telephone conference will be adjourned.

If you have any questions concerning these matters, please feel free to contact me.

Very truly yours,

F. Timothy Lucas

Director, Personal Lines

FTL:dms

Attachment

AC-16-10

5. SAFE DRIVER INSURANCE PLAN (SDIP) (Cont'd)

- (7) With respect to any other conviction for a moving traffic violation, one point shall be assigned for each such conviction.

Exception

Convictions for the following shall not be regarded as moving traffic violations:

- (a) Inadequate muffler or excess escape of exhaust products;
 - (b) Improper lights or other equipment except brakes;
 - (c) Failure to sign or display registration card;
 - (d) Failure to display license plates;
 - (e) Failure to have in possession driver's license provided there is a valid one in existence; or
 - (f) Failure to display current inspection certificate.
- b. Accidents

Points shall be assigned for each accident that occurred during the experience period, involving the applicant or any current resident operator, while operating a private passenger auto.

If an accident results both in bodily injury or death and in damage to property, points shall be assigned on the basis of the element of loss (bodily injury, death, or property damage) which generates the greatest number of points for the accident.

ACCIDENTS RESULTING IN BODILY INJURY OR DEATH**For accidents that occur prior to October 1, 2017**

- (1) One point shall be assigned for each at-fault auto accident that results in total bodily injuries to all persons of \$1,800 or less.
- (2) Three points shall be assigned for each at-fault auto accident that results in:
 - (i) Death or
 - (ii) Total bodily injury to all persons in excess of \$1,800.

For accidents that occur on or after October 1, 2017

- (1) One point shall be assigned for each at-fault auto accident that results in total bodily injuries to all persons of \$2,300 or less.
- (2) Three points shall be assigned for each at-fault auto accident that results in:
 - (i) Death or
 - (ii) Total bodily injury to all persons in excess of \$2,300.

Exception

If the insured furnishes adequate proof that incurred medical costs related to the accident were solely for diagnostic purposes and that the accident did not result in any bodily injury, no SDIP points for bodily injury will be assigned, or points for bodily injury assigned as a result of the accident will be removed as of the most recent policy effective date.

ACCIDENTS RESULTING IN PROPERTY DAMAGE ONLY**For accidents that occur prior to March 1, 2016**

- (1) Three points shall be assigned for each at-fault auto accident that results in total damage to all property, including the insured's own, of \$3,000 or more.
- (2) Two points shall be assigned for each at-fault auto accident that results in total damage to all property, including the insured's own, in excess of \$1,800 but less than \$3,000.
- (3) One point shall be assigned for each at-fault auto accident that results in total damage to all property, including the insured's own, of \$1,800 or less.

For accidents that occur on or after March 1, 2016 and prior to October 1, 2017

- (1) Three points shall be assigned for each at-fault auto accident that results in total damage to all property, including the insured's own, of \$3,085 or more.
- (2) Two points shall be assigned for each at-fault auto accident that results in total damage to all property, including the insured's own, in excess of \$1,850 but less than \$3,085.
- (3) One point shall be assigned for each at-fault auto accident that results in total damage to all property, including the insured's own, of \$1,850 or less.

For accidents that occur on or after October 1, 2017

- (1) Three points shall be assigned for each at-fault auto accident that results in total damage to all property, including the insured's own, of \$3,850 or more.
- (2) Two points shall be assigned for each at-fault auto accident that results in total damage to all property, including the insured's own, in excess of \$2,300 but less than \$3,850.
- (3) One point shall be assigned for each at-fault auto accident that results in total damage to all property, including the insured's own, of \$2,300 or less.

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MINUTES OF THE AUTOMOBILE COMMITTEE OF THE NORTH CAROLINA RATE BUREAU
TELECONFERENCE HELD JANUARY 4, 2017

MEMBERS PRESENT

Allstate Insurance Company
Government Employees Insurance Company
Hartford Accident and Indemnity Company
Integon Indemnity Corporation
Liberty Mutual Insurance Company
Nationwide Mutual Insurance Company
NC Farm Bureau Mutual Insurance Company
Progressive Casualty Insurance Company
State Farm Mutual Automobile Insurance Company
Travelers Indemnity Company
United Services Automobile Association
Unitrin Auto and Home Insurance Company

REPRESENTED BY

Scott Donoho
Monica Grillo
Andy Montano
Art Lyon
Michele Lapinski
Nick Hartmann
Roger Batdorff
Kevin McGee
Steve Harr
Drew Nonnweiler
Lisa Sukow
Ed Speich

OTHERS PRESENT

Insurance Services Office

Towers Watson
Young Moore and Henderson, P.A.

Milliman
Staff

REPRESENTED BY

Dave DeNicola
Jared Smollik
Claudine Modlin
Glenn Raynor
Mickey Spivey
Dave Appel
Joanna Biliouris
Edith Davis
Ray Evans
Keri Johnson
Tim Lucas
Karen Ott
Rebecca Williams

The meeting commenced at approximately 10:00 A.M., Mr. Harr presiding.

Attention was directed to Antitrust Guidelines, Conflict of Interest Statement and Code of Ethics and Standards of Conduct which were previously distributed.

1. Report of Counsel

There was no report at this time.

2. Report of Staff

There was no report at this time.

3. 2017 Private Passenger Automobile Rate Review

Attention was then directed to the exhibits that were previously distributed by counsel, along with additional information on the issue of rate deviations, showing preliminary rate indications based on the Committee's selections and other supporting materials prepared by Insurance Services Office (ISO). Mr. DeNicola reviewed the exhibits in detail.

After reviewing the preliminary indications for each of the most recent three years of experience, the Committee agreed that it was appropriate to base the final indications on the latest year of data for Bodily Injury, Property Damage, Comprehensive and Collision, and the latest three years of data for Uninsured/Underinsured Motorists and Motorcycles.

There was further discussion with regard to the treatment of deviations and Mr. DeNicola noted a correction to the calculation of the liability net deviations. It was noted that deviations have been included in rate filings and rate reviews at varying levels over time, including a full six-year average, 5% and at 0% in recent years. Upon discussion, the Committee agreed to recommend a 5% net deviations provision for private passenger auto and a 2.1% net deviations provision for motorcycle.

Attention was then directed to the motorcycle exhibits. Mr. DeNicola stated that there was a change in methodology in the current exhibit to address the lack of detail in the historical data. Mr. DeNicola reported that a special data call was sent to member companies for motorcycle ceded business in order to develop more credible results. It was the consensus of the Committee to recommend the adoption of the new methodology.

Attention was then directed to individual company letters regarding reserve strengthening and expense savings initiatives, which letters had been obtained in response to the regulations applicable to rate filings. After review, it was agreed that the information in the letters did not necessitate any adjustments to the selections that were previously made by the Committee.

Following considerable discussion, a motion was made, seconded and passed unanimously to recommend to the Governing Committee that the indicated changes are reasonable and actuarially sound, and that an auto rate filing should be made in 2017.

4. Safe Driver Insurance Plan – Accident Threshold

Mr. Lucas directed attention to an exhibit showing the proposed revisions to the Safe Driver Insurance Plan related to the statutory changes made by the 2016 session of the Legislature. Mr. Lucas indicated 1) that the changes modified the thresholds for property damage accidents; 2) that changes to the bodily injury thresholds are not mandated; and 3) that it is within the authority of the Committee to make the decision whether or not the thresholds for bodily injury should also be changed to align with those for property damage.

Upon discussion, the Committee recommended that there be no changes to the bodily injury thresholds.

5. Adjournment

There being no further business, the meeting was adjourned.

Respectfully submitted,

F. Timothy Lucas

Director, Personal Lines

FTL:dms

AC-17-2

1/25/17

DRAFT



NORTH CAROLINA RATE BUREAU GOVERNING COMMITTEE MEETING

January 11, 2017

AGENDA

**Dial-In Number: 877-320-0056
Conference Code: 6015763079**

1. Welcome
2. Roll Call
3. Antitrust, Conflict of Interest, Code of Ethics and Standards of Conduct Statements (Exhibits 1, 2, 3)
4. Report of Counsel
5. Report of Staff
6. Approval of Executive Session Meeting Minutes from December 6, 2016
7. Automobile Committee
 - a) 2017 Private Passenger Automobile Rate Level Review (Exhibit to be sent from Counsel under separate email)
The committee will be asked to consider a recommendation from the Automobile Committee related to the 2017 Private Passenger rate level review.
 - b) SDIP Updates (Exhibit 4)
The committee will be asked to consider the recommendation from the Automobile Committee regarding revisions to the SDIP thresholds.
8. Property Committee
 - a) Dwelling Relativity Filing (Exhibit 5)
The attached memorandum outlines an issue with the recently implemented Dwelling Relativity factors. The revised off-balances or base rates will not be available for discussion, however, it is anticipated that the committee will have final discussions at a later date when the revised off-balances and revised base rates are available for review.
 - b) Homeowners Relativity Proposal from the Department of Insurance (Exhibit 6)
The Department of Insurance has presented a proposal on the Homeowners Relativity filing made on May 6, 2016. This filing included relativity factor revisions to Amount of Insurance, Protection/Construction, Age of Construction and newly introduced factors for Year of Construction. The Department of Insurance (Department) subsequently rejected the filing.

Staff continued to discuss the proposed filing with the Department and it was agreed that the Rate Bureau would submit additional material for the Department's review. After the Department's review of the additional data the Department has made a proposed settlement offer. Attached is the proposed settlement offer from the Department and exhibits prepared by Insurance Services Office related to the proposed settlement offer.

9. 2017 Meeting Schedule:

April 4, 2017	10:00 am	Miscellaneous Matters
July 19, 2017	10:00 am	Workers Compensation Rate Review
October 11, 2017	8:30 am	Annual Meeting
December 5, 2017	10:00 am	2018 Budget Discussion

Note: Teleconferences may be called on an as-needed basis

10. Other Business

11. Adjournment

The meeting will commence at 10:00 am at the office of the North Carolina Rate Bureau
2910 Sumner Boulevard, Raleigh, NC
Lunch will be served.

5. SAFE DRIVER INSURANCE PLAN (SDIP) (Cont'd)

- (7) With respect to any other conviction for a moving traffic violation, one point shall be assigned for each such conviction.

Exception

Convictions for the following shall not be regarded as moving traffic violations:

- (a) Inadequate muffler or excess escape of exhaust products;
- (b) Improper lights or other equipment except brakes;
- (c) Failure to sign or display registration card;
- (d) Failure to display license plates;
- (e) Failure to have in possession driver's license provided there is a valid one in existence; or
- (f) Failure to display current inspection certificate.

b. Accidents

Points shall be assigned for each accident that occurred during the experience period, involving the applicant or any current resident operator, while operating a private passenger auto.

If an accident results both in bodily injury or death and in damage to property, points shall be assigned on the basis of the element of loss (bodily injury, death, or property damage) which generates the greatest number of points for the accident.

ACCIDENTS RESULTING IN BODILY INJURY OR DEATH

- (1) One point shall be assigned for each at-fault auto accident that results in total bodily injuries to all persons of \$1,800 or less.
- (2) Three points shall be assigned for each at-fault auto accident that results in:
 - (i) Death or
 - (ii) Total bodily injury to all persons in excess of \$1,800.

Exception

If the insured furnishes adequate proof that incurred medical costs related to the accident were solely for diagnostic purposes and that the accident did not result in any bodily injury, no SDIP points for bodily injury will be assigned, or points for bodily injury assigned as a result of the accident will be removed as of the most recent policy effective date.

ACCIDENTS RESULTING IN PROPERTY DAMAGE ONLY

For accidents that occur prior to March 1, 2016

- (1) Three points shall be assigned for each at-fault auto accident that results in total damage to all property, including the insured's own, of \$3,000 or more.
- (2) Two points shall be assigned for each at-fault auto accident that results in total damage to all property, including the insured's own, in excess of \$1,800 but less than \$3,000.
- (3) One point shall be assigned for each at-fault auto accident that results in total damage to all property, including the insured's own, of \$1,800 or less.

For accidents that occur on or after March 1, 2016 and prior to October 1, 2017

- (1) Three points shall be assigned for each at-fault auto accident that results in total damage to all property, including the insured's own, of \$3,085 or more.
- (2) Two points shall be assigned for each at-fault auto accident that results in total damage to all property, including the insured's own, in excess of \$1,850 but less than \$3,085.
- (3) One point shall be assigned for each at-fault auto accident that results in total damage to all property, including the insured's own, of \$1,850 or less.

For accidents that occur on or after October 1, 2017

- (1) Three points shall be assigned for each at-fault auto accident that results in total damage to all property, including the insured's own, of \$3,850 or more.
- (2) Two points shall be assigned for each at-fault auto accident that results in total damage to all property, including the insured's own, in excess of \$2,300 but less than \$3,850.
- (3) One point shall be assigned for each at-fault auto accident that results in total damage to all property, including the insured's own, of \$2,300 or less.

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MINUTES OF THE MEETING OF THE GOVERNING COMMITTEE
OF THE NORTH CAROLINA RATE BUREAU HELD JANUARY 11, 2017

MEMBERS PRESENT

Allstate Insurance Company
Builders Mutual Insurance Company
National General Insurance
Liberty Mutual Insurance Company
Travelers Indemnity Company
United Services Automobile Association
Nationwide Mutual Insurance Company
North Carolina Farm Bureau Mutual Insurance Company
The Hartford Fire Insurance Company
Progressive Casualty Insurance Company
State Farm Mutual Automobile Insurance Company

Public Member

Justin Wolfe

Others Present

Young Moore and Henderson, P.A.

Insurance Services Office

Milliman
Staff

REPRESENTED BY

Jennifer Jabben
Jerry Visintine
Art Lyon
Michelle Lapinski *
Stefanie Zacchera *
Lisa Sukow
Thomas Souder
Roger Batdorff
Andy Montano
Kevin McGee
Alan Bentley

Mickey Spivey
Glenn Raynor
Bill Trott ^
Dave DeNicola * ^
Jared Smolik * ^
Rob Curry * ^
Paul Anderson *
Joanna Biliouris
Edith Davis
Tim Lucas
Keri Johnson
Karen Ott
David Sink
Rebecca Williams

* Attended the meeting via phone

^ Attended a portion of the meeting

The meeting convened as scheduled, Mr. Visintine of Builders Mutual Insurance Company, Chair of the Governing Committee, presiding. Attention was directed to the Rate Bureau's Antitrust, Conflict of Interest and Code of Ethics and Standards of Conduct Statements.

1. Report of Counsel

Mr. Spivey reported that (1) Ray Evans, Glenn Raynor and Mickey Spivey met with Sheri Hubbard, Tricia Ford, Stuart Johnson, John Hoomani (new DOI General Counsel) and Michelle Osborne (new Chief Deputy Commissioner) from the Department of Insurance on January 5, 2017 for

introductions and an update on the data issue affecting the Dwelling relativity filing and Dwelling rate filing; and (2) the Bureau's Petition for Discretionary Review and Notice of Appeal to the Supreme Court as to profit issues in the 2014 Homeowners case was recently declined by the Supreme Court. Following discussion of those profit issues, the Governing Committee instructed counsel to proceed with filing a request for reconsideration. Finally, Mr. Spivey reported that the Legislature convenes today (January 11, 2017) for the long session.

2. Report of Staff

Ms. Biliouris reported that Mr. Evans was unable to attend the meeting due a death in the family. There were no other significant staff updates other than the matters noted on the agenda.

3. Approval of Minutes of the Executive Session of the December 6, 2016 Governing Committee Meeting

A motion was made, seconded, and unanimously passed to approve the minutes from the Executive Session of the Governing Committee held on December 6, 2016, which were distributed by hard copy only during the meeting.

4. 2017 Private Passenger Rate Level Review

Mr. Lucas directed attention to the exhibits prepared by Insurance Services Office (ISO) and previously distributed by counsel regarding the indicated rate level changes for private passenger automobiles and motorcycles. Mr. DeNicola provided a detailed overview of the exhibits and indications and summarized the overall results of the rate level review.

Mr. Lucas reported that the Automobile Committee advised that the indications were actuarially sound and recommended filing the indications presented utilizing a 5% net deviation selection. It was also recommended that the 5% net deviation be referred to as "net deviations" to provide a better description of this factor which includes both downward and upward premium adjustments. The Governing Committee instructed staff to show the full indicated net deviations in the filing and to use a net deviation of 5% to temper the overall rate change.

After discussion by the Governing Committee, a motion was made, seconded and unanimously passed to file a private passenger automobile and motorcycle rate change of +13.8% which includes a provision for 5% net deviations with the Commissioner on or before February 1, 2017.

5. SDIP Revisions

Mr. Lucas directed attention to the exhibit included with the agenda which proposed revisions to the Safe Driver Insurance Plan to align with statutory changes to the accident thresholds that were made during the 2016 session of the Legislature.

After discussion by the Governing Committee, a motion was made, seconded and unanimously passed to file the revisions to the Safe Driver Insurance Plan as presented.

6. Dwelling Relativity Filing

Mr. Lucas directed attention to the memorandum included with the agenda detailing an issue with the implementation of the January 1, 2017 dwelling relativity changes approved in March 2016. Mr. Lucas outlined the situation caused by a data reporting error which resulted in the filing not being revenue neutral as intended. He reported that the Property Rating Subcommittee instructed staff to work with ISO to prepare revised off balances and base rates for territories 7, 8, 48, 49 and 52 due to the data reporting errors discovered that impacted these territories. Following discussion, the Governing Committee agreed with this course of action. A teleconference of the Governing Committee will be scheduled as soon as the data is available from ISO for review.

Mr. Lucas advised that Bureau staff were targeting to file these revisions within the next 30 days with a proposed effective date of May 1, 2017. After discussion, the Governing Committee instructed staff to request a June 1, 2017 effective date for the filing. The Governing Committee also instructed staff to prepare a circular to all member companies outlining the implementation issues with the January 1, 2017 Dwelling Relativity changes so all carriers are aware of the new filing and its proposed effective date.

7. Dwelling Rate Filing

Mr. Lucas updated the Committee that a Dwelling Rate filing was made on November 30, 2016 and outlined the implications of the data reporting errors discovered in the Dwelling Relativity filing on the pending filing. He advised that base rates used in the rate filing would need to be revised to align with the new base rates in the Beach Plan territories resulting from the new Dwelling Relativity. He also advised that a calculation error had been discovered that impacted the Fire indications. He further reported that, due to the extent of the data reporting errors discovered, it may be necessary to re-run the catastrophe models and revise the net cost of reinsurance analysis. After discussion, the Governing Committee instructed staff to withdraw the Dwelling Rate Filing and prepare a new review with corrected data and also include 2014 and 2015 data in the new review, which will be consistent with the data used in the Homeowner rate review which is currently getting underway.

8. Homeowner Relativity Filing

Mr. Lucas directed attention to the exhibit included with the agenda outlining the proposal from the Department of Insurance (Department) on the Homeowners Relativity filing made on May 6, 2016. He noted that this filing included relativity factor revisions to Amount of Insurance, Protection/Construction, Age of Construction and newly introduced factors for Year of Construction, and that the Department proposal did not include any settlement offer for Age of Construction or Year of Construction factors. Mr. Lucas advised that the Property Rating Subcommittee had instructed staff to continue discussions with the Department specifically related to the proposed Amount of Insurance factors. Following discussion, the Governing Committee agreed with this course of action.

9. Homeowner Rate Review

Mr. Lucas updated the committee on the status of the Homeowner Rate Review that is underway. He noted that ISO is continuing its normal data review and validation processes and that Bureau staff is targeting June 1, 2017 for any resulting filing.

10. Adjournment

There being no further business, the meeting was adjourned.

Respectfully Submitted,



Joanna Biliouris

Chief Operating Officer
North Carolina Rate Bureau

GC-17-2

1/23/17

With regard to the information requested under Item (14)(c) the Rate Bureau submits the following:

February 1, 2016 Rate Review

Insurance Services Office:

ISO has advised the Rate Bureau that the ISO assessment is not directly made for specific rate filings or reviews. The assessment covers all services provided by ISO to the Rate Bureau with respect to automobile insurance, including services for developing rates and preparing the filing. The assessment is based on North Carolina premium volume multiplied by countrywide assessment factors. These factors are developed by dividing the costs of each insurance line and service by the premium volume of all insurers affiliated with ISO for each respective line and service. For the February 1, 2016 rate review, no amounts were separately billed by ISO.

Young, Moore, and Henderson, P.A.:

The firm has billed the Rate Bureau approximately \$19,948 in connection with the 2016 private passenger automobile rate review.

Milliman Inc.:

The firm has billed the Rate Bureau approximately \$15,587 in connection with the 2016 private passenger automobile rate review.

Willis Towers Watson:

The firm has billed the Rate Bureau approximately \$8,869 in connection with the 2016 private passenger automobile rate review.

Financial Strategy Associates:

The firm has billed the Rate Bureau approximately \$3,719 in connection with the 2016 private passenger automobile rate review.

February 1, 2017 Rate Filing

Insurance Services Office:

ISO has advised the Rate Bureau that the ISO assessment is not directly made for specific rate filings or reviews. The assessment covers all services provided by ISO to the Rate Bureau with respect to automobile insurance, including services for developing rates and preparing the filing. The assessment is based on North Carolina premium volume multiplied by countrywide assessment factors. These factors are developed by dividing the costs of each insurance line and service by the premium volume of all insurers affiliated with ISO for each respective line and service. At the time of the preparation of this filing, ISO has not yet billed the Rate Bureau for charges relating to the February 1, 2017 rate filing.

Young, Moore, and Henderson, P.A.

At the time of the preparation of this filing, the firm has billed the Rate Bureau approximately \$17,148 in connection with the 2017 private passenger automobile insurance rate filing.

Willis Towers Watson:

At the time of the preparation of this filing, the firm has billed the Rate Bureau approximately \$8,513 in connection with the 2017 private passenger automobile rate filing.

Milliman Inc.:

At the time of the preparation of this filing, the firm has billed the Rate Bureau approximately \$1,410 in connection with the 2017 private passenger automobile rate filing.

Financial Strategy Associates:

At the time of the preparation of this filing, the firm has not yet billed the Rate Bureau for its services rendered in connection with the 2017 private passenger automobile insurance rate filing.

While the Rate Bureau does not consider these changes in methodology, the following changes from the January 30, 2009 filing have been incorporated into this filing:

- Used a selected provision for net deviations less than the full six year average net deviation in developing the filed rate level changes.
- Used 5-year and 3-year average factors, respectively, for Underinsured Motorists Bodily Injury and Medical Payments loss development factors in the development of ultimate losses. Previously, 3-year UIM BI and 5-year Medical Payments factors were used. See Sections D and E.
- Utilized statistical data compiled on a calendar/accident year basis in deriving the motorcycle rate level calculation. Previously, calendar year data compiled from the North Carolina Rate Bureau's Special Call for Expense Experience was used to determine the motorcycle liability rate level indication. See Section F.
- Utilized a wind and water adjustment procedure that replaces actual wind and water losses for each calendar year with an amount commensurate with the long-term wind and water history for North Carolina. Previously, the amount of losses deemed excess in any calendar year were removed and an excess factor was applied to the remaining losses. See Section D.
- The model year trend is determined using projected age distributions for future model years based on projections of future auto sales. Previously, the most recent historical age distribution was used for all prospective model years. See Section H.
- The symbol trend is determined using projected age distributions, as well as projections of average price of new vehicles in determining the average symbol relativities in the prospective period. Previously, symbol trend selections were made by observing changes in average symbol relativities over a historical period. See Section H.
- Medical Payments experience by territory was utilized to determine the medical payments territory rates. Previously, medical payments territory rates were determined as a percentage of the filed bodily injury territory rates. See Section C.

See also the prefiled testimony of J. Smollik and C. Modlin.

**INSURANCE SERVICES OFFICE, INC.
NORTH CAROLINA RATE BUREAU**

NOTICE TO MANUALHOLDERS

**PERSONAL AUTO MANUAL – NORTH CAROLINA
NOTICE 2016-003**

CAUTION

Manualholders should determine from company instructions whether a company has adopted this revision.

INSTRUCTIONS TO MANUALHOLDERS

If your company has adopted this revision, you should update your manual accordingly.

EFFECTIVE DATE

The revised rates are to be implemented effective October 1, 2016, in accordance with the following Rule of Application:

These changes are applicable to all policies becoming effective on or after October 1, 2016. No policy effective prior to October 1, 2016 shall be endorsed or cancelled and rewritten to take advantage of or to avoid the application of these changes except at the request of the insured and at the customary short rate charges as of the date of such request, but in no event prior to October 1, 2016.

CHANGE(S)

This Notice revises the North Carolina Personal Auto Manual to implement the following revisions:

Revision of Rule 4. Classifications

Revision of Rule 14. Miscellaneous Coverages

Revision to Primary Classification Codes

Revision to Primary Classification Rating Factors

Revision to Territory Definitions

These revisions were filed:

- To show the North Carolina Reinsurance Facility (Facility) has adopted an amendment to the Personal Auto Policy Program to allow cession of the drivers of Transportation Network Companies.
- To comply with the introduction of a Transportation Network Company (TNC) classification code and optional enhanced endorsements as provided for in the new statute N.C.G.S. 58-36-43.
- To add a newly created ZIP code to an existing territory definition. New ZIP code 27268 has been added to the existing territory 340.
- To revise rate level changes for bodily injury and property damage liability and medical payments insurance for non-fleet private passenger automobiles ceded to the Reinsurance Facility. The filed rates apply only to ceded risks other than "clean risks" as defined in G.S. 58-37-35(1). The rates for uninsured and combined uninsured/underinsured motorists coverages are unaffected by these changes.

REVISED PAGE(S)

NC-E-Coding

NC-GR-3 thru NC-GR-10, NC-GR-25, NC-GR-29 thru NC-GR-31, NC-GR-33

PA-R-1 thru PA-R-104

NC-T-1 thru NC-T-19

PAGE CHECKLIST

Included with this Notice is a page checklist displaying the latest page numbers and edition dates.

REFERENCE INFORMATION (FOR COMPANY USE ONLY)

Circular Reference(s):

- RF-16-5 (05/02/2016) NCRF Circular Letter
- A-16-6 (05/02/2016) NCRB Circular Letter
- A-16-5 (04/12/2016) NCRB Circular Letter
- RF-16-2 (04/04/2016) NCRF Circular Letter
- A-16-2 (04/04/2016) NCRB Circular Letter
- A-16-3 (04/06/2016) NCRB Circular Letter
- A-16-4 (04/08/2016) NCRB Circular Letter

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**PERSONAL VEHICLE MANUAL
PAGE CHECKLIST – NORTH CAROLINA**

THIS MANUAL PAGE CHECKLIST DISPLAYS THE LATEST STATE PAGE INFORMATION AS OF **10-16**.
NO MULTISTATE APPLIES.

NOTE: ALWAYS USE THE EDITION NUMBER TO DETERMINE THE LATEST PAGE.

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PERSONAL AUTO MANUAL
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- 2. PERSONAL AUTO POLICY – ELIGIBILITY**
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- 4. CLASSIFICATIONS**
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- 6. MODEL YEAR FOR FIRE, THEFT, COMBINED ADDITIONAL COVERAGE, COMPREHENSIVE AND COLLISION COVERAGES**
- 7. MINIMUM PREMIUM RULE**
- 8. POLICY PERIOD**
- 9. CHANGES**
- 10. CANCELLATION**
- 11. WHOLE DOLLAR PREMIUM**
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- 13. SUSPENSION**
- 14. MISCELLANEOUS COVERAGES**
- 15. CERTIFIED RISKS – FINANCIAL RESPONSIBILITY LAWS**
- 16. NAMED NON-OWNER POLICY**
- 17. EXTENDED NON-OWNED LIABILITY COVERAGE**
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PRIMARY CLASSIFICATION CODES*

No Inexperienced Operators

Vehicle Use	Single Car Risk or Multi-Car Risk With No Discount	Multi-Car Discount
Pleasure	1141	1142
TNC Activity	1151	1152
Work – Less Than 10	1161	1162
Work – 10 or More	1171	1172
Business	1181	1182
Farm	1191	1192

Inexperienced Operators

Years of Driving Experience	Vehicle Use	Principal Operator		Occasional Operator	
		Single Car Risk or Multi-Car Risk With No Discount	Multi-Car Discount	Single Car Risk or Multi-Car Risk With No Discount	Multi-Car Discount
Less Than 1 Year	Pleasure	1241	1242	1341	1342
	TNC Activity	1251	1252	1351	1352
	Work – Less Than 10	1261	1262	1361	1362
	Work – 10 or More	1271	1272	1371	1372
	Business	1281	1282	1381	1382
	Farm	1291	1292	1391	1392
Less Than 2 Year	Pleasure	1441	1442	1541	1542
	TNC Activity	1451	1452	1551	1552
	Work – Less Than 10	1461	1462	1561	1562
	Work – 10 or More	1471	1472	1571	1572
	Business	1481	1482	1581	1582
	Farm	1491	1492	1591	1592
Less Than 3 Years	Pleasure	1641	1642	1741	1742
	TNC Activity	1651	1652	1751	1752
	Work – Less Than 10	1661	1662	1761	1762
	Work – 10 or More	1671	1672	1771	1772
	Business	1681	1682	1781	1782
	Farm	1691	1692	1791	1792

* Each code must have as the fifth and sixth digits the applicable Safe Driver Insurance Plan code. For complete coding requirements, refer to the Statistical Plan.

1. DEFINITIONS

- A. 1.** A private passenger auto is a four wheel motor vehicle, other than a truck type or van, owned or leased under contract for a continuous period of at least six months, and
- a.** Not used as a public or livery conveyance for passengers.
 - b.** Not rented to others.
- 2.** A motor vehicle that is a pickup truck or van shall be considered a private passenger auto, if it:
- a.** Is owned by an individual or by a husband and wife or individuals who are residents of the same household,
 - b.** Has a Gross Vehicle Weight as specified by the manufacturer of less than 14,000 lbs.; and
 - c.** Is not used for the delivery or transportation of goods or materials unless such use is:
 - (1)** Incidental to the insured's business of installing, maintaining or repairing furnishings or equipment; or
 - (2)** For farming or ranching.

A pickup truck or van used in the business of the United States Government, by an employee of the Government, shall be considered a private passenger auto only if:

 - a.** It meets the conditions in **a.**, **b.** and **c.** above; and
 - b.** Coverage is limited in accordance with the federal employees using autos in government business endorsement.
- 3.** A motor vehicle owned by a family farm co-partnership or family farm corporation shall be considered a private passenger auto owned by an individual, if:
- a.** It is principally garaged on a farm or ranch, and
 - b.** It otherwise meets the definitions in Paragraphs **1.** and **2.** above.
- B.** AUTO as used in this manual refers to a private passenger auto or a vehicle considered as a private passenger auto.
- C.** LIABILITY as used in this manual refers only to Bodily Injury and Property Damage Coverages.
- D.** COMPREHENSIVE COVERAGE as used in this manual refers to other than collision damage to a motor vehicle.
- E.** OWNED as used in this manual includes an auto leased under contract for a continuous period of at least six months. If an auto lease contract requires the lessee to provide primary insurance for the lessor, attach the applicable endorsement.
- F.** REFER TO COMPANY means that North Carolina Risks shall be referred by the company to the North Carolina Rate Bureau.

2. PERSONAL AUTO POLICY – ELIGIBILITY

- A.** A Personal Auto Policy shall be used to afford coverage to private passenger autos and motor vehicles considered as private passenger autos in Rule 1., if:
- 1.** They are written on a specified auto basis, and
 - 2.** They are owned by an individual or by a husband and wife who are residents in the same household.
- B.** A Personal Auto Policy shall be used to afford coverage to private passenger autos that are owned jointly by two or more individuals other than husband and wife, if:
- 1.** They are written on a specified auto basis, and
 - 2.** Coverage is limited in accordance with the Joint Ownership Endorsement.
- C.** A Personal Auto Policy shall be used to afford coverage to motorcycles, golfcarts or other similar type vehicles and snowmobiles not used for commercial purposes, if:
- 1.** They are written on a specified vehicle basis, and
 - 2.** Coverage is limited in accordance with the Miscellaneous Type Vehicle Endorsement.
- D.** A Personal Auto Policy shall be used to afford coverage to a named individual who does not own an auto. The applicable endorsement must be attached.
- E.** A Personal Auto Policy may be used to afford coverage to private passenger autos not owned by a natural person and not rated as part of a fleet if:
- 1.** they are written on a specified auto basis, and
 - 2.** coverage is limited in accordance with the Business Named Insured Endorsement.
- The Business Named Insured Endorsement allows a person to be named as a "designee" to provide that person and resident family members Liability Coverage and Coverage for Damage To our Auto for the use of non-owned autos. Only persons who meet all of the requirements below should be listed as a "designee." These are persons who:
- 1.** are principals of the named insured's business;
 - 2.** have custody or control of a vehicle shown in the Declarations;
 - 3.** are not named insureds on another Personal Auto Policy; and
 - 4.** are not family members of either another "designee" or another person who is a named insured on another Personal Auto Policy since non-owned coverage is already provided.

2. PERSONAL AUTO POLICY – ELIGIBILITY (Cont'd)

F. A Personal Auto Policy may be used to afford coverage to five or more four-wheel private passenger autos owned by an individual or owned jointly by two or more individuals resident in the same household if the autos are not used for business use, other than farming or ranching.

Exceptions

Exposures in **A.**, **B.** or **C.** above may be written under a commercial auto policy when combined with a commercial risk.

Exposures in **E.** or **F.** above may be written under a commercial auto policy.

Note

Non-fleet private passenger motor vehicles must be rated out of the Personal Auto Manual and must be coded as non-fleet private passenger for statistical reporting purposes whether written on a personal auto policy or a commercial auto policy

3. PREMIUM DETERMINATION

A. For 1971-1982 model year sports cars identified in the Symbol Section as "s", the applicable symbol shall be one less than that shown.

B. Bodily Injury Liability, Property Damage Liability, Medical Payments, Fire, Theft, Combined Additional Coverage, Comprehensive and Collision premiums are determined as follows:

1. Refer to the Classification Rule to determine the applicable Primary Classification, Rating Factor and the Single or Multi-Car and Inexperienced Operator Rating Factor and Statistical Codes.

Add these rating factors to determine the Combined Rating Factor applicable to each auto.

2. Refer to the Safe Driver Insurance Plan Rule to determine the Driving Record Surcharge Premium applicable to each coverage for each auto.

For autos not eligible for SDIP:

Add +0.10 to the Combined Rating Factor determined above.

Use statistical code 95.

3. Model Year and Symbol Determination

- a. Refer to the Model Year Rule and Symbol and Identification Manual for the appropriate model year and symbol.

If the rates for a model year are not displayed in the rate pages, use the rates shown for the latest model year.

- b. If no Rating Symbol is shown in the Symbol and Identification (S&I) Manual, use the following procedure to determine an interim rating symbol.

- (1) If the S&I Manual displays a rating symbol for the PRIOR MODEL YEAR version of the same vehicle, use the prior model year's Rating Symbol for the new model year vehicle.

- (2) If the S&I Manual does NOT display a rating symbol for the PRIOR MODEL YEAR version of the same vehicle, assign a symbol based on the cost new of the auto, using the Price/Symbol Chart located in the reference pages of the S&I Manual.

4. Refer to Territory Definitions to determine the territorial schedule code number for the location where the auto is principally garaged.

5. Refer to the state rate pages to determine base rates for the desired coverage for the appropriate territory.

Note

Clean Risks Ceded to the North Carolina Reinsurance Facility (Statistical Code 02).

The rates charged for "clean risks" ceded to the North Carolina Reinsurance Facility shall not exceed the rates charged "clean risks" not ceded to the Reinsurance Facility. The rates for "clean risks" ceded to the North Carolina Reinsurance Facility are set forth on the state rate page showing rates for Voluntary Business and "Clean Risks" Ceded to the North Carolina Reinsurance Facility.

For the purpose of this rule, a "clean risk" shall be any owner of a motor vehicle that is classified as a private passenger auto if the owner and the principal operator and each licensed operator in the owner's household:

- a. Have two years driving experience as a licensed driver, which experience is determined in the manner provided in Rule 4.G.1., and

- b. Have **not** been assigned any Safe Driver Insurance Plan points during the three year period immediately preceding the date of application for motor vehicle insurance or the date of preparation for a renewal motor vehicle insurance policy.

6. The premium for each coverage is determined by multiplying the base rate by the Combined Rating Factor, then adding the Driving Record Surcharge Premium applicable to the coverage for each auto.

4. CLASSIFICATIONS

The provisions of this rule apply separately to the premiums for Bodily Injury and Property Damage Liability, Medical Payments, Fire, Theft, Combined Additional Coverage, Comprehensive and Collision Coverages.

- A. Autos owned by an individual or owned jointly by two or more individuals are classified as follows:

Refer to Section C. below for definitions of terms used in this rule.

Code	Class	Definitions
114	1A	There is no BUSINESS USE or TNC ACTIVITY of the auto and the auto is not DRIVEN TO OR FROM WORK OR SCHOOL.
116	1B	There is no BUSINESS USE or TNC ACTIVITY of the auto but the auto is DRIVEN TO OR FROM WORK OR SCHOOL a distance of less than 10 road miles one way.
117	1C	There is no BUSINESS USE or TNC ACTIVITY of the auto but the auto is DRIVEN TO OR FROM WORK OR SCHOOL a distance of 10 or more road miles one way.
118	3	The auto is used for BUSINESS USE and is not used in TNC ACTIVITY.
119	1AF	The auto is a FARM AUTO.
115	TNC	The auto is used in TRANSPORTATION NETWORK COMPANY ACTIVITY.

- B. Private passenger autos owned by corporations, co-partnerships, or unincorporated associations shall be rated as Class 3.

Exceptions

- 1. For corporations, co-partnerships or unincorporated associations owning less than five motor vehicles:

An owned private passenger auto principally furnished to a specified individual shall be classified and rated as if owned by that individual, in accordance with Rule 4.A., provided the auto is not used for business purposes and is not used in TNC ACTIVITY.

- 2. For Farm family co-partnerships or Farm family corporations:

An owned private passenger auto principally garaged on a farm or ranch shall be rated as Class 1AF provided the vehicle is:

- a. Not used in any occupation other than farming or ranching, or
- b. Not customarily used in going to or from work other than farming or ranching.

- 3. Notwithstanding 1. and 2. above, any such auto used in TNC ACTIVITY shall be classified as TNC.

C. Definitions

- 1. BUSINESS USE means that the use of the auto is required by or customarily involved in the duties of the applicant or any other person customarily operating the auto, in an occupation, profession or business, other than going to or from the principal place of occupation, profession or business, and that the auto is not used in TNC ACTIVITY.
- 2. FARM AUTO means the auto is principally garaged on a farm or ranch, and
 - a. It is not customarily used in going to or from work other than farming or ranching, or driving to or from school,
 - b. It is not customarily used in any occupation other than farming or ranching, and
 - c. that the auto is not used in TNC ACTIVITY.
- 3. DRIVEN TO OR FROM WORK OR SCHOOL means the auto is not used in TNC ACTIVITY and is customarily used in the course of driving to or from work or school and shall include:
 - a. The use of the auto in a car pool or other share the ride arrangement.
 - b. Driving part way to or from work or school whether or not the auto is parked at a depot during the day.

Note

If an auto is driven to or from work or school on less than a daily basis, the classification used in rating the auto shall be subject to the following:

- (1) If otherwise in Class 1B, the auto shall be classified as 1A if the total usage of the car in driving to or from work or school is not more than 2 days per week or not more than 2 weeks per 5 week period.
- (2) If otherwise in Class 1C the auto shall be classified as 1B if the total usage of the car in driving to or from work or school is not more than 2 days per week or not more than 2 weeks per 5 week period.

Refer to company for certification form.

- 4. TRANSPORTATION NETWORK COMPANY (TNC) ACTIVITY means that:
 - a. The auto is used as a public or livery conveyance, including but not limited to any period of time while it is being used by any person who is logged into a transportation network platform as a driver, whether or not a passenger is occupying the vehicle; and

4. CLASSIFICATIONS (Cont'd)

- b. Coverage is afforded, under Endorsement **PP 55 45** or any similar endorsement, for any portion of the time that an insured is logged into a transportation network platform as a driver.
5. **RESIDENT** means anyone residing in the same household as the applicant and shall include an individual absent from the household while attending school. An individual in active military service with the armed forces of the United States of America shall **not** be included as resident in the same household unless such individual customarily operates the auto.

D. Single and Multi-Car Risks

The applicable Multi-Car Rating Factor shall apply if two or more four-wheel private passenger autos owned by an individual or owned jointly by two or more individuals resident in the same household are insured in the same policy.

Exceptions

1. If a company's policy processing systems do not permit insuring all vehicles in the same policy, the applicable Multi-Car Rating Factor shall apply if the company insures two or more four-wheel private passenger autos owned by an individual or owned jointly by two or more individuals resident in the same household.

This exception applies only to companies that do not issue multi-car policies or whose policy processing systems limitations necessitate insuring one car (in a multi-car situation) on a separate policy. This exception does not permit a company to apply the Multi-Car Rating Factor on a single car policy where, for underwriting or other reasons, the company voluntarily elects to insure one vehicle on a single car policy when that vehicle could be insured on a multi-car policy.

2. The Multi-Car Rating Factor shall not apply to antique autos as defined in the Miscellaneous Types rule.

LIABILITY COVERAGES ONLY

- E. An auto subject to Class 3 rates because of use in the business of the United States Government by one of its employees may be classified and rated as Class 1A, 1B, 1C or TNC when the applicable endorsement is used to limit coverage.

F. Inexperienced Operator**LIABILITY, MEDICAL PAYMENTS AND COLLISION**

1. The appropriate Inexperienced Operator Surcharge shall be applied for each owner or resident operator of the auto who has less than three years driving experience as a licensed driver.
 - a. The insurer shall obtain a verifiable motor vehicle record on each owner or resident operator from the Division of Motor Vehicles or from the governmental entity responsible for maintaining drivers' license records and shall determine the number of years of driving experience as a licensed driver for each owner or resident operator of the auto from such motor vehicle records to the extent possible.
 - b. If a verifiable motor vehicle record obtained by the insurer does not show conclusively the number of years of driving experience for each owner or resident operator of the auto, the insurer may determine the number of years of driving experience as a licensed driver based upon information provided by the applicant.
 - c. If a verifiable motor vehicle record cannot be obtained from the Division of Motor Vehicles or from the governmental entity responsible for maintaining drivers' license records, then the owner or resident operator shall be rated as inexperienced.

Exception: If the insurer is unable to obtain a verifiable motor vehicle record because such records are no longer available and the owner or resident operator has a drivers' license that continues to be valid by virtue of a military extension, then the insurer may determine the number of years of driving experience as a licensed driver based upon information provided by the applicant.

Insurers shall maintain in their files for at least three years from the inception of the policy the information upon which the number of years driving experience was determined.

Only driving experience in the United States of America, Canada or Puerto Rico may be used to determine the number of years of driving experience as a licensed driver.

The surcharge shall not be applied for more than three years regardless of policy term or effective date.

Note

A driver who holds a learner's permit only shall not be deemed a licensed driver for the purpose of determining the inexperienced operator premium surcharge.

4. CLASSIFICATIONS (Cont'd)

2. If there are two or more autos in the same household as the applicant, the inexperienced operator rates shall be applied separately to the number of autos equal to the number of inexperienced operators. Inexperienced operator rates shall not be used in rating such autos in excess of the number of inexperienced operators.

The inexperienced operator surcharge(s) shall be applied to the auto(s) which the inexperienced operator principally operates. In the case of an occasional operator, the surcharge shall be applied to the auto most frequently operated by the inexperienced operator.

G. Airbag Discount

The following discounts apply to Medical Payments Coverage Only. To qualify, the private passenger auto must be equipped with a factory installed airbag(s) which conforms to the federal crash protection requirements, and meets the criteria of either Paragraph 1. or 2. below:

1. 20% discount shall be afforded when the airbag is installed in the driver-side-only position.
2. 30% discount shall be afforded when the airbags are installed in both front outboard seat positions.

H. Optional Rating Characteristics

Companies may use the following optional rating characteristics or any combination of such optional rating characteristics and Bureau filed classifications to determine rates by coverage, as long as applicable legal requirements are satisfied. The resulting premium by coverage shall not exceed the premium that would have been determined using the rates, rating plans, classifications, schedules, rules and standards promulgated by the Bureau, except as provided by statute. The rating factor by coverage for any combination of the following optional risk characteristics cannot exceed 1.00, unless the resulting premium by coverage does not exceed the Bureau premium by coverage.

1. Policy characteristics not otherwise recognized in this manual. Examples include: account or multi-policy credit; tiers; continuity of coverage; coverages purchased; intra-agency transfers; number of drivers; number of vehicles; payment history; payment options; prior insurance; and new and renewal status.
2. Driver characteristics not otherwise recognized in this manual. Examples include: years of driving experience; convictions, accidents, claims or incidents; accident-free experience; accident forgiveness; annual mileage; cell phone type and usage; credit information; defensive driving course; good student; home ownership; marital status; and military status.

3. Vehicle characteristics not otherwise recognized in this manual. Examples include: airbags; customization; electronic monitoring or safety devices; engine characteristics; safety features or engineering; theft deterrence/recovery devices; place and type of garaging; type of fuel used; vehicle age, make, model and model year; and vehicle use.
4. Affinity group or other group not otherwise recognized in this manual.
5. Any other rating characteristic or combination of characteristics if filed by a company and approved by the Commissioner.

I. Optional Enhanced Endorsements

Optional Enhanced Endorsements authorized in N.C.G.S. 58-36-43 shall not be reported as part of the statistical data that is used in rate making by the North Carolina Rate Bureau. For the reporting of statistical data for Optional Enhanced Endorsements, please consult your statistical agent.

5. SAFE DRIVER INSURANCE PLAN (SDIP)

The provisions of this Rule apply separately to premiums for Bodily Injury Liability, Property Damage Liability, Medical Payments, Fire, Theft, Combined Additional Coverage, Comprehensive and Collision Coverages.

A. Eligibility

The Plan shall be applied in rating all eligible autos.

An auto is eligible for rating under this Plan if it is owned by an individual or owned jointly by two or more individuals resident in the same household provided such auto is:

1. A four wheel auto of the private passenger or station wagon type, or
2. A motor vehicle that is a pickup truck or van, if it:
 - a. Has a Gross Vehicle Weight as specified by the manufacturer of less than 14,000 lbs.; and
 - b. Is not used for the delivery or transportation of goods or materials unless such use is:
 - (1) Incidental to the insured's business of installing, maintaining or repairing furnishings or equipment; or
 - (2) For farming or ranching, or
3. A motorcycle, motorized scooter, auto glide or other similar motorized vehicle of the private passenger type.

Exception

The SDIP applies to policies written for a term in excess of 12 months. Such policy must provide for an annual adjustment of premium.

5. SAFE DRIVER INSURANCE PLAN (SDIP) (Cont'd)

B. Definitions**1. Driving Record Points****a. Convictions**

Records of convictions for moving traffic violations to be considered under this Plan shall be obtained at least annually from the Division of Motor Vehicles for the applicant and any currently resident operator.

Points shall be assigned for convictions during the experience period for moving traffic violations of the applicant or any currently resident operator, based on date of conviction, as follows:

- (1) Twelve points shall be assigned for a conviction for:
 - (a) Manslaughter (or negligent homicide) resulting from the operation of a motor vehicle;
 - (b) Prearranged highway racing or knowingly lending a motor vehicle to be used in a prearranged highway race; or
 - (c) Failing to stop and render aid when involved in an accident resulting in bodily injury or death (hit-and-run driving);
 - (d) Impaired driving, including driving a vehicle while under the influence of an impairing substance; driving a vehicle with an alcohol concentration of 0.08 or more; and driving a commercial vehicle with an alcohol concentration of 0.04 or more; and

Note

There shall be no premium surcharge or assessment of points against an insured where (i) the insured's driver's license has been revoked under G.S.20-16.5; and (ii) the insured is subsequently acquitted of the offense involving impaired driving, as defined in G.S.20-4.01(24a), that is related to the revocation, or the charge for that offense is dismissed.

- (e) Transportation for the purpose of sale of illegal intoxicating liquors by motor vehicle.
- (2) Ten points shall be assigned for a conviction for:
 - (a) Highway racing or knowingly lending a motor vehicle to be used in a highway race; or
 - (b) Speeding to elude arrest.
- (3) Eight points shall be assigned for a conviction for:

- (a) operating during a period of revocation or suspension of license or registration.

- (b) aggressive driving.

- (4) Four points shall be assigned for a conviction for:

- (a) Failing to stop and report when involved in a motor vehicle accident resulting in property damage only (hit-and-run-driving);

- (b) Driving a motor vehicle in a reckless manner;

- (c) Passing a stopped school bus;

- (d) Speeding in excess of 75 miles per hour when the posted speed limit is less than 70 miles per hour;

- (e) Speeding in excess of 80 miles per hour when the posted speed limit is 70 miles per hour or greater; or

- (f) Driving by a person less than 21 years old after consuming alcohol or drugs.

- (5) Two points shall be assigned for a conviction for:

- (a) Illegal passing;

- (b) Speeding more than 10 miles per hour over the posted speed limit, provided the total speed was in excess of 55 miles per hour but less than 76 miles per hour;

- (c) Speeding 10 miles per hour, or less, in excess of the posted speed limit in a speed zone of 55 miles per hour or greater;

Waiver

These points shall **NOT** apply unless the same driver has also been convicted of at least one other moving traffic violation during the experience period.

- (d) Following too closely; or

- (e) Driving on wrong side of road.

- (6) One point shall be assigned for a violation resulting in a conviction for speeding 10 miles per hour, or less, in excess of the posted speed limit of less than 55 miles per hour.

Waiver

This point shall **NOT** apply unless the same driver has also been convicted of at least one other moving traffic violation during the experience period.

Exceptions

This **WAIVER** does **NOT** apply to convictions of speeding in a school zone in excess of posted school zone speed.

5. SAFE DRIVER INSURANCE PLAN (SDIP) (Cont'd)

- (7) With respect to any other conviction for a moving traffic violation, one point shall be assigned for each such conviction.

Exception

Convictions for the following shall not be regarded as moving traffic violations:

- (a) Inadequate muffler or excess escape of exhaust products;
- (b) Improper lights or other equipment except brakes;
- (c) Failure to sign or display registration card;
- (d) Failure to display license plates;
- (e) Failure to have in possession driver's license provided there is a valid one in existence; or
- (f) Failure to display current inspection certificate.

b. Accidents

Points shall be assigned for each accident that occurred during the experience period, involving the applicant or any current resident operator, while operating a private passenger auto.

If an accident results both in bodily injury or death and in damage to property, points shall be assigned on the basis of the element of loss (bodily injury, death, or property damage) which generates the greatest number of points for the accident.

ACCIDENTS RESULTING IN BODILY INJURY OR DEATH

- (1) One point shall be assigned for each at-fault auto accident that results in total bodily injuries to all persons of \$1,800 or less.
- (2) Three points shall be assigned for each at-fault auto accident that results in:
 - (i) Death or
 - (ii) Total bodily injury to all persons in excess of \$1,800.

Exception

If the insured furnishes adequate proof that incurred medical costs related to the accident were solely for diagnostic purposes and that the accident did not result in any bodily injury, no SDIP points for bodily injury will be assigned, or points for bodily injury assigned as a result of the accident will be removed as of the most recent policy effective date.

ACCIDENTS RESULTING IN PROPERTY DAMAGE ONLY**For accidents that occur prior to March 1, 2016**

- (1) Three points shall be assigned for each at-fault auto accident that results in total damage to all property, including the insured's own, of \$3,000 or more.
- (2) Two points shall be assigned for each at-fault auto accident that results in total damage to all property, including the insured's own, in excess of \$1,800 but less than \$3,000.
- (3) One point shall be assigned for each at-fault auto accident that results in total damage to all property, including the insured's own, of \$1,800 or less.

For accidents that occur on or after March 1, 2016

- (1) Three points shall be assigned for each at-fault auto accident that results in total damage to all property, including the insured's own, of \$3,085 or more.
- (2) Two points shall be assigned for each at-fault auto accident that results in total damage to all property, including the insured's own, in excess of \$1,850 but less than \$3,085.
- (3) One point shall be assigned for each at-fault auto accident that results in total damage to all property, including the insured's own, of \$1,850 or less.

Exception

No points are assigned for accidents occurring under the following circumstances:

- (a) Auto lawfully parked (if the parked vehicle rolls from the parked position then any such accident is charged to the person who parked the auto); or
- (b) The applicant, owner or other resident operator reimbursed by, or on behalf of, a person who is responsible for the accident or has judgment against such person; or
- (c) Auto is struck in the rear by another vehicle and the applicant or other resident operator has not been convicted of a moving traffic violation in connection with this accident; or
- (d) Auto operated by the applicant or any resident operator is struck by a "hit-and-run" vehicle, if the accident is reported to the proper authority within 24 hours by the applicant or resident operator; or
- (e) Accidents involving damage by contact with animals or fowl; or

5. SAFE DRIVER INSURANCE PLAN (SDIP) (Cont'd)

- (f) Accidents involving Physical Damage, limited to and caused by flying gravel, missiles, or falling objects.
- (g) Accidents occurring as a result of the operation of a firefighting, rescue squad, or law enforcement vehicle in response to an emergency if the operator of the vehicle at the time of the accident was a paid or volunteer member of any fire department, rescue squad, or any law enforcement agency. This exception does not include an accident occurring after the vehicle ceases to be used in response to the emergency and the emergency ceases to exist.

Notes

- (1) For the purpose of this Plan a "conviction" shall mean a plea of guilty, or of nolo contendere or the determination of guilt by a jury or by a court though no sentence has been imposed (prayer for judgment continued) or, if imposed, has been suspended (unless it is the first prayer for judgment continued for all licensed operators in the household); and it includes a forfeiture of bail or collateral deposited to secure appearance in court of the defendant, unless the forfeiture has been vacated.
- (2) For the purpose of this Plan, a "moving traffic violation" shall include an infraction as described in **G.S. 14-3.1**.
- (3) The phrase "at-fault" means "negligent". No points shall be assigned for accidents when the operator of an insured vehicle is free of negligence.
- (4) References to other operators residing in the applicant's household shall also include a principal operator who is not a resident in the applicant's household.
- (5) In the event the applicant or any current resident operator has an at-fault accident and is convicted of a moving traffic violation in connection with the accident, only the higher surcharge points between the accident and the violation shall be assigned.
- (6) The One Point accident surcharge in Section **B.1.b.(3)** of this rule does not apply if both of the following conditions are met:
 - (a) The operator was not convicted of a moving traffic violation in connection with the accident; and

- (b) The vehicle owner, principal operator, and all licensed operators in the owner's household have had no convictions for moving traffic violations and no other at-fault accidents during the three-year period immediately preceding the date of the application or the date of preparation of the renewal.

(7) With respect to at-fault accidents occurring on or after October 1, 2012, the phrase "total damage to all property" shall be determined based on the following:

- (a) For damage to property not owned by the insured, amounts paid or payable to third parties for damage to property, rental reimbursement, loss of use, towing and labor and storage shall be included in the calculation of the accident threshold.
- (b) For damage to property owned by the insured, amounts paid or payable for damage to owned property, towing and labor and storage shall be included in the calculation of the accident threshold. Amounts paid for rental reimbursement and loss of use shall not be included in the calculation of the accident threshold.

2. Experience Period

The experience period shall be the three years immediately preceding the date of application or the preparation of the renewal. SDIP points shall be applied to a policy for a period of not less nor more than three policy years.

C. Driving Record Sub-Classification

The driving record sub-classification shall be determined from the number of Driving Record Points accumulated during the experience period as follows:

Number of Driving Record Points	Driving Record Sub-Classification
0	0
1	1
2	2
3	3
4	4
5	5
6	6
7	7
8	8
9	9
10	10
11	11
12 Or More Not Eligible For Plan	12 NE

5. SAFE DRIVER INSURANCE PLAN (SDIP) (Cont'd)

D. Driving Record Surcharge Premium**1. Single Car Risks**

- a. Determine the Driving Record Sub-Classification for the policy and the applicable SDIP Rating Factor.
- b. Multiply the base premium for each coverage applicable to the auto by the SDIP Rating Factor to determine the SDIP Surcharge for each coverage. Round each coverage surcharge to the nearest whole dollar.
- c. The Driving Record Surcharge Premium for each coverage of the auto equals the SDIP Surcharge for that coverage.
- d. Add the applicable Driving Record Surcharge Premium for each coverage to the otherwise applicable premium for each coverage of the auto.

2. Multi-Car Risks

- a. Determine the Driving Record Sub-Classification for the policy and the applicable SDIP Rating Factor.
- b. Select the auto with the highest Total Base Premium for all coverages combined.

TOTAL BASE PREMIUM is the sum of the base premiums for Bodily Injury and Property Damage Liability, Medical Payments, Comprehensive (or Fire, Theft and Combined Additional Coverage) and Collision coverages that apply to the auto.

- c. For each coverage applicable to the auto with the highest Total Base Premium for all coverages combined.

Multiply the base premium for each coverage by the SDIP Rating Factor to determine the SDIP Surcharge for each coverage. Round each coverage surcharge to the nearest whole dollar.

- d. The Driving Record Surcharge Premium is determined separately by coverage for each auto that is insured for that coverage and eligible for SDIP rating.
 - (1) Determine the number of eligible autos insured for each coverage.
 - (2) The Driving Record Surcharge Premium for each coverage of each auto equals the SDIP Surcharge for that coverage divided by the number of eligible autos insured for that coverage.

- (3) If the above calculation results in a fractional dollar amount for each auto then:

determine the remainder dollar amount and add it to the Driving Record Surcharge Premium for one of the insured autos and disregard the fractional dollar amounts.

Note

The Whole Dollar Premium Rule does not apply in this instance.

- (4) If an auto is insured for a coverage not applicable to the auto with the highest Total Base Premium for all coverages combined, then no surcharge applies to that coverage.

- e. Add the applicable Driving Record Surcharge Premium for each coverage of each auto to the otherwise applicable premium for each coverage of each auto.

3. Statistical Coding

- a. Single Car Risks – Assign the Driving Record Sub-Classification Statistical Code, reflecting the number of points, to the auto.

- b. Multi-Car Risks – Assign the Driving Record Sub-Classification Statistical Code reflecting:

- (1) The number of driving record points, to the auto with the highest Total Base Premium.

- (2) Zero driving record points, to each other auto insured on the policy.

E. Cancellations and Changes**1. Policies for Terms Not Exceeding One Year**

No policy shall be endorsed in term to effect a change of Driving Record Sub-Classification except to recognize the addition or deletion of an operator.

2. Policies for Terms Exceeding One Year

No policy shall be endorsed to effect a change of Driving Record Sub-Classification until the next annual anniversary of the inception of the policy except to recognize the addition or deletion of an operator.

PRIMARY CLASSIFICATION RATING FACTORS*

Coverage	Pleasure Use	Drive to or from Work		Business Use	TNC Activity**	Farm Use
	(1A)	Less than 10 Miles (1B)	10 or More Miles (1C)	(3)	TNC	(1AF)
B.I., P.D., Med. Pay	1.00	1.05	1.05	1.05	1.20	.80
Collision	1.00	1.10	1.10	1.10	(a)	.80
Comprehensive Fire, Theft, C.A.C.	1.00	1.20	1.20	1.20	(a)	.80

SINGLE OR MULTI-CAR RISKS AND INEXPERIENCED OPERATOR*
 Add the following rating factors to the Primary Rating Factor:

No Inexperienced Operator			
Single or Multi-Car Risks	BI, PD, and Med. Pay.	Collision	Comprehensive, Fire, Theft, and CAC
Single Car	Factor 0.00	Factor 0.00	Factor 0.00
Multi-Car	Factor -0.35	Factor -0.30	Factor -0.10

Inexperienced Operator				
Single or Multi-Car Risks		BI, PD, and Med. Pay.	Collision	Comprehensive, Fire, Theft, and CAC
Single Car	Principal Operator Licensed For:			
	Less than One Year	Factor +2.85	Factor +2.55	Factor +0.15
	Less than Two Years	Factor +1.65	Factor +1.65	Factor +0.15
	Less than Three Years	Factor +1.30	Factor +1.40	Factor +0.15
	Occasional Operator Licensed For:			
	Less than One Year	Factor +1.75	Factor +1.65	Factor +0.10
	Less than Two Years	Factor +0.85	Factor +0.90	Factor 0.00
Multi-Car	Principal Operator Licensed For:			
	Less than One Year	Factor +2.50	Factor +2.25	Factor +0.05
	Less than Two Years	Factor +1.30	Factor +1.35	Factor +0.05
	Less than Three Years	Factor +0.95	Factor +1.10	Factor +0.05
	Occasional Operator Licensed For:			
	Less than One Year	Factor +1.40	Factor +1.35	Factor 0.00
	Less than Two Years	Factor +0.50	Factor +0.60	Factor -0.10
Less than Three Years	Factor +0.20	Factor +0.40	Factor -0.10	

* For Statistical Coding Requirements – Refer to page NC-E-Coding.
 ** Applies only to those vehicles on policies ceded to the North Carolina Reinsurance Facility affording coverage for TNC activity under Endorsement **PP 55 45**.
 (a) For rating a policy that affords this coverage, please refer to the individual company writing the coverage.

PRIMARY CLASSIFICATION RATING FACTORS
(Cont'd)

SAFE DRIVER INSURANCE PLAN FACTORS AND CODES

Use the following rating factors to determine the Driving Record Surcharge Premium as explained in the Safe Driver Insurance Plan Rule.

Use the statistical code indicated for the Driving Record Sub-Classification.

Number of Driving Record Points	Driving Record Sub-Classification	Statistical Code	SDIP Rating Factor
0	0	00	0.00
1	1	01	0.30
2	2	02	0.45
3	3	03	0.60
4	4	04	0.80
5	5	05	1.10
6	6	06	1.35
7	7	07	1.65
8	8	08	1.95
9	9	09	2.25
10	10	10	2.60
11	11	11	3.00
12 or more	12	12	3.40
Vehicles Not Eligible For SDIP – Add the following rating factor to the otherwise applicable Combined Rating Factor. Use the statistical code shown below.			
Not Eligible	NE	95	+0.10

**PERSONAL AUTO MANUAL
NORTH CAROLINA**

**6. MODEL YEAR FOR FIRE, THEFT, COMBINED
ADDITIONAL COVERAGE, COMPREHENSIVE
AND COLLISION COVERAGES**

A. Model Year Rating

1. The model year of the auto is the year assigned by the auto manufacturer.
2. Rebuilt or Structurally Altered Autos – the model year of the chassis determines the model year of the auto.
3. If the rates for a model year are not displayed in the rate pages, use the rates shown for the latest model year.

B. Coding

Policies effective July 1, 1982 and subsequent:

Code the two digits of the model year, for example, code 1982 vehicles as 82, 1983 as 83, etc.

7. MINIMUM PREMIUM RULE

The minimum annual premium charge is \$10 for each policy, certificate, declaration or binder covering one or more of the following perils:

Comprehensive

Fire, Theft, Windstorm, Combined Additional Coverage, Collision

Bodily Injury Liability, or

Property Damage Liability

Premium for other coverages which may also be included in the policy shall be in addition to the minimum annual premium.

The minimum annual premium charge is not subject to reduction except – in the event of cancellation or short term policy, the minimum annual premium charge shall be adjusted on a pro rata or short rate basis, as the conditions require.

8. POLICY PERIOD

- A.** No policy may be written for a period longer than 12 months for Liability Coverage or 48 months for Physical Damage Coverage.
- B.** Premium charged for policy terms not exceeding 12 months is as follows:
 1. Twelve Month Policies –
Charge the annual premium or minimum premium whichever applies.

2. Three and Six Month Policies –

- a. For a specified 3 or 6 month period the premium charge is 25% or 50% respectively, of the annual or minimum annual premium whichever applies.
- b. Policies issued for a 3 or 6 month period with an effective date on the 29th, 30th, and 31st of any month.

The first policy can be extended from the effective date to the first day of the calendar month following the expiration of the policy.

Premium for this extended coverage of 1 to 3 days may be waived.

3. Other Short Policies written for less than 12 months and other than 3 or 6 months.

Such policies shall be written short rate with premiums computed in accordance with the One Year Short Rate Table in the Cancellation Rule.

Exceptions:

The premium is computed Pro Rata:

1. When coverage is written to secure a common policy date with other coverages or lines of insurance.
 2. When a policy is issued on a short term basis to replace an outstanding policy of a company in liquidation, provided the new policy is based upon the rules and rates in effect at the time replacement is made and shall be in effect for a period equal to the unexpired term of the outstanding policy.
 3. When a statutory policy is required by a state or municipality to expire on a fixed date and the policy is written to expire on such date.
- C. Long Term Physical Damage Policies written for a term in excess of 12 months – Determine premium as follows:**
1. 1st 12 months:
Charge the first year premium or minimum premium, whichever applies.
 2. 2nd 12 months:
In addition to the above, charge the second year premium or minimum whichever applies.
If the term is more than 12 months but less than 24 months, charge pro rata of such second year premium or minimum whichever is larger for the period in excess of 12 months.

8. POLICY PERIOD (Cont'd)

3. 3rd 12 months:

In addition to the premium for the 1st and 2nd 12 month periods, charge the third year premium or minimum premium whichever applies.

If the term is more than 24 months but less than 36 months charge the pro rata of such third year premium or minimum premium, whichever is larger, for the period in excess of 24 months.

4. 4th 12 months:

In addition to the premium for the 1st, 2nd and 3rd 12 month periods, charge the fourth year premium or minimum premium whichever applies.

If the term is more than 36 months but less than 48 months, charge pro rata of such fourth year premium or minimum premium, whichever is larger, for the period in excess of 36 months.

Note:

Calculation of the premium for the 2nd, 3rd and 4th 12 month periods, or pro rata part thereof shall recognize:

1. Any change in the model year of the insured auto, during a previous 12 month period;
2. Any change in sub-classification under the Safe Driver Insurance Plan.
3. A change in symbol assignment based on a review of loss experience.

9. CHANGES

A. In the following circumstances the premium shall be computed using the rates and rules in effect at the inception of the policy or at the time the change is made:

1. If an auto or form of coverage is added during the term of a policy and the additional insurance is written to expire concurrently with the original insurance, the premium for such additional insurance shall be computed pro-rata;
2. If coverage is transferred during the policy term from one auto to another, the premium shall be computed pro rata; or
3. If the liability limits or deductible amounts are changed during the policy period.

If the policy has been written for less than one year on a short rate basis, the premium for the additional insurance shall be pro rata of the short rate charge for the policy period.

If an auto or form of coverage that was cancelled from a policy at the request of the insured is reinstated within 30 days, the premium shall be the same as the amount that was returned at the time of cancellation.

B. If an auto is transferred from one rating territory to another or if an auto is temporarily transferred from one rating territory to another for a period of not less than 30 consecutive days, the premium for the balance of the policy period may be adjusted by endorsement at the time the change is made. The company shall charge on a pro rata basis the rate or rates for the territories in which the auto is garaged during the remainder of the policy period. The premium adjustment shall be made on the basis of the rates and rules in effect at the inception of the policy or at the time the change is made.

C. With respect to the above described election of using the rates in effect at the inception of the policy or at the time the change is made in determining adjustments to premiums, a company's election shall be applied consistently by the company and shall not be made on a policy by policy basis.

D. Premium Adjustment:

1. With respect to all of the above except **A.3.**, if an outstanding policy is amended and results in a premium adjustment of \$2 or less, the amount:
 - a. May be waived, or
 - b. May be made subject to a minimum of \$2, except that the actual return premium shall be returned at the request of the insured.
2. Minimum premium of \$2 applies if an insured requests the following during the policy period:
 - a. Additional coverage,
 - b. An increase in the limits of liability,
 - c. A reduced deductible.
3. Companies need not refund a return premium of less than \$2 if the insured requests the following:
 - a. Cancellation of coverage,
 - b. Reduction in limits of liability,
 - c. Increase in deductible, except that the actual return premium shall be returned at the request of the insured.
4. If the limits of liability are increased because of a change in the limits prescribed under any financial responsibility law, the additional premium charge shall be the actual difference in premium charges. If \$2 or less, it may be charged or waived.
5. With respect to all of the above except **A.3.**, if an outstanding policy is amended and results in a premium adjustment:
 - a. Within 30 days prior to the expiration of a six-month policy period, or
 - b. Within 60 days prior to the expiration of a policy period longer than six months, companies need not charge or refund a premium, except that actual refunds shall be made at the request of the insured.

10. CANCELLATION

A. Cancellation of a policy, vehicle or form of coverage:

1. If the insured requests cancellation, compute return premium on a Short Rate Basis.

Exceptions

Compute return premium on a Pro Rata basis in the following cases:

1. If the insured has disposed of a vehicle then takes out a new policy in the same company on another vehicle, to become effective within thirty days of the date of cancellation.
2. If the insured vehicle is repossessed under terms of a financing agreement.
3. In a multi-car situation:
 - a. If one vehicle is cancelled from the policy and the policy remains in force on other vehicles, or
 - b. If a policy is cancelled but there remains in force with the same company and in the name of insured or spouse, if resident in the same household, a concurrent policy covering another vehicle.
4. If the insured enters the armed forces of the United States of America.
5. If the insured vehicle is stolen or destroyed (total or constructive loss) and cancellation is requested by the insured (a) within 30 days following the date the auto is stolen or destroyed, or (b) within 15 days of the time the auto was determined by the company (1) to be unrecoverable or stolen, or (2) to be a total or constructive loss. The return premium for all coverages (including the premium for the coverage under which the loss was paid) shall be calculated from the day following the date of the loss.

6. If an insured who has been ceded to the Reinsurance Facility at rates higher than the insurer's voluntary rates obtains insurance through another insurer who elects not to cede the policy to the Facility and the insured cancels the ceded policy within 45 days of the effective date of the ceded policy.

Exception:

This pro rata cancellation shall not apply to a cancellation by any insurance premium finance company.

2. If the company cancels, the return premium is computed pro rata.
3. If a policy written at short rate is cancelled, the earned premium for the time the policy has been in force shall be computed pro rata of the original short rate premium.
4. The following provisions apply to policies exceeding 12 months:
 - a. If a policy has been in force less than 1 year, the earned premium is computed in accordance with the provisions of this Rule for the first year's premium.
 - b. If a policy has been in force more than 12 months but less than 24 months, the earned premium shall be the first 12 months premium plus pro rata of the annual premium for the second 12 months.
 - c. If a policy has been in force for more than 24 months but less than 36 months, the earned premium shall be the first 24 months' premium plus pro rata of the annual premium for the third 12 months.
 - d. If a policy has been in force more than 36 months but less than 48 months, the earned premium shall be the first 36 months' premium plus pro rata of the annual premium for the fourth 12 months.

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10. CANCELLATION (Cont'd)

B. Instructions for Use of Short Rate Tables.

1. The "Three Month Short Rate Table" shall apply only to a policy written for a specified period of 3 months.
2. The "Six Month Short Rate Table" shall apply only to a policy written for a specified period of 6 months.
3. The "One Year Short Rate Table" shall apply to:
 - a. a policy written for a specified period of less than one year, other than a policy written for a specified period of 3 months or 6 months.
 - b. a policy written for a specified period of one year or more.

C. Instructions for Use of PRO RATA TABLES

1. Express the date of cancellation by year and decimal part of a year by combining the calendar year with the decimal appearing opposite the month and day in the Pro Rata Table, e.g. March 7, 1976 is designated as 1976.181.
2. In like manner, express the effective date of the policy year and decimal part of a year and subject from the cancellation date.
3. The difference in the case of 1 year policies, represents the percentage of the annual premium which is to be retained by the carrier.

4. For 6 Month Term Policies, the difference between cancellation date and effective date multiplied by two represents the percentage of the semi-annual term premium which is to be retained by the carrier.
5. For 3 Month Term Policies, the difference between cancellation date and effective date multiplied by four represents the percentage of the quarter-annual term premium which is to be retained by the carrier.

Example:

Cancellation date May 19, 1976.....	1976.381
Effective date March 2, 1976.....	<u>1976.167</u>
	.214

Earned premium for a 1 Year Term Policy will therefore be .214 times the annual premium.

For a 6 Month Term Policy: Multiply .214 by 2. (.214 x 2 = .428). Earned premium will be .428 times the semi-annual term premium.

For a 3 Month Term Policy: Multiply .214 by 4. (.214 x 4 = .856). Earned premium will be .856 times the quarter-annual term premium.

Note:

As it is not customary to charge for the extra day (February 29th) which occurs one year in every four years this table shall also be used for each such year.

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PRO RATA TABLE

January			February			March			April			May			June		
Day of Month	Day of Year	Ratio	Day of Month	Day of Year	Ratio	Day of Month	Day of Year	Ratio	Day of Month	Day of Year	Ratio	Day of Month	Day of Year	Ratio	Day of Month	Day of Year	Ratio
1	1	.003	1	32	.088	1	60	.164	1	91	.249	1	121	.332	1	152	.416
2	2	.005	2	33	.090	2	61	.167	2	92	.252	2	122	.334	2	153	.419
3	3	.008	3	34	.093	3	62	.170	3	93	.255	3	123	.337	3	154	.422
4	4	.011	4	35	.096	4	63	.173	4	94	.258	4	124	.340	4	155	.425
5	5	.014	5	36	.099	5	64	.175	5	95	.260	5	125	.342	5	156	.427
6	6	.016	6	37	.101	6	65	.178	6	96	.263	6	126	.345	6	157	.430
7	7	.019	7	38	.104	7	66	.181	7	97	.266	7	127	.348	7	158	.433
8	8	.022	8	39	.107	8	67	.184	8	98	.268	8	128	.351	8	159	.436
9	9	.025	9	40	.110	9	68	.186	9	99	.271	9	129	.353	9	160	.438
10	10	.027	10	41	.112	10	69	.189	10	100	.274	10	130	.356	10	161	.441
11	11	.030	11	42	.115	11	70	.192	11	101	.277	11	131	.359	11	162	.444
12	12	.033	12	43	.118	12	71	.195	12	102	.279	12	132	.362	12	163	.447
13	13	.036	13	44	.121	13	72	.197	13	103	.282	13	133	.364	13	164	.449
14	14	.038	14	45	.123	14	73	.200	14	104	.285	14	134	.367	14	165	.452
15	15	.041	15	46	.126	15	74	.203	15	105	.288	15	135	.370	15	166	.455
16	16	.044	16	47	.129	16	75	.205	16	106	.290	16	136	.373	16	167	.458
17	17	.047	17	48	.132	17	76	.208	17	107	.293	17	137	.375	17	168	.460
18	18	.049	18	49	.134	18	77	.211	18	108	.296	18	138	.378	18	169	.463
19	19	.052	19	50	.137	19	78	.214	19	109	.299	19	139	.381	19	170	.466
20	20	.055	20	51	.140	20	79	.216	20	110	.301	20	140	.384	20	171	.468
21	21	.058	21	52	.142	21	80	.219	21	111	.304	21	141	.386	21	172	.471
22	22	.060	22	53	.145	22	81	.222	22	112	.307	22	142	.389	22	173	.474
23	23	.063	23	54	.148	23	82	.225	23	113	.310	23	143	.392	23	174	.477
24	24	.066	24	55	.151	24	83	.227	24	114	.312	24	144	.395	24	175	.479
25	25	.068	25	56	.153	25	84	.230	25	115	.315	25	145	.397	25	176	.482
26	26	.071	26	57	.156	26	85	.233	26	116	.318	26	146	.400	26	177	.485
27	27	.074	27	58	.159	27	86	.236	27	117	.321	27	147	.403	27	178	.488
28	28	.077	28	59	.162	28	87	.238	28	118	.323	28	148	.405	28	179	.490
29	29	.079				29	88	.241	29	119	.326	29	149	.408	29	180	.493
30	30	.082				30	89	.244	30	120	.329	30	150	.411	30	181	.496
31	31	.085				31	90	.247				31	151	.414			

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PRO RATA TABLE

July			August			September			October			November			December		
Day of Month	Day of Year	Ratio	Day of Month	Day of Year	Ratio	Day of Month	Day of Year	Ratio	Day of Month	Day of Year	Ratio	Day of Month	Day of Year	Ratio	Day of Month	Day of Year	Ratio
1	182	.499	1	213	.584	1	244	.668	1	274	.751	1	305	.836	1	335	.918
2	183	.501	2	214	.586	2	245	.671	2	275	.753	2	306	.838	2	336	.921
3	184	.504	3	215	.589	3	246	.674	3	276	.756	3	307	.841	3	337	.923
4	185	.507	4	216	.592	4	247	.677	4	277	.759	4	308	.844	4	338	.926
5	186	.510	5	217	.595	5	248	.679	5	278	.762	5	309	.847	5	339	.929
6	187	.512	6	218	.597	6	249	.682	6	279	.764	6	310	.849	6	340	.932
7	188	.515	7	219	.600	7	250	.685	7	280	.767	7	311	.852	7	341	.934
8	189	.518	8	220	.603	8	251	.688	8	281	.770	8	312	.855	8	342	.937
9	190	.521	9	221	.605	9	252	.690	9	282	.773	9	313	.858	9	343	.940
10	191	.523	10	222	.608	10	253	.693	10	283	.775	10	314	.860	10	344	.942
11	192	.526	11	223	.611	11	254	.696	11	284	.778	11	315	.863	11	345	.945
12	193	.529	12	224	.614	12	255	.699	12	285	.781	12	316	.866	12	346	.948
13	194	.532	13	225	.616	13	256	.701	13	286	.784	13	317	.868	13	347	.951
14	195	.534	14	226	.619	14	257	.704	14	287	.786	14	318	.871	14	348	.953
15	196	.537	15	227	.622	15	258	.707	15	288	.789	15	319	.874	15	349	.956
16	197	.540	16	228	.625	16	259	.710	16	289	.792	16	320	.877	16	350	.959
17	198	.542	17	229	.627	17	260	.712	17	290	.795	17	321	.879	17	351	.962
18	199	.545	18	230	.630	18	261	.715	18	291	.797	18	322	.882	18	352	.964
19	200	.548	19	231	.633	19	262	.718	19	292	.800	19	323	.885	19	353	.967
20	201	.551	20	232	.636	20	263	.721	20	293	.803	20	324	.888	20	354	.970
21	202	.553	21	233	.638	21	264	.723	21	294	.805	21	325	.890	21	355	.973
22	203	.556	22	234	.641	22	265	.726	22	295	.808	22	326	.893	22	356	.975
23	204	.559	23	235	.644	23	266	.729	23	296	.811	23	327	.896	23	357	.978
24	205	.562	24	236	.647	24	267	.732	24	297	.814	24	328	.899	24	358	.981
25	206	.564	25	237	.649	25	268	.734	25	298	.816	25	329	.901	25	359	.984
26	207	.567	26	238	.652	26	269	.737	26	299	.819	26	330	.904	26	360	.986
27	208	.570	27	239	.655	27	270	.740	27	300	.822	27	331	.907	27	361	.989
28	209	.573	28	240	.658	28	271	.742	28	301	.825	28	332	.910	28	362	.992
29	210	.575	29	241	.660	29	272	.745	29	302	.827	29	333	.912	29	363	.995
30	211	.578	30	242	.663	30	273	.748	30	303	.830	30	334	.915	30	364	.997
31	212	.581	31	243	.666				31	304	.833				31	365	1.000

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ONE YEAR SHORT RATE TABLE

Days Policy in Force	Per Cent of One Year Premium	Days Policy in Force	Per Cent of One Year Premium	Days Policy in Force	Per Cent of One Year Premium
1	5%	95 - 98	37%	219 - 223	69%
2	6	99 - 102	38	224 - 228	70
3 - 4	7	103 - 105	39	229 - 232	71
5 - 6	8	106 - 109	40	233 - 237	72
7 - 8	9	110 - 113	41	238 - 241	73
9 - 10	10	114 - 116	42	242 - 246	74
11 - 12	11	117 - 120	43	247 - 250	75
13 - 14	12	121 - 124	44	251 - 255	76
15 - 16	13	125 - 127	45	256 - 260	77
17 - 18	14	128 - 131	46	261 - 264	78
19 - 20	15	132 - 135	47	265 - 269	79
21 - 22	16	136 - 138	48	270 - 273	80
23 - 25	17	139 - 142	49	274 - 278	81
26 - 29	18	143 - 146	50	279 - 282	82
30 - 32	19	147 - 149	51	283 - 287	83
33 - 36	20	150 - 153	52	288 - 291	84
37 - 40	21	154 - 156	53	292 - 296	85
41 - 43	22	157 - 160	54	297 - 301	86
44 - 47	23	161 - 164	55	302 - 305	87
48 - 51	24	165 - 167	56	306 - 310	88
52 - 54	25	168 - 171	57	311 - 314	89
55 - 58	26	172 - 175	58	315 - 319	90
59 - 62	27	176 - 178	59	320 - 323	91
63 - 65	28	179 - 182	60	324 - 328	92
66 - 69	29	183 - 187	61	329 - 332	93
70 - 73	30	188 - 191	62	333 - 337	94
74 - 76	31	192 - 196	63	338 - 342	95
77 - 80	32	197 - 200	64	343 - 346	96
81 - 83	33	201 - 205	65	347 - 351	97
84 - 87	34	206 - 209	66	352 - 355	98
88 - 91	35	210 - 214	67	356 - 360	99
92 - 94	36	215 - 218	68	361 - 365	100

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THREE MONTH SHORT RATE TABLE

Days Policy in Force	Per Cent of 3 Mos. Premium	Days Policy in Force	Per Cent of 3 Mos. Premium	Days Policy in Force	Per Cent of 3 Mos. Premium
1	6%	28	41%	58	71%
2	7	29	42	59	73
3	9	30	43	60 - 61	74
4	12	31	44	62	75
5	16	32	46	63	76
6	17	33	47	64	77
7	18	34	48	65 - 66	78
8	19	35	49	67	79
9	20	36	50	68	81
10	21	37	51	69 - 70	82
11	22	38	52	71	83
12	23	39	53	72	84
13	24	40	54	73	85
14	26	41	56	74 - 75	86
15	27	42	57	76	87
16	28	43	58	77	89
17	29	44	59	78 - 79	90
18	30	45	60	80	91
19	31	46	61	81	92
20	32	47 - 48	62	82	93
21	33	49	63	83 - 84	94
22	34	50	65	85	95
23	36	51 - 52	66	86	97
24	37	53	67	87 - 88	98
25	38	54	68	89	99
26	39	55	69	90 - 92	100
27	40	56 - 57	70		

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SIX MONTH SHORT RATE TABLE

Days Policy in Force	Per Cent of 6 Mos. Premium	Days Policy in Force	Per Cent of 6 Mos. Premium	Days Policy in Force	Per Cent of 6 Mos. Premium
1	6%	50 - 51	38%	112 - 114	70%
2	7	52	39	115 - 116	71
3	8	53 - 54	40	117 - 118	72
4	9	55 - 56	41	119 - 120	73
5	10	57 - 58	42	121 - 123	74
6	11	59 - 60	43	124 - 125	75
7	12	61 - 62	44	126 - 127	76
8	13	63	45	128 - 130	77
9	14	64 - 65	46	131 - 132	78
10	15	66 - 67	47	133 - 134	79
11	16	68 - 69	48	135 - 136	80
12	17	70 - 71	49	137 - 139	81
13 - 14	18	72 - 73	50	140 - 141	82
15 - 16	19	74	51	142 - 143	83
17 - 18	20	75 - 76	52	144 - 145	84
19 - 20	21	77 - 78	53	146 - 148	85
21	22	79 - 80	54	149 - 150	86
22 - 23	23	81 - 82	55	151 - 152	87
24 - 25	24	83	56	153 - 155	88
26 - 27	25	84 - 85	57	156 - 157	89
28 - 29	26	86 - 87	58	158 - 159	90
30 - 31	27	88 - 89	59	160 - 161	91
32	28	90 - 91	60	162 - 164	92
33 - 34	29	92 - 93	61	165 - 166	93
35 - 36	30	94 - 95	62	167 - 168	94
37 - 38	31	96 - 98	63	169 - 171	95
39 - 40	32	99 - 100	64	172 - 173	96
41	33	101 - 102	65	174 - 175	97
42 - 43	34	103 - 104	66	176 - 177	98
44 - 45	35	105 - 107	67	178 - 180	99
46 - 47	36	108 - 109	68	181 - 184	100
48 - 49	37	110 - 111	69		

11. WHOLE DOLLAR PREMIUM

This rule applies only to Fire, Theft, Combined Additional Coverage, Comprehensive and Collision coverages.

The premium for each exposure shall be rounded to the nearest whole dollar, separately for each coverage provided by the policy.

A premium involving \$.50 or more shall be rounded to the next higher whole dollar.

This procedure shall apply to all interim premium adjustments, including endorsements or cancellations at the request of the insured. In the case of cancellations by the company, the return premium may be carried to the next higher whole dollar.

The phrase "each exposure" as used herein shall mean each premium developed (after the application of all applicable adjustments) for (1) each auto, if written on a per car basis, and (2) for all other business.

12. RULES FOR DETERMINING PHYSICAL DAMAGE BASE RATES FOR SYMBOLS NOT DISPLAYED ON STATE RATE PAGES

A. Other Than Collision

1. 2011 and Subsequent Model Year Vehicles - Symbol 98 Vehicles

Develop the Comprehensive Base Rates for Symbol 98 vehicles by:

- a. Increasing the Symbol 70 relativity factor of 13.72 by +1.05 for each \$10,000 or fraction of \$10,000 above \$150,000 of Original Cost, and
- b. Applying this factor to the Symbol 11 Rate on the state rate pages for the applicable model year.

2. 1990-2010 Model Years - Symbol 27 Vehicles

Develop the Comprehensive Base Rates for Symbol 27 vehicles by:

- a. Increasing the Symbol 26 relativity factor of 6.42 by +1.06 for each \$10,000 or fraction of \$10,000 above \$80,000 of Original Cost, and
- b. Applying this factor to the Symbol 8 Rate on the state rate pages for the applicable model year.

3. 1982 and Prior Model Year Vehicles

- a. 1976-1982 Symbol 14 Vehicles

Apply the factor 3.19 to the Symbol 7 Base Rate.

- b. 1975 and Prior Vehicles above \$10,000

Increase the Symbol 7 Base Rate by 20% for each \$1,000 or fraction of \$1,000 above \$10,000 of Original Cost.

B. Collision

1. 2011 and Subsequent Model Year Vehicles - Symbol 98 Vehicles

Develop the Collision Base Rates for Symbol 98 vehicles by:

- a. Increasing the Symbol 70 relativity factor of 2.96 by +.10 for each \$10,000 or fraction of \$10,000 above \$150,000 of original Cost, and,
- b. Applying this factor to the Symbol 11 Rate on the state rate pages for the applicable model year.

2. 1990-2010 Model Years - Symbol 27 Vehicles

Develop the Collision Base Rates for Symbol 27 vehicles by:

- a. Increasing the Symbol 26 relativity factor of 2.29 by +.10 for each \$10,000 or fraction of \$10,000 above \$80,000 of Original Cost, and
- b. Applying this factor to the Symbol 8 Rate on the state rate pages for the applicable model year.

3. 1982 and Prior Model Year Vehicles

- a. 1976-1982 Symbol 14 Vehicles

Apply the factor 2.29 to the Symbol 7 Base Rate.

- b. 1975 and Prior Vehicles above \$10,000

Increase the Symbol 7 Base Rate by 5% for each \$1,000 or fraction of \$1,000 above \$10,000 of Original Cost.

C. Original Cost means:

1. Original F.O.B. List Price for autos built in U.S.
2. Original Cost New in U.S. for specially built autos.
3. Original Cost New in U.S. for imported autos.

13. SUSPENSION

- A. Under any policy providing just Physical Damage Coverage, only Collision may be suspended.
- B. Liability Coverages may not be suspended for risks for which a financial responsibility filing is in effect.
- C. Insurance may be suspended by endorsement in accordance with the following provisions provided the period of suspension is at least thirty (30) consecutive days.
 - 1. Insurance may be reinstated upon the named insured's request effective not earlier than receipt of such request by the company or any of its authorized representatives.
 - 2. The reinstatement endorsement shall not extend the policy beyond its original expiration date.

LIABILITY AND COLLISION COVERAGES ONLY

- 3. Pro rata premium credit for the period of suspension shall be granted upon reinstatement subject to a minimum retention by the company of sixty days premium calculated on a short rate basis. The minimum premium retention by the company shall not apply to suspensions under Section F. of this rule.
- 4. If the policy expires during the period of suspension, the named insured shall be entitled to a pro rata return premium in accordance with the foregoing provisions of this rule.
- 5. If a policy written for less than one year is suspended but subsequently reinstated and extended for the remainder of such year, or any part thereof, or if such policy expires during the suspension period, pro rata premium credit shall be granted for the period of suspension in accordance with the foregoing provisions of the Policy Period Rule for extension of a short term policy.

- D. If collision or liability coverages are suspended on **all** owned autos, coverage for which separate premiums apply – including Uninsured Motorists Coverage, Underinsured Motorists Coverage, auto death indemnity, total disability, and specific disability benefits coverage, medical payments coverage, non-owned auto or extended liability coverage provided under the use of other autos provisions – may be continued in force without premium adjustment for these coverages.
- E. If liability or collision is suspended on all private passenger autos owned by an individual or husband and wife, use of other autos coverage for liability only, afforded without separate premium charge may be continued in force. 80% pro rata of the owned auto premium calculated in accordance with the provisions of this rule shall be returned to the insured upon reinstatement of the coverages.
- F. Insurance covering a private passenger auto which is withdrawn from service for a period of at least thirty (30) consecutive days because of a strike, may be suspended. Pro rata return premium on such vehicles shall be granted in accordance with Section (C) provided the insured furnishes the company with a letter requesting the return premium. The letter shall be written on the insured's letterhead, signed by an executive of the company and shall include the following:
 - 1. A description of each auto.
 - 2. The dates between which it was laid up because of the strike.
 - 3. A statement by the insured that he agrees to reimburse the company for any payment made by the company on account of any accident, claim or suit involving a coverage for an auto described in the letter for which return premium has been allowed by the company.

14. MISCELLANEOUS COVERAGES

A. Uninsured Motorists Coverage ONLY

1. Owners – (Class Code – Refer to Statistical Plan)

Bodily Injury and Property Damage Uninsured Motorists Coverage shall be afforded under every auto liability policy insuring the owner of a motor vehicle registered or principally garaged in North Carolina.

Exceptions

This coverage shall not apply when a named insured has purchased a policy with Bodily Injury Liability Coverage limits greater than \$30,000/\$60,000.

Uninsured Motorist Coverage Only is available only if the insured has purchased Bodily Injury Liability limits of \$30,000/60,000. The limits of Uninsured Motorist Bodily Injury Coverage shall be \$30,000/\$60,000 unless the insured purchases a higher limit of Uninsured Motorist Bodily Injury Coverage but in no event shall an insurer be required to sell Uninsured Motorists Bodily Injury Coverage at limits that exceed \$1,000,000/\$1,000,000. The limit of Uninsured Motorist Property Damage Coverage shall equal the highest limit of liability for Property Damage Liability Coverage for any one vehicle insured under the policy, provided, however, that (1) the limits shall not be required to exceed \$1,000,000 regardless of whether the highest limits of property damage liability coverage for any one vehicle insured under the policy exceed those limits and (2) a named insured may purchase lesser limits of Uninsured Motorist Property Damage Coverage but not less than the property damage liability limits required by North Carolina's financial responsibility law.

Each time a policy is issued or renewed, the insurer shall notify the named insured as provided in section C. of this Rule.

a. Rates

The per policy rates for Uninsured Motorists Coverage are as follows:

B.I. UM Coverage

	Single Vehicle* Policy	Multi-Vehicle* Policy
\$ 30/60	\$ 14	\$ 33
50/100	15	35
100/200	17	40
100/300	18	42
300/300	21	50
250/500	22	52
500/500	23	54
500/1,000	25	59
1,000/1,000	26	61

P.D. UM Coverage

	Single Vehicle* Policy	Multi-Vehicle* Policy
\$ 25,000	\$ 2	\$ 5
50,000	3	7
100,000	4	9
250,000	6	14
500,000	8	19
750,000	10	24
1,000,000	11	26

For limits other than those shown, charge the premium for the next higher limit.

* For the purposes of this rule, the term vehicle includes a private passenger auto, motorcycle, golfmobile or other miscellaneous type vehicle.

* These rates are not subject to modification under the provisions of any rating plan or other manual rule.

14. MISCELLANEOUS COVERAGES (Cont'd)

b. Additional Persons

Bodily Injury Uninsured Motorists Coverage Only may be extended to an executive officer, partner or employee of the named insured provided such additional person does not own an auto.

The charge for each additional person shall be the single car policy rate shown above.

2. Non-Owners – (Class Code 990000)

a. A Named Non-Owner Liability Policy may be extended to provide Uninsured Motorists Coverage. The annual charge per policy shall be the single car policy rate shown above for the limits of coverage selected.

b. Bodily Injury Uninsured Motorists Coverage Only may be afforded to any person who does not own an auto and who is not otherwise afforded Uninsured Motorists Coverage.

Such coverage shall be written for a period of one year or three years. The charge for each person covered shall be the minimum limits single car policy rate multiplied by the following factor:

Policy Term	Factor
One Year	3.50
Three Years	5.50

B. Combined Uninsured/Underinsured Motorists Coverage

1. Owners – (Class Code – Refer to Statistical Plan)

Combined Uninsured/Underinsured Motorists Coverage shall be afforded under every auto liability policy insuring the owner of a motor vehicle registered or principally garaged in North Carolina.

Exceptions

This coverage shall not apply when a named insured has purchased a policy with Bodily Injury Liability Coverage limits not greater than \$30,000/\$60,000.

The limits of Uninsured/Underinsured Motorist Bodily Injury Coverage shall equal the highest limits of liability for Bodily Injury Liability Coverage for any one vehicle insured under the policy provided, however, that (1) the limits shall not be required to exceed \$1,000,000/\$1,000,000 regardless of whether the highest limits of bodily injury liability coverage for any one vehicle insured under the policy exceed those limits, (2) a named insured may purchase greater or lesser limits, except that the limits must exceed the bodily injury liability limits required by North Carolina's financial responsibility law, and in no event shall an insurer be required to sell combined uninsured/underinsured motorist bodily injury coverage at limits that exceed \$1,000,000/\$1,000,000, and (3) the limits shall be equal to the limits of uninsured motorist bodily injury coverage purchased. The limit of Uninsured Motorist Property Damage Coverage sold with Combined Uninsured/Underinsured Motorist Bodily Injury Coverage, shall equal the highest limit of liability for Property Damage Liability Coverage for any one vehicle insured under the policy, provided, however, that (1) the limits shall not be required to exceed \$1,000,000 regardless of whether the highest limits of property damage liability coverage for any one vehicle insured under the policy exceed those limits and (2) a named insured may purchase lesser limits of Uninsured Motorist Property Damage Coverage but not less than the property damage liability limits required by North Carolina's financial responsibility law.

Each time a policy is issued or renewed, the insurer shall notify the named insured as provided in section C. of this Rule.

2. Rates

The per policy rates for Combined Uninsured/Underinsured Motorists Coverage are as follows:

B.I. UM/UIM Coverage		
	Single Vehicle* Policy	Multi-Vehicle* Policy
\$ 50/100	\$ 25	\$ 59
100/200	44	104
100/300	54	127
300/300	74	175
250/500	87	205
500/500	121	285
500/1,000	136	321
1,000/1,000	153	361

14. MISCELLANEOUS COVERAGES (Cont'd)

P.D. UM/UIM Coverage		
	Single Vehicle* Policy	Multi-Vehicle* Policy
\$ 25,000	\$ 2	\$ 5
50,000	3	7
100,000	4	9
250,000	6	14
500,000	8	19
750,000	10	24
1,000,000	11	26

For limits other than those shown, charge the premium for the next higher limit.

* For the purposes of this rule, the term vehicle includes a private passenger auto, motorcycle, golfmobile or other miscellaneous type vehicle.

These total rates are not subject to modification under the provisions of any rating plan or other manual rule.

C. Notice

Every insurer that sells motor vehicle liability policies shall, when issuing and renewing a policy, give reasonable notice to the named insured of all of the following:

- (1) The named insured is required to purchase uninsured motorist bodily injury coverage, uninsured motorist property damage coverage, and, if applicable, underinsured motorist bodily injury coverage.
- (2) The named insured's uninsured motorist bodily injury coverage limits shall be equal to the highest limits of bodily injury liability coverage for any one vehicle insured under the policy unless the insured elects to purchase greater or lesser limits for uninsured motorist bodily injury coverage.
- (3) The named insured's uninsured motorist property damage coverage limits shall be equal to the highest limits of property damage liability coverage for any one vehicle insured under the policy unless the insured elects to purchase lesser limits for uninsured motorist property damage coverage.
- (4) The named insured's underinsured motorist bodily injury coverage limits, if applicable, shall be equal to the highest limits of bodily injury liability coverage for any one vehicle insured under the policy unless the insured elects to purchase greater or lesser limits for underinsured motorist bodily injury coverage.
- (5) The named insured may purchase uninsured motorist bodily injury coverage and, if applicable, underinsured motorist coverage with limits up to one million dollars (\$1,000,000) per person and one million dollars (\$1,000,000) per accident.

The insurer shall be deemed to have given reasonable notice if it includes, in at least 12 point type, Form NC 03 40 02 10- Notice Of Right To Purchase Higher Limits of UM/UIM or substantially similar language as a notice accompanying the original and renewal declarations page or if it includes, in at least 12 point type, the same language as the language in said form, or substantially similar language, on the policy's original and renewal declarations page.

D. Deductible Insurance

1. Deductible Liability Insurance is not available for vehicles classified and rated in accordance with the rules of this Manual.

2. Collision Deductibles for Which No Premiums Are Shown

- \$ 25 Deduct. (071) – Charge 150% of the \$50 Deduct. Collision Premium
- \$ 50 Deduct. (072) – Charge 102% of the \$100 Deduct. Collision Premium
- \$ 200 Deduct. (073) – Charge 97% of the \$100 Deduct. Collision Premium
- \$ 250 Deduct. (076) – Charge 95% of the \$100 Deduct. Collision Premium
- \$ 500 Deduct. (077) – Charge 88% of the \$100 Deduct. Collision Premium
- \$ \$1,000 Deduct. (078) – Charge 77% of the \$100 Deduct. Collision Premium

3. Comprehensive Deductibles for Which No Premiums Are Shown

- \$ 50 Deduct. (003) – Charge 95% of the Full Coverage Comprehensive Premium
- \$ 100 Deduct. (010) – Charge 90% of the Full Coverage Comprehensive Premium
- \$ 250 Deduct. (055) – Charge 79% of the Full Coverage Comprehensive Premium
- \$ 500 Deduct. (726) – Charge 65% of the Full Coverage Comprehensive Premium
- \$ 1,000 Deduct. (727) – Charge 52% of the Full Coverage Comprehensive Premium

4. Theft – \$50 Deductible – Charge 75% of the Full Coverage Theft Rate.

E. Extended Transportation Expenses Coverage

1. Eligibility

Only policies providing Comprehensive Coverage may be afforded either Extended Transportation Expenses Coverage or Increased Limits Transportation Expenses Coverage.

14. MISCELLANEOUS COVERAGES (Cont'd)

2. Rating

The rates for this coverage are not subject to classification rating or modification by any rating plan.

Coverage	Annual Rate Per Auto
\$15/\$450 Extended Transportation Expenses Coverage (Cov. Code 704)	\$10
\$30/\$900 Increased Limits Transportation Expenses Coverage (Cov. Code 706)	\$20
\$50/\$1,500 Additional Increased Limits Transportation Expenses Coverage (Cov. Code 768)	\$32

3. Endorsement

Attach the extended transportation expenses coverage endorsement to the policy.

F. Towing and Labor Costs

- This coverage may be written only for Private Passenger Autos.
- The available limit and rates are:

Limit Per Disablement	Rate – Per Car, Per Year
\$ 25	\$2
50	4
100	6
None (subject to coverage provisions)	13

- Attach applicable endorsement.

G. Coverage For Damage To Your Auto – Coverage For Audio, Visual And Data Electronic Equipment

1. Coverage

Electronic equipment or devices that record, emit, amplify, receive or transmit audio, visual or data signals which are permanently installed by the vehicle's manufacturer are automatically covered under the policy without additional premium charge. Such equipment includes, but is not limited to:

- Radios and stereos;
- Tape decks;
- Compact disk players or recorders;
- Citizens band radios;
- Telephones;
- Two-way mobile radios;
- Scanning monitor receivers;
- Television monitor receivers;
- Video cassette players or recorders;
- Audio cassette players or recorders;

k. Personal computers; or

l. Digital videodisk players or recorders.

However, electronic equipment or devices that record, emit, amplify, receive or transmit audio, visual or data signals which are permanently installed by **other than** the vehicle's manufacturer are subject to a sublimit of \$1,000. This sublimit may be increased to any one of the limits with the premiums per auto shown in the table below. Permanently installed means installed by bolts, brackets, or welding in a location in accordance with applicable laws and regulations for the installation of such equipment or device.

Coverage is not available for loss to:

- equipment designed or used to detect or deter radar, laser, or other speed monitoring equipment whether or not permanently installed; or
- tapes, records, discs or other media.

2. Rating

The provisions of Rule 4. Classifications and Rule 5. Safe Driver Insurance Plan do not apply for this coverage.

Maximum Limit Of Liability For Electronic Equipment	Premium Per Auto
\$ 1,500	\$ 30
2,000	60
2,500	90
3,000	120
3,500	150
4,000	180
4,500	210
5,000	240

For limits in excess of \$5,000, charge an additional \$30 per \$500 of coverage.

3. Endorsement

Attach Coverage For Damage To Your Auto Customizing Equipment Coverage, Coverage For Audio, Visual And Data Electronic Equipment Endorsement **NC 03 15**, to the policy.

H. Auto Death Indemnity Or Benefits, Specific Disability Benefits And Total Disability Benefits Rates

- Automobile Death Indemnity or Benefit, Specific Disability Benefits and Total Disability Benefits are available to any person under a policy affording auto bodily injury liability insurance with respect to an auto classified or rated as a private passenger auto.
- Annual rates per person insured:

- Coverage **A** – Auto Death Indemnity or Benefit (Class Code 904000)

Principal Sum	Annual Rate
\$ 5,000	\$2
10,000	4

14. MISCELLANEOUS COVERAGES (Cont'd)

- b. Coverages A and B – Auto Death Indemnity or Benefit and Specific Disability Benefits

Dismemberment and Loss of Sight and Fractures and Dislocations. (Class Code 907000)

Principal Sum	Annual Rate
\$ 5,000	\$3
10,000	5

- c. Coverage C – Total Disability Benefits – (Class Code 903000)

Weekly Indemnity	Annual Rate
\$25	\$3
35	3
50	6

- d. Coverage D – Total Disability Benefits – Maximum 200 weeks. (Class Code 905000)

Weekly Indemnity	Annual Rate
\$25	\$2
35	3
50	5

- 3. For the addition of one or more of the coverages to outstanding policies, charges per month, or fraction thereof, of 10% of the applicable annual rates shall be made. These charges shall be subject to a minimum total charge of \$2 per policy or endorsement, and to a maximum total charge of the total of the annual rates for the coverages afforded.

I. Repair or Replacement Coverages

1. Five Year Coverage

- a. Coverage for Damage to Your Auto can be changed from ACTUAL CASH VALUE to REPLACEMENT COST for losses caused by other than fire, theft, larceny, malicious mischief or vandalism.
- b. Repair or Replacement Coverage is available:
 - (1) Only for autos purchased new.
 - (2) Only if this coverage is added within 60 days after purchase of the new auto. If the coverage is added after the date of purchase of the new auto, coverage does not become effective until the date of purchase of this coverage.
 - (3) Only if this coverage is maintained continuously on the auto.
 - (4) If the auto is not more than 5 years old. The age of the auto shall be determined by subtracting the year the endorsement was first added to the policy for that auto from the year of inception of the current annual period of the policy.
 - (5) Only if the collision and other than collision coverages are carried for the auto.

- c. Rates

Charge 15% of the combined collision and other than collision premiums.

- d. Attach Endorsement **NC 03 11**.

2. One Year Coverage

- a. Coverage for Damage to Your Auto can be changed from ACTUAL CASH VALUE to REPLACEMENT COST.

- b. Replacement Cost Coverage is available:

- (1) Only for autos purchased new by the policyholder or applicant with less than 150 miles on the odometer.
- (2) Only if this coverage is added within 60 days after the purchase of the new auto. If the coverage is added after the date of purchase of the new auto coverage does not become effective until the date of purchase of this coverage.
- (3) Only if this coverage is maintained continuously on the auto.
- (4) Only if collision and other than collision coverages are carried for the auto.

- c. Rates

Charge 10% of the combined collision and other than collision premiums.

- d. Duration of Coverage

This coverage will apply until one year from the date of purchase of the new auto or an odometer reading of 15,000 miles, whichever comes first.

- e. Attach Endorsement **NC 03 12**.

J. Coverage for Rented Vehicles

- 1. Insurers may offer coverage for rented vehicles with every motor vehicle policy covering a motor vehicle registered in North Carolina. Attach the Coverage for Rented Vehicles endorsement to the policy.
- 2. Rating
 - a. To add Coverage for Rented Vehicles, charge an annual premium of \$4 for personal auto liability policies which provide both comprehensive and collision coverages.
 - b. To add Coverage for Rented Vehicles, charge an annual premium of \$16 for personal auto liability policies which do not provide both comprehensive and collision coverages.
 - c. The premium for Coverage for Rented Vehicles is not subject to classification or modification by any rating plan.
- 3. Cancellation

If Coverage for Rented Vehicles is cancelled by the insured, the entire annual premium shall be fully earned by the company.

14. MISCELLANEOUS COVERAGES (Cont'd)

K. Original Equipment Manufacturer (OEM) Parts Loss Settlement

1. Coverage

A loss settlement Original Equipment Manufacturer (OEM) Parts coverage option may be made available when physical damage coverage is afforded under a policy. The OEM parts loss settlement option is subject to the following:

- a. If a repair results in the replacement of exterior sheet metal and/or exterior plastic parts, OEM parts shall be used if such parts are available.

If OEM parts are not available, non-OEM parts may be used.

- b. If a repair results in the replacement of any damaged parts other than exterior sheet metal and/or exterior plastic parts, the insurer may require or specify the use of non-OEM parts.

2. Rating

Charge 5% of the otherwise applicable premium for Comprehensive and 5% of the otherwise applicable premium for Collision coverages.

3. Endorsement

Attach the Loss Settlement – Original Equipment Manufacturer Parts Endorsement to the policy.

L. Coverage For Damage To Your Auto – Customizing Equipment Coverage

1. Coverage

Custom furnishings or equipment are automatically covered under the policy up to \$1,000 without additional premium charge. This limit may be increased.

Custom furnishings or equipment includes, but is not limited to:

- a. Special carpeting and insulation, furniture or bars;
- b. Facilities for cooking and sleeping;
- c. Height extending roofs or ladders;
- d. Custom windows, murals, paintings or other decals or graphics;
- e. Tool boxes and fifth wheel conversions;
- f. Side exhausts and headers;
- g. Winches and roll bars;
- h. Special wheels/tires; or
- i. Body or suspension alterations.

Note

The optional coverage buybacks for customized furnishings or equipment that are described in 2. below do not apply to the following:

- Camper bodies (refer to Rule 19.A.); and

- Caps, covers or bedliners.

2. Rating

- a. The provisions of Rule 4. Classifications and Rule 5. Safe Driver Insurance Plan do not apply for this coverage.

- b. The \$1,000 limit for custom furnishings or equipment may be increased to any one of the limits with premiums per auto shown below.

Maximum Limit of Liability For Customizing Equipment	Premium Per Auto
\$ 2,000	\$ 70
3,000	120
4,000	170
5,000	210
6,000	240
7,000	270
8,000	300
9,000	320
10,000	340
11,000	360
12,000	380
13,000	400
14,000	420
15,000	440
16,000	460
17,000	480
18,000	500
19,000	520
20,000	540

For limits in excess of \$20,000, charge \$20 per \$1000 of coverage.

3. Endorsement

Attach Coverage For Damage To Your Auto Customizing Equipment Coverage, Coverage For Audio, Visual And Data Electronic Equipment Endorsement **NC 03 15**, to the policy.

The following section is added to this rule:

M. Foster Child Named Driver Exclusion

1. Requirements

An insurer may, at the request of the named insured, exclude under a policy of motor vehicle insurance a specific individual from certain coverages when a motor vehicle is operated by the specifically excluded individual. The excluded driver must be a foster child and a resident of the named insured's household and must be in the custody of the named insured. In addition, the foster child must be insured under an in-force policy of automobile insurance which, at a minimum, must provide liability coverage at limits equal to or greater than the minimum limits required by G. S. 20-279.21. This policy of insurance requirement may be satisfied by purchasing a Named Non-Owner Policy or a Personal Auto Policy.

14. MISCELLANEOUS COVERAGES (Cont'd)**2. Additional Requirements**

a. The Foster Child Named Driver Exclusion Endorsement shall remain in effect:

- (1) For the term of the policy; and
- (2) For each renewal, reinstatement, substitute, modified, replacement or amended policy; unless discontinued by the insurer or insured.

b. If a Foster Child Named Driver Exclusion Endorsement is attached to the policy:

- (1) The premiums charged shall not reflect the claim experience, driving record or rating classification of the named excluded driver with respect to the excluded coverage(s).
- (2) The named excluded driver shall not be listed as an operator of any auto covered under the policy.

c. If a loss payee is shown in the policy and Collision Coverage or Other Than Collision Coverage is excluded under the Foster Child Named Driver Exclusion Endorsement, the loss payee shall be sent a notice indicating that the policy contains a named driver exclusion which excludes Collision Coverage or Other Than Collision Coverage.

3. Endorsement

Attach the Foster Child Named Driver Exclusion Endorsement to the policy.

N. TRANSPORTATION NETWORK DRIVER COVERAGE – NORTH CAROLINA REINSURANCE FACILITY BUSINESS ONLY

(This Rule applies only to those policies ceded to the North Carolina Reinsurance Facility.)

1. Coverage

Limited Transportation Network Driver Coverage (No Passenger) provides an option to purchase coverage for participation as a transportation network driver for the period of time from when the driver logs into a "transportation network platform" up until the driver accepts a request through the "transportation network platform" to transport a passenger.

2. Rating**a. Liability And Medical Payments Coverages**

Use the TNC primary rating factor from the Primary Classification Rating Factors table instead of the otherwise applicable primary classification usage factor. All other provisions of this manual apply where applicable.

b. Uninsured Motorists And Combined Uninsured/Underinsured Motorists Coverages

Charge the otherwise applicable premium for Uninsured Motorists Coverage or Combined Uninsured/Underinsured Motorists Coverage. Refer to Rule 14.

3. Endorsement

Attach Endorsement **PP 55 45** – Limited Transportation Network Driver Coverage (No Passenger) Endorsement to the policy.

15. CERTIFIED RISKS – FINANCIAL RESPONSIBILITY LAWS

For risks rated in accordance with the Personal Auto Manual for which the insured requests the company to certify the policy in accordance with financial responsibility laws, a fee of \$25 will be added to the total liability premium. This fee applies per driver and shall be applied each time the company provides such certification. The fee is non-refundable.

16. NAMED NON-OWNER POLICY

(For individuals who do not own an auto)

A. Liability and Medical Payments Coverage

Charge 90% of the premium that would apply if such individual owned an auto.

B. Uninsured Motorists Insurance and Underinsured Motorists Insurance

Refer to Rule 14.

C. Attach the named non-owner coverage endorsement.**17. EXTENDED NON-OWNED LIABILITY COVERAGE (PERSONAL AUTO POLICY ONLY)****A. Liability Coverage**

Liability coverage may be extended to an individual described below:

1. The insured named in the policy, including the spouse if a resident of the same household, or a resident relative who is furnished an auto for regular use but is NOT employed by a garage:

- a. When no Primary Liability insurance is in effect on the auto, charge 50% of the liability premium which would apply if the furnished auto were being specifically insured as an owned auto by the individual.

17. EXTENDED NON-OWNED LIABILITY COVERAGE (PERSONAL AUTO POLICY ONLY) (Cont'd)

b. When there is Primary Liability insurance in effect on the auto or if the auto is used in the business of the United States Government, charge the premiums per person shown in the table below:

Person Named	Bodily Injury \$30/60	Property Damage \$25,000
Insured Named and Spouse	\$3	\$1
Relative	6	2

2. The insured named in the policy, including the spouse if a resident of the same household, or a resident relative who is furnished an auto for regular use and is employed by a garage:
 - a. When garage has no liability insurance charge 170% of Base Rate for Liability
 - b. When garage has liability insurance, refer to Company.
3. In all other situations, charge the premiums per person shown in the table below:

Person Named	Bodily Injury \$30/60	Property Damage \$25,000
Insured Named and Spouse	\$3	\$1
Relative	6	2

B. Medical Payments

Medical Payments coverage is available only if Bodily Injury and Property Damage coverages are extended. Medical Payments shall be provided at the same limits as the Medical Payments limit of policy to which attached. Premiums per person are displayed below.

Medical Payments Limits of Policy to Which Attached	Auto Furnished for Regular Use	Auto Not Furnished For Regular Use
\$ 500	\$ 4	\$ 2

Use the factors in Rule 18.D. to determine premiums for Medical Payments limits above \$500.

18. INCREASED LIMITS

- A. The tables in Sections B. and C. below contain the factors to be applied to the appropriate basic limits rates for Bodily Injury or Property Damage Liability. Refer to company for limits not displayed in these tables.

B. 30/60 Split Limit Bodily Injury Liability Increased Limits Table

Applicable to 30/60 Split Limit Bodily Injury Liability Rates Only:

Total Limits	Factor
\$ 30/60	1.00
50/100	1.18
100/100	1.31
100/200	1.39
100/300	1.40
300/300	1.62
250/500	1.66
500/1,000	1.85
1,000/1,000	1.96
1,000/2,000	2.02

C. \$25,000 Property Damage Liability Increased Limits Table

Applicable to \$25,000 Property Damage Liability Rates Only:

Limit	Factor	Limit	Factor
25,000	1.000	250,000	1.059
35,000	1.005	500,000	1.113
50,000	1.010	750,000	1.153
100,000	1.030	1,000,000	1.202

D. Medical Payments Increased Limits

Applicable to \$500 Medical Payments Rates Only:

Total Medical Payments Limits	Factor
\$ 750	1.33
1,000	1.60
2,000	2.34
5,000	3.38
10,000	3.86
25,000	4.53
50,000	5.13
75,000	5.39
100,000	5.50

E. Single Limit Coverages

The premium for single limit liability coverages shall be calculated as follows:

1. Apply a single discount of 3% to both the Bodily Injury and the Property Damage normal factors for separate limits equal to the desired single limit.
2. Calculate the separate Bodily Injury and Property Damage premiums, the sum of which is the combined premium.

19. MISCELLANEOUS TYPES

A. Trailers Designed for Use with Private Passenger Autos

Coverage may be provided for:

1. Recreational Trailers

Non-self-propelled units equipped as living quarters (including cooking, dining, plumbing or refrigeration facilities).

To be eligible for coverage, insured must maintain a separate and permanent residence other than the recreational trailer.

Note

1. Camper trailers shall be rated as Recreational Trailers.
2. A portable camper body used with a pickup truck shall be rated as a Recreational Trailer. The pickup truck shall be rated in accordance with Rule 4.F.

2. Other Trailers

All non-self-propelled units not included above.

Liability and Medical Payments Coverages

A Personal Auto Policy affording Liability and Medical Payments Coverage also covers trailers as described above for these coverages without additional premium charge and without specific description of the trailers when used with a private passenger auto.

Other Policies affording Liability and Medical Payments Coverage will also provide this coverage for trailers without additional premium charge and without specific description of the trailer except when the trailer is used with any auto owned or hired by the insured and not covered by like insurance in the company.

Refer to company for rates applicable to a trailer described above if:

1. Used with any auto owned or hired by the insured and not covered by like insurance in the company, or
2. No auto is owned by the insured.

Medical Payments Insurance

Medical payments insurance is available for a home trailer, office trailer, store trailer or display trailer, if used with a private passenger auto.

The rate shall be three times the medical payments rate for the applicable private passenger classification for the territory in which the risk is located.

Farm Wagons and Farm Implements:

Coverage is afforded without additional charge for farm wagons or farm implements when attached to private passenger type autos.

Physical Damage Coverages Only

Trailers are to be insured as separate items with separate premiums shown for each unit. If deductible coverage is written, the deductible shall apply separately to each unit.

1. Recreational Trailers – All Classes – Entire State**a. Contents**

- (1) Auto Home Contents Coverage for Fire and Lightning and Combined Additional Coverage (including or excluding malicious mischief and vandalism) may be added.

Fire – Charge fire rate applicable to Mobilehome Insured.

Combined Additional Coverage Including Malicious Mischief and Vandalism – 25 cents per \$100.

Combined Additional Coverage Excluding Malicious Mischief and Vandalism – 20 cents per \$100.

Apply to company for endorsement.

- (2) Auto Home Coverage for TV antennas, awnings, and cabanas or equipment designed to create additional living facilities may be added.

Covered Property Coverage – \$50 Deductible – (Coverage Code 069) Charge \$1.45.

Coverage Property Coverage – \$100 Deductible – (Coverage Code 069) Charge \$1.15.

Attach Applicable Endorsement.

b. Fire Rate – (new & old) – \$0.45

c. Theft Rate – (new & old) – \$0.10

d. Windstorm Rate – (new & old) – \$0.05

e. Combined Additional Coverage without Malicious Mischief and Vandalism Rate – (new & old) – \$0.10

f. Combined Additional Coverage with Malicious Mischief and Vandalism Rate – (new & old) – \$0.15

g. Comprehensive

Full Coverage (Cov. Code 01) – \$1.45

\$ 50 Deductible (Cov. Code 03) – 1.25

\$ 100 Deductible (Cov. Code 10) – 1.10

\$ 250 Deductible (Cov. Code 055) – 0.95

\$ 500 Deductible (Cov. Code 726) – 0.75

\$1,000 Deductible (Cov. Code 727) – 0.50

19. MISCELLANEOUS TYPES (Cont'd)

h. Collision Premiums – All Classes – Entire State

Original Cost	Deductibles											
	\$50		\$100		\$200		\$250		\$500		\$1000	
	New	Old	New	Old	New	Old	New	Old	New	Old	New	Old
0 – 600	\$ 24	\$ 19	\$ 10	\$ 8	\$ 9	\$ 7	\$ 7	\$ 6	\$ 6	\$ 5	\$ 5	\$ 4
601 – 800	26	21	12	9	11	9	8	6	7	6	6	5
801 – 1,050	29	23	13	10	12	10	9	7	8	6	7	6
1,051 – 1,300	31	25	15	12	14	11	10	8	9	7	8	6
1,301 – 1,600	34	27	18	14	16	13	13	10	11	9	9	7
1,601 – 1,900	37	30	20	16	18	14	15	12	12	10	10	8
1,901 – 2,400	42	34	23	18	21	17	18	14	14	11	12	10
2,401 – 3,000	47	38	28	22	25	20	21	17	17	14	14	11
3,001 – 4,000	56	45	34	27	31	25	25	20	20	16	17	14
4,001 – 5,000	66	53	42	34	38	30	30	24	25	20	21	17
5,001 – 6,000	77	62	50	40	45	36	35	28	30	24	25	20
6,001 – 7,000	87	70	58	46	52	42	41	33	35	28	29	23
7,001 – 8,000	98	78	66	53	59	47	46	37	40	32	33	26
8,001 – 9,000	108	86	74	59	67	54	52	42	44	35	37	30
9,001 – 10,000	119	95	82	66	74	59	57	46	49	39	41	33

(1) "New" means purchased new not more than 18 months prior to date insurance attaches.

"Old" – All Others

(2) For Recreational Trailers having a cost exceeding \$10,000, the indicated premiums for the \$9,001 to \$10,000 group shall be increased 10% per \$1,000 or fractions thereof in excess of \$10,000.

(3) The premiums shown above are subject to a retained Minimum Premium equal to 25% of the annual premium applicable.

2. All Other Trailers – All Classes – Entire State

All Non-Self-Propelled Units Not Included in Paragraph 1. Above.

Rates Per \$100 of Insurance

Coverage	Rates
Fire	\$0.10
Theft	0.05
Windstorm	0.05
Combined Additional Coverage without Malicious Mischief & Vandalism	0.10
Combined Additional Coverage with Malicious Mischief & Vandalism	0.15
Comprehensive – Full Coverage – (Cov. Code 01)	0.55
Comprehensive – \$50 Deductible – (Cov. Code 03)	0.37

COLLISION PREMIUMS – ALL CLASSES – ENTIRE STATE

Original Cost New at Factory	\$25 Deduct.	\$50 Deduct.	\$100 Deduct.
\$ 0 – \$ 400	\$ 7	\$ 4	\$ 3
401 – 600	9	6	5
601 – 800	12	8	6
801 – 1,000	15	10	8
1,001 – 1,500	23	15	12
1,501 – 2,000	29	19	15
2,001 – 2,500	35	23	18
2,501 – 3,000	41	27	22
Each Additional \$500 Over \$3,000	5	4	3

19. MISCELLANEOUS TYPES (Cont'd)

B. Motorcycles, Motorscooters, Motorbikes, Mopeds and Other Similar Motor Vehicles Not Used for Commercial Purposes

With respect to voluntary risks and "clean risks" ceded to the North Carolina Reinsurance Facility, determine the appropriate premium by applying the following factors to the applicable voluntary private passenger bodily injury, property damage and medical payments* rates. For Uninsured Motorists Coverage and Combined Uninsured/Underinsured Motorists Coverage, charge the applicable private passenger premium shown in Rule 14.

Engine Size Cubic Centimeters (cc)	Bodily Injury and Property Damage	Medical Payments*
0 – 499	0.16	0.36
500 – 1249	0.26	0.36
1250 – 1499	0.36	0.36
1500 – up	0.47	0.36

* Note: Medical Payments coverage for these vehicles is not eligible for cession to the North Carolina Reinsurance Facility

With respect to other than "clean risks" ceded to the North Carolina Reinsurance Facility, determine the appropriate premium by applying the following factors to the applicable ceded private passenger bodily injury and property damage rates. For Uninsured Motorists Coverage and Combined Uninsured/Underinsured Motorists Coverage, charge the applicable private passenger premium shown in Rule 14. Medical Payments coverage for these vehicles is not eligible for cession to the North Carolina Reinsurance Facility.

Engine Size Cubic Centimeters (cc)	Bodily Injury and Property Damage
0 – 499	0.15
500 – 1249	0.23
1250 – 1499	0.33
1500 – up	0.42

C. SNOWMOBILES and similar vehicles equipped for travel over ice and snow, used principally off public roads, shall be rated as follows:

Liability Coverages Only

(Class Code 967000) – Excluding Passenger Hazard

(Class Code 959000) – Including Passenger Hazard

1. Bodily Injury (excluding the passenger hazard) – \$20, \$30,000/60,000 limits.
Bodily Injury (including the passenger hazard) – \$60, \$30,000/60,000 limits.
2. Property Damage – \$10, \$25,000 limits
3. Medical Payments – \$10, \$500 per person (no other limits).
4. Uninsured Motorists Coverage
Charge rates shown in Rule 14.
5. All rates apply for the period of coverage.
6. The applicable endorsement shall be attached to the policy.

Physical Damage Coverages Only

(Class Code 959000)

7. Comprehensive
\$100 Deductible – \$2.00 per \$100.
8. Collision
\$100 Deductible – \$2.00 per \$100.

Note

- a. Only Stated Amount Coverage is available.
- b. A snowmobile and trailer designed to be towed by the snowmobile shall be considered one unit for determining the deductible amount to any loss, provided said trailer is described in the schedule on the endorsement.

19. MISCELLANEOUS TYPES (Cont'd)

- 9. The applicable endorsement shall be attached to the policy.
- 10. All rates apply for the period of coverage.

D. Golfmobiles

Vehicles commonly known as Golfmobiles, used principally off public roads, not used for commercial purposes, with capacity to carry one or more persons.

Note

Vehicles of this type not meeting the above qualifications, rate as a motorcycle.

Liability Coverages Only

- 1. Charge 25% of the applicable private passenger Base Premiums. (Class Code 943500) For Uninsured Motorists and Combined Uninsured/Underinsured Motorists Coverage charge rates shown in Rule 14.
- 2. All rates apply for the period of coverage.

Physical Damage Coverages Only

Fire – \$.60 per \$100 of Insurance.
Theft – \$.20 per \$100 of Insurance.

Collision –

Original Cost New	\$25 Ded.	\$50 Ded.	\$100 Ded.
\$ 0 – 750	\$16	\$10	\$ 8
751 & Over	24	15	10

E. Antique Autos

An antique auto is a motor vehicle of the private passenger type which is 25 or more years old that is maintained solely for use in exhibitions, club activities, parades and other functions of public interest, and occasionally used for other purposes.

Liability Coverages Only

Charge 40% of the private passenger base premiums. (Class Code 962000) For Uninsured Motorists and Combined Uninsured/Underinsured Motorist Coverage charge rates shown in Rule 14.

Physical Damage Coverages Only

These vehicles are to be insured on Stated Amount basis only. The rates are as shown below (Class Code 962000).

Rate Per \$100 of Insurance

Deductible	Comprehensive	Collision	Fire	Theft
\$ 50	\$1.25	\$1.50	\$.35	\$.35
100	1.10	1.25	.31	.31
250	.96	1.00	.27	.27
500	.74	.75	.21	.21

F. Classic Autos

A classic auto is a motor vehicle of the private passenger type which is 10 or more years old and may be used on a regular basis. Its value is significantly higher than the average value of other autos of the same make and model year.

Liability, Medical Payments, Uninsured and Underinsured Motorists

Classify and rate as a private passenger auto.

Physical Damage

Attach the coverage for damage to your auto (stated amount maximum limit of liability) endorsement.

- 1. Determine the stated amount of coverage applicable to the vehicle.
- 2. Assign a symbol based on the stated amount, from the Price/Symbol Charts applicable to the current base model year in the Symbol and Identification Manual.
- 3. Classify and rate as a private passenger auto using the rate for the current base model year on the state rate pages.

20. FINANCED AUTOS

Financed autos shall be written at manual rates and minimum charges except for single interest coverages.

For single interest rates, rules and forms, refer to company.

21. RATING TERRITORIES

- A.** The Rate Pages display rates by territory.
- B.** A rating territory is a geographical area defined in terms of U.S. Postal Service (USPS) ZIP codes, as shown on the Territory Definitions pages.
1. Determine the applicable rating territory based on the ZIP code of the location of principal garaging of the vehicle. If the ZIP code of the mailing address differs from the ZIP code of the location of principal garaging, use the ZIP code of the garaging location to assign the rating territory.
 2. An insured's rates shall not be changed solely because the United States Postal Service (USPS) changed his or her ZIP code and the physical boundaries of a rating territory shall be determined by the ZIP code boundaries in effect at the time of the latest filing defining the territory.

Territory boundaries in North Carolina are concurrent with USPS ZIP Code boundaries in effect as of July, 2014. If the USPS introduces a new ZIP code or realigns a ZIP code boundary after July, 2014, assign the rating territory based on the ZIP code boundary that formerly applied to the garaging address before the USPS changed the ZIP code.

22. INSTALLMENT PAYMENTS

The total premium for an auto policy is due and payable at the beginning of the policy period, unless the policy is issued on an installment payment basis in accordance with the following rules:

- A.** The first installment shall be due on the effective date of the policy and the due date of the last installment shall be no later than one month prior to the policy anniversary date.
- B.** An additional charge of \$3.00 shall be made for each installment.
- C.** The premium paid to the company exclusive of the total installment payment charge shall never be less than the pro rata charge from the effective date of the policy to the due date of the next installment, where additional installments are to be paid, or to expiration of the policy where no further installments are due.
- D.** Flat cancellation shall be accepted on business written on an installment basis only if there has been no coverage under the policy and the policy is returned to the company within thirty days. In all other cases, a pro rata earned premium shall be due to the company.
- E.** This rule does not preclude the use of an installment payment plan which provides for deferring the due date of installment if the insurance is under suspension on the original due date.

23. EXCESS INDEMNITY POLICY

Bodily injury and property damage liability limits over primary limits may be afforded under an Excess Indemnity Policy with respect to an automobile classified and rated as a private passenger automobile. Primary insurance must be in force with respect to the automobile and the risk unable to obtain higher limits. If the company providing the excess limits coverage also provides the primary coverage to a risk, a letter of consent, signed by the insured, shall be secured and retained in the company's files. Refer to company for rating.

Bodily injury and property damage excess limits may be afforded separately or in conjunction with Medical Payments Insurance, Medical Payments Coverage is available on a \$100 deductible basis only. Refer to company for rating.

**PERSONAL AUTO MANUAL
RATE PAGES**

NORTH CAROLINA (32)

VOLUNTARY BUSINESS*

Terr.	BODILY INJURY				PROPERTY DAMAGE			MEDICAL PAYMENTS				
	LIMIT				LIMIT			LIMIT				
	30/60	50/100	100/300	300/300	\$25,000	\$50,000	\$100,000	\$500	\$750	\$1,000	\$2,000	\$5,000
110	\$154	\$182	\$216	\$249	\$159	\$161	\$164	\$19	\$25	\$30	\$44	\$64
120	178	210	249	288	139	140	143	23	31	37	54	78
130	200	236	280	324	151	153	156	26	35	42	61	88
140	251	296	351	407	173	175	178	29	39	46	68	98
150	216	255	302	350	192	194	198	26	35	42	61	88
170	154	182	216	249	161	163	166	19	25	30	44	64
180	203	240	284	329	221	223	228	24	32	38	56	81
190	186	219	260	301	195	197	201	23	31	37	54	78
200	219	258	307	355	180	182	185	30	40	48	70	101
210	195	230	273	316	146	147	150	27	36	43	63	91
220	245	289	343	397	147	148	151	30	40	48	70	101
230	294	347	412	476	160	162	165	34	45	54	80	115
240	235	277	329	381	148	149	152	27	36	43	63	91
250	245	289	343	397	240	242	247	32	43	51	75	108
260	199	235	279	322	173	175	178	26	35	42	61	88
270	149	176	209	241	191	193	197	19	25	30	44	64
280	231	273	323	374	215	217	221	31	41	50	73	105
290	234	276	328	379	204	206	210	28	37	45	66	95
300	156	184	218	253	189	191	195	18	24	29	42	61
310	126	149	176	204	163	165	168	16	21	26	37	54
320	156	184	218	253	147	148	151	17	23	27	40	57
340	218	257	305	353	189	191	195	27	36	43	63	91
350	160	189	224	259	165	167	170	18	24	29	42	61
360	180	212	252	292	158	160	163	24	32	38	56	81
370	205	242	287	332	188	190	194	25	33	40	59	85
380	217	256	304	352	187	189	193	25	33	40	59	85
390	173	204	242	280	207	209	213	19	25	30	44	64
420	294	347	412	476	241	243	248	39	52	62	91	132
440	210	248	294	340	199	201	205	28	37	45	66	95
450	241	284	337	390	196	198	202	27	36	43	63	91
460	176	208	246	285	172	174	177	20	27	32	47	68
470	206	243	288	334	164	166	169	23	31	37	54	78
480	141	166	197	228	141	142	145	16	21	26	37	54
490	135	159	189	219	150	152	155	17	23	27	40	57

* Including "clean risks" ceded to the North Carolina Reinsurance Facility.
See Premium Determination Rule for the definition of "clean risks".

CEDED BUSINESS*

Terr.	BODILY INJURY				PROPERTY DAMAGE			MEDICAL PAYMENTS				
	LIMIT				LIMIT			LIMIT				
	30/60	50/100	100/300	250/500	\$25,000	\$50,000	\$100,000	\$500	\$750	\$1,000	\$2,000	\$5,000
110	\$183	\$216	\$256	\$304	\$230	\$232	\$237	\$23	\$31	\$37	\$54	\$78
120	219	258	307	364	207	209	213	27	36	43	63	91
130	237	280	332	393	220	222	227	30	40	48	70	101
140	322	380	451	535	254	257	262	47	63	75	110	159
150	250	295	350	415	282	285	290	31	41	50	73	105
170	192	227	269	319	240	242	247	24	32	38	56	81
180	249	294	349	413	329	332	339	30	40	48	70	101
190	229	270	321	380	292	295	301	26	35	42	61	88
200	266	314	372	442	269	272	277	35	47	56	82	118
210	222	262	311	369	210	212	216	28	37	45	66	95
220	306	361	428	508	217	219	224	34	45	54	80	115
230	347	409	486	576	224	226	231	37	49	59	87	125
240	282	333	395	468	216	218	222	31	41	50	73	105
250	290	342	406	481	344	347	354	37	49	59	87	125
260	245	289	343	407	257	260	265	31	41	50	73	105
270	180	212	252	299	283	286	291	24	32	38	56	81
280	286	337	400	475	326	329	336	41	55	66	96	139
290	279	329	391	463	300	303	309	36	48	58	84	122
300	182	215	255	302	276	279	284	21	28	34	49	71
310	156	184	218	259	241	243	248	19	25	30	44	64
320	191	225	267	317	215	217	221	22	29	35	51	74
340	272	321	381	452	284	287	293	37	49	59	87	125
350	195	230	273	324	242	244	249	22	29	35	51	74
360	222	262	311	369	234	236	241	27	36	43	63	91
370	253	299	354	420	282	285	290	31	41	50	73	105
380	268	316	375	445	279	282	287	30	40	48	70	101
390	219	258	307	364	315	318	324	24	32	38	56	81
420	401	473	561	666	369	373	380	63	84	101	147	213
440	255	301	357	423	298	301	307	33	44	53	77	112
450	290	342	406	481	289	292	298	30	40	48	70	101
460	215	254	301	357	256	259	264	24	32	38	56	81
470	248	293	347	412	239	241	246	25	33	40	59	85
480	171	202	239	284	206	208	212	20	27	32	47	68
490	164	194	230	272	220	222	227	20	27	32	47	68

* Excluding "clean risks" as defined under the Premium Determination Rule.

**PERSONAL AUTO MANUAL
RATE PAGES**

NORTH CAROLINA (32)

TERRITORY 110

FULL COVERAGE COMPREHENSIVE (001)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990- 2007	Symbol	1989 & Prior
(a)									(b)					(c)	
1	37	36	34	33	32	31	30	28	1	33	31	30	28	1	10
2	48	47	46	44	42	40	39	38	2	46	43	42	38	2	12
3	60	59	57	54	52	50	49	47	3	52	49	48	43	3	17
4	69	68	65	63	61	59	57	53	4	57	54	52	48	4	20
5	77	75	73	71	68	65	63	60	5	65	62	59	54	5	23
6	85	83	81	79	75	72	70	67	6	73	69	67	61	6	31
7	94	92	90	88	83	80	78	73	7	80	75	72	67	7	38
8	101	100	97	93	90	85	83	79	8	87	82	79	72	8	44
10	110	108	104	101	97	93	90	85	10	93	89	85	78	10	57
11	117	114	111	108	103	99	95	91	11	101	97	92	84	11	69
12	122	120	117	113	109	103	100	95	12	111	105	101	92	12	80
13	127	124	121	118	112	108	104	99	13	119	112	108	99	13	94
14	133	130	127	123	118	112	109	103	14	128	122	117	107	14	111
15	139	137	132	128	123	118	113	109	15	141	134	129	118	15	134
16	144	142	138	133	128	122	119	113	16	155	147	141	129	16	163
17	150	148	143	139	133	128	123	118	17	171	163	157	143	17	195
18	157	153	149	144	139	132	128	122	18	186	178	170	155	18	233
19	161	158	153	149	142	137	132	125	19	204	194	186	170	19	279
20	165	162	158	153	147	140	135	129	20	226	214	205	189	20	331
21	171	168	163	159	152	145	140	134	21	251	239	229	210	21	457
22	176	173	168	162	155	149	144	138	22	284	270	259	236		
23	182	179	173	168	161	154	149	142	23	317	302	290	265		
24	186	183	178	172	165	158	153	145	24	369	350	335	306		
25	192	189	183	178	170	163	158	150	25	453	430	412	377		
26	199	194	189	183	175	168	162	154	26	556	527	506	463		
27	204	200	194	189	181	173	168	160							
28	211	206	201	195	186	179	173	164							
29	218	214	208	201	193	184	179	170							
30	224	220	213	206	199	190	183	174							
31	231	226	220	213	204	195	189	180							
32	238	233	226	220	211	202	194	185							
33	245	240	233	226	216	208	201	191							
34	251	245	239	232	222	212	205	195							
35	256	252	244	236	228	218	210	200							
36	263	259	251	243	233	223	215	205							
37	273	268	260	252	242	231	223	213							
38	283	278	270	262	251	240	232	221							
39	293	287	279	270	259	248	240	229							
40	302	296	287	279	268	256	248	235							
41	312	306	297	289	276	265	255	244							
42	322	315	306	297	285	273	263	251							
43	331	325	315	305	293	281	271	259							
44	341	334	324	314	302	289	279	265							
45	350	343	333	323	310	296	286	273							
46	362	354	344	334	320	306	296	282							
47	373	366	355	344	331	316	305	291							
48	385	377	366	355	341	326	315	301							
49	396	389	377	366	351	336	324	310							
50	406	398	387	376	361	345	333	317							
51	418	411	398	386	371	355	343	326							
52	430	422	410	397	381	364	352	336							
53	441	432	420	407	391	373	361	344							
54	458	450	436	423	405	389	375	357							
55	481	471	457	444	425	407	393	375							
56	506	496	482	467	448	428	414	395							
57	534	524	508	493	473	453	437	417							

TERRITORY 110

FULL COVERAGE COMPREHENSIVE (001)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
58	576	565	548	532	509	488	472	450							
59	638	626	608	591	566	542	523	498							
60	707	694	674	654	627	599	579	553							
61	773	758	736	714	685	655	633	604							
62	834	817	794	770	738	706	683	650							
63	895	878	852	827	793	759	733	699							
64	956	938	910	882	847	810	783	746							
65	1018	998	969	940	901	862	834	795							
66	1110	1089	1057	1025	982	940	909	867							
67	1232	1209	1173	1138	1091	1045	1009	962							
68	1354	1329	1290	1251	1200	1148	1109	1058							
69	1476	1449	1406	1364	1308	1252	1210	1153							
70	1600	1568	1523	1477	1416	1355	1310	1249							
71	1722	1688	1639	1591	1525	1460	1410	1344							
72	1844	1808	1756	1704	1633	1563	1511	1440							
73	1966	1929	1873	1816	1742	1666	1611	1535							
74	2089	2049	1989	1929	1850	1770	1711	1631							
75	2211	2169	2106	2042	1958	1874	1810	1727							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
1	236	227	212	198	183	174	159	149	1	183	169	159	130	1	63
2	313	304	284	265	246	231	212	198	2	207	193	178	149	2	77
3	342	328	308	289	270	251	231	217	3	241	222	207	174	3	96
4	400	386	362	337	313	294	270	255	4	260	241	227	188	4	106
5	439	424	395	366	342	318	299	275	5	280	260	241	198	5	125
6	458	443	415	386	362	337	313	289	6	294	270	251	207	6	135
7	482	463	434	405	376	352	328	304	7	304	284	265	217	7	149
8	501	487	453	419	395	366	342	318	8	318	294	275	227	8	178
10	521	501	468	434	405	381	352	328	10	342	313	294	241	10	207
11	535	516	482	448	419	390	362	337	11	357	328	308	255	11	227
12	554	535	501	468	434	405	376	352	12	366	337	318	260	12	251
13	574	549	516	482	448	419	386	362	13	381	352	328	270	13	270
14	588	569	530	492	463	429	400	371	14	405	371	347	289	14	299
15	598	578	540	501	468	439	405	376	15	424	395	366	304	15	323
16	603	583	545	506	472	443	410	381	16	443	410	381	313	16	357
17	617	593	554	516	482	448	415	390	17	458	424	395	328	17	376
18	631	607	569	530	496	463	429	400	18	482	448	419	342	18	410
19	641	617	578	540	501	468	434	405	19	506	468	439	362	19	434
20	660	636	593	549	516	482	443	415	20	521	482	448	371	20	463
21	675	651	607	564	530	492	458	424	21	545	501	468	386	21	525
22	684	660	617	574	535	501	463	434	22	574	530	496	410		
23	694	670	627	583	545	506	472	439	23	593	549	516	424		
24	713	684	641	598	559	521	482	448	24	622	574	535	443		
25	718	689	646	603	564	525	487	453	25	670	622	578	477		
26	728	704	656	607	569	530	492	458	26	728	675	631	521		
27	737	713	665	617	578	540	501	468							
28	742	718	670	622	583	545	501	468							
29	757	728	680	631	593	549	511	477							

**PERSONAL AUTO MANUAL
RATE PAGES**

NORTH CAROLINA (32)

TERRITORY 110

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	
30	762	733	684	636	598	554	516	477							
31	771	742	694	646	603	564	521	487							
32	786	757	709	660	617	574	530	496							
33	795	766	718	670	627	583	540	501							
34	810	781	728	675	631	588	545	511							
35	819	790	737	684	641	598	554	516							
36	829	800	747	694	651	607	559	525							
37	844	815	762	709	660	617	574	535							
38	858	824	771	718	670	627	578	540							
39	863	829	776	723	675	627	583	545							
40	872	839	786	733	684	636	588	549							
41	882	853	795	737	694	646	598	559							
42	892	863	805	747	699	651	603	564							
43	906	872	815	757	709	660	612	569							
44	911	877	819	762	713	665	617	574							
45	925	892	834	776	728	675	627	583							
46	935	901	844	786	733	684	631	593							
47	945	911	853	795	742	689	641	598							
48	959	925	863	800	752	699	646	603							
49	969	935	872	810	757	709	656	612							
50	978	945	882	819	766	713	660	617							
51	988	954	892	829	776	723	670	627							
52	993	959	897	834	781	728	675	627							
53	1007	969	906	844	790	733	680	636							
54	1017	978	916	853	795	742	689	641							
55	1031	998	930	863	810	752	699	651							
56	1051	1012	945	877	824	766	709	660							
57	1070	1031	964	897	839	781	723	675							
58	1104	1060	993	925	863	805	747	694							
59	1147	1104	1031	959	897	834	776	723							
60	1195	1152	1075	998	935	872	805	752							
61	1229	1186	1109	1031	964	897	834	776							
62	1258	1210	1133	1056	983	916	848	795							
63	1277	1234	1152	1070	1003	935	863	805							
64	1306	1258	1176	1094	1022	954	882	824							
65	1330	1282	1200	1118	1046	974	901	839							
66	1369	1321	1234	1147	1075	998	925	863							
67	1422	1374	1282	1191	1113	1036	964	897							
68	1475	1422	1330	1239	1157	1080	998	930							
69	1528	1475	1379	1282	1200	1118	1036	964							
70	1586	1528	1427	1326	1244	1157	1070	998							
71	1639	1576	1475	1374	1282	1195	1109	1031							
72	1692	1629	1523	1417	1326	1234	1142	1065							
73	1745	1682	1571	1460	1369	1272	1181	1099							
74	1798	1735	1620	1504	1407	1311	1215	1133							
75	1851	1783	1668	1552	1451	1350	1253	1166							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

TERRITORY 120

FULL COVERAGE COMPREHENSIVE (001)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
1	67	65	63	61	59	57	55	51	1	61	57	55	51	1	18
2	88	86	84	82	78	73	71	69	2	84	80	78	69	2	22
3	110	108	104	100	96	92	90	86	3	96	90	88	80	3	31
4	126	124	120	116	112	108	104	98	4	104	100	96	88	4	37
5	141	139	135	131	124	120	116	110	5	120	114	108	100	5	43
6	157	153	149	145	139	133	129	122	6	135	126	122	112	6	57
7	173	169	165	161	153	147	143	135	7	147	139	133	122	7	69
8	186	184	177	171	165	157	153	145	8	159	151	145	133	8	82
10	202	198	192	186	177	171	165	157	10	171	163	157	143	10	104
11	214	210	204	198	190	182	175	167	11	186	177	169	155	11	126
12	224	220	214	208	200	190	184	175	12	204	194	186	169	12	147
13	233	228	222	216	206	198	192	182	13	218	206	198	182	13	173
14	245	239	233	226	216	206	200	190	14	235	224	214	196	14	204
15	255	251	243	235	226	216	208	200	15	259	247	237	216	15	247
16	265	261	253	245	235	224	218	208	16	286	269	259	237	16	300
17	275	271	263	255	245	235	226	216	17	314	300	288	263	17	359
18	288	282	273	265	255	243	235	224	18	343	326	312	286	18	428
19	296	290	282	273	261	251	243	231	19	375	357	343	312	19	512
20	304	298	290	282	269	257	249	237	20	416	394	377	347	20	608
21	314	308	300	292	279	267	257	247	21	461	439	420	386	21	840
22	324	318	308	298	286	273	265	253	22	522	496	475	435		
23	335	328	318	308	296	284	273	261	23	583	555	532	488		
24	343	337	326	316	304	290	282	267	24	677	643	616	563		
25	353	347	337	326	312	300	290	275	25	832	789	757	694		
26	365	357	347	337	322	308	298	284	26	1022	969	930	851		
27	375	367	357	347	333	318	308	294							
28	388	379	369	359	343	328	318	302							
29	400	394	381	369	355	339	328	312							
30	412	404	392	379	365	349	337	320							
31	424	416	404	392	375	359	347	330							
32	437	428	416	404	388	371	357	341							
33	451	441	428	416	398	381	369	351							
34	461	451	439	426	408	390	377	359							
35	471	463	449	435	418	400	386	367							
36	483	475	461	447	428	410	396	377							
37	502	492	477	463	445	424	410	392							
38	520	510	496	481	461	441	426	406							
39	539	528	512	496	475	455	441	420							
40	555	545	528	512	492	471	455	432							
41	573	563	547	530	508	488	469	449							
42	592	579	563	547	524	502	483	461							
43	608	598	579	561	539	516	498	475							
44	626	614	596	577	555	530	512	488							
45	643	630	612	594	569	545	526	502							
46	665	651	632	614	588	563	545	518							
47	685	673	653	632	608	581	561	534							
48	708	694	673	653	626	600	579	553							
49	728	714	694	673	645	618	596	569							
50	747	732	712	692	663	634	612	583							
51	769	755	732	710	681	653	630	600							
52	789	775	753	730	700	669	647	618							
53	810	794	771	749	718	685	663	632							
54	843	826	802	777	745	714	690	657							
55	883	865	840	816	781	749	722	690							
56	930	912	885	859	824	787	761	726							
57	981	963	934	906	869	832	804	767							

**PERSONAL AUTO MANUAL
RATE PAGES**

NORTH CAROLINA (32)

TERRITORY 120

FULL COVERAGE COMPREHENSIVE (001)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	Prior
58	1059	1038	1008	977	936	898	867	826							
59	1173	1151	1118	1085	1040	996	961	916							
60	1299	1275	1238	1202	1153	1102	1065	1016							
61	1420	1393	1353	1312	1259	1204	1163	1110							
62	1532	1501	1459	1416	1357	1297	1255	1195							
63	1644	1614	1567	1520	1457	1395	1346	1285							
64	1756	1724	1673	1622	1557	1489	1438	1371							
65	1871	1834	1781	1728	1656	1585	1532	1461							
66	2040	2001	1942	1883	1805	1728	1671	1593							
67	2264	2222	2156	2091	2005	1920	1854	1769							
68	2489	2442	2370	2299	2205	2109	2038	1944							
69	2713	2662	2585	2507	2403	2301	2224	2120							
70	2940	2883	2799	2715	2603	2491	2407	2295							
71	3164	3103	3013	2923	2803	2683	2591	2470							
72	3388	3323	3227	3131	3001	2872	2776	2646							
73	3613	3546	3441	3337	3201	3062	2960	2821							
74	3839	3766	3656	3546	3401	3254	3144	2997							
75	4064	3986	3870	3754	3599	3444	3327	3174							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	Prior
1	261	250	234	218	202	192	176	165	1	202	186	176	144	1	69
2	346	335	314	293	271	255	234	218	2	229	213	197	165	2	85
3	378	362	340	319	298	277	255	239	3	266	245	229	192	3	106
4	442	426	399	372	346	325	298	282	4	287	266	250	207	4	117
5	484	468	436	404	378	351	330	303	5	309	287	266	218	5	138
6	505	489	458	426	399	372	346	319	6	325	298	277	229	6	149
7	532	511	479	447	415	388	362	335	7	335	314	293	239	7	165
8	553	537	500	463	436	404	378	351	8	351	325	303	250	8	197
10	575	553	516	479	447	420	388	362	10	378	346	325	266	10	229
11	591	569	532	495	463	431	399	372	11	394	362	340	282	11	250
12	612	591	553	516	479	447	415	388	12	404	372	351	287	12	277
13	633	606	569	532	495	463	426	399	13	420	388	362	298	13	298
14	649	628	585	543	511	473	442	410	14	447	410	383	319	14	330
15	660	638	596	553	516	484	447	415	15	468	436	404	335	15	356
16	665	644	601	559	521	489	452	420	16	489	452	420	346	16	394
17	681	654	612	569	532	495	458	431	17	505	468	436	362	17	415
18	697	670	628	585	548	511	473	442	18	532	495	463	378	18	452
19	708	681	638	596	553	516	479	447	19	559	516	484	399	19	479
20	729	702	654	606	569	532	489	458	20	575	532	495	410	20	511
21	745	718	670	622	585	543	505	468	21	601	553	516	426	21	580
22	755	729	681	633	591	553	511	479	22	633	585	548	452		
23	766	739	692	644	601	559	521	484	23	654	606	569	468		
24	787	755	708	660	617	575	532	495	24	686	633	591	489		
25	793	761	713	665	622	580	537	500	25	739	686	638	527		
26	803	777	724	670	628	585	543	505	26	803	745	697	575		
27	814	787	734	681	638	596	553	516							
28	819	793	739	686	644	601	553	516							
29	835	803	750	697	654	606	564	527							

TERRITORY 120

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
30	841	809	755	702	660	612	569	527							
31	851	819	766	713	665	622	575	537							
32	867	835	782	729	681	633	585	548							
33	878	846	793	739	692	644	596	553							
34	894	862	803	745	697	649	601	564							
35	904	872	814	755	708	660	612	569							
36	915	883	825	766	718	670	617	580							
37	931	899	841	782	729	681	633	591							
38	947	910	851	793	739	692	638	596							
39	952	915	857	798	745	692	644	601							
40	963	926	867	809	755	702	649	606							
41	974	942	878	814	766	713	660	617							
42	984	952	888	825	771	718	665	622							
43	1000	963	899	835	782	729	676	628							
44	1005	968	904	841	787	734	681	633							
45	1021	984	920	857	803	745	692	644							
46	1032	995	931	867	809	755	697	654							
47	1043	1005	942	878	819	761	708	660							
48	1059	1021	952	883	830	771	713	665							
49	1069	1032	963	894	835	782	724	676							
50	1080	1043	974	904	846	787	729	681							
51	1091	1053	984	915	857	798	739	692							
52	1096	1059	990	920	862	803	745	692							
53	1112	1069	1000	931	872	809	750	702							
54	1123	1080	1011	942	878	819	761	708							
55	1138	1101	1027	952	894	830	771	718							
56	1160	1117	1043	968	910	846	782	729							
57	1181	1138	1064	990	926	862	798	745							
58	1218	1170	1096	1021	952	888	825	766							
59	1266	1218	1138	1059	990	920	857	798							
60	1319	1271	1186	1101	1032	963	888	830							
61	1357	1309	1224	1138	1064	990	920	857							
62	1389	1335	1250	1165	1085	1011	936	878							
63	1410	1362	1271	1181	1107	1032	952	888							
64	1442	1389	1298	1208	1128	1053	974	910							
65	1468	1415	1325	1234	1154	1075	995	926							
66	1511	1458	1362	1266	1186	1101	1021	952							
67	1569	1516	1415	1314	1229	1144	1064	990							
68	1628	1569	1468	1367	1277	1192	1101	1027							
69	1686	1628	1522	1415	1325	1234	1144	1064							
70	1750	1686	1575	1463	1373	1277	1181	1101							
71	1809	1740	1628	1516	1415	1319	1224	1138							
72	1867	1798	1681	1564	1463	1362	1261	1176							
73	1926	1857	1734	1612	1511	1404	1303	1213							
74	1984	1915	1788	1660	1553	1447	1341	1250							
75	2043	1968	1841	1713	1601	1490	1383	1287							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

**PERSONAL AUTO MANUAL
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NORTH CAROLINA (32)

TERRITORY 130

FULL COVERAGE COMPREHENSIVE (001)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	
1	59	57	55	54	52	50	48	45	1	54	50	48	45	1	16
2	77	75	73	72	68	64	63	61	2	73	70	68	61	2	20
3	97	95	91	88	84	81	79	75	3	84	79	77	70	3	27
4	111	109	106	102	98	95	91	86	4	91	88	84	77	4	32
5	124	122	118	115	109	106	102	97	5	106	100	95	88	5	38
6	138	134	131	127	122	116	113	107	6	118	111	107	98	6	50
7	152	149	145	141	134	129	125	118	7	129	122	116	107	7	61
8	163	161	156	150	145	138	134	127	8	140	132	127	116	8	72
10	177	174	168	163	156	150	145	138	10	150	143	138	125	10	91
11	188	184	179	174	166	159	154	147	11	163	156	149	136	11	111
12	197	193	188	183	175	166	161	154	12	179	170	163	149	12	129
13	204	200	195	190	181	174	168	159	13	192	181	174	159	13	152
14	215	209	204	199	190	181	175	166	14	206	197	188	172	14	179
15	224	220	213	206	199	190	183	175	15	227	217	208	190	15	217
16	233	229	222	215	206	197	192	183	16	251	236	227	208	16	263
17	242	238	231	224	215	206	199	190	17	276	263	252	231	17	315
18	252	247	240	233	224	213	206	197	18	301	286	274	251	18	376
19	260	254	247	240	229	220	213	202	19	329	313	301	274	19	449
20	267	261	254	247	236	226	218	208	20	365	345	331	304	20	533
21	276	270	263	256	245	234	226	217	21	405	385	369	338	21	737
22	285	279	270	261	251	240	233	222	22	458	435	417	381		
23	294	288	279	270	260	249	240	229	23	512	487	467	428		
24	301	295	286	277	267	254	247	234	24	594	564	541	494		
25	310	304	295	286	274	263	254	242	25	730	693	664	609		
26	320	313	304	295	283	270	261	249	26	897	850	816	746		
27	329	322	313	304	292	279	270	258							
28	340	333	324	315	301	288	279	265							
29	351	345	335	324	311	297	288	274							
30	362	354	344	333	320	306	295	281							
31	372	365	354	344	329	315	304	290							
32	383	376	365	354	340	326	313	299							
33	396	387	376	365	349	335	324	308							
34	405	396	385	374	358	342	331	315							
35	413	406	394	381	367	351	338	322							
36	424	417	405	392	376	360	347	331							
37	440	431	419	406	390	372	360	344							
38	456	448	435	422	405	387	374	356							
39	473	464	449	435	417	399	387	369							
40	487	478	464	449	431	413	399	379							
41	503	494	480	465	446	428	412	394							
42	519	508	494	480	460	440	424	405							
43	533	524	508	492	473	453	437	417							
44	550	539	523	507	487	465	449	428							
45	564	553	537	521	499	478	462	440							
46	584	571	555	539	516	494	478	455							
47	601	591	573	555	533	510	492	469							
48	621	609	591	573	550	526	508	485							
49	639	627	609	591	566	542	523	499							
50	655	643	625	607	582	557	537	512							
51	675	662	643	623	598	573	553	526							
52	693	680	661	641	614	587	567	542							
53	711	696	677	657	630	601	582	555							
54	739	725	703	682	653	627	605	576							
55	775	759	737	716	686	657	634	605							
56	816	800	777	754	723	691	668	637							
57	861	845	820	795	763	730	705	673							

TERRITORY 130

FULL COVERAGE COMPREHENSIVE (001)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	
58	929	911	884	857	822	788	761	725							
59	1029	1010	981	952	913	874	843	804							
60	1140	1119	1087	1054	1011	967	934	891							
61	1246	1223	1187	1151	1104	1056	1020	974							
62	1344	1317	1280	1242	1190	1138	1101	1049							
63	1443	1416	1375	1334	1278	1224	1181	1128							
64	1541	1513	1468	1423	1366	1307	1262	1203							
65	1641	1609	1563	1516	1453	1391	1344	1282							
66	1790	1756	1704	1652	1584	1516	1466	1398							
67	1987	1949	1892	1835	1760	1684	1627	1552							
68	2184	2143	2080	2017	1935	1851	1788	1706							
69	2381	2336	2268	2200	2109	2019	1951	1860							
70	2579	2529	2456	2382	2284	2186	2112	2014							
71	2776	2723	2644	2565	2459	2354	2273	2168							
72	2973	2916	2832	2748	2633	2520	2436	2322							
73	3170	3111	3020	2928	2809	2687	2597	2476							
74	3369	3304	3208	3111	2984	2855	2758	2630							
75	3566	3498	3396	3294	3158	3022	2919	2785							
(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.															
(b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.															
(c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.															

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	
1	262	251	235	219	203	192	176	166	1	203	187	176	144	1	69
2	347	336	315	294	272	256	235	219	2	230	214	198	166	2	85
3	379	363	342	320	299	278	256	240	3	267	246	230	192	3	107
4	443	427	401	374	347	326	299	283	4	288	267	251	208	4	117
5	486	470	438	406	379	352	331	304	5	310	288	267	219	5	139
6	507	491	459	427	401	374	347	320	6	326	299	278	230	6	150
7	534	513	481	449	417	390	363	336	7	336	315	294	240	7	166
8	555	539	502	465	438	406	379	352	8	352	326	304	251	8	198
10	577	555	518	481	449	422	390	363	10	379	347	326	267	10	230
11	593	571	534	497	465	433	401	374	11	395	363	342	283	11	251
12	614	593	555	518	481	449	417	390	12	406	374	352	288	12	278
13	635	609	571	534	497	465	427	401	13	422	390	363	299	13	299
14	651	630	587	545	513	475	443	411	14	449	411	384	320	14	331
15	662	641	598	555	518	486	449	417	15	470	438	406	336	15	358
16	668	646	603	561	523	491	454	422	16	491	454	422	347	16	395
17	684	657	614	571	534	497	459	433	17	507	470	438	363	17	417
18	700	673	630	587	550	513	475	443	18	534	497	465	379	18	454
19	710	684	641	598	555	518	481	449	19	561	518	486	401	19	481
20	732	705	657	609	571	534	491	459	20	577	534	497	411	20	513
21	748	721	673	625	587	545	507	470	21	603	555	518	427	21	582
22	758	732	684	635	593	555	513	481	22	635	587	550	454		
23	769	742	694	646	603	561	523	486	23	657	609	571	470		
24	790	758	710	662	619	577	534	497	24	689	635	593	491		
25	796	764	716	668	625	582	539	502	25	742	689	641	529		
26	806	780	726	673	630	587	545	507	26	806	748	700	577		
27	817	790	737	684	641	598	555	518							
28	822	796	742	689	646	603	555	518							
29	838	806	753	700	657	609	566	529							

**PERSONAL AUTO MANUAL
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NORTH CAROLINA (32)

TERRITORY 130

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	
30	844	812	758	705	662	614	571	529							
31	854	822	769	716	668	625	577	539							
32	870	838	785	732	684	635	587	550							
33	881	849	796	742	694	646	598	555							
34	897	865	806	748	700	651	603	566							
35	908	876	817	758	710	662	614	571							
36	918	886	828	769	721	673	619	582							
37	935	902	844	785	732	684	635	593							
38	951	913	854	796	742	694	641	598							
39	956	918	860	801	748	694	646	603							
40	967	929	870	812	758	705	651	609							
41	977	945	881	817	769	716	662	619							
42	988	956	892	828	774	721	668	625							
43	1004	967	902	838	785	732	678	630							
44	1009	972	908	844	790	737	684	635							
45	1025	988	924	860	806	748	694	646							
46	1036	999	935	870	812	758	700	657							
47	1047	1009	945	881	822	764	710	662							
48	1063	1025	956	886	833	774	716	668							
49	1073	1036	967	897	838	785	726	678							
50	1084	1047	977	908	849	790	732	684							
51	1095	1057	988	918	860	801	742	694							
52	1100	1063	993	924	865	806	748	694							
53	1116	1073	1004	935	876	812	753	705							
54	1127	1084	1015	945	881	822	764	710							
55	1143	1105	1031	956	897	833	774	721							
56	1164	1121	1047	972	913	849	785	732							
57	1185	1143	1068	993	929	865	801	748							
58	1223	1175	1100	1025	956	892	828	769							
59	1271	1223	1143	1063	993	924	860	801							
60	1324	1276	1191	1105	1036	967	892	833							
61	1362	1314	1228	1143	1068	993	924	860							
62	1394	1340	1255	1169	1089	1015	940	881							
63	1415	1367	1276	1185	1111	1036	956	892							
64	1447	1394	1303	1212	1132	1057	977	913							
65	1474	1420	1330	1239	1159	1079	999	929							
66	1517	1463	1367	1271	1191	1105	1025	956							
67	1575	1522	1420	1319	1234	1148	1068	993							
68	1634	1575	1474	1372	1282	1196	1105	1031							
69	1693	1634	1527	1420	1330	1239	1148	1068							
70	1757	1693	1581	1469	1378	1282	1185	1105							
71	1816	1746	1634	1522	1420	1324	1228	1143							
72	1874	1805	1687	1570	1469	1367	1266	1180							
73	1933	1864	1741	1618	1517	1410	1308	1218							
74	1992	1922	1794	1666	1559	1452	1346	1255							
75	2051	1976	1848	1719	1607	1495	1388	1292							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

TERRITORY 140

FULL COVERAGE COMPREHENSIVE (001)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
1	48	46	45	44	42	41	39	36	1	44	41	39	36	1	13
2	62	61	59	58	55	52	51	49	2	59	57	55	49	2	16
3	78	77	74	71	68	65	64	61	3	68	64	62	57	3	22
4	90	88	86	83	80	77	74	70	4	74	71	68	62	4	26
5	100	99	96	93	88	86	83	78	5	86	81	77	71	5	30
6	112	109	106	103	99	94	91	87	6	96	90	87	80	6	41
7	123	120	117	115	109	104	102	96	7	104	99	94	87	7	49
8	132	131	126	122	117	112	109	103	8	113	107	103	94	8	58
10	144	141	136	132	126	122	117	112	10	122	116	112	102	10	74
11	152	149	145	141	135	129	125	119	11	132	126	120	110	11	90
12	160	157	152	148	142	135	131	125	12	145	138	132	120	12	104
13	165	162	158	154	146	141	136	129	13	155	146	141	129	13	123
14	174	170	165	161	154	146	142	135	14	167	160	152	139	14	145
15	181	178	173	167	161	154	148	142	15	184	175	168	154	15	175
16	189	186	180	174	167	160	155	148	16	203	191	184	168	16	213
17	196	193	187	181	174	167	161	154	17	223	213	204	187	17	255
18	204	200	194	189	181	173	167	160	18	244	232	222	203	18	305
19	210	206	200	194	186	178	173	164	19	267	254	244	222	19	364
20	216	212	206	200	191	183	177	168	20	296	280	268	247	20	432
21	223	219	213	207	199	190	183	175	21	328	312	299	274	21	597
22	231	226	219	212	203	194	189	180	22	371	352	338	309		
23	238	233	226	219	210	202	194	186	23	415	394	378	347		
24	244	239	232	225	216	206	200	190	24	481	457	438	400		
25	251	247	239	232	222	213	206	196	25	592	561	538	493		
26	260	254	247	239	229	219	212	202	26	726	689	661	605		
27	267	261	254	247	236	226	219	209							
28	276	270	262	255	244	233	226	215							
29	284	280	271	262	252	241	233	222							
30	293	287	278	270	260	248	239	228							
31	302	296	287	278	267	255	247	235							
32	310	305	296	287	276	264	254	242							
33	320	313	305	296	283	271	262	249							
34	328	320	312	303	290	277	268	255							
35	335	329	319	309	297	284	274	261							
36	344	338	328	318	305	291	281	268							
37	357	349	339	329	316	302	291	278							
38	370	363	352	342	328	313	303	289							
39	383	376	364	352	338	323	313	299							
40	394	387	376	364	349	335	323	307							
41	407	400	389	377	361	347	334	319							
42	421	412	400	389	373	357	344	328							
43	432	425	412	399	383	367	354	338							
44	445	436	423	410	394	377	364	347							
45	457	448	435	422	405	387	374	357							
46	473	463	450	436	418	400	387	368							
47	487	479	464	450	432	413	399	380							
48	503	493	479	464	445	426	412	393							
49	518	508	493	479	458	439	423	405							
50	531	521	506	492	471	451	435	415							
51	547	537	521	505	484	464	448	426							
52	561	551	535	519	497	476	460	439							
53	576	564	548	532	510	487	471	450							
54	599	587	570	552	529	508	490	467							
55	628	615	597	580	555	532	513	490							
56	661	648	629	610	586	560	541	516							
57	697	684	664	644	618	592	571	545							

**PERSONAL AUTO MANUAL
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NORTH CAROLINA (32)

TERRITORY 140

FULL COVERAGE COMPREHENSIVE (001)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	
58	753	738	716	695	666	638	616	587							
59	834	818	795	771	740	708	683	651							
60	924	906	880	854	819	783	757	722							
61	1009	990	961	932	895	856	827	789							
62	1089	1067	1037	1006	964	922	892	850							
63	1169	1147	1114	1080	1035	992	957	914							
64	1248	1225	1189	1153	1106	1059	1022	974							
65	1330	1304	1266	1228	1177	1127	1089	1038							
66	1450	1422	1380	1338	1283	1228	1188	1132							
67	1610	1579	1533	1486	1425	1364	1318	1257							
68	1769	1736	1685	1634	1567	1499	1449	1382							
69	1929	1892	1837	1782	1708	1636	1581	1507							
70	2089	2049	1989	1930	1850	1770	1711	1631							
71	2249	2205	2142	2078	1992	1907	1842	1756							
72	2408	2362	2294	2226	2133	2042	1973	1881							
73	2568	2520	2446	2372	2275	2176	2104	2005							
74	2729	2677	2598	2520	2417	2313	2234	2130							
75	2888	2833	2751	2668	2558	2448	2365	2256							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	
1	286	274	257	239	222	210	192	181	1	222	204	192	157	1	76
2	379	367	344	321	297	280	257	239	2	251	233	216	181	2	93
3	414	396	373	350	326	303	280	262	3	292	268	251	210	3	117
4	484	466	437	408	379	356	326	309	4	315	292	274	227	4	128
5	531	513	478	443	414	385	361	332	5	338	315	292	239	5	152
6	554	536	501	466	437	408	379	350	6	356	326	303	251	6	163
7	583	560	525	490	455	426	396	367	7	367	344	321	262	7	181
8	606	589	548	507	478	443	414	385	8	385	356	332	274	8	216
10	630	606	566	525	490	461	426	396	10	414	379	356	292	10	251
11	647	624	583	542	507	472	437	408	11	431	396	373	309	11	274
12	670	647	606	566	525	490	455	426	12	443	408	385	315	12	303
13	694	665	624	583	542	507	466	437	13	461	426	396	326	13	326
14	711	688	641	595	560	519	484	449	14	490	449	420	350	14	361
15	723	700	653	606	566	531	490	455	15	513	478	443	367	15	391
16	729	705	659	612	571	536	496	461	16	536	496	461	379	16	431
17	746	717	670	624	583	542	501	472	17	554	513	478	396	17	455
18	764	735	688	641	600	560	519	484	18	583	542	507	414	18	496
19	775	746	700	653	606	566	525	490	19	612	566	531	437	19	525
20	799	770	717	665	624	583	536	501	20	630	583	542	449	20	560
21	816	787	735	682	641	595	554	513	21	659	606	566	466	21	635
22	828	799	746	694	647	606	560	525	22	694	641	600	496		
23	840	810	758	705	659	612	571	531	23	717	665	624	513		
24	863	828	775	723	676	630	583	542	24	752	694	647	536		
25	869	834	781	729	682	635	589	548	25	810	752	700	577		
26	880	851	793	735	688	641	595	554	26	880	816	764	630		
27	892	863	805	746	700	653	606	566							
28	898	869	810	752	705	659	606	566							
29	915	880	822	764	717	665	618	577							

TERRITORY 140

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
30	921	886	828	770	723	670	624	577							
31	933	898	840	781	729	682	630	589							
32	950	915	857	799	746	694	641	600							
33	962	927	869	810	758	705	653	606							
34	979	944	880	816	764	711	659	618							
35	991	956	892	828	775	723	670	624							
36	1003	968	904	840	787	735	676	635							
37	1020	985	921	857	799	746	694	647							
38	1038	997	933	869	810	758	700	653							
39	1044	1003	939	875	816	758	705	659							
40	1055	1014	950	886	828	770	711	665							
41	1067	1032	962	892	840	781	723	676							
42	1079	1044	974	904	845	787	729	682							
43	1096	1055	985	915	857	799	740	688							
44	1102	1061	991	921	863	805	746	694							
45	1119	1079	1009	939	880	816	758	705							
46	1131	1090	1020	950	886	828	764	717							
47	1143	1102	1032	962	898	834	775	723							
48	1160	1119	1044	968	909	845	781	729							
49	1172	1131	1055	979	915	857	793	740							
50	1183	1143	1067	991	927	863	799	746							
51	1195	1154	1079	1003	939	875	810	758							
52	1201	1160	1084	1009	944	880	816	758							
53	1218	1172	1096	1020	956	886	822	770							
54	1230	1183	1108	1032	962	898	834	775							
55	1248	1207	1125	1044	979	909	845	787							
56	1271	1224	1143	1061	997	927	857	799							
57	1294	1248	1166	1084	1014	944	875	816							
58	1335	1283	1201	1119	1044	974	904	840							
59	1388	1335	1248	1160	1084	1009	939	875							
60	1446	1393	1300	1207	1131	1055	974	909							
61	1487	1434	1341	1248	1166	1084	1009	939							
62	1522	1463	1370	1277	1189	1108	1026	962							
63	1545	1492	1393	1294	1213	1131	1044	974							
64	1580	1522	1423	1323	1236	1154	1067	997							
65	1609	1551	1452	1353	1265	1178	1090	1014							
66	1656	1597	1492	1388	1300	1207	1119	1044							
67	1720	1662	1551	1440	1347	1253	1166	1084							
68	1784	1720	1609	1498	1399	1306	1207	1125							
69	1848	1784	1667	1551	1452	1353	1253	1166							
70	1918	1848	1726	1603	1504	1399	1294	1207							
71	1982	1906	1784	1662	1551	1446	1341	1248							
72	2046	1971	1842	1714	1603	1492	1382	1288							
73	2110	2035	1901	1766	1656	1539	1428	1329							
74	2175	2099	1959	1819	1702	1586	1469	1370							
75	2239	2157	2017	1877	1755	1632	1516	1411							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

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NORTH CAROLINA (32)

TERRITORY 150

FULL COVERAGE COMPREHENSIVE (001)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	
1	43	41	40	39	37	36	35	32	1	39	36	35	32	1	12
2	55	54	53	52	49	46	45	44	2	53	50	49	44	2	14
3	70	68	66	63	61	58	57	54	3	61	57	55	50	3	19
4	80	79	76	74	71	68	66	62	4	66	63	61	55	4	23
5	89	88	85	83	79	76	74	70	5	76	72	68	63	5	27
6	99	97	94	92	88	84	81	77	6	85	80	77	71	6	36
7	110	107	104	102	97	93	90	85	7	93	88	84	77	7	44
8	117	116	112	108	104	99	97	92	8	101	95	92	84	8	52
10	128	125	121	117	112	108	104	99	10	108	103	99	90	10	66
11	135	133	129	125	120	115	111	106	11	117	112	107	98	11	80
12	142	139	135	132	126	120	116	111	12	129	123	117	107	12	93
13	147	144	141	137	130	125	121	115	13	138	130	125	115	13	110
14	155	151	147	143	137	130	126	120	14	148	142	135	124	14	129
15	161	159	154	148	143	137	132	126	15	164	156	150	137	15	156
16	168	165	160	155	148	142	138	132	16	181	170	164	150	16	190
17	174	172	166	161	155	148	143	137	17	199	190	182	166	17	227
18	182	178	173	168	161	154	148	142	18	217	206	197	181	18	271
19	187	183	178	173	165	159	154	146	19	237	226	217	197	19	324
20	192	188	183	178	170	163	157	150	20	263	249	239	219	20	384
21	199	195	190	184	177	169	163	156	21	292	277	266	244	21	531
22	205	201	195	188	181	173	168	160	22	330	313	301	275		
23	212	208	201	195	187	179	173	165	23	369	351	337	308		
24	217	213	206	200	192	183	178	169	24	428	406	390	356		
25	223	219	213	206	197	190	183	174	25	526	499	479	439		
26	231	226	219	213	204	195	188	179	26	646	613	588	538		
27	237	232	226	219	210	201	195	186							
28	245	240	233	227	217	208	201	191							
29	253	249	241	233	224	214	208	197							
30	261	255	248	240	231	221	213	203							
31	268	263	255	248	237	227	219	209							
32	276	271	263	255	245	235	226	215							
33	285	279	271	263	252	241	233	222							
34	292	285	277	270	258	246	239	227							
35	298	293	284	275	264	253	244	232							
36	306	301	292	283	271	259	250	239							
37	317	311	302	293	281	268	259	248							
38	329	323	313	304	292	279	270	257							
39	341	334	324	313	301	288	279	266							
40	351	344	334	324	311	298	288	273							
41	362	356	346	335	321	308	297	284							
42	374	366	356	346	332	317	306	292							
43	384	378	366	355	341	326	315	301							
44	396	388	377	365	351	335	324	308							
45	406	399	387	375	360	344	333	317							
46	421	412	400	388	372	356	344	328							
47	433	426	413	400	384	368	355	338							
48	448	439	426	413	396	379	366	350							
49	461	452	439	426	408	391	377	360							
50	472	463	450	437	419	401	387	369							
51	486	477	463	449	431	413	399	379							
52	499	490	476	462	442	423	409	391							
53	512	502	488	473	454	433	419	400							
54	533	522	507	491	471	452	436	415							
55	559	547	531	516	494	473	457	436							
56	588	577	560	543	521	498	481	459							
57	620	609	591	573	550	526	508	485							

TERRITORY 150

FULL COVERAGE COMPREHENSIVE (001)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
58	670	657	637	618	592	568	548	522							
59	742	728	707	686	658	630	608	579							
60	822	806	783	760	729	697	673	642							
61	898	881	855	829	796	761	735	702							
62	969	949	922	895	858	820	793	756							
63	1040	1020	991	961	921	882	851	813							
64	1111	1090	1058	1026	984	942	909	867							
65	1183	1160	1126	1093	1047	1002	969	924							
66	1290	1265	1228	1191	1142	1093	1057	1007							
67	1432	1405	1364	1322	1268	1214	1173	1118							
68	1574	1544	1499	1454	1394	1334	1289	1229							
69	1716	1683	1634	1585	1520	1455	1406	1340							
70	1859	1823	1770	1717	1646	1575	1522	1451							
71	2001	1962	1905	1849	1772	1696	1638	1562							
72	2143	2101	2041	1980	1898	1816	1756	1673							
73	2285	2242	2176	2110	2024	1936	1872	1784							
74	2428	2381	2312	2242	2150	2058	1988	1895							
75	2570	2521	2447	2374	2276	2178	2104	2007							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
1	263	252	236	220	204	193	177	166	1	204	188	177	145	1	70
2	349	338	317	295	274	258	236	220	2	231	215	199	166	2	86
3	381	365	344	322	301	279	258	242	3	269	247	231	193	3	107
4	446	430	403	376	349	328	301	285	4	290	269	252	209	4	118
5	489	473	440	408	381	354	333	306	5	311	290	269	220	5	140
6	510	494	462	430	403	376	349	322	6	328	301	279	231	6	150
7	537	516	483	451	419	392	365	338	7	338	317	295	242	7	166
8	558	542	505	467	440	408	381	354	8	354	328	306	252	8	199
10	580	558	521	483	451	424	392	365	10	381	349	328	269	10	231
11	596	575	537	499	467	435	403	376	11	397	365	344	285	11	252
12	618	596	558	521	483	451	419	392	12	408	376	354	290	12	279
13	639	612	575	537	499	467	430	403	13	424	392	365	301	13	301
14	655	634	591	548	516	478	446	413	14	451	413	387	322	14	333
15	666	644	601	558	521	489	451	419	15	473	440	408	338	15	360
16	671	650	607	564	526	494	456	424	16	494	456	424	349	16	397
17	687	661	618	575	537	499	462	435	17	510	473	440	365	17	419
18	703	677	634	591	553	516	478	446	18	537	499	467	381	18	456
19	714	687	644	601	558	521	483	451	19	564	521	489	403	19	483
20	736	709	661	612	575	537	494	462	20	580	537	499	413	20	516
21	752	725	677	628	591	548	510	473	21	607	558	521	430	21	585
22	763	736	687	639	596	558	516	483	22	639	591	553	456		
23	773	746	698	650	607	564	526	489	23	661	612	575	473		
24	795	763	714	666	623	580	537	499	24	693	639	596	494		
25	800	768	720	671	628	585	542	505	25	746	693	644	532		
26	811	784	730	677	634	591	548	510	26	811	752	703	580		
27	822	795	741	687	644	601	558	521							
28	827	800	746	693	650	607	558	521							
29	843	811	757	703	661	612	569	532							

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NORTH CAROLINA (32)

TERRITORY 150

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
30	848	816	763	709	666	618	575	532							
31	859	827	773	720	671	628	580	542							
32	875	843	789	736	687	639	591	553							
33	886	854	800	746	698	650	601	558							
34	902	870	811	752	703	655	607	569							
35	913	881	822	763	714	666	618	575							
36	924	891	832	773	725	677	623	585							
37	940	908	848	789	736	687	639	596							
38	956	918	859	800	746	698	644	601							
39	961	924	865	806	752	698	650	607							
40	972	934	875	816	763	709	655	612							
41	983	950	886	822	773	720	666	623							
42	993	961	897	832	779	725	671	628							
43	1010	972	908	843	789	736	682	634							
44	1015	977	913	848	795	741	687	639							
45	1031	993	929	865	811	752	698	650							
46	1042	1004	940	875	816	763	703	661							
47	1053	1015	950	886	827	768	714	666							
48	1069	1031	961	891	838	779	720	671							
49	1079	1042	972	902	843	789	730	682							
50	1090	1053	983	913	854	795	736	687							
51	1101	1063	993	924	865	806	746	698							
52	1106	1069	999	929	870	811	752	698							
53	1122	1079	1010	940	881	816	757	709							
54	1133	1090	1020	950	886	827	768	714							
55	1149	1112	1036	961	902	838	779	725							
56	1171	1128	1053	977	918	854	789	736							
57	1192	1149	1074	999	934	870	806	752							
58	1230	1181	1106	1031	961	897	832	773							
59	1278	1230	1149	1069	999	929	865	806							
60	1332	1283	1198	1112	1042	972	897	838							
61	1369	1321	1235	1149	1074	999	929	865							
62	1402	1348	1262	1176	1095	1020	945	886							
63	1423	1375	1283	1192	1117	1042	961	897							
64	1455	1402	1310	1219	1138	1063	983	918							
65	1482	1428	1337	1246	1165	1085	1004	934							
66	1525	1471	1375	1278	1198	1112	1031	961							
67	1584	1530	1428	1326	1240	1155	1074	999							
68	1643	1584	1482	1380	1289	1203	1112	1036							
69	1702	1643	1536	1428	1337	1246	1155	1074							
70	1767	1702	1590	1477	1385	1289	1192	1112							
71	1826	1756	1643	1530	1428	1332	1235	1149							
72	1885	1815	1697	1579	1477	1375	1273	1187							
73	1944	1874	1751	1627	1525	1418	1316	1224							
74	2003	1933	1804	1675	1568	1461	1353	1262							
75	2062	1987	1858	1729	1616	1504	1396	1300							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

TERRITORY 170

FULL COVERAGE COMPREHENSIVE (001)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990- 2007	Symbol	1989 & Prior
(a)									(b)					(c)	
1	34	33	32	31	30	29	28	26	1	31	29	28	26	1	9
2	44	43	42	41	39	37	36	35	2	42	40	39	35	2	11
3	55	54	52	50	48	46	45	43	3	48	45	44	40	3	15
4	63	62	60	58	56	54	52	49	4	52	50	48	44	4	18
5	70	69	67	65	62	60	58	55	5	60	57	54	50	5	21
6	79	77	74	72	69	66	64	61	6	67	63	61	56	6	29
7	87	85	83	81	77	73	71	67	7	73	69	66	61	7	35
8	93	92	89	86	83	79	77	72	8	80	75	72	66	8	41
10	101	99	96	93	89	86	83	79	10	86	82	79	71	10	52
11	107	105	102	99	95	91	88	84	11	93	89	85	78	11	63
12	112	110	107	104	100	95	92	88	12	102	97	93	85	12	73
13	116	114	111	108	103	99	96	91	13	109	103	99	91	13	87
14	122	119	116	113	108	103	100	95	14	117	112	107	98	14	102
15	128	125	121	117	113	108	104	100	15	130	123	118	108	15	123
16	133	131	126	122	117	112	109	104	16	143	135	130	118	16	150
17	138	136	132	128	122	117	113	108	17	157	150	144	132	17	180
18	144	141	137	133	128	121	117	112	18	171	163	156	143	18	214
19	148	145	141	137	131	125	121	115	19	188	179	171	156	19	256
20	152	149	145	141	135	129	124	118	20	208	197	189	173	20	304
21	157	154	150	146	140	134	129	123	21	231	219	210	193	21	420
22	162	159	154	149	143	137	133	126	22	261	248	238	217		
23	167	164	159	154	148	142	137	131	23	292	277	266	244		
24	171	168	163	158	152	145	141	134	24	339	321	308	282		
25	176	173	168	163	156	150	145	138	25	416	395	378	347		
26	183	179	173	168	161	154	149	142	26	511	485	465	425		
27	188	184	179	173	166	159	154	147							
28	194	190	185	180	171	164	159	151							
29	200	197	191	185	177	169	164	156							
30	206	202	196	190	183	174	168	160							
31	212	208	202	196	188	180	173	165							
32	218	214	208	202	194	186	179	170							
33	225	220	214	208	199	191	185	175							
34	231	225	219	213	204	195	189	180							
35	236	232	224	217	209	200	193	184							
36	242	238	231	223	214	205	198	189							
37	251	246	239	232	222	212	205	196							
38	260	255	248	241	231	220	213	203							
39	269	264	256	248	238	227	220	210							
40	277	272	264	256	246	236	227	216							
41	287	282	273	265	254	244	235	224							
42	296	290	282	273	262	251	242	231							
43	304	299	290	281	269	258	249	238							
44	313	307	298	289	277	265	256	244							
45	321	315	306	297	285	272	263	251							
46	333	325	316	307	294	282	272	259							
47	343	337	326	316	304	291	281	267							
48	354	347	337	326	313	300	290	276							
49	364	357	347	337	322	309	298	285							
50	373	366	356	346	332	317	306	292							
51	385	377	366	355	341	326	315	300							
52	395	388	376	365	350	335	323	309							
53	405	397	386	374	359	343	332	316							
54	421	413	401	389	372	357	345	328							
55	442	432	420	408	391	374	361	345							
56	465	456	443	429	412	394	380	363							
57	491	481	467	453	435	416	402	384							

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NORTH CAROLINA (32)

TERRITORY 170

FULL COVERAGE COMPREHENSIVE (001)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	Prior
58	529	519	504	489	468	449	434	413							
59	587	575	559	543	520	498	480	458							
60	650	638	619	601	576	551	532	508							
61	710	697	676	656	629	602	581	555							
62	766	751	729	708	678	649	627	598							
63	822	807	783	760	728	698	673	643							
64	878	862	836	811	778	745	719	685							
65	935	917	890	864	828	793	766	730							
66	1020	1001	971	941	903	864	835	797							
67	1132	1111	1078	1046	1003	960	927	884							
68	1244	1221	1185	1150	1103	1055	1019	972							
69	1357	1331	1292	1254	1202	1151	1112	1060							
70	1470	1441	1399	1358	1302	1245	1204	1148							
71	1582	1551	1507	1462	1401	1341	1295	1235							
72	1694	1662	1614	1566	1500	1436	1388	1323							
73	1806	1773	1721	1669	1600	1531	1480	1411							
74	1920	1883	1828	1773	1700	1627	1572	1498							
75	2032	1993	1935	1877	1799	1722	1664	1587							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	Prior
1	240	230	215	200	186	176	161	152	1	186	171	161	132	1	64
2	318	308	289	269	249	235	215	200	2	210	196	181	152	2	78
3	347	333	313	293	274	254	235	220	3	245	225	210	176	3	98
4	406	391	367	342	318	298	274	259	4	264	245	230	191	4	108
5	445	430	401	372	347	323	303	279	5	284	264	245	200	5	127
6	465	450	421	391	367	342	318	293	6	298	274	254	210	6	137
7	489	469	440	411	381	357	333	308	7	308	289	269	220	7	152
8	509	494	460	425	401	372	347	323	8	323	298	279	230	8	181
10	528	509	474	440	411	386	357	333	10	347	318	298	245	10	210
11	543	523	489	455	425	396	367	342	11	362	333	313	259	11	230
12	562	543	509	474	440	411	381	357	12	372	342	323	264	12	254
13	582	557	523	489	455	425	391	367	13	386	357	333	274	13	274
14	597	577	538	499	469	435	406	377	14	411	377	352	293	14	303
15	606	587	548	509	474	445	411	381	15	430	401	372	308	15	328
16	611	592	553	513	479	450	416	386	16	450	416	386	318	16	362
17	626	601	562	523	489	455	421	396	17	465	430	401	333	17	381
18	641	616	577	538	504	469	435	406	18	489	455	425	347	18	416
19	650	626	587	548	509	474	440	411	19	513	474	445	367	19	440
20	670	645	601	557	523	489	450	421	20	528	489	455	377	20	469
21	685	660	616	572	538	499	465	430	21	553	509	474	391	21	533
22	694	670	626	582	543	509	469	440	22	582	538	504	416		
23	704	680	636	592	553	513	479	445	23	601	557	523	430		
24	724	694	650	606	567	528	489	455	24	631	582	543	450		
25	729	699	655	611	572	533	494	460	25	680	631	587	484		
26	738	714	665	616	577	538	499	465	26	738	685	641	528		
27	748	724	675	626	587	548	509	474							
28	753	729	680	631	592	553	509	474							
29	768	738	689	641	601	557	518	484							

TERRITORY 170

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
30	773	743	694	645	606	562	523	484							
31	782	753	704	655	611	572	528	494							
32	797	768	719	670	626	582	538	504							
33	807	778	729	680	636	592	548	509							
34	822	792	738	685	641	597	553	518							
35	831	802	748	694	650	606	562	523							
36	841	812	758	704	660	616	567	533							
37	856	826	773	719	670	626	582	543							
38	870	836	782	729	680	636	587	548							
39	875	841	787	734	685	636	592	553							
40	885	851	797	743	694	645	597	557							
41	895	866	807	748	704	655	606	567							
42	905	875	817	758	709	660	611	572							
43	919	885	826	768	719	670	621	577							
44	924	890	831	773	724	675	626	582							
45	939	905	846	787	738	685	636	592							
46	949	914	856	797	743	694	641	601							
47	958	924	866	807	753	699	650	606							
48	973	939	875	812	763	709	655	611							
49	983	949	885	822	768	719	665	621							
50	993	958	895	831	778	724	670	626							
51	1002	968	905	841	787	734	680	636							
52	1007	973	910	846	792	738	685	636							
53	1022	983	919	856	802	743	689	645							
54	1032	993	929	866	807	753	699	650							
55	1046	1012	944	875	822	763	709	660							
56	1066	1027	958	890	836	778	719	670							
57	1086	1046	978	910	851	792	734	685							
58	1120	1076	1007	939	875	817	758	704							
59	1164	1120	1046	973	910	846	787	734							
60	1213	1169	1090	1012	949	885	817	763							
61	1247	1203	1125	1046	978	910	846	787							
62	1276	1227	1149	1071	998	929	861	807							
63	1296	1252	1169	1086	1017	949	875	817							
64	1325	1276	1193	1110	1037	968	895	836							
65	1350	1301	1218	1134	1061	988	914	851							
66	1389	1340	1252	1164	1090	1012	939	875							
67	1443	1394	1301	1208	1130	1051	978	910							
68	1496	1443	1350	1257	1174	1095	1012	944							
69	1550	1496	1399	1301	1218	1134	1051	978							
70	1609	1550	1447	1345	1262	1174	1086	1012							
71	1663	1599	1496	1394	1301	1213	1125	1046							
72	1716	1653	1545	1438	1345	1252	1159	1081							
73	1770	1707	1594	1482	1389	1291	1198	1115							
74	1824	1760	1643	1526	1428	1330	1232	1149							
75	1878	1809	1692	1575	1472	1369	1271	1183							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

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TERRITORY 180

FULL COVERAGE COMPREHENSIVE (001)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990- 2007	Symbol	1989 & Prior
(a)									(b)					(c)	
1	40	39	38	37	35	34	33	31	1	37	34	33	31	1	11
2	52	51	50	49	46	44	43	41	2	50	48	46	41	2	13
3	66	65	62	60	57	55	54	51	3	57	54	52	48	3	18
4	76	74	72	70	67	65	62	59	4	62	60	57	52	4	22
5	84	83	81	78	74	72	70	66	5	72	68	65	60	5	26
6	94	92	89	87	83	79	77	73	6	81	76	73	67	6	34
7	104	101	99	96	92	88	85	81	7	88	83	79	73	7	41
8	111	110	106	102	99	94	92	87	8	95	90	87	79	8	49
10	121	118	115	111	106	102	99	94	10	102	98	94	85	10	62
11	128	126	122	118	113	109	105	100	11	111	106	101	93	11	76
12	134	132	128	124	120	113	110	105	12	122	116	111	101	12	88
13	139	137	133	129	123	118	115	109	13	131	123	118	109	13	104
14	146	143	139	135	129	123	120	113	14	140	134	128	117	14	122
15	153	150	145	140	135	129	124	120	15	155	148	142	129	15	148
16	159	156	151	146	140	134	131	124	16	171	161	155	142	16	179
17	165	162	157	153	146	140	135	129	17	188	179	172	157	17	215
18	172	168	163	159	153	145	140	134	18	205	195	187	171	18	256
19	177	173	168	163	156	150	145	138	19	224	214	205	187	19	306
20	182	178	173	168	161	154	149	142	20	249	235	226	207	20	364
21	188	184	179	174	167	160	154	148	21	276	262	251	231	21	503
22	194	190	184	178	171	163	159	151	22	312	296	284	260		
23	200	196	190	184	177	170	163	156	23	349	332	318	292		
24	205	201	195	189	182	173	168	160	24	405	384	368	337		
25	211	207	201	195	187	179	173	165	25	498	472	453	415		
26	218	214	207	201	193	184	178	170	26	611	580	556	509		
27	224	220	214	207	199	190	184	176							
28	232	227	221	215	205	196	190	181							
29	239	235	228	221	212	203	196	187							
30	246	242	234	227	218	209	201	192							
31	254	249	242	234	224	215	207	198							
32	261	256	249	242	232	222	214	204							
33	270	264	256	249	238	228	221	210							
34	276	270	262	255	244	233	226	215							
35	282	277	268	260	250	239	231	220							
36	289	284	276	267	256	245	237	226							
37	300	294	285	277	266	254	245	234							
38	311	305	296	288	276	264	255	243							
39	322	316	306	296	284	272	264	251							
40	332	326	316	306	294	282	272	259							
41	343	337	327	317	304	292	281	268							
42	354	346	337	327	314	300	289	276							
43	364	357	346	336	322	309	298	284							
44	375	367	356	345	332	317	306	292							
45	384	377	366	355	340	326	315	300							
46	398	389	378	367	351	337	326	310							
47	410	403	390	378	364	348	336	320							
48	423	415	403	390	375	359	346	331							
49	436	427	415	403	386	370	356	340							
50	447	438	426	414	397	379	366	349							
51	460	451	438	425	407	390	377	359							
52	472	464	450	437	418	400	387	370							
53	484	475	461	448	429	410	397	378							
54	504	494	479	465	445	427	412	393							
55	528	517	503	488	467	448	432	412							
56	556	545	529	514	493	471	455	434							
57	587	576	559	542	520	498	481	459							

TERRITORY 180

FULL COVERAGE COMPREHENSIVE (001)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
58	633	621	603	584	560	537	519	494							
59	702	688	669	649	622	595	575	548							
60	777	763	741	719	689	659	637	608							
61	849	833	809	784	753	720	695	664							
62	916	898	872	847	811	776	750	715							
63	983	965	937	909	871	834	805	769							
64	1050	1031	1000	970	931	891	860	820							
65	1119	1097	1065	1033	991	948	916	874							
66	1220	1197	1161	1126	1080	1033	999	953							
67	1354	1329	1290	1251	1199	1148	1109	1058							
68	1488	1460	1418	1375	1319	1261	1219	1163							
69	1623	1592	1546	1499	1437	1376	1330	1268							
70	1758	1724	1674	1624	1557	1490	1440	1373							
71	1892	1856	1802	1748	1676	1604	1549	1477							
72	2026	1987	1930	1873	1795	1718	1660	1582							
73	2161	2120	2058	1996	1914	1831	1770	1687							
74	2296	2252	2186	2120	2034	1946	1880	1792							
75	2430	2384	2314	2245	2152	2059	1990	1898							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
1	339	325	304	283	263	249	228	214	1	263	242	228	187	1	90
2	449	435	408	380	352	332	304	283	2	297	276	256	214	2	111
3	491	470	442	415	387	359	332	311	3	346	318	297	249	3	138
4	574	553	518	484	449	422	387	366	4	373	346	325	269	4	152
5	629	608	567	525	491	456	428	394	5	401	373	346	283	5	180
6	656	636	594	553	518	484	449	415	6	422	387	359	297	6	193
7	691	663	622	580	539	504	470	435	7	435	408	380	311	7	214
8	719	698	650	601	567	525	491	456	8	456	422	394	325	8	256
10	746	719	670	622	580	546	504	470	10	491	449	422	346	10	297
11	767	739	691	643	601	560	518	484	11	511	470	442	366	11	325
12	795	767	719	670	622	580	539	504	12	525	484	456	373	12	359
13	822	788	739	691	643	601	553	518	13	546	504	470	387	13	387
14	843	815	760	705	663	615	574	532	14	580	532	498	415	14	428
15	857	829	774	719	670	629	580	539	15	608	567	525	435	15	463
16	864	836	781	726	677	636	587	546	16	636	587	546	449	16	511
17	884	850	795	739	691	643	594	560	17	656	608	567	470	17	539
18	905	871	815	760	712	663	615	574	18	691	643	601	491	18	587
19	919	884	829	774	719	670	622	580	19	726	670	629	518	19	622
20	947	912	850	788	739	691	636	594	20	746	691	643	532	20	663
21	967	933	871	808	760	705	656	608	21	781	719	670	553	21	753
22	981	947	884	822	767	719	663	622	22	822	760	712	587		
23	995	960	898	836	781	726	677	629	23	850	788	739	608		
24	1023	981	919	857	802	746	691	643	24	891	822	767	636		
25	1030	988	926	864	808	753	698	650	25	960	891	829	684		
26	1043	1009	940	871	815	760	705	656	26	1043	967	905	746		
27	1057	1023	954	884	829	774	719	670							
28	1064	1030	960	891	836	781	719	670							
29	1085	1043	974	905	850	788	732	684							

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RATE PAGES**

NORTH CAROLINA (32)

TERRITORY 180

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	
30	1092	1050	981	912	857	795	739	684							
31	1106	1064	995	926	864	808	746	698							
32	1126	1085	1016	947	884	822	760	712							
33	1140	1099	1030	960	898	836	774	719							
34	1161	1119	1043	967	905	843	781	732							
35	1175	1133	1057	981	919	857	795	739							
36	1189	1147	1071	995	933	871	802	753							
37	1209	1168	1092	1016	947	884	822	767							
38	1230	1182	1106	1030	960	898	829	774							
39	1237	1189	1113	1037	967	898	836	781							
40	1251	1202	1126	1050	981	912	843	788							
41	1265	1223	1140	1057	995	926	857	802							
42	1278	1237	1154	1071	1002	933	864	808							
43	1299	1251	1168	1085	1016	947	878	815							
44	1306	1258	1175	1092	1023	954	884	822							
45	1327	1278	1195	1113	1043	967	898	836							
46	1341	1292	1209	1126	1050	981	905	850							
47	1354	1306	1223	1140	1064	988	919	857							
48	1375	1327	1237	1147	1078	1002	926	864							
49	1389	1341	1251	1161	1085	1016	940	878							
50	1403	1354	1265	1175	1099	1023	947	884							
51	1417	1368	1278	1189	1113	1037	960	898							
52	1423	1375	1285	1195	1119	1043	967	898							
53	1444	1389	1299	1209	1133	1050	974	912							
54	1458	1403	1313	1223	1140	1064	988	919							
55	1479	1430	1334	1237	1161	1078	1002	933							
56	1506	1451	1354	1258	1182	1099	1016	947							
57	1534	1479	1382	1285	1202	1119	1037	967							
58	1582	1520	1423	1327	1237	1154	1071	995							
59	1645	1582	1479	1375	1285	1195	1113	1037							
60	1714	1651	1541	1430	1341	1251	1154	1078							
61	1762	1700	1589	1479	1382	1285	1195	1113							
62	1804	1734	1624	1513	1410	1313	1216	1140							
63	1831	1769	1651	1534	1437	1341	1237	1154							
64	1873	1804	1686	1569	1465	1368	1265	1182							
65	1907	1838	1721	1603	1499	1396	1292	1202							
66	1962	1893	1769	1645	1541	1430	1327	1237							
67	2038	1969	1838	1707	1596	1486	1382	1285							
68	2114	2038	1907	1776	1658	1548	1430	1334							
69	2190	2114	1976	1838	1721	1603	1486	1382							
70	2273	2190	2045	1900	1783	1658	1534	1430							
71	2349	2260	2114	1969	1838	1714	1589	1479							
72	2425	2336	2184	2032	1900	1769	1638	1527							
73	2501	2412	2253	2094	1962	1824	1693	1575							
74	2577	2488	2322	2156	2018	1880	1741	1624							
75	2653	2557	2391	2225	2080	1935	1797	1672							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

TERRITORY 190

FULL COVERAGE COMPREHENSIVE (001)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
1	26	25	24	23	23	22	21	20	1	23	22	21	20	1	7
2	34	33	32	31	30	28	27	27	2	32	30	30	27	2	9
3	42	41	40	38	37	35	34	33	3	37	34	34	30	3	12
4	48	48	46	44	43	41	40	37	4	40	38	37	34	4	14
5	54	53	51	50	48	46	44	42	5	46	44	41	38	5	16
6	60	59	57	55	53	51	49	47	6	51	48	47	43	6	22
7	66	65	63	62	59	56	55	51	7	56	53	51	47	7	27
8	71	70	68	66	63	60	59	55	8	61	58	55	51	8	31
10	77	76	73	71	68	66	63	60	10	66	62	60	55	10	40
11	82	80	78	76	73	69	67	64	11	71	68	65	59	11	48
12	86	84	82	80	76	73	70	67	12	78	74	71	65	12	56
13	89	87	85	83	79	76	73	69	13	83	79	76	69	13	66
14	94	91	89	87	83	79	76	73	14	90	86	82	75	14	78
15	98	96	93	90	87	83	80	76	15	99	94	90	83	15	94
16	101	100	97	94	90	86	83	80	16	109	103	99	90	16	115
17	105	104	101	98	94	90	87	83	17	120	115	110	101	17	137
18	110	108	105	101	98	93	90	86	18	131	125	119	109	18	164
19	113	111	108	105	100	96	93	88	19	144	137	131	119	19	196
20	116	114	111	108	103	98	95	90	20	159	151	144	133	20	232
21	120	118	115	112	107	102	98	94	21	176	168	161	147	21	321
22	124	122	118	114	109	105	101	97	22	200	190	182	166		
23	128	126	122	118	113	108	105	100	23	223	212	204	186		
24	131	129	125	121	116	111	108	102	24	259	246	236	215		
25	135	133	129	125	119	115	111	105	25	318	302	289	265		
26	140	137	133	129	123	118	114	108	26	391	371	356	325		
27	144	140	137	133	127	122	118	112							
28	148	145	141	137	131	126	122	115							
29	153	151	146	141	136	129	126	119							
30	158	154	150	145	140	133	129	122							
31	162	159	154	150	144	137	133	126							
32	167	164	159	154	148	142	137	130							
33	172	168	164	159	152	146	141	134							
34	176	172	168	163	156	149	144	137							
35	180	177	172	166	160	153	147	140							
36	185	182	176	171	164	157	151	144							
37	192	188	183	177	170	162	157	150							
38	199	195	190	184	176	168	163	155							
39	206	202	196	190	182	174	168	161							
40	212	208	202	196	188	180	174	165							
41	219	215	209	203	194	186	179	172							
42	226	222	215	209	200	192	185	176							
43	232	229	222	215	206	197	190	182							
44	239	235	228	221	212	203	196	186							
45	246	241	234	227	218	208	201	192							
46	254	249	242	235	225	215	208	198							
47	262	257	250	242	232	222	215	204							
48	271	265	257	250	239	229	222	211							
49	278	273	265	257	246	236	228	218							
50	285	280	272	264	254	243	234	223							
51	294	289	280	271	261	250	241	229							
52	302	296	288	279	268	256	247	236							
53	310	303	295	286	275	262	254	242							
54	322	316	307	297	285	273	264	251							
55	338	331	321	312	299	286	276	264							
56	356	349	339	328	315	301	291	278							
57	375	368	357	346	332	318	307	293							

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NORTH CAROLINA (32)

TERRITORY 190

FULL COVERAGE COMPREHENSIVE (001)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	Prior
58	405	397	385	374	358	343	332	316							
59	449	440	427	415	398	381	367	350							
60	497	488	473	459	441	421	407	388							
61	543	533	517	502	481	460	445	424							
62	586	574	558	541	519	496	480	457							
63	629	617	599	581	557	534	515	491							
64	672	659	640	620	595	569	550	524							
65	715	701	681	661	633	606	586	558							
66	780	765	743	720	690	661	639	609							
67	866	849	824	800	767	734	709	676							
68	952	934	906	879	843	807	779	743							
69	1037	1018	988	959	919	880	850	810							
70	1124	1102	1070	1038	995	952	920	878							
71	1210	1186	1152	1118	1072	1026	991	945							
72	1296	1271	1234	1197	1147	1098	1062	1012							
73	1381	1356	1316	1276	1224	1171	1132	1079							
74	1468	1440	1398	1356	1300	1244	1202	1146							
75	1554	1524	1480	1435	1376	1317	1272	1214							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	Prior
1	237	227	213	198	184	174	160	150	1	184	169	160	131	1	63
2	315	305	286	266	247	232	213	198	2	208	194	179	150	2	77
3	344	329	310	290	271	252	232	218	3	242	223	208	174	3	97
4	402	387	363	339	315	295	271	257	4	261	242	227	189	4	106
5	440	426	397	368	344	319	300	276	5	281	261	242	198	5	126
6	460	445	416	387	363	339	315	290	6	295	271	252	208	6	136
7	484	465	436	407	378	353	329	305	7	305	286	266	218	7	150
8	503	489	455	421	397	368	344	319	8	319	295	276	227	8	179
10	523	503	469	436	407	382	353	329	10	344	315	295	242	10	208
11	537	518	484	450	421	392	363	339	11	358	329	310	257	11	227
12	557	537	503	469	436	407	378	353	12	368	339	319	261	12	252
13	576	552	518	484	450	421	387	363	13	382	353	329	271	13	271
14	590	571	532	494	465	431	402	373	14	407	373	348	290	14	300
15	600	581	542	503	469	440	407	378	15	426	397	368	305	15	324
16	605	586	547	508	474	445	411	382	16	445	411	382	315	16	358
17	620	595	557	518	484	450	416	392	17	460	426	397	329	17	378
18	634	610	571	532	499	465	431	402	18	484	450	421	344	18	411
19	644	620	581	542	503	469	436	407	19	508	469	440	363	19	436
20	663	639	595	552	518	484	445	416	20	523	484	450	373	20	465
21	678	653	610	566	532	494	460	426	21	547	503	469	387	21	528
22	687	663	620	576	537	503	465	436	22	576	532	499	411		
23	697	673	629	586	547	508	474	440	23	595	552	518	426		
24	716	687	644	600	561	523	484	450	24	624	576	537	445		
25	721	692	649	605	566	528	489	455	25	673	624	581	479		
26	731	707	658	610	571	532	494	460	26	731	678	634	523		
27	741	716	668	620	581	542	503	469							
28	745	721	673	624	586	547	503	469							
29	760	731	682	634	595	552	513	479							

TERRITORY 190

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
30	765	736	687	639	600	557	518	479							
31	774	745	697	649	605	566	523	489							
32	789	760	711	663	620	576	532	499							
33	799	770	721	673	629	586	542	503							
34	813	784	731	678	634	590	547	513							
35	823	794	741	687	644	600	557	518							
36	832	803	750	697	653	610	561	528							
37	847	818	765	711	663	620	576	537							
38	862	828	774	721	673	629	581	542							
39	866	832	779	726	678	629	586	547							
40	876	842	789	736	687	639	590	552							
41	886	857	799	741	697	649	600	561							
42	895	866	808	750	702	653	605	566							
43	910	876	818	760	711	663	615	571							
44	915	881	823	765	716	668	620	576							
45	929	895	837	779	731	678	629	586							
46	939	905	847	789	736	687	634	595							
47	949	915	857	799	745	692	644	600							
48	963	929	866	803	755	702	649	605							
49	973	939	876	813	760	711	658	615							
50	983	949	886	823	770	716	663	620							
51	992	958	895	832	779	726	673	629							
52	997	963	900	837	784	731	678	629							
53	1012	973	910	847	794	736	682	639							
54	1021	983	920	857	799	745	692	644							
55	1036	1002	934	866	813	755	702	653							
56	1055	1016	949	881	828	770	711	663							
57	1074	1036	968	900	842	784	726	678							
58	1108	1065	997	929	866	808	750	697							
59	1152	1108	1036	963	900	837	779	726							
60	1200	1157	1079	1002	939	876	808	755							
61	1234	1191	1113	1036	968	900	837	779							
62	1263	1215	1137	1060	987	920	852	799							
63	1283	1239	1157	1074	1007	939	866	808							
64	1312	1263	1181	1099	1026	958	886	828							
65	1336	1287	1205	1123	1050	978	905	842							
66	1375	1326	1239	1152	1079	1002	929	866							
67	1428	1379	1287	1195	1118	1041	968	900							
68	1481	1428	1336	1244	1162	1084	1002	934							
69	1534	1481	1384	1287	1205	1123	1041	968							
70	1592	1534	1433	1331	1249	1162	1074	1002							
71	1646	1583	1481	1379	1287	1200	1113	1036							
72	1699	1636	1529	1423	1331	1239	1147	1070							
73	1752	1689	1578	1467	1375	1278	1186	1104							
74	1805	1742	1626	1510	1413	1316	1220	1137							
75	1859	1791	1675	1558	1457	1355	1258	1171							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

**PERSONAL AUTO MANUAL
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NORTH CAROLINA (32)

TERRITORY 200

FULL COVERAGE COMPREHENSIVE (001)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	
1	39	38	37	36	35	33	32	30	1	36	33	32	30	1	11
2	51	50	49	48	45	43	42	40	2	49	46	45	40	2	13
3	64	63	61	58	56	54	52	50	3	56	52	51	46	3	18
4	74	73	70	68	65	63	61	57	4	61	58	56	51	4	21
5	82	81	79	76	73	70	68	64	5	70	67	63	58	5	25
6	92	89	87	84	81	77	75	71	6	79	74	71	65	6	33
7	101	99	96	94	89	86	83	79	7	86	81	77	71	7	40
8	108	107	104	100	96	92	89	84	8	93	88	84	77	8	48
10	118	115	112	108	104	100	96	92	10	100	95	92	83	10	61
11	125	123	119	115	111	106	102	98	11	108	104	99	90	11	74
12	131	129	125	121	117	111	107	102	12	119	113	108	99	12	86
13	136	133	130	126	120	115	112	106	13	127	120	115	106	13	101
14	143	139	136	132	126	120	117	111	14	137	131	125	114	14	119
15	149	146	142	137	132	126	121	117	15	151	144	138	126	15	144
16	155	152	148	143	137	131	127	121	16	167	157	151	138	16	175
17	161	158	154	149	143	137	132	126	17	183	175	168	154	17	209
18	168	164	159	155	149	142	137	131	18	200	190	182	167	18	250
19	173	169	164	159	152	146	142	134	19	219	208	200	182	19	299
20	177	174	169	164	157	150	145	138	20	243	230	220	202	20	355
21	183	180	175	170	163	156	150	144	21	269	256	245	225	21	490
22	189	186	180	174	167	159	155	148	22	305	289	277	253		
23	195	192	186	180	173	165	159	152	23	340	324	311	284		
24	200	196	190	184	177	169	164	156	24	395	375	359	328		
25	206	202	196	190	182	175	169	161	25	486	461	441	405		
26	213	208	202	196	188	180	174	165	26	596	565	543	496		
27	219	214	208	202	194	186	180	171							
28	226	221	215	209	200	192	186	176							
29	233	230	223	215	207	198	192	182							
30	240	236	228	221	213	203	196	187							
31	248	243	236	228	219	209	202	193							
32	255	250	243	236	226	217	208	199							
33	263	257	250	243	232	223	215	205							
34	269	263	256	249	238	227	220	209							
35	275	270	262	253	244	233	225	214							
36	282	277	269	261	250	239	231	220							
37	293	287	278	270	259	248	239	228							
38	303	298	289	281	269	257	249	237							
39	314	308	299	289	277	265	257	245							
40	324	318	308	299	287	275	265	252							
41	334	328	319	309	296	284	274	262							
42	345	338	328	319	306	293	282	269							
43	355	349	338	327	314	301	290	277							
44	365	358	347	337	324	309	299	284							
45	375	368	357	346	332	318	307	293							
46	388	380	369	358	343	328	318	302							
47	400	393	381	369	355	339	327	312							
48	413	405	393	381	365	350	338	322							
49	425	417	405	393	376	361	347	332							
50	436	427	415	403	387	370	357	340							
51	449	440	427	414	397	381	368	350							
52	461	452	439	426	408	390	377	361							
53	472	463	450	437	419	400	387	369							
54	491	482	468	453	434	417	402	383							
55	515	505	490	476	456	437	421	402							
56	543	532	516	501	481	459	444	424							
57	572	562	545	528	507	486	469	447							

TERRITORY 200

FULL COVERAGE COMPREHENSIVE (001)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
58	618	606	588	570	546	524	506	482							
59	684	671	652	633	607	581	560	534							
60	758	744	722	701	672	643	621	593							
61	828	813	789	765	734	702	678	647							
62	894	876	851	826	791	757	732	697							
63	959	941	914	887	850	814	785	750							
64	1025	1006	976	946	908	869	839	800							
65	1091	1070	1039	1008	966	925	894	852							
66	1190	1167	1133	1098	1053	1008	975	929							
67	1321	1296	1258	1220	1170	1120	1082	1032							
68	1452	1424	1383	1341	1286	1230	1189	1134							
69	1583	1553	1508	1463	1402	1342	1297	1236							
70	1715	1681	1633	1584	1518	1453	1404	1339							
71	1846	1810	1758	1705	1635	1565	1511	1441							
72	1977	1939	1883	1827	1750	1676	1620	1543							
73	2107	2068	2008	1947	1867	1786	1727	1646							
74	2240	2197	2132	2068	1984	1898	1834	1748							
75	2370	2325	2257	2190	2099	2009	1941	1852							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
1	247	237	222	207	192	181	166	156	1	192	176	166	136	1	66
2	328	318	297	277	257	242	222	207	2	217	202	186	156	2	81
3	358	343	323	302	282	262	242	227	3	252	232	217	181	3	101
4	418	403	378	353	328	307	282	267	4	272	252	237	197	4	111
5	459	444	413	383	358	333	312	287	5	292	272	252	207	5	131
6	479	464	433	403	378	353	328	302	6	307	282	262	217	6	141
7	504	484	454	423	393	368	343	318	7	318	297	277	227	7	156
8	524	509	474	438	413	383	358	333	8	333	307	287	237	8	186
10	544	524	489	454	423	398	368	343	10	358	328	307	252	10	217
11	559	539	504	469	438	408	378	353	11	373	343	323	267	11	237
12	580	559	524	489	454	423	393	368	12	383	353	333	272	12	262
13	600	575	539	504	469	438	403	378	13	398	368	343	282	13	282
14	615	595	554	514	484	449	418	388	14	423	388	363	302	14	312
15	625	605	564	524	489	459	423	393	15	444	413	383	318	15	338
16	630	610	570	529	494	464	428	398	16	464	428	398	328	16	373
17	645	620	580	539	504	469	433	408	17	479	444	413	343	17	393
18	660	635	595	554	519	484	449	418	18	504	469	438	358	18	428
19	670	645	605	564	524	489	454	423	19	529	489	459	378	19	454
20	690	665	620	575	539	504	464	433	20	544	504	469	388	20	484
21	706	680	635	590	554	514	479	444	21	570	524	489	403	21	549
22	716	690	645	600	559	524	484	454	22	600	554	519	428		
23	726	701	655	610	570	529	494	459	23	620	575	539	444		
24	746	716	670	625	585	544	504	469	24	650	600	559	464		
25	751	721	675	630	590	549	509	474	25	701	650	605	499		
26	761	736	685	635	595	554	514	479	26	761	706	660	544		
27	771	746	696	645	605	564	524	489							
28	776	751	701	650	610	570	524	489							
29	791	761	711	660	620	575	534	499							

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NORTH CAROLINA (32)

TERRITORY 200

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
30	796	766	716	665	625	580	539	499							
31	806	776	726	675	630	590	544	509							
32	822	791	741	690	645	600	554	519							
33	832	801	751	701	655	610	564	524							
34	847	816	761	706	660	615	570	534							
35	857	827	771	716	670	625	580	539							
36	867	837	781	726	680	635	585	549							
37	882	852	796	741	690	645	600	559							
38	897	862	806	751	701	655	605	564							
39	902	867	811	756	706	655	610	570							
40	912	877	822	766	716	665	615	575							
41	922	892	832	771	726	675	625	585							
42	932	902	842	781	731	680	630	590							
43	948	912	852	791	741	690	640	595							
44	953	917	857	796	746	696	645	600							
45	968	932	872	811	761	706	655	610							
46	978	942	882	822	766	716	660	620							
47	988	953	892	832	776	721	670	625							
48	1003	968	902	837	786	731	675	630							
49	1013	978	912	847	791	741	685	640							
50	1023	988	922	857	801	746	690	645							
51	1033	998	932	867	811	756	701	655							
52	1038	1003	937	872	816	761	706	655							
53	1053	1013	948	882	827	766	711	665							
54	1063	1023	958	892	832	776	721	670							
55	1079	1043	973	902	847	786	731	680							
56	1099	1058	988	917	862	801	741	690							
57	1119	1079	1008	937	877	816	756	706							
58	1154	1109	1038	968	902	842	781	726							
59	1200	1154	1079	1003	937	872	811	756							
60	1250	1205	1124	1043	978	912	842	786							
61	1285	1240	1159	1079	1008	937	872	811							
62	1315	1265	1184	1104	1028	958	887	832							
63	1336	1290	1205	1119	1048	978	902	842							
64	1366	1315	1230	1144	1068	998	922	862							
65	1391	1341	1255	1169	1094	1018	942	877							
66	1431	1381	1290	1200	1124	1043	968	902							
67	1487	1436	1341	1245	1164	1084	1008	937							
68	1542	1487	1391	1295	1210	1129	1043	973							
69	1598	1542	1441	1341	1255	1169	1084	1008							
70	1658	1598	1492	1386	1300	1210	1119	1043							
71	1714	1648	1542	1436	1341	1250	1159	1079							
72	1769	1704	1593	1482	1386	1290	1194	1114							
73	1824	1759	1643	1527	1431	1331	1235	1149							
74	1880	1814	1693	1572	1472	1371	1270	1184							
75	1935	1865	1744	1623	1517	1411	1310	1220							
(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.															
(b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.															
(c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.															

TERRITORY 210

FULL COVERAGE COMPREHENSIVE (001)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
1	34	33	32	31	30	29	28	26	1	31	29	28	26	1	9
2	44	43	42	41	39	37	36	35	2	42	40	39	35	2	11
3	56	55	53	50	48	46	45	43	3	48	45	44	40	3	15
4	64	63	61	59	57	55	53	49	4	53	50	48	44	4	19
5	71	70	68	66	63	61	59	56	5	61	58	55	50	5	22
6	79	77	75	73	70	67	65	62	6	68	64	62	57	6	29
7	88	85	83	81	77	74	72	68	7	74	70	67	62	7	35
8	94	93	90	87	83	79	77	73	8	80	76	73	67	8	41
10	102	100	97	94	90	87	83	79	10	87	82	79	72	10	53
11	108	106	103	100	96	92	89	84	11	94	90	85	78	11	64
12	113	111	108	105	101	96	93	89	12	103	98	94	85	12	74
13	117	115	112	109	104	100	97	92	13	110	104	100	92	13	88
14	124	121	117	114	109	104	101	96	14	118	113	108	99	14	103
15	129	127	123	118	114	109	105	101	15	131	125	119	109	15	125
16	134	132	128	124	118	113	110	105	16	144	136	131	119	16	151
17	139	137	133	129	124	118	114	109	17	159	151	145	133	17	181
18	145	142	138	134	129	123	118	113	18	173	165	158	144	18	216
19	149	146	142	138	132	127	123	116	19	190	180	173	158	19	259
20	153	150	146	142	136	130	126	119	20	210	199	191	175	20	307
21	159	156	151	147	141	135	130	125	21	233	221	212	195	21	424
22	164	161	156	150	144	138	134	128	22	264	250	240	219		
23	169	166	161	156	149	143	138	132	23	295	280	269	246		
24	173	170	165	160	153	146	142	135	24	342	324	311	284		
25	178	175	170	165	158	151	146	139	25	420	399	382	350		
26	184	180	175	170	163	156	150	143	26	516	489	470	430		
27	190	185	180	175	168	161	156	148							
28	196	192	186	181	173	166	161	152							
29	202	199	193	186	179	171	166	158							
30	208	204	198	192	184	176	170	162							
31	214	210	204	198	190	181	175	167							
32	220	216	210	204	196	187	180	172							
33	228	222	216	210	201	193	186	177							
34	233	228	221	215	206	197	191	181							
35	238	234	227	219	211	202	195	185							
36	244	240	233	226	216	207	200	191							
37	253	248	241	234	225	214	207	198							
38	263	258	250	243	233	222	215	205							
39	272	267	259	250	240	230	222	212							
40	280	275	267	259	248	238	230	218							
41	289	284	276	268	256	246	237	227							
42	299	293	284	276	265	253	244	233							
43	307	302	293	283	272	261	251	240							
44	316	310	301	291	280	268	259	246							
45	324	318	309	300	287	275	266	253							
46	336	329	319	310	297	284	275	262							
47	346	340	330	319	307	294	283	270							
48	357	350	340	330	316	303	293	279							
49	368	361	350	340	325	312	301	287							
50	377	370	359	349	335	320	309	295							
51	388	381	370	358	344	330	318	303							
52	399	391	380	369	353	338	327	312							
53	409	401	389	378	363	346	335	319							
54	425	417	405	392	376	361	348	332							
55	446	437	424	412	394	378	365	348							
56	470	460	447	434	416	398	384	367							
57	495	486	472	457	439	420	406	387							

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NORTH CAROLINA (32)

TERRITORY 210

FULL COVERAGE COMPREHENSIVE (001)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	Prior
58	535	524	509	493	473	453	438	417							
59	592	581	564	548	525	503	485	462							
60	656	644	625	607	582	556	538	513							
61	717	703	683	662	636	608	587	560							
62	774	758	736	715	685	655	633	604							
63	830	815	791	767	735	705	680	649							
64	887	870	845	819	786	752	726	692							
65	945	926	899	872	836	800	774	737							
66	1030	1010	981	951	912	872	844	804							
67	1143	1122	1089	1056	1012	969	936	893							
68	1257	1233	1197	1161	1113	1065	1029	982							
69	1370	1344	1305	1266	1213	1162	1123	1070							
70	1484	1455	1413	1371	1314	1258	1215	1159							
71	1598	1567	1521	1476	1415	1354	1308	1247							
72	1711	1678	1629	1581	1515	1450	1402	1336							
73	1824	1790	1738	1685	1616	1546	1495	1424							
74	1938	1901	1846	1790	1717	1643	1587	1513							
75	2052	2013	1954	1895	1817	1739	1680	1603							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	Prior
1	211	203	190	177	164	155	142	134	1	164	151	142	116	1	56
2	280	272	254	237	220	207	190	177	2	185	172	159	134	2	69
3	306	293	276	259	241	224	207	194	3	216	198	185	155	3	86
4	358	345	323	302	280	263	241	228	4	233	216	203	168	4	95
5	392	379	353	328	306	284	267	246	5	250	233	216	177	5	112
6	409	397	371	345	323	302	280	259	6	263	241	224	185	6	121
7	431	414	388	362	336	315	293	272	7	272	254	237	194	7	134
8	448	435	405	375	353	328	306	284	8	284	263	246	203	8	159
10	465	448	418	388	362	340	315	293	10	306	280	263	216	10	185
11	478	461	431	401	375	349	323	302	11	319	293	276	228	11	203
12	496	478	448	418	388	362	336	315	12	328	302	284	233	12	224
13	513	491	461	431	401	375	345	323	13	340	315	293	241	13	241
14	526	509	474	440	414	384	358	332	14	362	332	310	259	14	267
15	534	517	483	448	418	392	362	336	15	379	353	328	272	15	289
16	539	522	487	453	422	397	366	340	16	397	366	340	280	16	319
17	552	530	496	461	431	401	371	349	17	409	379	353	293	17	336
18	565	543	509	474	444	414	384	358	18	431	401	375	306	18	366
19	573	552	517	483	448	418	388	362	19	453	418	392	323	19	388
20	590	569	530	491	461	431	397	371	20	465	431	401	332	20	414
21	603	582	543	504	474	440	409	379	21	487	448	418	345	21	470
22	612	590	552	513	478	448	414	388	22	513	474	444	366		
23	621	599	560	522	487	453	422	392	23	530	491	461	379		
24	638	612	573	534	500	465	431	401	24	556	513	478	397		
25	642	616	578	539	504	470	435	405	25	599	556	517	427		
26	651	629	586	543	509	474	440	409	26	651	603	565	465		
27	659	638	595	552	517	483	448	418							
28	664	642	599	556	522	487	448	418							
29	677	651	608	565	530	491	457	427							

TERRITORY 210

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
30	681	655	612	569	534	496	461	427							
31	690	664	621	578	539	504	465	435							
32	703	677	634	590	552	513	474	444							
33	711	685	642	599	560	522	483	448							
34	724	698	651	603	565	526	487	457							
35	733	707	659	612	573	534	496	461							
36	741	715	668	621	582	543	500	470							
37	754	728	681	634	590	552	513	478							
38	767	737	690	642	599	560	517	483							
39	771	741	694	647	603	560	522	487							
40	780	750	703	655	612	569	526	491							
41	789	763	711	659	621	578	534	500							
42	797	771	720	668	625	582	539	504							
43	810	780	728	677	634	590	547	509							
44	815	784	733	681	638	595	552	513							
45	828	797	746	694	651	603	560	522							
46	836	806	754	703	655	612	565	530							
47	845	815	763	711	664	616	573	534							
48	858	828	771	715	672	625	578	539							
49	866	836	780	724	677	634	586	547							
50	875	845	789	733	685	638	590	552							
51	884	853	797	741	694	647	599	560							
52	888	858	802	746	698	651	603	560							
53	901	866	810	754	707	655	608	569							
54	909	875	819	763	711	664	616	573							
55	922	892	832	771	724	672	625	582							
56	940	905	845	784	737	685	634	590							
57	957	922	862	802	750	698	647	603							
58	987	948	888	828	771	720	668	621							
59	1026	987	922	858	802	746	694	647							
60	1069	1030	961	892	836	780	720	672							
61	1099	1060	991	922	862	802	746	694							
62	1125	1082	1013	944	879	819	759	711							
63	1142	1103	1030	957	896	836	771	720							
64	1168	1125	1052	978	914	853	789	737							
65	1190	1146	1073	1000	935	871	806	750							
66	1224	1181	1103	1026	961	892	828	771							
67	1271	1228	1146	1065	996	927	862	802							
68	1319	1271	1190	1108	1034	965	892	832							
69	1366	1319	1233	1146	1073	1000	927	862							
70	1418	1366	1276	1185	1112	1034	957	892							
71	1465	1409	1319	1228	1146	1069	991	922							
72	1513	1457	1362	1267	1185	1103	1021	953							
73	1560	1504	1405	1306	1224	1138	1056	983							
74	1608	1552	1448	1345	1259	1172	1086	1013							
75	1655	1595	1491	1388	1297	1207	1121	1043							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

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NORTH CAROLINA (32)

TERRITORY 220

FULL COVERAGE COMPREHENSIVE (001)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990- 2007	Symbol	1989 & Prior
(a)									(b)					(c)	
1	66	64	62	60	58	56	54	50	1	60	56	54	50	1	18
2	86	84	82	80	76	72	70	68	2	82	78	76	68	2	22
3	109	107	103	98	94	90	88	84	3	94	88	86	78	3	30
4	125	123	119	115	111	107	103	96	4	103	98	94	86	4	36
5	139	137	133	129	123	119	115	109	5	119	113	107	98	5	42
6	155	151	147	143	137	131	127	121	6	133	125	121	111	6	56
7	171	167	163	159	151	145	141	133	7	145	137	131	121	7	68
8	183	181	175	169	163	155	151	143	8	157	149	143	131	8	80
10	199	195	189	183	175	169	163	155	10	169	161	155	141	10	103
11	211	207	201	195	187	179	173	165	11	183	175	167	153	11	125
12	221	217	211	205	197	187	181	173	12	201	191	183	167	12	145
13	229	225	219	213	203	195	189	179	13	215	203	195	179	13	171
14	241	235	229	223	213	203	197	187	14	231	221	211	193	14	201
15	251	247	239	231	223	213	205	197	15	255	243	233	213	15	243
16	261	257	249	241	231	221	215	205	16	281	265	255	233	16	295
17	271	267	259	251	241	231	223	213	17	310	295	283	259	17	354
18	283	277	269	261	251	239	231	221	18	338	322	308	281	18	422
19	291	285	277	269	257	247	239	227	19	370	352	338	308	19	505
20	299	293	285	277	265	253	245	233	20	410	388	372	342	20	599
21	310	304	295	287	275	263	253	243	21	454	432	414	380	21	828
22	320	314	304	293	281	269	261	249	22	515	488	468	428		
23	330	324	314	304	291	279	269	257	23	575	547	525	480		
24	338	332	322	312	299	285	277	263	24	667	633	607	555		
25	348	342	332	322	308	295	285	271	25	820	778	746	683		
26	360	352	342	332	318	304	293	279	26	1007	955	917	838		
27	370	362	352	342	328	314	304	289							
28	382	374	364	354	338	324	314	297							
29	394	388	376	364	350	334	324	308							
30	406	398	386	374	360	344	332	316							
31	418	410	398	386	370	354	342	326							
32	430	422	410	398	382	366	352	336							
33	444	434	422	410	392	376	364	346							
34	454	444	432	420	402	384	372	354							
35	464	456	442	428	412	394	380	362							
36	476	468	454	440	422	404	390	372							
37	494	484	470	456	438	418	404	386							
38	513	503	488	474	454	434	420	400							
39	531	521	505	488	468	448	434	414							
40	547	537	521	505	484	464	448	426							
41	565	555	539	523	500	480	462	442							
42	583	571	555	539	517	494	476	454							
43	599	589	571	553	531	509	490	468							
44	617	605	587	569	547	523	505	480							
45	633	621	603	585	561	537	519	494							
46	655	641	623	605	579	555	537	511							
47	675	663	643	623	599	573	553	527							
48	697	683	663	643	617	591	571	545							
49	718	704	683	663	635	609	587	561							
50	736	722	701	681	653	625	603	575							
51	758	744	722	699	671	643	621	591							
52	778	764	742	720	689	659	637	609							
53	798	782	760	738	708	675	653	623							
54	830	814	790	766	734	704	679	647							
55	870	852	828	804	770	738	712	679							
56	917	898	872	846	812	776	750	716							
57	967	949	921	892	856	820	792	756							

TERRITORY 220

FULL COVERAGE COMPREHENSIVE (001)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
58	1043	1023	993	963	923	884	854	814							
59	1156	1134	1101	1069	1025	981	947	902							
60	1280	1256	1220	1184	1136	1085	1049	1001							
61	1399	1373	1333	1292	1240	1186	1146	1093							
62	1510	1479	1437	1395	1337	1278	1236	1178							
63	1620	1590	1544	1497	1435	1375	1327	1266							
64	1731	1698	1648	1598	1534	1467	1417	1351							
65	1843	1807	1755	1702	1632	1562	1510	1439							
66	2010	1972	1914	1855	1779	1702	1646	1570							
67	2231	2189	2125	2060	1976	1891	1827	1743							
68	2452	2406	2336	2265	2173	2078	2008	1916							
69	2673	2623	2547	2470	2368	2267	2191	2088							
70	2896	2840	2758	2675	2565	2454	2372	2261							
71	3118	3057	2969	2880	2762	2643	2553	2434							
72	3339	3274	3180	3085	2957	2830	2736	2607							
73	3560	3493	3391	3288	3154	3017	2917	2780							
74	3783	3710	3602	3493	3351	3206	3097	2953							
75	4004	3928	3813	3698	3546	3393	3278	3128							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
1	293	281	263	245	227	215	197	185	1	227	209	197	161	1	78
2	388	376	352	328	304	287	263	245	2	257	239	221	185	2	96
3	424	406	382	358	334	310	287	269	3	299	275	257	215	3	119
4	496	478	448	418	388	364	334	316	4	322	299	281	233	4	131
5	543	525	490	454	424	394	370	340	5	346	322	299	245	5	155
6	567	549	513	478	448	418	388	358	6	364	334	310	257	6	167
7	597	573	537	501	466	436	406	376	7	376	352	328	269	7	185
8	621	603	561	519	490	454	424	394	8	394	364	340	281	8	221
10	645	621	579	537	501	472	436	406	10	424	388	364	299	10	257
11	663	639	597	555	519	484	448	418	11	442	406	382	316	11	281
12	687	663	621	579	537	501	466	436	12	454	418	394	322	12	310
13	710	681	639	597	555	519	478	448	13	472	436	406	334	13	334
14	728	704	657	609	573	531	496	460	14	501	460	430	358	14	370
15	740	716	669	621	579	543	501	466	15	525	490	454	376	15	400
16	746	722	675	627	585	549	507	472	16	549	507	472	388	16	442
17	764	734	687	639	597	555	513	484	17	567	525	490	406	17	466
18	782	752	704	657	615	573	531	496	18	597	555	519	424	18	507
19	794	764	716	669	621	579	537	501	19	627	579	543	448	19	537
20	818	788	734	681	639	597	549	513	20	645	597	555	460	20	573
21	836	806	752	698	657	609	567	525	21	675	621	579	478	21	651
22	848	818	764	710	663	621	573	537	22	710	657	615	507		
23	860	830	776	722	675	627	585	543	23	734	681	639	525		
24	884	848	794	740	693	645	597	555	24	770	710	663	549		
25	890	854	800	746	698	651	603	561	25	830	770	716	591		
26	901	872	812	752	704	657	609	567	26	901	836	782	645		
27	913	884	824	764	716	669	621	579							
28	919	890	830	770	722	675	621	579							
29	937	901	842	782	734	681	633	591							

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NORTH CAROLINA (32)

TERRITORY 220

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	
30	943	907	848	788	740	687	639	591							
31	955	919	860	800	746	698	645	603							
32	973	937	878	818	764	710	657	615							
33	985	949	890	830	776	722	669	621							
34	1003	967	901	836	782	728	675	633							
35	1015	979	913	848	794	740	687	639							
36	1027	991	925	860	806	752	693	651							
37	1045	1009	943	878	818	764	710	663							
38	1063	1021	955	890	830	776	716	669							
39	1069	1027	961	896	836	776	722	675							
40	1081	1039	973	907	848	788	728	681							
41	1093	1057	985	913	860	800	740	693							
42	1104	1069	997	925	866	806	746	698							
43	1122	1081	1009	937	878	818	758	704							
44	1128	1087	1015	943	884	824	764	710							
45	1146	1104	1033	961	901	836	776	722							
46	1158	1116	1045	973	907	848	782	734							
47	1170	1128	1057	985	919	854	794	740							
48	1188	1146	1069	991	931	866	800	746							
49	1200	1158	1081	1003	937	878	812	758							
50	1212	1170	1093	1015	949	884	818	764							
51	1224	1182	1104	1027	961	896	830	776							
52	1230	1188	1110	1033	967	901	836	776							
53	1248	1200	1122	1045	979	907	842	788							
54	1260	1212	1134	1057	985	919	854	794							
55	1278	1236	1152	1069	1003	931	866	806							
56	1301	1254	1170	1087	1021	949	878	818							
57	1325	1278	1194	1110	1039	967	896	836							
58	1367	1313	1230	1146	1069	997	925	860							
59	1421	1367	1278	1188	1110	1033	961	896							
60	1481	1427	1331	1236	1158	1081	997	931							
61	1522	1469	1373	1278	1194	1110	1033	961							
62	1558	1498	1403	1307	1218	1134	1051	985							
63	1582	1528	1427	1325	1242	1158	1069	997							
64	1618	1558	1457	1355	1266	1182	1093	1021							
65	1648	1588	1487	1385	1295	1206	1116	1039							
66	1695	1636	1528	1421	1331	1236	1146	1069							
67	1761	1701	1588	1475	1379	1284	1194	1110							
68	1827	1761	1648	1534	1433	1337	1236	1152							
69	1892	1827	1707	1588	1487	1385	1284	1194							
70	1964	1892	1767	1642	1540	1433	1325	1236							
71	2030	1952	1827	1701	1588	1481	1373	1278							
72	2095	2018	1887	1755	1642	1528	1415	1319							
73	2161	2084	1946	1809	1695	1576	1463	1361							
74	2227	2149	2006	1863	1743	1624	1504	1403							
75	2292	2209	2066	1922	1797	1672	1552	1445							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

TERRITORY 230

FULL COVERAGE COMPREHENSIVE (001)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
1	50	48	47	45	44	42	41	38	1	45	42	41	38	1	14
2	65	63	62	60	57	54	53	51	2	62	59	57	51	2	17
3	81	80	77	74	71	68	66	63	3	71	66	65	59	3	23
4	93	92	89	86	83	80	77	72	4	77	74	71	65	4	27
5	104	102	99	96	92	89	86	81	5	89	84	80	74	5	32
6	116	113	110	107	102	98	95	90	6	99	93	90	83	6	42
7	128	125	122	119	113	108	105	99	7	108	102	98	90	7	51
8	137	135	131	126	122	116	113	107	8	117	111	107	98	8	60
10	149	146	141	137	131	126	122	116	10	126	120	116	105	10	77
11	158	155	150	146	140	134	129	123	11	137	131	125	114	11	93
12	165	162	158	153	147	140	135	129	12	150	143	137	125	12	108
13	171	168	164	159	152	146	141	134	13	161	152	146	134	13	128
14	180	176	171	167	159	152	147	140	14	173	165	158	144	14	150
15	188	185	179	173	167	159	153	147	15	191	182	174	159	15	182
16	195	192	186	180	173	165	161	153	16	210	198	191	174	16	221
17	203	200	194	188	180	173	167	159	17	231	221	212	194	17	264
18	212	207	201	195	188	179	173	165	18	252	240	230	210	18	315
19	218	213	207	201	192	185	179	170	19	276	263	252	230	19	377
20	224	219	213	207	198	189	183	174	20	306	290	278	255	20	447
21	231	227	221	215	206	197	189	182	21	339	323	309	284	21	618
22	239	234	227	219	210	201	195	186	22	384	365	350	320		
23	246	242	234	227	218	209	201	192	23	429	408	392	359		
24	252	248	240	233	224	213	207	197	24	498	473	453	414		
25	260	255	248	240	230	221	213	203	25	612	581	557	510		
26	269	263	255	248	237	227	219	209	26	752	713	684	626		
27	276	270	263	255	245	234	227	216							
28	285	279	272	264	252	242	234	222							
29	294	290	281	272	261	249	242	230							
30	303	297	288	279	269	257	248	236							
31	312	306	297	288	276	264	255	243							
32	321	315	306	297	285	273	263	251							
33	332	324	315	306	293	281	272	258							
34	339	332	323	314	300	287	278	264							
35	347	341	330	320	308	294	284	270							
36	356	350	339	329	315	302	291	278							
37	369	362	351	341	327	312	302	288							
38	383	375	365	354	339	324	314	299							
39	396	389	377	365	350	335	324	309							
40	408	401	389	377	362	347	335	318							
41	422	414	402	390	374	359	345	330							
42	435	426	414	402	386	369	356	339							
43	447	440	426	413	396	380	366	350							
44	461	452	438	425	408	390	377	359							
45	473	464	450	437	419	401	387	369							
46	489	479	465	452	432	414	401	381							
47	504	495	480	465	447	428	413	393							
48	521	510	495	480	461	441	426	407							
49	536	525	510	495	474	455	438	419							
50	549	539	524	509	488	467	450	429							
51	566	555	539	522	501	480	464	441							
52	581	570	554	537	515	492	476	455							
53	596	584	567	551	528	504	488	465							
54	620	608	590	572	548	525	507	483							
55	650	636	618	600	575	551	531	507							
56	684	671	651	632	606	579	560	534							
57	722	708	687	666	639	612	591	564							

**PERSONAL AUTO MANUAL
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NORTH CAROLINA (32)

TERRITORY 230

FULL COVERAGE COMPREHENSIVE (001)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	
58	779	764	741	719	689	660	638	608							
59	863	846	822	798	765	732	707	674							
60	956	938	911	884	848	810	783	747							
61	1044	1025	995	965	926	885	855	816							
62	1127	1104	1073	1041	998	954	923	879							
63	1209	1187	1152	1118	1071	1026	990	945							
64	1292	1268	1230	1193	1145	1095	1058	1008							
65	1376	1349	1310	1271	1218	1166	1127	1074							
66	1500	1472	1428	1385	1328	1271	1229	1172							
67	1665	1634	1586	1538	1475	1412	1364	1301							
68	1830	1796	1743	1691	1622	1551	1499	1430							
69	1995	1958	1901	1844	1767	1692	1635	1559							
70	2162	2120	2058	1997	1914	1832	1770	1688							
71	2327	2282	2216	2150	2061	1973	1905	1817							
72	2492	2444	2373	2303	2207	2112	2042	1946							
73	2657	2607	2531	2454	2354	2252	2177	2075							
74	2823	2769	2688	2607	2501	2393	2312	2204							
75	2988	2931	2846	2760	2646	2532	2447	2334							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	
1	291	279	261	243	225	213	196	184	1	225	208	196	160	1	77
2	385	374	350	326	302	285	261	243	2	255	237	219	184	2	95
3	421	403	380	356	332	308	285	267	3	297	273	255	213	3	119
4	492	474	445	415	385	362	332	314	4	320	297	279	231	4	130
5	540	522	486	451	421	391	368	338	5	344	320	297	243	5	154
6	563	546	510	474	445	415	385	356	6	362	332	308	255	6	166
7	593	569	534	498	463	433	403	374	7	374	350	326	267	7	184
8	617	599	557	516	486	451	421	391	8	391	362	338	279	8	219
10	640	617	575	534	498	468	433	403	10	421	385	362	297	10	255
11	658	635	593	551	516	480	445	415	11	439	403	380	314	11	279
12	682	658	617	575	534	498	463	433	12	451	415	391	320	12	308
13	706	676	635	593	551	516	474	445	13	468	433	403	332	13	332
14	723	700	652	605	569	528	492	457	14	498	457	427	356	14	368
15	735	712	664	617	575	540	498	463	15	522	486	451	374	15	397
16	741	718	670	623	581	546	504	468	16	546	504	468	385	16	439
17	759	729	682	635	593	551	510	480	17	563	522	486	403	17	463
18	777	747	700	652	611	569	528	492	18	593	551	516	421	18	504
19	789	759	712	664	617	575	534	498	19	623	575	540	445	19	534
20	812	783	729	676	635	593	546	510	20	640	593	551	457	20	569
21	830	801	747	694	652	605	563	522	21	670	617	575	474	21	646
22	842	812	759	706	658	617	569	534	22	706	652	611	504		
23	854	824	771	718	670	623	581	540	23	729	676	635	522		
24	878	842	789	735	688	640	593	551	24	765	706	658	546		
25	884	848	795	741	694	646	599	557	25	824	765	712	587		
26	895	866	806	747	700	652	605	563	26	895	830	777	640		
27	907	878	818	759	712	664	617	575							
28	913	884	824	765	718	670	617	575							
29	931	895	836	777	729	676	629	587							

TERRITORY 230

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
30	937	901	842	783	735	682	635	587							
31	949	913	854	795	741	694	640	599							
32	967	931	872	812	759	706	652	611							
33	978	943	884	824	771	718	664	617							
34	996	961	895	830	777	723	670	629							
35	1008	973	907	842	789	735	682	635							
36	1020	984	919	854	801	747	688	646							
37	1038	1002	937	872	812	759	706	658							
38	1056	1014	949	884	824	771	712	664							
39	1061	1020	955	890	830	771	718	670							
40	1073	1032	967	901	842	783	723	676							
41	1085	1050	978	907	854	795	735	688							
42	1097	1061	990	919	860	801	741	694							
43	1115	1073	1002	931	872	812	753	700							
44	1121	1079	1008	937	878	818	759	706							
45	1139	1097	1026	955	895	830	771	718							
46	1150	1109	1038	967	901	842	777	729							
47	1162	1121	1050	978	913	848	789	735							
48	1180	1139	1061	984	925	860	795	741							
49	1192	1150	1073	996	931	872	806	753							
50	1204	1162	1085	1008	943	878	812	759							
51	1216	1174	1097	1020	955	890	824	771							
52	1222	1180	1103	1026	961	895	830	771							
53	1239	1192	1115	1038	973	901	836	783							
54	1251	1204	1127	1050	978	913	848	789							
55	1269	1228	1144	1061	996	925	860	801							
56	1293	1245	1162	1079	1014	943	872	812							
57	1316	1269	1186	1103	1032	961	890	830							
58	1358	1305	1222	1139	1061	990	919	854							
59	1411	1358	1269	1180	1103	1026	955	890							
60	1471	1417	1322	1228	1150	1073	990	925							
61	1512	1459	1364	1269	1186	1103	1026	955							
62	1548	1488	1394	1299	1210	1127	1044	978							
63	1571	1518	1417	1316	1233	1150	1061	990							
64	1607	1548	1447	1346	1257	1174	1085	1014							
65	1637	1577	1477	1376	1287	1198	1109	1032							
66	1684	1625	1518	1411	1322	1228	1139	1061							
67	1749	1690	1577	1465	1370	1275	1186	1103							
68	1815	1749	1637	1524	1423	1328	1228	1144							
69	1880	1815	1696	1577	1477	1376	1275	1186							
70	1951	1880	1755	1631	1530	1423	1316	1228							
71	2016	1939	1815	1690	1577	1471	1364	1269							
72	2081	2004	1874	1743	1631	1518	1405	1311							
73	2147	2070	1933	1797	1684	1566	1453	1352							
74	2212	2135	1992	1850	1732	1613	1494	1394							
75	2277	2194	2052	1909	1785	1660	1542	1435							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

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NORTH CAROLINA (32)

TERRITORY 240

FULL COVERAGE COMPREHENSIVE (001)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990- 2007	Symbol	1989 & Prior
(a)									(b)					(c)	
1	51	49	48	46	45	43	42	39	1	46	43	42	39	1	14
2	66	65	63	62	59	55	54	52	2	63	60	59	52	2	17
3	83	82	79	75	72	69	68	65	3	72	68	66	60	3	23
4	95	94	91	88	85	82	79	74	4	79	75	72	66	4	28
5	106	105	102	99	94	91	88	83	5	91	86	82	75	5	32
6	119	116	112	109	105	100	97	92	6	102	95	92	85	6	43
7	131	128	125	122	116	111	108	102	7	111	105	100	92	7	52
8	140	139	134	129	125	119	116	109	8	120	114	109	100	8	62
10	152	149	145	140	134	129	125	119	10	129	123	119	108	10	79
11	162	159	154	149	143	137	132	126	11	140	134	128	117	11	95
12	169	166	162	157	151	143	139	132	12	154	146	140	128	12	111
13	176	172	168	163	156	149	145	137	13	165	156	149	137	13	131
14	185	180	176	171	163	156	151	143	14	177	169	162	148	14	154
15	193	189	183	177	171	163	157	151	15	196	186	179	163	15	186
16	200	197	191	185	177	169	165	157	16	216	203	196	179	16	226
17	208	205	199	193	185	177	171	163	17	237	226	217	199	17	271
18	217	213	206	200	193	183	177	169	18	259	246	236	216	18	323
19	223	219	213	206	197	189	183	174	19	283	270	259	236	19	387
20	229	225	219	213	203	194	188	179	20	314	297	285	262	20	459
21	237	233	226	220	211	202	194	186	21	348	331	317	291	21	634
22	245	240	233	225	216	206	200	191	22	394	374	359	328		
23	253	248	240	233	223	214	206	197	23	440	419	402	368		
24	259	254	246	239	229	219	213	202	24	511	485	465	425		
25	266	262	254	246	236	226	219	208	25	628	596	571	524		
26	276	270	262	254	243	233	225	214	26	772	732	702	642		
27	283	277	270	262	251	240	233	222							
28	293	286	279	271	259	248	240	228							
29	302	297	288	279	268	256	248	236							
30	311	305	296	286	276	263	254	242							
31	320	314	305	296	283	271	262	249							
32	330	323	314	305	293	280	270	257							
33	340	333	323	314	300	288	279	265							
34	348	340	331	322	308	294	285	271							
35	356	350	339	328	316	302	291	277							
36	365	359	348	337	323	310	299	285							
37	379	371	360	350	336	320	310	296							
38	393	385	374	363	348	333	322	306							
39	407	399	387	374	359	343	333	317							
40	419	411	399	387	371	356	343	326							
41	433	425	413	400	383	368	354	339							
42	447	437	425	413	396	379	365	348							
43	459	451	437	424	407	390	376	359							
44	473	464	450	436	419	400	387	368							
45	485	476	462	448	430	411	397	379							
46	502	491	477	464	444	425	411	391							
47	517	508	493	477	459	439	424	403							
48	534	524	508	493	473	453	437	417							
49	550	539	524	508	487	467	450	430							
50	564	553	537	522	501	479	462	440							
51	581	570	553	536	514	493	476	453							
52	596	585	568	551	528	505	488	467							
53	611	599	582	565	542	517	501	477							
54	636	624	605	587	562	539	521	496							
55	667	653	634	616	590	565	545	521							
56	702	688	668	648	622	594	574	548							
57	741	727	705	684	656	628	607	579							

TERRITORY 240

FULL COVERAGE COMPREHENSIVE (001)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
58	799	784	761	738	707	678	655	624							
59	886	869	844	819	785	752	725	691							
60	981	963	935	907	870	832	804	767							
61	1072	1052	1021	990	950	909	878	838							
62	1157	1133	1101	1069	1024	979	947	902							
63	1241	1218	1183	1147	1100	1053	1016	970							
64	1326	1301	1263	1224	1175	1124	1086	1035							
65	1412	1384	1344	1304	1250	1197	1157	1103							
66	1540	1511	1466	1421	1363	1304	1261	1203							
67	1709	1677	1628	1579	1514	1449	1400	1335							
68	1879	1843	1789	1736	1665	1592	1538	1468							
69	2048	2010	1951	1893	1814	1737	1679	1600							
70	2219	2176	2113	2050	1965	1880	1817	1733							
71	2389	2342	2275	2207	2116	2025	1956	1865							
72	2558	2509	2436	2364	2265	2168	2096	1997							
73	2727	2677	2598	2519	2416	2312	2235	2130							
74	2898	2843	2760	2677	2567	2456	2373	2262							
75	3068	3009	2921	2834	2717	2600	2512	2396							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
1	257	246	231	215	199	189	173	162	1	199	183	173	141	1	68
2	341	330	309	288	267	252	231	215	2	225	210	194	162	2	84
3	372	356	335	314	293	272	252	236	3	262	241	225	189	3	105
4	435	419	393	367	341	320	293	278	4	283	262	246	204	4	115
5	477	461	430	398	372	346	325	299	5	304	283	262	215	5	136
6	498	482	451	419	393	367	341	314	6	320	293	272	225	6	147
7	524	503	472	440	409	383	356	330	7	330	309	288	236	7	162
8	545	529	493	456	430	398	372	346	8	346	320	299	246	8	194
10	566	545	508	472	440	414	383	356	10	372	341	320	262	10	225
11	582	561	524	487	456	424	393	367	11	388	356	335	278	11	246
12	603	582	545	508	472	440	409	383	12	398	367	346	283	12	272
13	624	597	561	524	487	456	419	393	13	414	383	356	293	13	293
14	639	618	576	534	503	466	435	403	14	440	403	377	314	14	325
15	650	629	587	545	508	477	440	409	15	461	430	398	330	15	351
16	655	634	592	550	514	482	445	414	16	482	445	414	341	16	388
17	671	645	603	561	524	487	451	424	17	498	461	430	356	17	409
18	686	660	618	576	540	503	466	435	18	524	487	456	372	18	445
19	697	671	629	587	545	508	472	440	19	550	508	477	393	19	472
20	718	692	645	597	561	524	482	451	20	566	524	487	403	20	503
21	734	707	660	613	576	534	498	461	21	592	545	508	419	21	571
22	744	718	671	624	582	545	503	472	22	624	576	540	445		
23	755	728	681	634	592	550	514	477	23	645	597	561	461		
24	776	744	697	650	608	566	524	487	24	676	624	582	482		
25	781	749	702	655	613	571	529	493	25	728	676	629	519		
26	791	765	713	660	618	576	534	498	26	791	734	686	566		
27	802	776	723	671	629	587	545	508							
28	807	781	728	676	634	592	545	508							
29	823	791	739	686	645	597	555	519							

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NORTH CAROLINA (32)

TERRITORY 240

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
30	828	796	744	692	650	603	561	519							
31	838	807	755	702	655	613	566	529							
32	854	823	770	718	671	624	576	540							
33	865	833	781	728	681	634	587	545							
34	880	849	791	734	686	639	592	555							
35	891	859	802	744	697	650	603	561							
36	901	870	812	755	707	660	608	571							
37	917	886	828	770	718	671	624	582							
38	933	896	838	781	728	681	629	587							
39	938	901	844	786	734	681	634	592							
40	948	912	854	796	744	692	639	597							
41	959	927	865	802	755	702	650	608							
42	969	938	875	812	760	707	655	613							
43	985	948	886	823	770	718	665	618							
44	990	954	891	828	776	723	671	624							
45	1006	969	907	844	791	734	681	634							
46	1017	980	917	854	796	744	686	645							
47	1027	990	927	865	807	749	697	650							
48	1043	1006	938	870	817	760	702	655							
49	1053	1017	948	880	823	770	713	665							
50	1064	1027	959	891	833	776	718	671							
51	1074	1038	969	901	844	786	728	681							
52	1079	1043	975	907	849	791	734	681							
53	1095	1053	985	917	859	796	739	692							
54	1106	1064	996	927	865	807	749	697							
55	1121	1085	1011	938	880	817	760	707							
56	1142	1100	1027	954	896	833	770	718							
57	1163	1121	1048	975	912	849	786	734							
58	1200	1153	1079	1006	938	875	812	755							
59	1247	1200	1121	1043	975	907	844	786							
60	1300	1252	1169	1085	1017	948	875	817							
61	1336	1289	1205	1121	1048	975	907	844							
62	1368	1315	1231	1148	1069	996	922	865							
63	1389	1341	1252	1163	1090	1017	938	875							
64	1420	1368	1279	1189	1111	1038	959	896							
65	1446	1394	1305	1216	1137	1058	980	912							
66	1488	1436	1341	1247	1169	1085	1006	938							
67	1546	1493	1394	1294	1210	1127	1048	975							
68	1603	1546	1446	1347	1258	1174	1085	1011							
69	1661	1603	1499	1394	1305	1216	1127	1048							
70	1724	1661	1551	1441	1352	1258	1163	1085							
71	1782	1713	1603	1493	1394	1300	1205	1121							
72	1839	1771	1656	1541	1441	1341	1242	1158							
73	1897	1829	1708	1588	1488	1383	1284	1195							
74	1955	1886	1761	1635	1530	1425	1320	1231							
75	2012	1939	1813	1687	1577	1467	1362	1268							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

TERRITORY 250

FULL COVERAGE COMPREHENSIVE (001)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	
1	40	38	37	36	35	34	32	30	1	36	34	32	30	1	11
2	52	50	49	48	46	43	42	41	2	49	47	46	41	2	13
3	65	64	61	59	56	54	53	50	3	56	53	52	47	3	18
4	74	73	71	68	66	64	61	58	4	61	59	56	52	4	22
5	83	82	79	77	73	71	68	65	5	71	67	64	59	5	25
6	92	90	88	85	82	78	76	72	6	79	74	72	66	6	34
7	102	100	97	95	90	86	84	79	7	86	82	78	72	7	41
8	109	108	104	101	97	92	90	85	8	94	89	85	78	8	48
10	119	116	113	109	104	101	97	92	10	101	96	92	84	10	61
11	126	124	120	116	112	107	103	98	11	109	104	100	91	11	74
12	132	130	126	122	118	112	108	103	12	120	114	109	100	12	86
13	137	134	131	127	121	116	113	107	13	128	121	116	107	13	102
14	144	140	137	133	127	121	118	112	14	138	132	126	115	14	120
15	150	148	143	138	133	127	122	118	15	152	145	139	127	15	145
16	156	154	149	144	138	132	128	122	16	168	158	152	139	16	176
17	162	160	155	150	144	138	133	127	17	185	176	169	155	17	211
18	169	166	161	156	150	143	138	132	18	202	192	184	168	18	252
19	174	170	166	161	154	148	143	136	19	221	210	202	184	19	301
20	179	175	170	166	158	151	146	139	20	245	232	222	204	20	358
21	185	181	176	172	164	157	151	145	21	271	258	247	227	21	494
22	191	187	181	175	168	161	156	149	22	307	292	280	256		
23	197	193	187	181	174	167	161	154	23	343	326	313	287		
24	202	198	192	186	179	170	166	157	24	398	378	362	331		
25	208	204	198	192	184	176	170	162	25	490	464	445	408		
26	215	210	204	198	190	181	175	167	26	601	570	547	500		
27	221	216	210	204	196	187	181	173							
28	228	223	217	211	202	193	187	178							
29	235	232	224	217	209	199	193	184							
30	242	238	230	223	215	205	198	188							
31	250	245	238	230	221	211	204	194							
32	257	252	245	238	228	218	210	200							
33	265	259	252	245	234	224	217	206							
34	271	265	258	251	240	229	222	211							
35	277	272	264	256	246	235	227	216							
36	284	280	271	263	252	241	233	222							
37	295	289	281	272	262	250	241	230							
38	306	300	292	283	271	259	251	239							
39	317	311	301	292	280	268	259	247							
40	326	320	311	301	289	277	268	254							
41	337	331	322	312	299	287	276	264							
42	348	341	331	322	308	295	284	271							
43	358	352	341	330	317	304	293	280							
44	368	361	350	340	326	312	301	287							
45	378	371	360	349	335	320	310	295							
46	391	383	372	361	346	331	320	305							
47	403	396	384	372	358	342	330	314							
48	416	408	396	384	368	353	341	325							
49	428	420	408	396	379	364	350	335							
50	439	431	419	407	390	373	360	343							
51	452	444	431	418	401	384	371	353							
52	464	456	443	430	412	394	380	364							
53	476	467	454	440	422	403	390	372							
54	496	486	472	457	438	420	406	386							
55	520	509	494	480	460	440	425	406							
56	547	536	521	505	485	463	448	427							
57	577	566	550	533	511	490	473	451							

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NORTH CAROLINA (32)

TERRITORY 250

FULL COVERAGE COMPREHENSIVE (001)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	Prior
58	623	611	593	575	551	528	510	486							
59	690	677	658	638	612	586	565	539							
60	764	750	728	707	678	648	626	598							
61	835	820	796	772	740	708	684	653							
62	901	883	858	833	798	763	738	703							
63	967	949	922	894	857	821	792	756							
64	1033	1014	984	954	916	876	846	806							
65	1100	1079	1048	1016	974	932	901	859							
66	1200	1177	1142	1108	1062	1016	983	937							
67	1332	1307	1268	1230	1180	1129	1091	1040							
68	1464	1436	1394	1352	1297	1241	1199	1144							
69	1596	1566	1520	1475	1414	1354	1308	1247							
70	1729	1696	1646	1597	1531	1465	1416	1350							
71	1861	1825	1772	1720	1649	1578	1524	1453							
72	1993	1955	1898	1842	1765	1690	1633	1556							
73	2125	2086	2024	1963	1883	1801	1741	1660							
74	2258	2215	2150	2086	2000	1914	1849	1763							
75	2390	2345	2276	2208	2117	2026	1957	1867							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	Prior
1	344	330	309	288	267	253	232	218	1	267	246	232	190	1	91
2	457	443	415	387	359	337	309	288	2	302	281	260	218	2	112
3	499	478	450	422	394	366	337	316	3	352	323	302	253	3	141
4	583	562	527	492	457	429	394	373	4	380	352	330	274	4	155
5	640	619	576	534	499	464	436	401	5	408	380	352	288	5	183
6	668	647	605	562	527	492	457	422	6	429	394	366	302	6	197
7	703	675	633	591	548	513	478	443	7	443	415	387	316	7	218
8	731	710	661	612	576	534	499	464	8	464	429	401	330	8	260
10	759	731	682	633	591	555	513	478	10	499	457	429	352	10	302
11	780	752	703	654	612	569	527	492	11	520	478	450	373	11	330
12	808	780	731	682	633	591	548	513	12	534	492	464	380	12	366
13	837	801	752	703	654	612	562	527	13	555	513	478	394	13	394
14	858	830	773	717	675	626	583	541	14	591	541	506	422	14	436
15	872	844	787	731	682	640	591	548	15	619	576	534	443	15	471
16	879	851	794	738	689	647	598	555	16	647	598	555	457	16	520
17	900	865	808	752	703	654	605	569	17	668	619	576	478	17	548
18	921	886	830	773	724	675	626	583	18	703	654	612	499	18	598
19	935	900	844	787	731	682	633	591	19	738	682	640	527	19	633
20	963	928	865	801	752	703	647	605	20	759	703	654	541	20	675
21	984	949	886	823	773	717	668	619	21	794	731	682	562	21	766
22	998	963	900	837	780	731	675	633	22	837	773	724	598		
23	1012	977	914	851	794	738	689	640	23	865	801	752	619		
24	1040	998	935	872	815	759	703	654	24	907	837	780	647		
25	1047	1005	942	879	823	766	710	661	25	977	907	844	696		
26	1062	1026	956	886	830	773	717	668	26	1062	984	921	759		
27	1076	1040	970	900	844	787	731	682							
28	1083	1047	977	907	851	794	731	682							
29	1104	1062	991	921	865	801	745	696							

TERRITORY 250

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
30	1111	1069	998	928	872	808	752	696							
31	1125	1083	1012	942	879	823	759	710							
32	1146	1104	1033	963	900	837	773	724							
33	1160	1118	1047	977	914	851	787	731							
34	1181	1139	1062	984	921	858	794	745							
35	1195	1153	1076	998	935	872	808	752							
36	1209	1167	1090	1012	949	886	815	766							
37	1230	1188	1111	1033	963	900	837	780							
38	1251	1202	1125	1047	977	914	844	787							
39	1258	1209	1132	1055	984	914	851	794							
40	1272	1223	1146	1069	998	928	858	801							
41	1286	1244	1160	1076	1012	942	872	815							
42	1301	1258	1174	1090	1019	949	879	823							
43	1322	1272	1188	1104	1033	963	893	830							
44	1329	1279	1195	1111	1040	970	900	837							
45	1350	1301	1216	1132	1062	984	914	851							
46	1364	1315	1230	1146	1069	998	921	865							
47	1378	1329	1244	1160	1083	1005	935	872							
48	1399	1350	1258	1167	1097	1019	942	879							
49	1413	1364	1272	1181	1104	1033	956	893							
50	1427	1378	1286	1195	1118	1040	963	900							
51	1441	1392	1301	1209	1132	1055	977	914							
52	1448	1399	1308	1216	1139	1062	984	914							
53	1469	1413	1322	1230	1153	1069	991	928							
54	1483	1427	1336	1244	1160	1083	1005	935							
55	1504	1455	1357	1258	1181	1097	1019	949							
56	1533	1476	1378	1279	1202	1118	1033	963							
57	1561	1504	1406	1308	1223	1139	1055	984							
58	1610	1547	1448	1350	1258	1174	1090	1012							
59	1673	1610	1504	1399	1308	1216	1132	1055							
60	1743	1680	1568	1455	1364	1272	1174	1097							
61	1793	1729	1617	1504	1406	1308	1216	1132							
62	1835	1765	1652	1540	1434	1336	1237	1160							
63	1863	1800	1680	1561	1462	1364	1258	1174							
64	1905	1835	1715	1596	1490	1392	1286	1202							
65	1940	1870	1750	1631	1526	1420	1315	1223							
66	1997	1926	1800	1673	1568	1455	1350	1258							
67	2074	2004	1870	1736	1624	1511	1406	1308							
68	2151	2074	1940	1807	1687	1575	1455	1357							
69	2229	2151	2011	1870	1750	1631	1511	1406							
70	2313	2229	2081	1933	1814	1687	1561	1455							
71	2390	2299	2151	2004	1870	1743	1617	1504							
72	2468	2376	2221	2067	1933	1800	1666	1554							
73	2545	2453	2292	2130	1997	1856	1722	1603							
74	2622	2531	2362	2193	2053	1912	1772	1652							
75	2700	2601	2432	2264	2116	1968	1828	1701							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

**PERSONAL AUTO MANUAL
RATE PAGES**

NORTH CAROLINA (32)

TERRITORY 260

FULL COVERAGE COMPREHENSIVE (001)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990- 2007	Symbol	1989 & Prior
(a)									(b)					(c)	
1	41	40	39	38	36	35	34	31	1	38	35	34	31	1	11
2	54	53	51	50	48	45	44	43	2	51	49	48	43	2	14
3	68	66	64	61	59	56	55	53	3	59	55	54	49	3	19
4	78	76	74	71	69	66	64	60	4	64	61	59	54	4	23
5	86	85	83	80	76	74	71	68	5	74	70	66	61	5	26
6	96	94	91	89	85	81	79	75	6	83	78	75	69	6	35
7	106	104	101	99	94	90	88	83	7	90	85	81	75	7	43
8	114	113	109	105	101	96	94	89	8	98	93	89	81	8	50
10	124	121	118	114	109	105	101	96	10	105	100	96	88	10	64
11	131	129	125	121	116	111	108	103	11	114	109	104	95	11	78
12	138	135	131	128	123	116	113	108	12	125	119	114	104	12	90
13	143	140	136	133	126	121	118	111	13	134	126	121	111	13	106
14	150	146	143	139	133	126	123	116	14	144	138	131	120	14	125
15	156	154	149	144	139	133	128	123	15	159	151	145	133	15	151
16	163	160	155	150	144	138	134	128	16	175	165	159	145	16	184
17	169	166	161	156	150	144	139	133	17	193	184	176	161	17	220
18	176	173	168	163	156	149	144	138	18	210	200	191	175	18	263
19	181	178	173	168	160	154	149	141	19	230	219	210	191	19	314
20	186	183	178	173	165	158	153	145	20	255	241	231	213	20	373
21	193	189	184	179	171	164	158	151	21	283	269	258	236	21	515
22	199	195	189	183	175	168	163	155	22	320	304	291	266		
23	205	201	195	189	181	174	168	160	23	358	340	326	299		
24	210	206	200	194	186	178	173	164	24	415	394	378	345		
25	216	213	206	200	191	184	178	169	25	510	484	464	425		
26	224	219	213	206	198	189	183	174	26	626	594	570	521		
27	230	225	219	213	204	195	189	180							
28	238	233	226	220	210	201	195	185							
29	245	241	234	226	218	208	201	191							
30	253	248	240	233	224	214	206	196							
31	260	255	248	240	230	220	213	203							
32	268	263	255	248	238	228	219	209							
33	276	270	263	255	244	234	226	215							
34	283	276	269	261	250	239	231	220							
35	289	284	275	266	256	245	236	225							
36	296	291	283	274	263	251	243	231							
37	308	301	293	284	273	260	251	240							
38	319	313	304	295	283	270	261	249							
39	330	324	314	304	291	279	270	258							
40	340	334	324	314	301	289	279	265							
41	351	345	335	325	311	299	288	275							
42	363	355	345	335	321	308	296	283							
43	373	366	355	344	330	316	305	291							
44	384	376	365	354	340	325	314	299							
45	394	386	375	364	349	334	323	308							
46	408	399	388	376	360	345	334	318							
47	420	413	400	388	373	356	344	328							
48	434	425	413	400	384	368	355	339							
49	446	438	425	413	395	379	365	349							
50	458	449	436	424	406	389	375	358							
51	471	463	449	435	418	400	386	368							
52	484	475	461	448	429	410	396	379							
53	496	486	473	459	440	420	406	388							
54	516	506	491	476	456	438	423	403							
55	541	530	515	500	479	459	443	423							
56	570	559	543	526	505	483	466	445							
57	601	590	573	555	533	510	493	470							

TERRITORY 260

FULL COVERAGE COMPREHENSIVE (001)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
58	649	636	618	599	574	550	531	506							
59	719	705	685	665	638	610	589	561							
60	796	781	759	736	706	675	653	623							
61	870	854	829	804	771	738	713	680							
62	939	920	894	868	831	795	769	733							
63	1008	989	960	931	893	855	825	788							
64	1076	1056	1025	994	954	913	881	840							
65	1146	1124	1091	1059	1015	971	939	895							
66	1250	1226	1190	1154	1106	1059	1024	976							
67	1388	1361	1321	1281	1229	1176	1136	1084							
68	1525	1496	1453	1409	1351	1293	1249	1191							
69	1663	1631	1584	1536	1473	1410	1363	1299							
70	1801	1766	1715	1664	1595	1526	1475	1406							
71	1939	1901	1846	1791	1718	1644	1588	1514							
72	2076	2036	1978	1919	1839	1760	1701	1621							
73	2214	2173	2109	2045	1961	1876	1814	1729							
74	2353	2308	2240	2173	2084	1994	1926	1836							
75	2490	2443	2371	2300	2205	2110	2039	1945							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
1	256	246	230	214	199	188	173	162	1	199	183	173	141	1	68
2	340	329	309	288	267	251	230	214	2	225	209	194	162	2	84
3	371	356	335	314	293	272	251	235	3	262	241	225	188	3	105
4	434	418	392	366	340	319	293	277	4	282	262	246	204	4	115
5	476	460	429	397	371	345	324	298	5	303	282	262	214	5	136
6	497	481	450	418	392	366	340	314	6	319	293	272	225	6	146
7	523	502	471	439	408	382	356	329	7	329	309	288	235	7	162
8	544	528	492	455	429	397	371	345	8	345	319	298	246	8	194
10	565	544	507	471	439	413	382	356	10	371	340	319	262	10	225
11	581	560	523	486	455	424	392	366	11	387	356	335	277	11	246
12	601	581	544	507	471	439	408	382	12	397	366	345	282	12	272
13	622	596	560	523	486	455	418	392	13	413	382	356	293	13	293
14	638	617	575	533	502	465	434	403	14	439	403	377	314	14	324
15	649	628	586	544	507	476	439	408	15	460	429	397	329	15	350
16	654	633	591	549	513	481	445	413	16	481	445	413	340	16	387
17	669	643	601	560	523	486	450	424	17	497	460	429	356	17	408
18	685	659	617	575	539	502	465	434	18	523	486	455	371	18	445
19	696	669	628	586	544	507	471	439	19	549	507	476	392	19	471
20	717	690	643	596	560	523	481	450	20	565	523	486	403	20	502
21	732	706	659	612	575	533	497	460	21	591	544	507	418	21	570
22	743	717	669	622	581	544	502	471	22	622	575	539	445		
23	753	727	680	633	591	549	513	476	23	643	596	560	460		
24	774	743	696	649	607	565	523	486	24	675	622	581	481		
25	779	748	701	654	612	570	528	492	25	727	675	628	518		
26	790	764	711	659	617	575	533	497	26	790	732	685	565		
27	800	774	722	669	628	586	544	507							
28	805	779	727	675	633	591	544	507							
29	821	790	737	685	643	596	554	518							

**PERSONAL AUTO MANUAL
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NORTH CAROLINA (32)

TERRITORY 260

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	
30	826	795	743	690	649	601	560	518							
31	837	805	753	701	654	612	565	528							
32	852	821	769	717	669	622	575	539							
33	863	832	779	727	680	633	586	544							
34	879	847	790	732	685	638	591	554							
35	889	858	800	743	696	649	601	560							
36	900	868	811	753	706	659	607	570							
37	915	884	826	769	717	669	622	581							
38	931	894	837	779	727	680	628	586							
39	936	900	842	785	732	680	633	591							
40	947	910	852	795	743	690	638	596							
41	957	926	863	800	753	701	649	607							
42	968	936	873	811	758	706	654	612							
43	983	947	884	821	769	717	664	617							
44	988	952	889	826	774	722	669	622							
45	1004	968	905	842	790	732	680	633							
46	1015	978	915	852	795	743	685	643							
47	1025	988	926	863	805	748	696	649							
48	1041	1004	936	868	816	758	701	654							
49	1051	1015	947	879	821	769	711	664							
50	1062	1025	957	889	832	774	717	669							
51	1072	1036	968	900	842	785	727	680							
52	1077	1041	973	905	847	790	732	680							
53	1093	1051	983	915	858	795	737	690							
54	1104	1062	994	926	863	805	748	696							
55	1119	1083	1009	936	879	816	758	706							
56	1140	1098	1025	952	894	832	769	717							
57	1161	1119	1046	973	910	847	785	732							
58	1198	1151	1077	1004	936	873	811	753							
59	1245	1198	1119	1041	973	905	842	785							
60	1297	1250	1166	1083	1015	947	873	816							
61	1334	1287	1203	1119	1046	973	905	842							
62	1365	1313	1229	1145	1067	994	920	863							
63	1386	1339	1250	1161	1088	1015	936	873							
64	1417	1365	1276	1187	1109	1036	957	894							
65	1443	1391	1302	1213	1135	1056	978	910							
66	1485	1433	1339	1245	1166	1083	1004	936							
67	1543	1491	1391	1292	1208	1124	1046	973							
68	1600	1543	1443	1344	1255	1172	1083	1009							
69	1658	1600	1496	1391	1302	1213	1124	1046							
70	1721	1658	1548	1438	1349	1255	1161	1083							
71	1778	1710	1600	1491	1391	1297	1203	1119							
72	1836	1768	1653	1538	1438	1339	1240	1156							
73	1893	1825	1705	1585	1485	1381	1281	1192							
74	1951	1883	1757	1632	1527	1423	1318	1229							
75	2008	1935	1810	1684	1574	1464	1360	1266							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

TERRITORY 270

FULL COVERAGE COMPREHENSIVE (001)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
1	27	26	25	25	24	23	22	21	1	25	23	22	21	1	7
2	35	34	34	33	31	30	29	28	2	34	32	31	28	2	9
3	44	43	42	40	39	37	36	34	3	39	36	35	32	3	12
4	51	50	48	47	45	43	42	39	4	42	40	39	35	4	15
5	57	56	54	52	50	48	47	44	5	48	46	43	40	5	17
6	63	62	60	58	56	53	52	49	6	54	51	49	45	6	23
7	70	68	66	65	62	59	57	54	7	59	56	53	49	7	28
8	75	74	71	69	66	63	62	58	8	64	61	58	53	8	33
10	81	80	77	75	71	69	66	63	10	69	66	63	57	10	42
11	86	84	82	80	76	73	71	67	11	75	71	68	62	11	51
12	90	89	86	84	80	76	74	71	12	82	78	75	68	12	59
13	93	92	89	87	83	80	77	73	13	88	83	80	73	13	70
14	98	96	93	91	87	83	80	76	14	94	90	86	79	14	82
15	103	101	98	94	91	87	84	80	15	104	99	95	87	15	99
16	107	105	102	98	94	90	88	84	16	115	108	104	95	16	121
17	111	109	106	103	98	94	91	87	17	126	121	116	106	17	144
18	116	113	110	107	103	98	94	90	18	138	131	125	115	18	172
19	119	116	113	110	105	101	98	93	19	151	144	138	125	19	206
20	122	120	116	113	108	103	100	95	20	167	158	152	139	20	244
21	126	124	121	117	112	107	103	99	21	185	176	169	155	21	338
22	130	128	124	120	115	110	107	102	22	210	199	191	175		
23	134	132	128	124	119	114	110	105	23	235	223	214	196		
24	138	135	131	127	122	116	113	107	24	272	258	248	226		
25	142	139	135	131	125	121	116	111	25	335	317	304	279		
26	147	144	139	135	130	124	120	114	26	411	390	374	342		
27	151	148	144	139	134	128	124	118							
28	156	153	148	144	138	132	128	121							
29	161	158	153	148	143	136	132	125							
30	166	162	157	153	147	140	135	129							
31	171	167	162	157	151	144	139	133							
32	175	172	167	162	156	149	144	137							
33	181	177	172	167	160	153	148	141							
34	185	181	176	171	164	157	152	144							
35	189	186	180	175	168	161	155	148							
36	194	191	185	180	172	165	159	152							
37	202	198	192	186	179	171	165	157							
38	209	205	199	194	185	177	171	163							
39	216	212	206	199	191	183	177	169							
40	223	219	212	206	198	189	183	174							
41	230	226	220	213	204	196	189	180							
42	238	233	226	220	211	202	194	185							
43	244	240	233	226	216	207	200	191							
44	252	247	239	232	223	213	206	196							
45	258	253	246	239	229	219	212	202							
46	267	262	254	247	236	226	219	208							
47	276	271	262	254	244	234	226	215							
48	285	279	271	262	252	241	233	222							
49	293	287	279	271	259	248	239	229							
50	300	294	286	278	267	255	246	235							
51	309	303	294	285	274	262	253	241							
52	317	312	303	294	281	269	260	248							
53	326	319	310	301	289	276	267	254							
54	339	332	322	312	299	287	277	264							
55	355	348	338	328	314	301	290	277							
56	374	367	356	345	331	317	306	292							
57	394	387	376	364	349	335	323	308							

**PERSONAL AUTO MANUAL
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NORTH CAROLINA (32)

TERRITORY 270

FULL COVERAGE COMPREHENSIVE (001)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	Prior
58	426	417	405	393	376	361	349	332							
59	472	462	449	436	418	400	386	368							
60	522	513	498	483	463	443	428	408							
61	571	560	544	527	506	484	467	446							
62	616	604	586	569	545	522	504	481							
63	661	649	630	611	585	561	541	517							
64	706	693	672	652	626	599	578	551							
65	752	737	716	695	666	637	616	587							
66	820	804	781	757	726	695	672	640							
67	910	893	867	841	806	772	745	711							
68	1000	982	953	924	886	848	819	781							
69	1091	1070	1039	1008	966	925	894	852							
70	1182	1159	1125	1091	1046	1001	968	923							
71	1272	1247	1211	1175	1127	1078	1041	993							
72	1362	1336	1297	1259	1206	1155	1116	1064							
73	1452	1425	1383	1342	1287	1231	1190	1134							
74	1543	1514	1469	1425	1367	1308	1264	1205							
75	1633	1602	1556	1509	1446	1384	1337	1276							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	Prior
1	235	226	211	197	182	173	158	149	1	182	168	158	130	1	62
2	312	302	283	264	245	230	211	197	2	206	192	178	149	2	77
3	341	326	307	288	269	250	230	216	3	240	221	206	173	3	96
4	398	384	360	336	312	293	269	254	4	259	240	226	187	4	106
5	437	422	394	365	341	317	298	274	5	278	259	240	197	5	125
6	456	442	413	384	360	336	312	288	6	293	269	250	206	6	134
7	480	461	432	403	374	350	326	302	7	302	283	264	216	7	149
8	499	485	451	418	394	365	341	317	8	317	293	274	226	8	178
10	518	499	466	432	403	379	350	326	10	341	312	293	240	10	206
11	533	514	480	446	418	389	360	336	11	355	326	307	254	11	226
12	552	533	499	466	432	403	374	350	12	365	336	317	259	12	250
13	571	547	514	480	446	418	384	360	13	379	350	326	269	13	269
14	586	566	528	490	461	427	398	370	14	403	370	346	288	14	298
15	595	576	538	499	466	437	403	374	15	422	394	365	302	15	322
16	600	581	542	504	470	442	408	379	16	442	408	379	312	16	355
17	614	590	552	514	480	446	413	389	17	456	422	394	326	17	374
18	629	605	566	528	494	461	427	398	18	480	446	418	341	18	408
19	638	614	576	538	499	466	432	403	19	504	466	437	360	19	432
20	658	634	590	547	514	480	442	413	20	518	480	446	370	20	461
21	672	648	605	562	528	490	456	422	21	542	499	466	384	21	523
22	682	658	614	571	533	499	461	432	22	571	528	494	408		
23	691	667	624	581	542	504	470	437	23	590	547	514	422		
24	710	682	638	595	557	518	480	446	24	619	571	533	442		
25	715	686	643	600	562	523	485	451	25	667	619	576	475		
26	725	701	653	605	566	528	490	456	26	725	672	629	518		
27	734	710	662	614	576	538	499	466							
28	739	715	667	619	581	542	499	466							
29	754	725	677	629	590	547	509	475							

TERRITORY 270

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
30	758	730	682	634	595	552	514	475							
31	768	739	691	643	600	562	518	485							
32	782	754	706	658	614	571	528	494							
33	792	763	715	667	624	581	538	499							
34	806	778	725	672	629	586	542	509							
35	816	787	734	682	638	595	552	514							
36	826	797	744	691	648	605	557	523							
37	840	811	758	706	658	614	571	533							
38	854	821	768	715	667	624	576	538							
39	859	826	773	720	672	624	581	542							
40	869	835	782	730	682	634	586	547							
41	878	850	792	734	691	643	595	557							
42	888	859	802	744	696	648	600	562							
43	902	869	811	754	706	658	610	566							
44	907	874	816	758	710	662	614	571							
45	922	888	830	773	725	672	624	581							
46	931	898	840	782	730	682	629	590							
47	941	907	850	792	739	686	638	595							
48	955	922	859	797	749	696	643	600							
49	965	931	869	806	754	706	653	610							
50	974	941	878	816	763	710	658	614							
51	984	950	888	826	773	720	667	624							
52	989	955	893	830	778	725	672	624							
53	1003	965	902	840	787	730	677	634							
54	1013	974	912	850	792	739	686	638							
55	1027	994	926	859	806	749	696	648							
56	1046	1008	941	874	821	763	706	658							
57	1066	1027	960	893	835	778	720	672							
58	1099	1056	989	922	859	802	744	691							
59	1142	1099	1027	955	893	830	773	720							
60	1190	1147	1070	994	931	869	802	749							
61	1224	1181	1104	1027	960	893	830	773							
62	1253	1205	1128	1051	979	912	845	792							
63	1272	1229	1147	1066	998	931	859	802							
64	1301	1253	1171	1090	1018	950	878	821							
65	1325	1277	1195	1114	1042	970	898	835							
66	1363	1315	1229	1142	1070	994	922	859							
67	1416	1368	1277	1186	1109	1032	960	893							
68	1469	1416	1325	1234	1152	1075	994	926							
69	1522	1469	1373	1277	1195	1114	1032	960							
70	1579	1522	1421	1320	1238	1152	1066	994							
71	1632	1570	1469	1368	1277	1190	1104	1027							
72	1685	1622	1517	1411	1320	1229	1138	1061							
73	1738	1675	1565	1454	1363	1267	1176	1094							
74	1790	1728	1613	1498	1402	1306	1210	1128							
75	1843	1776	1661	1546	1445	1344	1248	1162							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

**PERSONAL AUTO MANUAL
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NORTH CAROLINA (32)

TERRITORY 280

FULL COVERAGE COMPREHENSIVE (001)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990- 2007	Symbol	1989 & Prior
(a)									(b)					(c)	
1	33	32	31	30	29	28	27	25	1	30	28	27	25	1	9
2	43	42	41	40	38	36	35	34	2	41	39	38	34	2	11
3	53	52	50	49	47	45	44	42	3	47	44	43	39	3	15
4	61	60	58	56	54	52	50	48	4	50	49	47	43	4	18
5	68	67	65	63	60	58	56	53	5	58	55	52	49	5	21
6	76	74	72	70	67	64	62	59	6	65	61	59	54	6	28
7	84	82	80	78	74	71	69	65	7	71	67	64	59	7	34
8	90	89	86	83	80	76	74	70	8	77	73	70	64	8	40
10	98	96	93	90	86	83	80	76	10	83	79	76	69	10	50
11	104	102	99	96	92	88	85	81	11	90	86	82	75	11	61
12	109	107	104	101	97	92	89	85	12	99	94	90	82	12	71
13	113	111	108	105	100	96	93	88	13	106	100	96	88	13	84
14	119	116	113	110	105	100	97	92	14	114	109	104	95	14	99
15	124	122	118	114	110	105	101	97	15	126	120	115	105	15	120
16	129	127	123	119	114	109	106	101	16	139	131	126	115	16	146
17	134	132	128	124	119	114	110	105	17	152	146	140	128	17	174
18	140	137	133	129	124	118	114	109	18	166	158	151	139	18	208
19	144	141	137	133	127	122	118	112	19	182	173	166	151	19	248
20	148	145	141	137	131	125	121	115	20	202	191	183	168	20	295
21	152	149	146	142	136	130	125	120	21	224	213	204	187	21	408
22	157	154	149	145	139	133	129	123	22	253	241	231	211		
23	162	159	154	149	144	138	133	127	23	283	269	258	237		
24	166	163	158	153	148	141	137	130	24	329	312	299	273		
25	171	168	163	158	151	146	141	134	25	404	383	367	337		
26	177	173	168	163	156	149	145	138	26	496	470	451	413		
27	182	178	173	168	161	154	149	143							
28	188	184	179	174	166	159	154	147							
29	194	191	185	179	172	164	159	151							
30	200	196	190	184	177	169	163	155							
31	206	202	196	190	182	174	168	160							
32	212	208	202	196	188	180	173	165							
33	219	214	208	202	193	185	179	170							
34	224	219	213	207	198	189	183	174							
35	229	225	218	211	203	194	187	178							
36	235	231	224	217	208	199	192	183							
37	244	239	232	225	216	206	199	190							
38	252	248	241	234	224	214	207	197							
39	261	256	248	241	231	221	214	204							
40	269	264	256	248	239	229	221	210							
41	278	273	265	257	247	237	228	218							
42	287	281	273	265	254	244	235	224							
43	295	290	281	272	261	250	242	231							
44	304	298	289	280	269	257	248	237							
45	312	306	297	288	276	264	255	244							
46	323	316	307	298	285	273	264	251							
47	333	327	317	307	295	282	272	259							
48	344	337	327	317	304	291	281	268							
49	353	347	337	327	313	300	289	276							
50	362	355	346	336	322	308	297	283							
51	373	366	355	345	331	317	306	291							
52	383	376	365	354	340	325	314	300							
53	393	385	374	363	348	333	322	307							
54	409	401	389	377	361	347	335	319							
55	429	420	408	396	379	363	350	335							
56	451	443	430	417	400	382	369	352							
57	476	467	453	440	422	404	390	372							

TERRITORY 280

FULL COVERAGE COMPREHENSIVE (001)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
58	514	504	489	474	454	436	421	401							
59	569	558	543	527	505	483	466	445							
60	631	619	601	583	559	535	517	493							
61	689	676	656	637	611	584	564	539							
62	743	729	708	687	658	630	609	580							
63	798	783	760	738	707	677	653	624							
64	852	837	812	787	755	723	698	665							
65	908	890	864	839	804	769	743	709							
66	990	971	942	914	876	839	811	773							
67	1099	1078	1046	1015	973	932	900	858							
68	1208	1185	1150	1116	1070	1024	989	943							
69	1317	1292	1254	1217	1166	1117	1079	1029							
70	1427	1399	1358	1318	1263	1209	1168	1114							
71	1535	1506	1462	1419	1360	1302	1257	1199							
72	1644	1613	1566	1520	1456	1394	1347	1284							
73	1753	1721	1670	1620	1553	1486	1436	1369							
74	1863	1828	1774	1721	1650	1579	1526	1454							
75	1972	1934	1878	1822	1746	1671	1615	1540							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
1	283	272	254	237	220	208	191	179	1	220	202	191	156	1	75
2	376	364	341	318	295	277	254	237	2	249	231	214	179	2	92
3	410	393	370	347	324	301	277	260	3	289	266	249	208	3	116
4	480	462	434	405	376	353	324	306	4	312	289	272	225	4	127
5	526	509	474	439	410	381	358	329	5	335	312	289	237	5	150
6	549	532	497	462	434	405	376	347	6	353	324	301	249	6	162
7	578	555	520	486	451	422	393	364	7	364	341	318	260	7	179
8	601	584	543	503	474	439	410	381	8	381	353	329	272	8	214
10	624	601	561	520	486	457	422	393	10	410	376	353	289	10	249
11	642	618	578	538	503	468	434	405	11	428	393	370	306	11	272
12	665	642	601	561	520	486	451	422	12	439	405	381	312	12	301
13	688	659	618	578	538	503	462	434	13	457	422	393	324	13	324
14	705	682	636	590	555	514	480	445	14	486	445	416	347	14	358
15	717	694	647	601	561	526	486	451	15	509	474	439	364	15	387
16	723	699	653	607	566	532	491	457	16	532	491	457	376	16	428
17	740	711	665	618	578	538	497	468	17	549	509	474	393	17	451
18	757	728	682	636	595	555	514	480	18	578	538	503	410	18	491
19	769	740	694	647	601	561	520	486	19	607	561	526	434	19	520
20	792	763	711	659	618	578	532	497	20	624	578	538	445	20	555
21	809	780	728	676	636	590	549	509	21	653	601	561	462	21	630
22	821	792	740	688	642	601	555	520	22	688	636	595	491		
23	832	803	751	699	653	607	566	526	23	711	659	618	509		
24	855	821	769	717	670	624	578	538	24	746	688	642	532		
25	861	827	775	723	676	630	584	543	25	803	746	694	572		
26	873	844	786	728	682	636	590	549	26	873	809	757	624		
27	884	855	798	740	694	647	601	561							
28	890	861	803	746	699	653	601	561							
29	907	873	815	757	711	659	613	572							

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NORTH CAROLINA (32)

TERRITORY 280

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	
30	913	879	821	763	717	665	618	572							
31	925	890	832	775	723	676	624	584							
32	942	907	850	792	740	688	636	595							
33	954	919	861	803	751	699	647	601							
34	971	936	873	809	757	705	653	613							
35	983	948	884	821	769	717	665	618							
36	994	959	896	832	780	728	670	630							
37	1012	977	913	850	792	740	688	642							
38	1029	988	925	861	803	751	694	647							
39	1035	994	931	867	809	751	699	653							
40	1046	1006	942	879	821	763	705	659							
41	1058	1023	954	884	832	775	717	670							
42	1069	1035	965	896	838	780	723	676							
43	1087	1046	977	907	850	792	734	682							
44	1092	1052	983	913	855	798	740	688							
45	1110	1069	1000	931	873	809	751	699							
46	1121	1081	1012	942	879	821	757	711							
47	1133	1092	1023	954	890	827	769	717							
48	1150	1110	1035	959	902	838	775	723							
49	1162	1121	1046	971	907	850	786	734							
50	1173	1133	1058	983	919	855	792	740							
51	1185	1144	1069	994	931	867	803	751							
52	1191	1150	1075	1000	936	873	809	751							
53	1208	1162	1087	1012	948	879	815	763							
54	1220	1173	1098	1023	954	890	827	769							
55	1237	1196	1116	1035	971	902	838	780							
56	1260	1214	1133	1052	988	919	850	792							
57	1283	1237	1156	1075	1006	936	867	809							
58	1324	1272	1191	1110	1035	965	896	832							
59	1376	1324	1237	1150	1075	1000	931	867							
60	1433	1381	1289	1196	1121	1046	965	902							
61	1474	1422	1329	1237	1156	1075	1000	931							
62	1509	1451	1358	1266	1179	1098	1017	954							
63	1532	1480	1381	1283	1202	1121	1035	965							
64	1566	1509	1410	1312	1225	1144	1058	988							
65	1595	1537	1439	1341	1254	1168	1081	1006							
66	1642	1584	1480	1376	1289	1196	1110	1035							
67	1705	1647	1537	1428	1335	1243	1156	1075							
68	1769	1705	1595	1485	1387	1295	1196	1116							
69	1832	1769	1653	1537	1439	1341	1243	1156							
70	1902	1832	1711	1590	1491	1387	1283	1196							
71	1965	1890	1769	1647	1537	1433	1329	1237							
72	2029	1954	1826	1699	1590	1480	1370	1277							
73	2092	2017	1884	1751	1642	1526	1416	1318							
74	2156	2081	1942	1803	1688	1572	1457	1358							
75	2220	2139	2000	1861	1740	1618	1503	1399							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

TERRITORY 290

FULL COVERAGE COMPREHENSIVE (001)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	
1	39	38	37	36	35	33	32	30	1	36	33	32	30	1	11
2	51	50	49	48	45	43	42	40	2	49	46	45	40	2	13
3	64	63	61	58	56	54	52	50	3	56	52	51	46	3	18
4	74	73	70	68	65	63	61	57	4	61	58	56	51	4	21
5	82	81	79	76	73	70	68	64	5	70	67	63	58	5	25
6	92	89	87	84	81	77	75	71	6	79	74	71	65	6	33
7	101	99	96	94	89	86	83	79	7	86	81	77	71	7	40
8	108	107	104	100	96	92	89	84	8	93	88	84	77	8	48
10	118	115	112	108	104	100	96	92	10	100	95	92	83	10	61
11	125	123	119	115	111	106	102	98	11	108	104	99	90	11	74
12	131	129	125	121	117	111	107	102	12	119	113	108	99	12	86
13	136	133	130	126	120	115	112	106	13	127	120	115	106	13	101
14	143	139	136	132	126	120	117	111	14	137	131	125	114	14	119
15	149	146	142	137	132	126	121	117	15	151	144	138	126	15	144
16	155	152	148	143	137	131	127	121	16	167	157	151	138	16	175
17	161	158	154	149	143	137	132	126	17	183	175	168	154	17	209
18	168	164	159	155	149	142	137	131	18	200	190	182	167	18	250
19	173	169	164	159	152	146	142	134	19	219	208	200	182	19	299
20	177	174	169	164	157	150	145	138	20	243	230	220	202	20	355
21	183	180	175	170	163	156	150	144	21	269	256	245	225	21	490
22	189	186	180	174	167	159	155	148	22	305	289	277	253		
23	195	192	186	180	173	165	159	152	23	340	324	311	284		
24	200	196	190	184	177	169	164	156	24	395	375	359	328		
25	206	202	196	190	182	175	169	161	25	486	461	441	405		
26	213	208	202	196	188	180	174	165	26	596	565	543	496		
27	219	214	208	202	194	186	180	171							
28	226	221	215	209	200	192	186	176							
29	233	230	223	215	207	198	192	182							
30	240	236	228	221	213	203	196	187							
31	248	243	236	228	219	209	202	193							
32	255	250	243	236	226	217	208	199							
33	263	257	250	243	232	223	215	205							
34	269	263	256	249	238	227	220	209							
35	275	270	262	253	244	233	225	214							
36	282	277	269	261	250	239	231	220							
37	293	287	278	270	259	248	239	228							
38	303	298	289	281	269	257	249	237							
39	314	308	299	289	277	265	257	245							
40	324	318	308	299	287	275	265	252							
41	334	328	319	309	296	284	274	262							
42	345	338	328	319	306	293	282	269							
43	355	349	338	327	314	301	290	277							
44	365	358	347	337	324	309	299	284							
45	375	368	357	346	332	318	307	293							
46	388	380	369	358	343	328	318	302							
47	400	393	381	369	355	339	327	312							
48	413	405	393	381	365	350	338	322							
49	425	417	405	393	376	361	347	332							
50	436	427	415	403	387	370	357	340							
51	449	440	427	414	397	381	368	350							
52	461	452	439	426	408	390	377	361							
53	472	463	450	437	419	400	387	369							
54	491	482	468	453	434	417	402	383							
55	515	505	490	476	456	437	421	402							
56	543	532	516	501	481	459	444	424							
57	572	562	545	528	507	486	469	447							

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FULL COVERAGE COMPREHENSIVE (001)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
58	618	606	588	570	546	524	506	482							
59	684	671	652	633	607	581	560	534							
60	758	744	722	701	672	643	621	593							
61	828	813	789	765	734	702	678	647							
62	894	876	851	826	791	757	732	697							
63	959	941	914	887	850	814	785	750							
64	1025	1006	976	946	908	869	839	800							
65	1091	1070	1039	1008	966	925	894	852							
66	1190	1167	1133	1098	1053	1008	975	929							
67	1321	1296	1258	1220	1170	1120	1082	1032							
68	1452	1424	1383	1341	1286	1230	1189	1134							
69	1583	1553	1508	1463	1402	1342	1297	1236							
70	1715	1681	1633	1584	1518	1453	1404	1339							
71	1846	1810	1758	1705	1635	1565	1511	1441							
72	1977	1939	1883	1827	1750	1676	1620	1543							
73	2107	2068	2008	1947	1867	1786	1727	1646							
74	2240	2197	2132	2068	1984	1898	1834	1748							
75	2370	2325	2257	2190	2099	2009	1941	1852							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
1	298	286	268	250	231	219	201	189	1	231	213	201	164	1	79
2	396	384	359	335	311	292	268	250	2	262	244	225	189	2	97
3	432	414	390	365	341	317	292	274	3	305	280	262	219	3	122
4	505	487	457	426	396	371	341	323	4	329	305	286	238	4	134
5	554	536	499	463	432	402	378	347	5	353	329	305	250	5	158
6	579	560	524	487	457	426	396	365	6	371	341	317	262	6	171
7	609	585	548	512	475	445	414	384	7	384	359	335	274	7	189
8	633	615	572	530	499	463	432	402	8	402	371	347	286	8	225
10	658	633	591	548	512	481	445	414	10	432	396	371	305	10	262
11	676	652	609	566	530	493	457	426	11	451	414	390	323	11	286
12	700	676	633	591	548	512	475	445	12	463	426	402	329	12	317
13	725	694	652	609	566	530	487	457	13	481	445	414	341	13	341
14	743	719	670	621	585	542	505	469	14	512	469	438	365	14	378
15	755	731	682	633	591	554	512	475	15	536	499	463	384	15	408
16	761	737	688	639	597	560	518	481	16	560	518	481	396	16	451
17	780	749	700	652	609	566	524	493	17	579	536	499	414	17	475
18	798	767	719	670	627	585	542	505	18	609	566	530	432	18	518
19	810	780	731	682	633	591	548	512	19	639	591	554	457	19	548
20	834	804	749	694	652	609	560	524	20	658	609	566	469	20	585
21	853	822	767	713	670	621	579	536	21	688	633	591	487	21	664
22	865	834	780	725	676	633	585	548	22	725	670	627	518		
23	877	847	792	737	688	639	597	554	23	749	694	652	536		
24	901	865	810	755	706	658	609	566	24	786	725	676	560		
25	907	871	816	761	713	664	615	572	25	847	786	731	603		
26	920	889	828	767	719	670	621	579	26	920	853	798	658		
27	932	901	840	780	731	682	633	591							
28	938	907	847	786	737	688	633	591							
29	956	920	859	798	749	694	646	603							

TERRITORY 290

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
30	962	926	865	804	755	700	652	603							
31	974	938	877	816	761	713	658	615							
32	993	956	895	834	780	725	670	627							
33	1005	968	907	847	792	737	682	633							
34	1023	987	920	853	798	743	688	646							
35	1035	999	932	865	810	755	700	652							
36	1047	1011	944	877	822	767	706	664							
37	1066	1029	962	895	834	780	725	676							
38	1084	1041	974	907	847	792	731	682							
39	1090	1047	980	914	853	792	737	688							
40	1102	1060	993	926	865	804	743	694							
41	1114	1078	1005	932	877	816	755	706							
42	1127	1090	1017	944	883	822	761	713							
43	1145	1102	1029	956	895	834	773	719							
44	1151	1108	1035	962	901	840	780	725							
45	1169	1127	1054	980	920	853	792	737							
46	1181	1139	1066	993	926	865	798	749							
47	1194	1151	1078	1005	938	871	810	755							
48	1212	1169	1090	1011	950	883	816	761							
49	1224	1181	1102	1023	956	895	828	773							
50	1236	1194	1114	1035	968	901	834	780							
51	1248	1206	1127	1047	980	914	847	792							
52	1255	1212	1133	1054	987	920	853	792							
53	1273	1224	1145	1066	999	926	859	804							
54	1285	1236	1157	1078	1005	938	871	810							
55	1303	1261	1175	1090	1023	950	883	822							
56	1328	1279	1194	1108	1041	968	895	834							
57	1352	1303	1218	1133	1060	987	914	853							
58	1395	1340	1255	1169	1090	1017	944	877							
59	1449	1395	1303	1212	1133	1054	980	914							
60	1510	1456	1358	1261	1181	1102	1017	950							
61	1553	1498	1401	1303	1218	1133	1054	980							
62	1589	1529	1431	1334	1242	1157	1072	1005							
63	1614	1559	1456	1352	1267	1181	1090	1017							
64	1650	1589	1486	1382	1291	1206	1114	1041							
65	1681	1620	1516	1413	1322	1230	1139	1060							
66	1730	1669	1559	1449	1358	1261	1169	1090							
67	1797	1736	1620	1504	1407	1309	1218	1133							
68	1864	1797	1681	1565	1462	1364	1261	1175							
69	1931	1864	1742	1620	1516	1413	1309	1218							
70	2004	1931	1803	1675	1571	1462	1352	1261							
71	2071	1991	1864	1736	1620	1510	1401	1303							
72	2138	2058	1924	1790	1675	1559	1443	1346							
73	2205	2125	1985	1845	1730	1608	1492	1389							
74	2272	2192	2046	1900	1778	1656	1535	1431							
75	2339	2253	2107	1961	1833	1705	1583	1474							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

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TERRITORY 300

FULL COVERAGE COMPREHENSIVE (001)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
1	26	25	24	24	23	22	21	20	1	24	22	21	20	1	7
2	34	33	32	32	30	28	28	27	2	32	31	30	27	2	9
3	43	42	40	39	37	36	35	33	3	37	35	34	31	3	12
4	49	48	47	45	43	42	40	38	4	40	39	37	34	4	14
5	55	54	52	51	48	47	45	43	5	47	44	42	39	5	17
6	61	59	58	56	54	51	50	47	6	52	49	47	43	6	22
7	67	66	64	62	59	57	55	52	7	57	54	51	47	7	27
8	72	71	69	66	64	61	59	56	8	62	58	56	51	8	32
10	78	77	74	72	69	66	64	61	10	66	63	61	55	10	40
11	83	81	79	77	73	70	68	65	11	72	69	66	60	11	49
12	87	85	83	81	77	73	71	68	12	79	75	72	66	12	57
13	90	88	86	84	80	77	74	70	13	85	80	77	70	13	67
14	95	92	90	88	84	80	77	73	14	91	87	83	76	14	79
15	99	97	94	91	88	84	81	77	15	100	96	92	84	15	96
16	103	101	98	95	91	87	85	81	16	111	104	100	92	16	116
17	107	105	102	99	95	91	88	84	17	122	116	111	102	17	139
18	111	109	106	103	99	94	91	87	18	133	126	121	111	18	166
19	115	112	109	106	101	97	94	89	19	145	138	133	121	19	198
20	118	115	112	109	104	100	96	92	20	161	152	146	134	20	235
21	122	119	116	113	108	103	100	96	21	179	170	163	149	21	325
22	126	123	119	115	111	106	103	98	22	202	192	184	168		
23	130	127	123	119	115	110	106	101	23	226	215	206	189		
24	133	130	126	122	118	112	109	103	24	262	249	239	218		
25	137	134	130	126	121	116	112	107	25	322	306	293	269		
26	141	138	134	130	125	119	115	110	26	396	375	360	329		
27	145	142	138	134	129	123	119	114							
28	150	147	143	139	133	127	123	117							
29	155	152	148	143	137	131	127	121							
30	160	156	152	147	141	135	130	124							
31	164	161	156	152	145	139	134	128							
32	169	166	161	156	150	144	138	132							
33	175	171	166	161	154	148	143	136							
34	179	175	170	165	158	151	146	139							
35	182	179	174	168	162	155	149	142							
36	187	184	179	173	166	159	153	146							
37	194	190	185	179	172	164	159	152							
38	201	198	192	186	179	171	165	157							
39	209	205	198	192	184	176	171	163							
40	215	211	205	198	190	182	176	167							
41	222	218	212	205	197	189	182	174							
42	229	224	218	212	203	194	187	179							
43	235	231	224	217	209	200	193	184							
44	243	238	231	224	215	205	198	189							
45	249	244	237	230	220	211	204	194							
46	258	252	245	238	228	218	211	201							
47	265	261	253	245	235	225	217	207							
48	274	269	261	253	243	232	224	214							
49	282	277	269	261	250	239	231	220							
50	289	284	276	268	257	246	237	226							
51	298	292	284	275	264	253	244	232							
52	306	300	292	283	271	259	250	239							
53	314	307	299	290	278	265	257	245							
54	326	320	310	301	288	277	267	254							
55	342	335	325	316	303	290	280	267							
56	360	353	343	333	319	305	295	281							
57	380	373	362	351	337	322	311	297							

TERRITORY 300

FULL COVERAGE COMPREHENSIVE (001)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
58	410	402	390	378	363	348	336	320							
59	454	446	433	420	403	386	372	355							
60	503	494	480	465	446	427	412	393							
61	550	540	524	508	487	466	450	430							
62	593	581	565	548	525	502	486	463							
63	637	625	607	589	564	540	521	498							
64	680	668	648	628	603	577	557	531							
65	724	710	690	669	641	614	593	566							
66	790	775	752	729	699	669	647	617							
67	877	860	835	810	777	743	718	685							
68	964	946	918	890	854	817	789	753							
69	1051	1031	1001	971	931	891	861	821							
70	1138	1116	1084	1051	1008	965	932	889							
71	1225	1202	1167	1132	1085	1039	1003	957							
72	1312	1287	1250	1213	1162	1112	1075	1025							
73	1399	1373	1333	1292	1240	1186	1146	1093							
74	1487	1458	1416	1373	1317	1260	1217	1161							
75	1574	1544	1499	1454	1394	1334	1288	1229							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
1	231	222	208	194	179	170	156	146	1	179	165	156	127	1	61
2	307	297	278	260	241	227	208	194	2	203	189	175	146	2	76
3	335	321	302	283	264	245	227	212	3	236	217	203	170	3	94
4	392	378	354	330	307	288	264	250	4	255	236	222	184	4	104
5	430	415	387	359	335	312	293	269	5	274	255	236	194	5	123
6	448	434	406	378	354	330	307	283	6	288	264	245	203	6	132
7	472	453	425	396	368	345	321	297	7	297	278	260	212	7	146
8	491	477	444	411	387	359	335	312	8	312	288	269	222	8	175
10	510	491	458	425	396	373	345	321	10	335	307	288	236	10	203
11	524	505	472	439	411	382	354	330	11	349	321	302	250	11	222
12	543	524	491	458	425	396	368	345	12	359	330	312	255	12	245
13	562	538	505	472	439	411	378	354	13	373	345	321	264	13	264
14	576	557	519	481	453	420	392	363	14	396	363	340	283	14	293
15	585	566	529	491	458	430	396	368	15	415	387	359	297	15	316
16	590	571	533	496	463	434	401	373	16	434	401	373	307	16	349
17	604	581	543	505	472	439	406	382	17	448	415	387	321	17	368
18	618	595	557	519	486	453	420	392	18	472	439	411	335	18	401
19	628	604	566	529	491	458	425	396	19	496	458	430	354	19	425
20	647	623	581	538	505	472	434	406	20	510	472	439	363	20	453
21	661	637	595	552	519	481	448	415	21	533	491	458	378	21	514
22	670	647	604	562	524	491	453	425	22	562	519	486	401		
23	680	656	614	571	533	496	463	430	23	581	538	505	415		
24	699	670	628	585	548	510	472	439	24	609	562	524	434		
25	703	675	632	590	552	514	477	444	25	656	609	566	467		
26	713	689	642	595	557	519	481	448	26	713	661	618	510		
27	722	699	651	604	566	529	491	458							
28	727	703	656	609	571	533	491	458							
29	741	713	666	618	581	538	500	467							

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NORTH CAROLINA (32)

TERRITORY 300

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	
30	746	717	670	623	585	543	505	467							
31	755	727	680	632	590	552	510	477							
32	769	741	694	647	604	562	519	486							
33	779	750	703	656	614	571	529	491							
34	793	765	713	661	618	576	533	500							
35	802	774	722	670	628	585	543	505							
36	812	784	732	680	637	595	548	514							
37	826	798	746	694	647	604	562	524							
38	840	807	755	703	656	614	566	529							
39	845	812	760	708	661	614	571	533							
40	854	821	769	717	670	623	576	538							
41	864	835	779	722	680	632	585	548							
42	873	845	788	732	684	637	590	552							
43	887	854	798	741	694	647	599	557							
44	892	859	802	746	699	651	604	562							
45	906	873	817	760	713	661	614	571							
46	916	883	826	769	717	670	618	581							
47	925	892	835	779	727	675	628	585							
48	939	906	845	784	736	684	632	590							
49	949	916	854	793	741	694	642	599							
50	958	925	864	802	750	699	647	604							
51	968	935	873	812	760	708	656	614							
52	972	939	878	817	765	713	661	614							
53	986	949	887	826	774	717	666	623							
54	996	958	897	835	779	727	675	628							
55	1010	977	911	845	793	736	684	637							
56	1029	991	925	859	807	750	694	647							
57	1048	1010	944	878	821	765	708	661							
58	1081	1038	972	906	845	788	732	680							
59	1123	1081	1010	939	878	817	760	708							
60	1171	1128	1053	977	916	854	788	736							
61	1204	1161	1086	1010	944	878	817	760							
62	1232	1185	1109	1034	963	897	831	779							
63	1251	1208	1128	1048	982	916	845	788							
64	1279	1232	1152	1071	1001	935	864	807							
65	1303	1256	1175	1095	1024	953	883	821							
66	1340	1293	1208	1123	1053	977	906	845							
67	1392	1345	1256	1166	1090	1015	944	878							
68	1444	1392	1303	1213	1133	1057	977	911							
69	1496	1444	1350	1256	1175	1095	1015	944							
70	1553	1496	1397	1298	1218	1133	1048	977							
71	1605	1543	1444	1345	1256	1171	1086	1010							
72	1657	1595	1492	1388	1298	1208	1119	1043							
73	1709	1647	1539	1430	1340	1246	1156	1076							
74	1761	1699	1586	1473	1378	1284	1189	1109							
75	1812	1746	1633	1520	1421	1322	1227	1142							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
(b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
(c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

TERRITORY 310

FULL COVERAGE COMPREHENSIVE (001)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
1	30	29	28	27	26	25	25	23	1	27	25	25	23	1	8
2	39	38	37	36	35	33	32	31	2	37	35	35	31	2	10
3	49	48	46	45	43	41	40	38	3	43	40	39	35	3	14
4	56	56	54	52	50	48	46	44	4	46	45	43	39	4	16
5	63	62	60	58	56	54	52	49	5	54	51	48	45	5	19
6	70	68	66	65	62	59	57	55	6	60	56	55	50	6	25
7	77	76	74	72	68	66	64	60	7	66	62	59	55	7	31
8	83	82	79	76	74	70	68	65	8	71	67	65	59	8	36
10	90	88	86	83	79	76	74	70	10	76	73	70	64	10	46
11	96	94	91	88	85	81	78	75	11	83	79	76	69	11	56
12	100	98	96	93	89	85	82	78	12	91	86	83	76	12	66
13	104	102	99	96	92	88	86	81	13	97	92	88	81	13	77
14	109	106	104	101	96	92	89	85	14	105	100	96	87	14	91
15	114	112	108	105	101	96	93	89	15	116	110	106	96	15	110
16	118	116	113	109	105	100	97	93	16	127	120	116	106	16	134
17	123	121	117	114	109	105	101	96	17	140	134	128	117	17	160
18	128	126	122	118	114	108	105	100	18	153	146	139	127	18	191
19	132	129	126	122	116	112	108	103	19	167	159	153	139	19	228
20	136	133	129	126	120	115	111	106	20	186	176	168	155	20	271
21	140	137	134	130	125	119	115	110	21	206	196	187	172	21	375
22	145	142	137	133	127	122	118	113	22	233	221	212	194		
23	149	147	142	137	132	126	122	116	23	260	248	238	217		
24	153	150	146	141	136	129	126	119	24	302	287	275	251		
25	157	155	150	146	139	134	129	123	25	371	352	338	309		
26	163	159	155	150	144	137	133	126	26	456	432	415	379		
27	167	164	159	155	148	142	137	131							
28	173	169	165	160	153	147	142	135							
29	178	176	170	165	158	151	147	139							
30	184	180	175	169	163	156	150	143							
31	189	186	180	175	167	160	155	147							
32	195	191	186	180	173	166	159	152							
33	201	197	191	186	177	170	165	157							
34	206	201	196	190	182	174	168	160							
35	210	207	200	194	187	178	172	164							
36	216	212	206	199	191	183	177	168							
37	224	219	213	207	198	189	183	175							
38	232	228	221	215	206	197	190	181							
39	240	236	228	221	212	203	197	187							
40	248	243	236	228	219	210	203	193							
41	256	251	244	237	227	217	209	200							
42	264	258	251	244	234	224	216	206							
43	271	267	258	250	240	230	222	212							
44	279	274	266	258	248	237	228	217							
45	287	281	273	265	254	243	235	224							
46	297	290	282	274	262	251	243	231							
47	306	300	291	282	271	259	250	238							
48	316	309	300	291	279	268	258	247							
49	325	319	309	300	288	276	266	254							
50	333	327	318	308	296	283	273	260							
51	343	337	327	317	304	291	281	268							
52	352	346	336	326	312	298	288	276							
53	361	354	344	334	320	306	296	282							
54	376	369	358	347	332	319	308	293							
55	394	386	375	364	349	334	322	308							
56	415	407	395	383	368	351	339	324							
57	438	430	417	404	388	371	359	342							

**PERSONAL AUTO MANUAL
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NORTH CAROLINA (32)

TERRITORY 310

FULL COVERAGE COMPREHENSIVE (001)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
58	472	463	450	436	418	400	387	369							
59	523	513	499	484	464	444	429	409							
60	580	569	552	536	514	491	475	453							
61	633	622	603	585	561	537	519	495							
62	683	670	651	632	605	579	560	533							
63	733	720	699	678	650	622	601	573							
64	784	769	746	723	694	664	642	612							
65	834	818	794	771	739	707	683	652							
66	910	893	866	840	805	771	745	711							
67	1010	991	962	933	895	856	827	789							
68	1110	1089	1057	1026	984	941	909	867							
69	1210	1188	1153	1118	1072	1026	992	945							
70	1311	1286	1249	1211	1161	1111	1074	1024							
71	1411	1384	1344	1304	1250	1197	1156	1102							
72	1512	1482	1440	1397	1339	1281	1239	1180							
73	1612	1582	1535	1489	1428	1366	1320	1259							
74	1713	1680	1631	1582	1517	1451	1402	1337							
75	1813	1778	1726	1674	1605	1536	1484	1416							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
(b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
(c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
1	220	211	198	184	171	162	148	139	1	171	157	148	121	1	58
2	292	283	265	247	229	216	198	184	2	193	180	166	139	2	72
3	319	305	287	269	251	233	216	202	3	225	207	193	162	3	90
4	373	359	337	314	292	274	251	238	4	242	225	211	175	4	99
5	409	395	368	341	319	296	278	256	5	260	242	225	184	5	117
6	427	413	386	359	337	314	292	269	6	274	251	233	193	6	126
7	449	431	404	377	350	328	305	283	7	283	265	247	202	7	139
8	467	453	422	391	368	341	319	296	8	296	274	256	211	8	166
10	485	467	436	404	377	355	328	305	10	319	292	274	225	10	193
11	498	480	449	418	391	364	337	314	11	332	305	287	238	11	211
12	516	498	467	436	404	377	350	328	12	341	314	296	242	12	233
13	534	512	480	449	418	391	359	337	13	355	328	305	251	13	251
14	548	530	494	458	431	400	373	346	14	377	346	323	269	14	278
15	557	539	503	467	436	409	377	350	15	395	368	341	283	15	301
16	561	543	507	471	440	413	382	355	16	413	382	355	292	16	332
17	575	552	516	480	449	418	386	364	17	427	395	368	305	17	350
18	588	566	530	494	462	431	400	373	18	449	418	391	319	18	382
19	597	575	539	503	467	436	404	377	19	471	436	409	337	19	404
20	615	593	552	512	480	449	413	386	20	485	449	418	346	20	431
21	629	606	566	525	494	458	427	395	21	507	467	436	359	21	489
22	638	615	575	534	498	467	431	404	22	534	494	462	382		
23	647	624	584	543	507	471	440	409	23	552	512	480	395		
24	665	638	597	557	521	485	449	418	24	579	534	498	413		
25	669	642	602	561	525	489	453	422	25	624	579	539	445		
26	678	656	611	566	530	494	458	427	26	678	629	588	485		
27	687	665	620	575	539	503	467	436							
28	691	669	624	579	543	507	467	436							
29	705	678	633	588	552	512	476	445							

TERRITORY 310

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
30	709	682	638	593	557	516	480	445							
31	718	691	647	602	561	525	485	453							
32	732	705	660	615	575	534	494	462							
33	741	714	669	624	584	543	503	467							
34	754	727	678	629	588	548	507	476							
35	763	736	687	638	597	557	516	480							
36	772	745	696	647	606	566	521	489							
37	786	759	709	660	615	575	534	498							
38	799	768	718	669	624	584	539	503							
39	804	772	723	674	629	584	543	507							
40	813	781	732	682	638	593	548	512							
41	822	795	741	687	647	602	557	521							
42	831	804	750	696	651	606	561	525							
43	844	813	759	705	660	615	570	530							
44	849	817	763	709	665	620	575	534							
45	862	831	777	723	678	629	584	543							
46	871	840	786	732	682	638	588	552							
47	880	849	795	741	691	642	597	557							
48	894	862	804	745	700	651	602	561							
49	902	871	813	754	705	660	611	570							
50	911	880	822	763	714	665	615	575							
51	920	889	831	772	723	674	624	584							
52	925	894	835	777	727	678	629	584							
53	938	902	844	786	736	682	633	593							
54	947	911	853	795	741	691	642	597							
55	961	929	867	804	754	700	651	606							
56	979	943	880	817	768	714	660	615							
57	997	961	898	835	781	727	674	629							
58	1028	988	925	862	804	750	696	647							
59	1069	1028	961	894	835	777	723	674							
60	1114	1073	1001	929	871	813	750	700							
61	1145	1105	1033	961	898	835	777	723							
62	1172	1127	1055	983	916	853	790	741							
63	1190	1149	1073	997	934	871	804	750							
64	1217	1172	1096	1019	952	889	822	768							
65	1239	1194	1118	1042	974	907	840	781							
66	1275	1230	1149	1069	1001	929	862	804							
67	1325	1280	1194	1109	1037	965	898	835							
68	1374	1325	1239	1154	1078	1006	929	867							
69	1423	1374	1284	1194	1118	1042	965	898							
70	1477	1423	1329	1235	1158	1078	997	929							
71	1527	1468	1374	1280	1194	1114	1033	961							
72	1576	1518	1419	1320	1235	1149	1064	992							
73	1625	1567	1464	1360	1275	1185	1100	1024							
74	1675	1616	1509	1401	1311	1221	1131	1055							
75	1724	1661	1554	1446	1351	1257	1167	1087							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

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NORTH CAROLINA (32)

TERRITORY 320

FULL COVERAGE COMPREHENSIVE (001)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	
1	45	44	42	41	40	38	37	34	1	41	38	37	34	1	12
2	59	58	56	55	52	49	48	47	2	56	53	52	47	2	15
3	74	73	70	67	64	62	60	58	3	64	60	59	53	3	21
4	85	84	81	78	75	73	70	66	4	70	67	64	59	4	25
5	95	93	90	88	84	81	78	74	5	81	77	73	67	5	29
6	105	103	100	97	93	89	86	82	6	90	85	82	75	6	38
7	116	114	111	108	103	99	96	90	7	99	93	89	82	7	47
8	125	123	119	115	111	105	103	97	8	107	101	97	89	8	55
10	136	133	129	125	119	115	111	105	10	115	110	105	96	10	70
11	144	141	137	133	127	122	118	112	11	125	119	114	104	11	85
12	151	148	144	140	134	127	123	118	12	137	130	125	114	12	99
13	156	153	149	145	138	133	129	122	13	147	138	133	122	13	116
14	164	160	156	152	145	138	134	127	14	158	151	144	132	14	137
15	171	169	163	158	152	145	140	134	15	174	166	159	145	15	166
16	178	175	170	164	158	151	147	140	16	192	181	174	159	16	201
17	185	182	177	171	164	158	152	145	17	211	201	193	177	17	241
18	193	189	184	178	171	163	158	151	18	230	219	210	192	18	288
19	199	195	189	184	175	169	163	155	19	252	240	230	210	19	344
20	204	200	195	189	181	173	167	159	20	279	264	253	233	20	408
21	211	207	201	196	188	179	173	166	21	310	295	282	259	21	564
22	218	214	207	200	192	184	178	170	22	351	333	319	292		
23	225	221	214	207	199	190	184	175	23	392	373	358	327		
24	230	226	219	212	204	195	189	179	24	455	432	414	378		
25	237	233	226	219	210	201	195	185	25	559	530	508	466		
26	245	240	233	226	216	207	200	190	26	686	651	625	571		
27	252	247	240	233	223	214	207	197							
28	260	255	248	241	230	221	214	203							
29	269	264	256	248	238	227	221	210							
30	277	271	263	255	245	234	226	215							
31	285	279	271	263	252	241	233	222							
32	293	288	279	271	260	249	240	229							
33	303	296	288	279	267	256	248	236							
34	310	303	295	286	274	262	253	241							
35	316	311	301	292	281	269	259	247							
36	325	319	310	300	288	275	266	253							
37	337	330	321	311	299	285	275	263							
38	349	343	333	323	310	296	286	273							
39	362	355	344	333	319	306	296	282							
40	373	366	355	344	330	316	306	290							
41	385	378	367	356	341	327	315	301							
42	397	389	378	367	352	337	325	310							
43	408	401	389	377	362	347	334	319							
44	421	412	400	388	373	356	344	327							
45	432	423	411	399	382	366	353	337							
46	447	437	425	412	395	378	366	348							
47	460	452	438	425	408	390	377	359							
48	475	466	452	438	421	403	389	371							
49	489	480	466	452	433	415	400	382							
50	501	492	478	464	445	426	411	392							
51	516	507	492	477	458	438	423	403							
52	530	521	506	490	470	449	434	415							
53	544	533	518	503	482	460	445	425							
54	566	555	538	522	500	480	463	441							
55	593	581	564	548	525	503	485	463							
56	625	612	595	577	553	529	511	488							
57	659	647	627	608	584	559	540	515							

TERRITORY 320

FULL COVERAGE COMPREHENSIVE (001)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
58	711	697	677	656	629	603	582	555							
59	788	773	751	729	699	669	645	615							
60	873	856	832	807	774	740	715	682							
61	954	936	908	881	845	808	781	745							
62	1029	1008	980	951	911	871	843	803							
63	1104	1084	1052	1021	978	937	904	863							
64	1180	1158	1123	1089	1045	1000	966	921							
65	1256	1232	1196	1160	1112	1064	1029	981							
66	1370	1344	1304	1265	1212	1160	1122	1070							
67	1521	1492	1448	1404	1347	1289	1245	1188							
68	1671	1640	1592	1544	1481	1417	1369	1306							
69	1822	1788	1736	1684	1614	1545	1493	1423							
70	1974	1936	1880	1823	1748	1673	1617	1541							
71	2125	2084	2023	1963	1882	1802	1740	1659							
72	2276	2232	2167	2103	2015	1929	1865	1777							
73	2426	2381	2311	2241	2150	2056	1988	1895							
74	2578	2529	2455	2381	2284	2185	2111	2013							
75	2729	2677	2599	2521	2417	2313	2234	2132							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
1	240	230	215	200	186	176	161	152	1	186	171	161	132	1	64
2	318	308	289	269	249	235	215	200	2	210	196	181	152	2	78
3	347	333	313	293	274	254	235	220	3	245	225	210	176	3	98
4	406	391	367	342	318	298	274	259	4	264	245	230	191	4	108
5	445	430	401	372	347	323	303	279	5	284	264	245	200	5	127
6	465	450	421	391	367	342	318	293	6	298	274	254	210	6	137
7	489	469	440	411	381	357	333	308	7	308	289	269	220	7	152
8	509	494	460	425	401	372	347	323	8	323	298	279	230	8	181
10	528	509	474	440	411	386	357	333	10	347	318	298	245	10	210
11	543	523	489	455	425	396	367	342	11	362	333	313	259	11	230
12	562	543	509	474	440	411	381	357	12	372	342	323	264	12	254
13	582	557	523	489	455	425	391	367	13	386	357	333	274	13	274
14	597	577	538	499	469	435	406	377	14	411	377	352	293	14	303
15	606	587	548	509	474	445	411	381	15	430	401	372	308	15	328
16	611	592	553	513	479	450	416	386	16	450	416	386	318	16	362
17	626	601	562	523	489	455	421	396	17	465	430	401	333	17	381
18	641	616	577	538	504	469	435	406	18	489	455	425	347	18	416
19	650	626	587	548	509	474	440	411	19	513	474	445	367	19	440
20	670	645	601	557	523	489	450	421	20	528	489	455	377	20	469
21	685	660	616	572	538	499	465	430	21	553	509	474	391	21	533
22	694	670	626	582	543	509	469	440	22	582	538	504	416		
23	704	680	636	592	553	513	479	445	23	601	557	523	430		
24	724	694	650	606	567	528	489	455	24	631	582	543	450		
25	729	699	655	611	572	533	494	460	25	680	631	587	484		
26	738	714	665	616	577	538	499	465	26	738	685	641	528		
27	748	724	675	626	587	548	509	474							
28	753	729	680	631	592	553	509	474							
29	768	738	689	641	601	557	518	484							

**PERSONAL AUTO MANUAL
RATE PAGES**

NORTH CAROLINA (32)

TERRITORY 320

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	
30	773	743	694	645	606	562	523	484							
31	782	753	704	655	611	572	528	494							
32	797	768	719	670	626	582	538	504							
33	807	778	729	680	636	592	548	509							
34	822	792	738	685	641	597	553	518							
35	831	802	748	694	650	606	562	523							
36	841	812	758	704	660	616	567	533							
37	856	826	773	719	670	626	582	543							
38	870	836	782	729	680	636	587	548							
39	875	841	787	734	685	636	592	553							
40	885	851	797	743	694	645	597	557							
41	895	866	807	748	704	655	606	567							
42	905	875	817	758	709	660	611	572							
43	919	885	826	768	719	670	621	577							
44	924	890	831	773	724	675	626	582							
45	939	905	846	787	738	685	636	592							
46	949	914	856	797	743	694	641	601							
47	958	924	866	807	753	699	650	606							
48	973	939	875	812	763	709	655	611							
49	983	949	885	822	768	719	665	621							
50	993	958	895	831	778	724	670	626							
51	1002	968	905	841	787	734	680	636							
52	1007	973	910	846	792	738	685	636							
53	1022	983	919	856	802	743	689	645							
54	1032	993	929	866	807	753	699	650							
55	1046	1012	944	875	822	763	709	660							
56	1066	1027	958	890	836	778	719	670							
57	1086	1046	978	910	851	792	734	685							
58	1120	1076	1007	939	875	817	758	704							
59	1164	1120	1046	973	910	846	787	734							
60	1213	1169	1090	1012	949	885	817	763							
61	1247	1203	1125	1046	978	910	846	787							
62	1276	1227	1149	1071	998	929	861	807							
63	1296	1252	1169	1086	1017	949	875	817							
64	1325	1276	1193	1110	1037	968	895	836							
65	1350	1301	1218	1134	1061	988	914	851							
66	1389	1340	1252	1164	1090	1012	939	875							
67	1443	1394	1301	1208	1130	1051	978	910							
68	1496	1443	1350	1257	1174	1095	1012	944							
69	1550	1496	1399	1301	1218	1134	1051	978							
70	1609	1550	1447	1345	1262	1174	1086	1012							
71	1663	1599	1496	1394	1301	1213	1125	1046							
72	1716	1653	1545	1438	1345	1252	1159	1081							
73	1770	1707	1594	1482	1389	1291	1198	1115							
74	1824	1760	1643	1526	1428	1330	1232	1149							
75	1878	1809	1692	1575	1472	1369	1271	1183							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

TERRITORY 340

FULL COVERAGE COMPREHENSIVE (001)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
1	30	29	28	27	26	25	25	23	1	27	25	25	23	1	8
2	39	38	37	36	35	33	32	31	2	37	35	35	31	2	10
3	49	48	46	45	43	41	40	38	3	43	40	39	35	3	14
4	56	56	54	52	50	48	46	44	4	46	45	43	39	4	16
5	63	62	60	58	56	54	52	49	5	54	51	48	45	5	19
6	70	68	66	65	62	59	57	55	6	60	56	55	50	6	25
7	77	76	74	72	68	66	64	60	7	66	62	59	55	7	31
8	83	82	79	76	74	70	68	65	8	71	67	65	59	8	36
10	90	88	86	83	79	76	74	70	10	76	73	70	64	10	46
11	96	94	91	88	85	81	78	75	11	83	79	76	69	11	56
12	100	98	96	93	89	85	82	78	12	91	86	83	76	12	66
13	104	102	99	96	92	88	86	81	13	97	92	88	81	13	77
14	109	106	104	101	96	92	89	85	14	105	100	96	87	14	91
15	114	112	108	105	101	96	93	89	15	116	110	106	96	15	110
16	118	116	113	109	105	100	97	93	16	127	120	116	106	16	134
17	123	121	117	114	109	105	101	96	17	140	134	128	117	17	160
18	128	126	122	118	114	108	105	100	18	153	146	139	127	18	191
19	132	129	126	122	116	112	108	103	19	167	159	153	139	19	228
20	136	133	129	126	120	115	111	106	20	186	176	168	155	20	271
21	140	137	134	130	125	119	115	110	21	206	196	187	172	21	375
22	145	142	137	133	127	122	118	113	22	233	221	212	194		
23	149	147	142	137	132	126	122	116	23	260	248	238	217		
24	153	150	146	141	136	129	126	119	24	302	287	275	251		
25	157	155	150	146	139	134	129	123	25	371	352	338	309		
26	163	159	155	150	144	137	133	126	26	456	432	415	379		
27	167	164	159	155	148	142	137	131							
28	173	169	165	160	153	147	142	135							
29	178	176	170	165	158	151	147	139							
30	184	180	175	169	163	156	150	143							
31	189	186	180	175	167	160	155	147							
32	195	191	186	180	173	166	159	152							
33	201	197	191	186	177	170	165	157							
34	206	201	196	190	182	174	168	160							
35	210	207	200	194	187	178	172	164							
36	216	212	206	199	191	183	177	168							
37	224	219	213	207	198	189	183	175							
38	232	228	221	215	206	197	190	181							
39	240	236	228	221	212	203	197	187							
40	248	243	236	228	219	210	203	193							
41	256	251	244	237	227	217	209	200							
42	264	258	251	244	234	224	216	206							
43	271	267	258	250	240	230	222	212							
44	279	274	266	258	248	237	228	217							
45	287	281	273	265	254	243	235	224							
46	297	290	282	274	262	251	243	231							
47	306	300	291	282	271	259	250	238							
48	316	309	300	291	279	268	258	247							
49	325	319	309	300	288	276	266	254							
50	333	327	318	308	296	283	273	260							
51	343	337	327	317	304	291	281	268							
52	352	346	336	326	312	298	288	276							
53	361	354	344	334	320	306	296	282							
54	376	369	358	347	332	319	308	293							
55	394	386	375	364	349	334	322	308							
56	415	407	395	383	368	351	339	324							
57	438	430	417	404	388	371	359	342							

**PERSONAL AUTO MANUAL
RATE PAGES**

NORTH CAROLINA (32)

TERRITORY 340

FULL COVERAGE COMPREHENSIVE (001)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	Prior
58	472	463	450	436	418	400	387	369							
59	523	513	499	484	464	444	429	409							
60	580	569	552	536	514	491	475	453							
61	633	622	603	585	561	537	519	495							
62	683	670	651	632	605	579	560	533							
63	733	720	699	678	650	622	601	573							
64	784	769	746	723	694	664	642	612							
65	834	818	794	771	739	707	683	652							
66	910	893	866	840	805	771	745	711							
67	1010	991	962	933	895	856	827	789							
68	1110	1089	1057	1026	984	941	909	867							
69	1210	1188	1153	1118	1072	1026	992	945							
70	1311	1286	1249	1211	1161	1111	1074	1024							
71	1411	1384	1344	1304	1250	1197	1156	1102							
72	1512	1482	1440	1397	1339	1281	1239	1180							
73	1612	1582	1535	1489	1428	1366	1320	1259							
74	1713	1680	1631	1582	1517	1451	1402	1337							
75	1813	1778	1726	1674	1605	1536	1484	1416							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	Prior
1	274	263	246	230	213	202	185	174	1	213	196	185	151	1	73
2	364	353	330	308	286	269	246	230	2	241	224	207	174	2	90
3	398	381	358	336	314	291	269	252	3	280	258	241	202	3	112
4	465	448	420	392	364	342	314	297	4	302	280	263	218	4	123
5	510	493	459	426	398	370	347	319	5	325	302	280	230	5	146
6	532	515	482	448	420	392	364	336	6	342	314	291	241	6	157
7	560	538	504	470	437	409	381	353	7	353	330	308	252	7	174
8	582	566	526	487	459	426	398	370	8	370	342	319	263	8	207
10	605	582	543	504	470	442	409	381	10	398	364	342	280	10	241
11	622	599	560	521	487	454	420	392	11	414	381	358	297	11	263
12	644	622	582	543	504	470	437	409	12	426	392	370	302	12	291
13	666	638	599	560	521	487	448	420	13	442	409	381	314	13	314
14	683	661	616	571	538	498	465	431	14	470	431	403	336	14	347
15	694	672	627	582	543	510	470	437	15	493	459	426	353	15	375
16	700	678	633	588	549	515	476	442	16	515	476	442	364	16	414
17	717	689	644	599	560	521	482	454	17	532	493	459	381	17	437
18	734	706	661	616	577	538	498	465	18	560	521	487	398	18	476
19	745	717	672	627	582	543	504	470	19	588	543	510	420	19	504
20	767	739	689	638	599	560	515	482	20	605	560	521	431	20	538
21	784	756	706	655	616	571	532	493	21	633	582	543	448	21	610
22	795	767	717	666	622	582	538	504	22	666	616	577	476		
23	806	778	728	678	633	588	549	510	23	689	638	599	493		
24	829	795	745	694	650	605	560	521	24	722	666	622	515		
25	834	801	750	700	655	610	566	526	25	778	722	672	554		
26	846	818	762	706	661	616	571	532	26	846	784	734	605		
27	857	829	773	717	672	627	582	543							
28	862	834	778	722	678	633	582	543							
29	879	846	790	734	689	638	594	554							

TERRITORY 340

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
30	885	851	795	739	694	644	599	554							
31	896	862	806	750	700	655	605	566							
32	913	879	823	767	717	666	616	577							
33	924	890	834	778	728	678	627	582							
34	941	907	846	784	734	683	633	594							
35	952	918	857	795	745	694	644	599							
36	963	930	868	806	756	706	650	610							
37	980	946	885	823	767	717	666	622							
38	997	958	896	834	778	728	672	627							
39	1002	963	902	840	784	728	678	633							
40	1014	974	913	851	795	739	683	638							
41	1025	991	924	857	806	750	694	650							
42	1036	1002	935	868	812	756	700	655							
43	1053	1014	946	879	823	767	711	661							
44	1058	1019	952	885	829	773	717	666							
45	1075	1036	969	902	846	784	728	678							
46	1086	1047	980	913	851	795	734	689							
47	1098	1058	991	924	862	801	745	694							
48	1114	1075	1002	930	874	812	750	700							
49	1126	1086	1014	941	879	823	762	711							
50	1137	1098	1025	952	890	829	767	717							
51	1148	1109	1036	963	902	840	778	728							
52	1154	1114	1042	969	907	846	784	728							
53	1170	1126	1053	980	918	851	790	739							
54	1182	1137	1064	991	924	862	801	745							
55	1198	1159	1081	1002	941	874	812	756							
56	1221	1176	1098	1019	958	890	823	767							
57	1243	1198	1120	1042	974	907	840	784							
58	1282	1232	1154	1075	1002	935	868	806							
59	1333	1282	1198	1114	1042	969	902	840							
60	1389	1338	1249	1159	1086	1014	935	874							
61	1428	1378	1288	1198	1120	1042	969	902							
62	1462	1406	1316	1226	1142	1064	986	924							
63	1484	1434	1338	1243	1165	1086	1002	935							
64	1518	1462	1366	1271	1187	1109	1025	958							
65	1546	1490	1394	1299	1215	1131	1047	974							
66	1590	1534	1434	1333	1249	1159	1075	1002							
67	1652	1596	1490	1383	1294	1204	1120	1042							
68	1714	1652	1546	1439	1344	1254	1159	1081							
69	1775	1714	1602	1490	1394	1299	1204	1120							
70	1842	1775	1658	1540	1445	1344	1243	1159							
71	1904	1831	1714	1596	1490	1389	1288	1198							
72	1966	1893	1770	1646	1540	1434	1327	1238							
73	2027	1954	1826	1697	1590	1478	1372	1277							
74	2089	2016	1882	1747	1635	1523	1411	1316							
75	2150	2072	1938	1803	1686	1568	1456	1355							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

**PERSONAL AUTO MANUAL
RATE PAGES**

NORTH CAROLINA (32)

TERRITORY 350

FULL COVERAGE COMPREHENSIVE (001)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990- 2007	Symbol	1989 & Prior
(a)									(b)					(c)	
1	27	26	25	24	23	23	22	20	1	24	23	22	20	1	7
2	35	34	33	32	31	29	28	28	2	33	32	31	28	2	9
3	44	43	41	40	38	36	36	34	3	38	36	35	32	3	12
4	50	49	48	46	45	43	41	39	4	41	40	38	35	4	15
5	56	55	53	52	49	48	46	44	5	48	45	43	40	5	17
6	62	61	59	58	55	53	51	49	6	53	50	49	45	6	23
7	69	67	66	64	61	58	57	53	7	58	55	53	49	7	28
8	74	73	70	68	66	62	61	58	8	63	60	58	53	8	32
10	80	79	76	74	70	68	66	62	10	68	65	62	57	10	41
11	85	83	81	79	75	72	70	66	11	74	70	67	62	11	50
12	89	87	85	83	79	75	73	70	12	81	77	74	67	12	58
13	92	91	88	86	82	79	76	72	13	87	82	79	72	13	69
14	97	95	92	90	86	82	79	75	14	93	89	85	78	14	81
15	101	100	96	93	90	86	83	79	15	103	98	94	86	15	98
16	105	104	100	97	93	89	87	83	16	113	107	103	94	16	119
17	109	108	104	101	97	93	90	86	17	125	119	114	104	17	143
18	114	112	109	105	101	96	93	89	18	136	130	124	113	18	170
19	117	115	112	109	104	100	96	92	19	149	142	136	124	19	203
20	121	118	115	112	107	102	99	94	20	165	156	150	138	20	241
21	125	122	119	116	111	106	102	98	21	183	174	167	153	21	334
22	129	126	122	118	113	109	105	100	22	207	197	189	173		
23	133	130	126	122	117	113	109	104	23	232	220	211	194		
24	136	134	130	126	121	115	112	106	24	269	255	245	224		
25	140	138	134	130	124	119	115	109	25	330	313	301	275		
26	145	142	138	134	128	122	118	113	26	406	385	369	338		
27	149	146	142	138	132	126	122	117							
28	154	151	147	143	136	130	126	120							
29	159	156	151	147	141	134	130	124							
30	164	160	156	151	145	139	134	127							
31	168	165	160	156	149	143	138	131							
32	173	170	165	160	154	147	142	135							
33	179	175	170	165	158	151	147	139							
34	183	179	174	169	162	155	150	143							
35	187	184	178	173	166	159	153	146							
36	192	189	183	177	170	163	157	150							
37	199	195	190	184	177	168	163	156							
38	207	203	197	191	183	175	169	161							
39	214	210	203	197	189	181	175	167							
40	220	216	210	203	195	187	181	172							
41	228	224	217	211	202	194	186	178							
42	235	230	224	217	208	199	192	183							
43	241	237	230	223	214	205	198	189							
44	249	244	237	229	220	211	203	194							
45	255	250	243	236	226	216	209	199							
46	264	258	251	244	233	224	216	206							
47	272	267	259	251	241	231	223	212							
48	281	275	267	259	249	238	230	220							
49	289	284	275	267	256	245	237	226							
50	296	291	283	275	263	252	243	232							
51	305	300	291	282	271	259	250	238							
52	313	308	299	290	278	266	257	245							
53	322	315	306	297	285	272	263	251							
54	335	328	318	309	296	284	274	261							
55	351	343	334	324	310	297	287	274							
56	369	362	352	341	327	313	302	288							
57	390	382	371	360	345	330	319	305							

TERRITORY 350

FULL COVERAGE COMPREHENSIVE (001)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
58	420	412	400	388	372	356	344	328							
59	466	457	444	431	413	395	382	364							
60	516	506	492	477	458	437	423	403							
61	564	553	537	521	500	478	462	441							
62	608	596	579	562	539	515	498	475							
63	653	641	622	603	578	554	535	510							
64	697	684	664	644	618	591	571	544							
65	743	728	707	686	658	629	608	580							
66	810	795	771	748	717	686	663	633							
67	899	882	856	830	796	762	736	702							
68	988	970	941	913	876	838	809	772							
69	1077	1057	1026	995	954	914	883	842							
70	1167	1145	1111	1078	1034	989	956	911							
71	1256	1232	1196	1161	1113	1065	1029	981							
72	1345	1319	1281	1243	1192	1140	1102	1051							
73	1435	1408	1366	1325	1271	1216	1175	1120							
74	1524	1495	1452	1408	1350	1292	1248	1190							
75	1614	1583	1537	1490	1429	1367	1321	1260							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
1	226	217	203	189	175	166	152	143	1	175	161	152	124	1	60
2	300	290	272	254	235	221	203	189	2	198	184	171	143	2	74
3	327	313	295	277	258	240	221	207	3	231	212	198	166	3	92
4	383	369	346	323	300	281	258	244	4	249	231	217	180	4	101
5	420	406	378	350	327	304	286	263	5	267	249	231	189	5	120
6	438	424	396	369	346	323	300	277	6	281	258	240	198	6	129
7	461	443	415	387	360	337	313	290	7	290	272	254	207	7	143
8	479	466	433	401	378	350	327	304	8	304	281	263	217	8	171
10	498	479	447	415	387	364	337	313	10	327	300	281	231	10	198
11	512	493	461	429	401	373	346	323	11	341	313	295	244	11	217
12	530	512	479	447	415	387	360	337	12	350	323	304	249	12	240
13	549	526	493	461	429	401	369	346	13	364	337	313	258	13	258
14	562	544	507	470	443	410	383	355	14	387	355	332	277	14	286
15	572	553	516	479	447	420	387	360	15	406	378	350	290	15	309
16	576	558	521	484	452	424	392	364	16	424	392	364	300	16	341
17	590	567	530	493	461	429	396	373	17	438	406	378	313	17	360
18	604	581	544	507	475	443	410	383	18	461	429	401	327	18	392
19	613	590	553	516	479	447	415	387	19	484	447	420	346	19	415
20	632	609	567	526	493	461	424	396	20	498	461	429	355	20	443
21	645	622	581	539	507	470	438	406	21	521	479	447	369	21	502
22	655	632	590	549	512	479	443	415	22	549	507	475	392		
23	664	641	599	558	521	484	452	420	23	567	526	493	406		
24	682	655	613	572	535	498	461	429	24	595	549	512	424		
25	687	659	618	576	539	502	466	433	25	641	595	553	456		
26	696	673	627	581	544	507	470	438	26	696	645	604	498		
27	705	682	636	590	553	516	479	447							
28	710	687	641	595	558	521	479	447							
29	724	696	650	604	567	526	489	456							

**PERSONAL AUTO MANUAL
RATE PAGES**

NORTH CAROLINA (32)

TERRITORY 350

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
30	728	701	655	609	572	530	493	456							
31	738	710	664	618	576	539	498	466							
32	751	724	678	632	590	549	507	475							
33	761	733	687	641	599	558	516	479							
34	774	747	696	645	604	562	521	489							
35	784	756	705	655	613	572	530	493							
36	793	765	715	664	622	581	535	502							
37	807	779	728	678	632	590	549	512							
38	821	788	738	687	641	599	553	516							
39	825	793	742	692	645	599	558	521							
40	834	802	751	701	655	609	562	526							
41	844	816	761	705	664	618	572	535							
42	853	825	770	715	668	622	576	539							
43	867	834	779	724	678	632	585	544							
44	871	839	784	728	682	636	590	549							
45	885	853	798	742	696	645	599	558							
46	894	862	807	751	701	655	604	567							
47	904	871	816	761	710	659	613	572							
48	917	885	825	765	719	668	618	576							
49	927	894	834	774	724	678	627	585							
50	936	904	844	784	733	682	632	590							
51	945	913	853	793	742	692	641	599							
52	950	917	857	798	747	696	645	599							
53	963	927	867	807	756	701	650	609							
54	973	936	876	816	761	710	659	613							
55	987	954	890	825	774	719	668	622							
56	1005	968	904	839	788	733	678	632							
57	1023	987	922	857	802	747	692	645							
58	1056	1014	950	885	825	770	715	664							
59	1097	1056	987	917	857	798	742	692							
60	1143	1102	1028	954	894	834	770	719							
61	1176	1134	1060	987	922	857	798	742							
62	1203	1157	1083	1010	940	876	811	761							
63	1222	1180	1102	1023	959	894	825	770							
64	1249	1203	1125	1046	977	913	844	788							
65	1272	1226	1148	1070	1000	931	862	802							
66	1309	1263	1180	1097	1028	954	885	825							
67	1360	1314	1226	1139	1065	991	922	857							
68	1411	1360	1272	1185	1106	1033	954	890							
69	1461	1411	1318	1226	1148	1070	991	922							
70	1517	1461	1365	1268	1189	1106	1023	954							
71	1567	1507	1411	1314	1226	1143	1060	987							
72	1618	1558	1457	1355	1268	1180	1093	1019							
73	1669	1609	1503	1397	1309	1217	1129	1051							
74	1720	1660	1549	1438	1346	1254	1162	1083							
75	1770	1706	1595	1484	1388	1291	1199	1116							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

TERRITORY 360

FULL COVERAGE COMPREHENSIVE (001)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
1	30	29	29	28	27	26	25	23	1	28	26	25	23	1	8
2	40	39	38	37	35	33	32	31	2	38	36	35	31	2	10
3	50	49	47	45	43	41	40	39	3	43	40	40	36	3	14
4	57	56	54	52	51	49	47	44	4	47	45	43	40	4	17
5	63	63	61	59	56	54	52	50	5	54	52	49	45	5	19
6	71	69	67	65	63	60	58	55	6	61	57	55	51	6	26
7	78	76	75	73	69	66	64	61	7	66	63	60	55	7	31
8	84	83	80	77	75	71	69	65	8	72	68	65	60	8	37
10	91	89	86	84	80	77	75	71	10	77	74	71	64	10	47
11	97	95	92	89	86	82	79	75	11	84	80	76	70	11	57
12	101	99	97	94	90	86	83	79	12	92	87	84	76	12	66
13	105	103	100	98	93	89	86	82	13	98	93	89	82	13	78
14	110	108	105	102	98	93	90	86	14	106	101	97	88	14	92
15	115	113	109	106	102	98	94	90	15	117	111	107	98	15	111
16	120	118	114	110	106	101	98	94	16	129	121	117	107	16	135
17	124	122	119	115	110	106	102	98	17	142	135	130	119	17	162
18	130	127	123	120	115	109	106	101	18	155	147	141	129	18	193
19	133	131	127	123	118	113	109	104	19	169	161	155	141	19	231
20	137	134	131	127	121	116	112	107	20	188	178	170	156	20	274
21	142	139	135	132	126	121	116	111	21	208	198	190	174	21	379
22	146	144	139	134	129	123	120	114	22	236	224	214	196		
23	151	148	144	139	133	128	123	118	23	263	250	240	220		
24	155	152	147	143	137	131	127	121	24	305	290	278	254		
25	159	156	152	147	141	135	131	124	25	375	356	341	313		
26	165	161	156	152	145	139	134	128	26	461	437	420	384		
27	169	166	161	156	150	144	139	132							
28	175	171	167	162	155	148	144	136							
29	180	178	172	167	160	153	148	141							
30	186	182	177	171	165	157	152	144							
31	191	188	182	177	169	162	156	149							
32	197	193	188	182	175	167	161	154							
33	203	199	193	188	179	172	167	158							
34	208	203	198	192	184	176	170	162							
35	213	209	202	196	189	180	174	166							
36	218	214	208	201	193	185	178	170							
37	226	222	215	209	201	191	185	177							
38	235	230	224	217	208	199	192	183							
39	243	238	231	224	214	205	199	190							
40	250	246	238	231	222	213	205	195							
41	259	254	247	239	229	220	212	202							
42	267	261	254	247	236	226	218	208							
43	274	270	261	253	243	233	224	214							
44	282	277	269	260	250	239	231	220							
45	290	284	276	268	257	246	237	226							
46	300	293	285	277	265	254	246	234							
47	309	304	294	285	274	262	253	241							
48	319	313	304	294	282	270	261	249							
49	328	322	313	304	291	279	269	257							
50	337	330	321	312	299	286	276	263							
51	347	340	330	320	307	294	284	270							
52	356	350	339	329	316	302	292	279							
53	365	358	348	338	324	309	299	285							
54	380	373	362	351	336	322	311	296							
55	398	390	379	368	352	338	326	311							
56	420	411	399	387	372	355	343	328							
57	443	434	421	408	392	375	362	346							

**PERSONAL AUTO MANUAL
RATE PAGES**

NORTH CAROLINA (32)

TERRITORY 360

FULL COVERAGE COMPREHENSIVE (001)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	Prior
58	477	468	454	441	422	405	391	373							
59	529	519	504	489	469	449	433	413							
60	586	575	558	542	520	497	480	458							
61	640	628	610	592	568	543	524	500							
62	691	677	658	638	612	585	566	539							
63	742	728	707	685	657	629	607	580							
64	792	777	754	731	702	672	649	618							
65	844	827	803	779	747	715	691	659							
66	920	903	876	849	814	779	753	719							
67	1021	1002	972	943	904	866	836	798							
68	1122	1101	1069	1037	995	951	919	877							
69	1224	1201	1166	1131	1084	1038	1003	956							
70	1326	1300	1262	1225	1174	1123	1086	1035							
71	1427	1399	1359	1318	1264	1210	1168	1114							
72	1528	1499	1455	1412	1353	1295	1252	1193							
73	1629	1599	1552	1505	1443	1381	1335	1272							
74	1731	1698	1649	1599	1534	1467	1418	1351							
75	1833	1798	1745	1693	1623	1553	1501	1432							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
(b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
(c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	Prior
1	232	222	208	194	180	170	156	147	1	180	166	156	128	1	61
2	307	298	279	260	241	227	208	194	2	203	189	175	147	2	76
3	336	322	303	284	265	246	227	213	3	237	218	203	170	3	95
4	393	378	355	331	307	289	265	251	4	255	237	222	184	4	104
5	430	416	388	359	336	312	293	270	5	274	255	237	194	5	123
6	449	435	407	378	355	331	307	284	6	289	265	246	203	6	132
7	473	454	426	397	369	345	322	298	7	298	279	260	213	7	147
8	492	478	445	412	388	359	336	312	8	312	289	270	222	8	175
10	511	492	459	426	397	374	345	322	10	336	307	289	237	10	203
11	525	506	473	440	412	383	355	331	11	350	322	303	251	11	222
12	544	525	492	459	426	397	369	345	12	359	331	312	255	12	246
13	563	539	506	473	440	412	378	355	13	374	345	322	265	13	265
14	577	558	520	482	454	421	393	364	14	397	364	341	284	14	293
15	587	568	530	492	459	430	397	369	15	416	388	359	298	15	317
16	591	572	534	497	464	435	402	374	16	435	402	374	307	16	350
17	605	582	544	506	473	440	407	383	17	449	416	388	322	17	369
18	620	596	558	520	487	454	421	393	18	473	440	412	336	18	402
19	629	605	568	530	492	459	426	397	19	497	459	430	355	19	426
20	648	624	582	539	506	473	435	407	20	511	473	440	364	20	454
21	662	639	596	553	520	482	449	416	21	534	492	459	378	21	516
22	672	648	605	563	525	492	454	426	22	563	520	487	402		
23	681	657	615	572	534	497	464	430	23	582	539	506	416		
24	700	672	629	587	549	511	473	440	24	610	563	525	435		
25	705	676	634	591	553	516	478	445	25	657	610	568	468		
26	714	691	643	596	558	520	482	449	26	714	662	620	511		
27	724	700	653	605	568	530	492	459							
28	728	705	657	610	572	534	492	459							
29	743	714	667	620	582	539	501	468							

TERRITORY 360

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
30	747	719	672	624	587	544	506	468							
31	757	728	681	634	591	553	511	478							
32	771	743	695	648	605	563	520	487							
33	780	752	705	657	615	572	530	492							
34	795	766	714	662	620	577	534	501							
35	804	776	724	672	629	587	544	506							
36	814	785	733	681	639	596	549	516							
37	828	799	747	695	648	605	563	525							
38	842	809	757	705	657	615	568	530							
39	847	814	762	710	662	615	572	534							
40	856	823	771	719	672	624	577	539							
41	866	837	780	724	681	634	587	549							
42	875	847	790	733	686	639	591	553							
43	889	856	799	743	695	648	601	558							
44	894	861	804	747	700	653	605	563							
45	908	875	818	762	714	662	615	572							
46	918	885	828	771	719	672	620	582							
47	927	894	837	780	728	676	629	587							
48	941	908	847	785	738	686	634	591							
49	951	918	856	795	743	695	643	601							
50	960	927	866	804	752	700	648	605							
51	970	937	875	814	762	710	657	615							
52	974	941	880	818	766	714	662	615							
53	989	951	889	828	776	719	667	624							
54	998	960	899	837	780	728	676	629							
55	1012	979	913	847	795	738	686	639							
56	1031	993	927	861	809	752	695	648							
57	1050	1012	946	880	823	766	710	662							
58	1083	1041	974	908	847	790	733	681							
59	1126	1083	1012	941	880	818	762	710							
60	1173	1130	1055	979	918	856	790	738							
61	1206	1164	1088	1012	946	880	818	762							
62	1235	1187	1112	1036	965	899	832	780							
63	1253	1211	1130	1050	984	918	847	790							
64	1282	1235	1154	1074	1003	937	866	809							
65	1305	1258	1178	1097	1026	955	885	823							
66	1343	1296	1211	1126	1055	979	908	847							
67	1395	1348	1258	1168	1093	1017	946	880							
68	1447	1395	1305	1216	1135	1060	979	913							
69	1499	1447	1353	1258	1178	1097	1017	946							
70	1556	1499	1400	1301	1220	1135	1050	979							
71	1608	1547	1447	1348	1258	1173	1088	1012							
72	1660	1599	1495	1391	1301	1211	1121	1045							
73	1712	1651	1542	1433	1343	1249	1159	1078							
74	1764	1703	1589	1476	1381	1287	1192	1112							
75	1816	1750	1637	1523	1424	1324	1230	1145							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

**PERSONAL AUTO MANUAL
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NORTH CAROLINA (32)

TERRITORY 370

FULL COVERAGE COMPREHENSIVE (001)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990- 2007	Symbol	1989 & Prior
(a)									(b)					(c)	
1	32	31	30	29	28	27	26	24	1	29	27	26	24	1	9
2	41	40	39	38	36	35	34	33	2	39	37	36	33	2	11
3	52	51	49	47	45	43	42	40	3	45	42	41	37	3	14
4	60	59	57	55	53	51	49	46	4	49	47	45	41	4	17
5	66	65	63	61	59	57	55	52	5	57	54	51	47	5	20
6	74	72	70	68	65	62	60	58	6	63	60	58	53	6	27
7	82	80	78	76	72	69	67	63	7	69	65	62	58	7	33
8	87	86	84	81	78	74	72	68	8	75	71	68	62	8	38
10	95	93	90	87	84	81	78	74	10	81	77	74	67	10	49
11	101	99	96	93	89	85	83	79	11	87	84	80	73	11	60
12	106	104	101	98	94	89	86	83	12	96	91	87	80	12	69
13	109	108	105	102	97	93	90	85	13	103	97	93	85	13	82
14	115	112	109	107	102	97	94	89	14	110	106	101	92	14	96
15	120	118	114	110	107	102	98	94	15	122	116	111	102	15	116
16	125	123	119	115	110	106	103	98	16	134	127	122	111	16	141
17	130	128	124	120	115	110	107	102	17	148	141	135	124	17	169
18	135	132	129	125	120	114	110	106	18	161	154	147	134	18	202
19	139	136	132	129	123	118	114	108	19	177	168	161	147	19	241
20	143	140	136	132	127	121	117	111	20	196	185	178	163	20	286
21	148	145	141	137	132	126	121	116	21	217	206	198	181	21	396
22	153	150	145	140	134	129	125	119	22	246	233	224	204		
23	157	155	150	145	139	133	129	123	23	275	261	251	229		
24	161	158	154	149	143	136	132	126	24	319	302	290	265		
25	166	163	158	154	147	141	136	130	25	392	372	356	326		
26	172	168	163	158	152	145	140	133	26	481	456	438	400		
27	177	173	168	163	156	150	145	138							
28	182	179	174	169	161	155	150	142							
29	188	185	180	174	167	159	155	147							
30	194	190	184	179	172	164	158	151							
31	200	196	190	184	177	169	163	156							
32	205	202	196	190	182	175	168	160							
33	212	207	202	196	187	180	174	165							
34	217	212	206	201	192	183	178	169							
35	222	218	211	204	197	188	181	173							
36	228	224	217	210	202	193	186	178							
37	236	231	225	218	209	200	193	184							
38	245	240	233	227	217	207	201	191							
39	253	249	241	233	224	214	207	198							
40	261	256	249	241	231	222	214	204							
41	270	265	257	250	239	229	221	211							
42	278	273	265	257	247	236	228	217							
43	286	281	273	264	253	243	234	224							
44	295	289	280	272	261	250	241	229							
45	302	297	288	279	268	256	248	236							
46	313	306	298	289	276	265	256	244							
47	323	317	307	298	286	274	264	252							
48	333	326	317	307	295	282	273	260							
49	343	336	326	317	303	291	280	268							
50	351	345	335	325	312	299	288	275							
51	362	355	345	334	321	307	297	282							
52	372	365	354	344	329	315	304	291							
53	381	373	363	352	338	323	312	298							
54	396	389	377	366	350	336	324	309							
55	416	407	396	384	368	352	340	324							
56	438	429	417	404	388	371	358	342							
57	462	453	440	426	409	392	378	361							

TERRITORY 370

FULL COVERAGE COMPREHENSIVE (001)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
58	498	489	474	460	441	422	408	389							
59	552	541	526	511	490	468	452	431							
60	612	600	583	565	542	518	501	478							
61	668	656	636	617	592	566	547	522							
62	721	707	686	666	638	611	590	563							
63	774	759	737	715	685	657	634	605							
64	827	811	787	763	732	701	677	645							
65	880	863	838	813	780	746	721	687							
66	960	942	914	886	850	813	786	750							
67	1066	1045	1015	984	944	903	873	832							
68	1171	1149	1116	1082	1038	993	959	915							
69	1277	1253	1216	1180	1131	1083	1046	997							
70	1383	1356	1317	1278	1225	1172	1133	1080							
71	1489	1460	1418	1376	1319	1262	1219	1163							
72	1595	1564	1519	1474	1412	1352	1307	1245							
73	1700	1668	1620	1571	1506	1441	1393	1328							
74	1807	1772	1720	1668	1600	1531	1479	1410							
75	1912	1876	1821	1766	1693	1620	1566	1494							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
1	251	241	226	210	195	185	169	159	1	195	180	169	139	1	67
2	333	323	303	282	262	246	226	210	2	221	205	190	159	2	82
3	364	349	328	308	287	267	246	231	3	257	236	221	185	3	103
4	426	410	385	359	333	313	287	272	4	277	257	241	200	4	113
5	467	451	421	390	364	339	318	292	5	298	277	257	210	5	133
6	487	472	441	410	385	359	333	308	6	313	287	267	221	6	144
7	513	492	462	431	400	374	349	323	7	323	303	282	231	7	159
8	534	518	482	446	421	390	364	339	8	339	313	292	241	8	190
10	554	534	498	462	431	405	374	349	10	364	333	313	257	10	221
11	569	549	513	477	446	416	385	359	11	380	349	328	272	11	241
12	590	569	534	498	462	431	400	374	12	390	359	339	277	12	267
13	610	585	549	513	477	446	410	385	13	405	374	349	287	13	287
14	626	605	564	523	492	457	426	395	14	431	395	369	308	14	318
15	636	616	575	534	498	467	431	400	15	451	421	390	323	15	344
16	641	621	580	539	503	472	436	405	16	472	436	405	333	16	380
17	657	631	590	549	513	477	441	416	17	487	451	421	349	17	400
18	672	646	605	564	528	492	457	426	18	513	477	446	364	18	436
19	682	657	616	575	534	498	462	431	19	539	498	467	385	19	462
20	703	677	631	585	549	513	472	441	20	554	513	477	395	20	492
21	718	693	646	600	564	523	487	451	21	580	534	498	410	21	559
22	728	703	657	610	569	534	492	462	22	610	564	528	436		
23	739	713	667	621	580	539	503	467	23	631	585	549	451		
24	759	728	682	636	595	554	513	477	24	662	610	569	472		
25	764	734	687	641	600	559	518	482	25	713	662	616	508		
26	775	749	698	646	605	564	523	487	26	775	718	672	554		
27	785	759	708	657	616	575	534	498							
28	790	764	713	662	621	580	534	498							
29	805	775	723	672	631	585	544	508							

**PERSONAL AUTO MANUAL
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NORTH CAROLINA (32)

TERRITORY 370

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	
30	811	780	728	677	636	590	549	508							
31	821	790	739	687	641	600	554	518							
32	836	805	754	703	657	610	564	528							
33	846	816	764	713	667	621	575	534							
34	862	831	775	718	672	626	580	544							
35	872	841	785	728	682	636	590	549							
36	882	852	795	739	693	646	595	559							
37	898	867	811	754	703	657	610	569							
38	913	877	821	764	713	667	616	575							
39	918	882	826	770	718	667	621	580							
40	929	893	836	780	728	677	626	585							
41	939	908	846	785	739	687	636	595							
42	949	918	857	795	744	693	641	600							
43	964	929	867	805	754	703	652	605							
44	970	934	872	811	759	708	657	610							
45	985	949	887	826	775	718	667	621							
46	995	959	898	836	780	728	672	631							
47	1005	970	908	846	790	734	682	636							
48	1021	985	918	852	800	744	687	641							
49	1031	995	929	862	805	754	698	652							
50	1041	1005	939	872	816	759	703	657							
51	1052	1016	949	882	826	770	713	667							
52	1057	1021	954	887	831	775	718	667							
53	1072	1031	964	898	841	780	723	677							
54	1082	1041	975	908	846	790	734	682							
55	1098	1062	990	918	862	800	744	693							
56	1118	1077	1005	934	877	816	754	703							
57	1139	1098	1026	954	893	831	770	718							
58	1175	1129	1057	985	918	857	795	739							
59	1221	1175	1098	1021	954	887	826	770							
60	1272	1226	1144	1062	995	929	857	800							
61	1308	1262	1180	1098	1026	954	887	826							
62	1339	1288	1206	1123	1047	975	903	846							
63	1359	1313	1226	1139	1067	995	918	857							
64	1390	1339	1252	1165	1088	1016	939	877							
65	1416	1365	1277	1190	1113	1036	959	893							
66	1457	1406	1313	1221	1144	1062	985	918							
67	1513	1462	1365	1267	1185	1103	1026	954							
68	1570	1513	1416	1318	1231	1149	1062	990							
69	1626	1570	1467	1365	1277	1190	1103	1026							
70	1688	1626	1518	1411	1324	1231	1139	1062							
71	1744	1678	1570	1462	1365	1272	1180	1098							
72	1801	1734	1621	1508	1411	1313	1216	1134							
73	1857	1790	1672	1554	1457	1354	1257	1170							
74	1913	1847	1724	1601	1498	1395	1293	1206							
75	1970	1898	1775	1652	1544	1436	1334	1241							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
(b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
(c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

TERRITORY 380

FULL COVERAGE COMPREHENSIVE (001)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	
1	42	40	39	38	37	35	34	32	1	38	35	34	32	1	11
2	54	53	52	50	48	45	44	43	2	52	49	48	43	2	14
3	68	67	64	62	59	57	55	53	3	59	55	54	49	3	19
4	78	77	74	72	69	67	64	60	4	64	62	59	54	4	23
5	87	86	83	81	77	74	72	68	5	74	71	67	62	5	26
6	97	95	92	89	86	82	79	76	6	83	78	76	69	6	35
7	107	105	102	100	95	91	88	83	7	91	86	82	76	7	43
8	115	113	110	106	102	97	95	89	8	98	93	89	82	8	50
10	125	122	118	115	110	106	102	97	10	106	101	97	88	10	64
11	132	130	126	122	117	112	108	103	11	115	110	105	96	11	78
12	139	136	132	129	123	117	113	108	12	126	120	115	105	12	91
13	144	141	137	134	127	122	118	112	13	135	127	122	112	13	107
14	151	147	144	140	134	127	123	117	14	145	139	132	121	14	126
15	158	155	150	145	140	134	129	123	15	160	152	146	134	15	152
16	164	161	156	151	145	139	135	129	16	176	166	160	146	16	185
17	170	168	163	158	151	145	140	134	17	194	185	178	163	17	222
18	178	174	169	164	158	150	145	139	18	212	202	193	176	18	265
19	183	179	174	169	161	155	150	142	19	232	221	212	193	19	316
20	188	184	179	174	166	159	154	146	20	257	243	233	214	20	375
21	194	190	185	180	173	165	159	152	21	285	271	260	238	21	519
22	200	197	190	184	176	169	164	156	22	323	306	294	268		
23	207	203	197	190	183	175	169	161	23	360	343	329	301		
24	212	208	202	195	188	179	174	165	24	418	397	381	348		
25	218	214	208	202	193	185	179	170	25	514	488	467	428		
26	226	221	214	208	199	190	184	175	26	631	599	575	525		
27	232	227	221	214	205	197	190	181							
28	239	234	228	222	212	203	197	186							
29	247	243	236	228	219	209	203	193							
30	255	249	242	234	226	215	208	198							
31	262	257	249	242	232	222	214	204							
32	270	265	257	249	239	229	221	210							
33	278	272	265	257	246	236	228	217							
34	285	278	271	263	252	241	233	222							
35	291	286	277	268	258	247	238	227							
36	299	294	285	276	265	253	244	233							
37	310	304	295	286	275	262	253	242							
38	321	315	306	297	285	272	263	251							
39	333	326	316	306	294	281	272	260							
40	343	336	326	316	304	291	281	267							
41	354	348	338	328	314	301	290	277							
42	365	358	348	338	324	310	299	285							
43	375	369	358	347	333	319	307	294							
44	387	379	368	357	343	328	316	301							
45	397	389	378	367	352	336	325	310							
46	411	402	391	379	363	348	336	320							
47	423	416	403	391	375	359	347	330							
48	437	428	416	403	387	370	358	341							
49	450	441	428	416	398	382	368	352							
50	461	452	440	427	410	392	378	360							
51	475	466	452	438	421	403	389	370							
52	488	479	465	451	432	413	399	382							
53	500	490	476	462	444	423	410	391							
54	520	510	495	480	460	441	426	406							
55	546	534	519	504	483	462	446	426							
56	575	563	547	530	509	486	470	449							
57	606	595	577	559	537	514	496	474							

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NORTH CAROLINA (32)

TERRITORY 380

FULL COVERAGE COMPREHENSIVE (001)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	Prior
58	654	641	622	604	578	554	536	510							
59	725	711	690	670	643	615	593	566							
60	803	788	765	742	712	680	658	627							
61	877	861	835	810	777	743	718	685							
62	946	927	901	874	838	801	775	738							
63	1016	997	968	939	900	862	832	794							
64	1085	1065	1033	1002	961	920	888	847							
65	1155	1133	1100	1067	1023	979	946	902							
66	1260	1236	1200	1163	1115	1067	1032	984							
67	1399	1372	1332	1292	1239	1186	1145	1092							
68	1537	1508	1464	1420	1362	1303	1259	1201							
69	1676	1644	1596	1549	1484	1421	1373	1309							
70	1816	1780	1729	1677	1608	1538	1487	1418							
71	1954	1916	1861	1806	1731	1657	1600	1526							
72	2093	2053	1993	1934	1853	1774	1715	1634							
73	2231	2190	2126	2061	1977	1891	1828	1743							
74	2371	2326	2258	2190	2100	2010	1942	1851							
75	2510	2462	2390	2318	2223	2127	2055	1961							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	Prior
1	271	260	244	227	211	199	183	172	1	211	194	183	150	1	72
2	360	349	327	305	283	266	244	227	2	238	222	205	172	2	89
3	393	377	355	332	310	288	266	249	3	277	255	238	199	3	111
4	460	443	416	388	360	338	310	294	4	299	277	260	216	4	122
5	504	488	454	421	393	366	343	316	5	321	299	277	227	5	144
6	526	510	476	443	416	388	360	332	6	338	310	288	238	6	155
7	554	532	499	465	432	404	377	349	7	349	327	305	249	7	172
8	576	560	521	482	454	421	393	366	8	366	338	316	260	8	205
10	598	576	537	499	465	438	404	377	10	393	360	338	277	10	238
11	615	593	554	515	482	449	416	388	11	410	377	355	294	11	260
12	637	615	576	537	499	465	432	404	12	421	388	366	299	12	288
13	659	632	593	554	515	482	443	416	13	438	404	377	310	13	310
14	676	654	609	565	532	493	460	427	14	465	427	399	332	14	343
15	687	665	620	576	537	504	465	432	15	488	454	421	349	15	371
16	693	670	626	582	543	510	471	438	16	510	471	438	360	16	410
17	709	681	637	593	554	515	476	449	17	526	488	454	377	17	432
18	726	698	654	609	571	532	493	460	18	554	515	482	393	18	471
19	737	709	665	620	576	537	499	465	19	582	537	504	416	19	499
20	759	731	681	632	593	554	510	476	20	598	554	515	427	20	532
21	776	748	698	648	609	565	526	488	21	626	576	537	443	21	604
22	787	759	709	659	615	576	532	499	22	659	609	571	471		
23	798	770	720	670	626	582	543	504	23	681	632	593	488		
24	820	787	737	687	643	598	554	515	24	715	659	615	510		
25	825	792	742	693	648	604	560	521	25	770	715	665	548		
26	837	809	753	698	654	609	565	526	26	837	776	726	598		
27	848	820	765	709	665	620	576	537							
28	853	825	770	715	670	626	576	537							
29	870	837	781	726	681	632	587	548							

TERRITORY 380

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
30	875	842	787	731	687	637	593	548							
31	886	853	798	742	693	648	598	560							
32	903	870	814	759	709	659	609	571							
33	914	881	825	770	720	670	620	576							
34	931	897	837	776	726	676	626	587							
35	942	909	848	787	737	687	637	593							
36	953	920	859	798	748	698	643	604							
37	970	936	875	814	759	709	659	615							
38	986	947	886	825	770	720	665	620							
39	992	953	892	831	776	720	670	626							
40	1003	964	903	842	787	731	676	632							
41	1014	981	914	848	798	742	687	643							
42	1025	992	925	859	803	748	693	648							
43	1042	1003	936	870	814	759	704	654							
44	1047	1008	942	875	820	765	709	659							
45	1064	1025	958	892	837	776	720	670							
46	1075	1036	970	903	842	787	726	681							
47	1086	1047	981	914	853	792	737	687							
48	1102	1064	992	920	864	803	742	693							
49	1114	1075	1003	931	870	814	753	704							
50	1125	1086	1014	942	881	820	759	709							
51	1136	1097	1025	953	892	831	770	720							
52	1141	1102	1030	958	897	837	776	720							
53	1158	1114	1042	970	909	842	781	731							
54	1169	1125	1053	981	914	853	792	737							
55	1186	1147	1069	992	931	864	803	748							
56	1208	1163	1086	1008	947	881	814	759							
57	1230	1186	1108	1030	964	897	831	776							
58	1269	1219	1141	1064	992	925	859	798							
59	1319	1269	1186	1102	1030	958	892	831							
60	1374	1324	1235	1147	1075	1003	925	864							
61	1413	1363	1274	1186	1108	1030	958	892							
62	1446	1391	1302	1213	1130	1053	975	914							
63	1468	1418	1324	1230	1152	1075	992	925							
64	1501	1446	1352	1258	1174	1097	1014	947							
65	1529	1474	1379	1285	1202	1119	1036	964							
66	1573	1518	1418	1319	1235	1147	1064	992							
67	1634	1579	1474	1368	1280	1191	1108	1030							
68	1695	1634	1529	1424	1330	1241	1147	1069							
69	1756	1695	1584	1474	1379	1285	1191	1108							
70	1823	1756	1640	1524	1429	1330	1230	1147							
71	1884	1812	1695	1579	1474	1374	1274	1186							
72	1945	1873	1751	1629	1524	1418	1313	1224							
73	2005	1933	1806	1679	1573	1463	1357	1263							
74	2066	1994	1861	1728	1618	1507	1396	1302							
75	2127	2050	1917	1784	1668	1551	1440	1341							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

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NORTH CAROLINA (32)

TERRITORY 390

FULL COVERAGE COMPREHENSIVE (001)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990- 2007	Symbol	1989 & Prior
(a)									(b)					(c)	
1	24	23	23	22	21	20	20	18	1	22	20	20	18	1	7
2	31	31	30	29	28	26	26	25	2	30	28	28	25	2	8
3	39	39	37	36	34	33	32	31	3	34	32	31	28	3	11
4	45	45	43	42	40	39	37	35	4	37	36	34	31	4	13
5	50	50	48	47	45	43	42	39	5	43	41	39	36	5	15
6	56	55	53	52	50	47	46	44	6	48	45	44	40	6	20
7	62	61	59	58	55	53	51	48	7	53	50	47	44	7	25
8	66	66	64	61	59	56	55	52	8	57	54	52	47	8	29
10	72	71	69	66	64	61	59	56	10	61	58	56	51	10	37
11	77	75	73	71	68	65	63	60	11	66	64	61	55	11	45
12	80	79	77	74	72	68	66	63	12	73	69	66	61	12	53
13	83	82	80	77	74	71	69	65	13	78	74	71	65	13	62
14	88	85	83	81	77	74	72	68	14	84	80	77	70	14	73
15	91	90	87	84	81	77	74	72	15	93	88	85	77	15	88
16	95	93	91	88	84	80	78	74	16	102	96	93	85	16	107
17	99	97	94	91	88	84	81	77	17	112	107	103	94	17	128
18	103	101	98	95	91	87	84	80	18	123	117	112	102	18	153
19	106	104	101	98	93	90	87	82	19	134	128	123	112	19	183
20	109	107	104	101	96	92	89	85	20	149	141	135	124	20	218
21	112	110	107	104	100	96	92	88	21	165	157	150	138	21	301
22	116	114	110	107	102	98	95	91	22	187	177	170	155		
23	120	118	114	110	106	101	98	93	23	209	199	191	174		
24	123	120	117	113	109	104	101	96	24	242	230	220	201		
25	126	124	120	117	112	107	104	99	25	298	283	271	248		
26	131	128	124	120	115	110	107	101	26	366	347	333	304		
27	134	131	128	124	119	114	110	105							
28	139	136	132	128	123	118	114	108							
29	143	141	137	132	127	121	118	112							
30	147	145	140	136	131	125	120	115							
31	152	149	145	140	134	128	124	118							
32	156	153	149	145	139	133	128	122							
33	161	158	153	149	142	137	132	126							
34	165	161	157	153	146	139	135	128							
35	169	166	161	155	150	143	138	131							
36	173	170	165	160	153	147	142	135							
37	180	176	171	166	159	152	147	140							
38	186	183	177	172	165	158	153	145							
39	193	189	183	177	170	163	158	150							
40	199	195	189	183	176	169	163	155							
41	205	201	196	190	182	174	168	161							
42	212	207	201	196	188	180	173	165							
43	218	214	207	201	193	185	178	170							
44	224	220	213	207	199	190	183	174							
45	230	226	219	212	204	195	188	180							
46	238	233	226	220	210	201	195	185							
47	245	241	234	226	218	208	201	191							
48	253	248	241	234	224	215	207	198							
49	261	256	248	241	231	221	213	204							
50	267	262	255	247	237	227	219	209							
51	275	270	262	254	244	234	226	215							
52	283	277	269	261	250	239	231	221							
53	290	284	276	268	257	245	237	226							
54	301	296	287	278	266	256	247	235							
55	316	310	301	292	280	268	258	247							
56	333	326	317	307	295	282	272	260							
57	351	345	334	324	311	298	288	274							

TERRITORY 390

FULL COVERAGE COMPREHENSIVE (001)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
58	379	372	361	350	335	321	310	296							
59	420	412	400	388	372	356	344	328							
60	465	456	443	430	412	394	381	364							
61	508	499	484	469	450	431	416	397							
62	548	537	522	507	485	464	449	428							
63	588	577	561	544	521	499	482	460							
64	629	617	599	580	557	533	515	491							
65	669	656	637	618	593	567	548	523							
66	730	716	695	674	646	618	598	570							
67	810	795	772	748	718	687	664	633							
68	891	874	848	823	789	755	729	696							
69	971	953	925	897	860	823	796	758							
70	1052	1031	1002	972	931	891	861	821							
71	1132	1110	1078	1046	1003	960	927	884							
72	1213	1189	1155	1121	1074	1028	994	947							
73	1293	1269	1232	1194	1145	1096	1059	1010							
74	1374	1348	1308	1269	1217	1164	1125	1072							
75	1454	1426	1385	1343	1288	1232	1191	1136							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
1	246	236	221	206	191	181	166	156	1	191	176	166	136	1	65
2	327	317	297	277	257	241	221	206	2	216	201	186	156	2	80
3	357	342	322	302	282	262	241	226	3	252	231	216	181	3	101
4	417	402	377	352	327	307	282	267	4	272	252	236	196	4	111
5	458	443	412	382	357	332	312	287	5	292	272	252	206	5	131
6	478	463	433	402	377	352	327	302	6	307	282	262	216	6	141
7	503	483	453	423	392	367	342	317	7	317	297	277	226	7	156
8	523	508	473	438	412	382	357	332	8	332	307	287	236	8	186
10	543	523	488	453	423	397	367	342	10	357	327	307	252	10	216
11	558	538	503	468	438	407	377	352	11	372	342	322	267	11	236
12	578	558	523	488	453	423	392	367	12	382	352	332	272	12	262
13	599	573	538	503	468	438	402	377	13	397	367	342	282	13	282
14	614	594	553	513	483	448	417	387	14	423	387	362	302	14	312
15	624	604	563	523	488	458	423	392	15	443	412	382	317	15	337
16	629	609	568	528	493	463	428	397	16	463	428	397	327	16	372
17	644	619	578	538	503	468	433	407	17	478	443	412	342	17	392
18	659	634	594	553	518	483	448	417	18	503	468	438	357	18	428
19	669	644	604	563	523	488	453	423	19	528	488	458	377	19	453
20	689	664	619	573	538	503	463	433	20	543	503	468	387	20	483
21	704	679	634	589	553	513	478	443	21	568	523	488	402	21	548
22	714	689	644	599	558	523	483	453	22	599	553	518	428		
23	724	699	654	609	568	528	493	458	23	619	573	538	443		
24	744	714	669	624	583	543	503	468	24	649	599	558	463		
25	749	719	674	629	589	548	508	473	25	699	649	604	498		
26	760	734	684	634	594	553	513	478	26	760	704	659	543		
27	770	744	694	644	604	563	523	488							
28	775	749	699	649	609	568	523	488							
29	790	760	709	659	619	573	533	498							

**PERSONAL AUTO MANUAL
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NORTH CAROLINA (32)

TERRITORY 390

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
30	795	765	714	664	624	578	538	498							
31	805	775	724	674	629	589	543	508							
32	820	790	739	689	644	599	553	518							
33	830	800	749	699	654	609	563	523							
34	845	815	760	704	659	614	568	533							
35	855	825	770	714	669	624	578	538							
36	865	835	780	724	679	634	583	548							
37	880	850	795	739	689	644	599	558							
38	895	860	805	749	699	654	604	563							
39	900	865	810	755	704	654	609	568							
40	910	875	820	765	714	664	614	573							
41	920	890	830	770	724	674	624	583							
42	931	900	840	780	729	679	629	589							
43	946	910	850	790	739	689	639	594							
44	951	915	855	795	744	694	644	599							
45	966	931	870	810	760	704	654	609							
46	976	941	880	820	765	714	659	619							
47	986	951	890	830	775	719	669	624							
48	1001	966	900	835	785	729	674	629							
49	1011	976	910	845	790	739	684	639							
50	1021	986	920	855	800	744	689	644							
51	1031	996	931	865	810	755	699	654							
52	1036	1001	936	870	815	760	704	654							
53	1051	1011	946	880	825	765	709	664							
54	1061	1021	956	890	830	775	719	669							
55	1076	1041	971	900	845	785	729	679							
56	1097	1056	986	915	860	800	739	689							
57	1117	1076	1006	936	875	815	755	704							
58	1152	1107	1036	966	900	840	780	724							
59	1197	1152	1076	1001	936	870	810	755							
60	1247	1202	1122	1041	976	910	840	785							
61	1283	1237	1157	1076	1006	936	870	810							
62	1313	1263	1182	1102	1026	956	885	830							
63	1333	1288	1202	1117	1046	976	900	840							
64	1363	1313	1227	1142	1066	996	920	860							
65	1388	1338	1252	1167	1092	1016	941	875							
66	1429	1378	1288	1197	1122	1041	966	900							
67	1484	1434	1338	1242	1162	1081	1006	936							
68	1539	1484	1388	1293	1207	1127	1041	971							
69	1595	1539	1439	1338	1252	1167	1081	1006							
70	1655	1595	1489	1383	1298	1207	1117	1041							
71	1710	1645	1539	1434	1338	1247	1157	1076							
72	1766	1700	1589	1479	1383	1288	1192	1112							
73	1821	1755	1640	1524	1429	1328	1232	1147							
74	1876	1811	1690	1569	1469	1368	1268	1182							
75	1932	1861	1740	1620	1514	1408	1308	1217							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

TERRITORY 420

FULL COVERAGE COMPREHENSIVE (001)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
1	33	32	31	30	29	28	27	25	1	30	28	27	25	1	9
2	43	42	41	40	38	36	35	34	2	41	39	38	34	2	11
3	54	53	51	49	47	45	44	42	3	47	44	43	39	3	15
4	62	61	59	57	55	53	51	48	4	51	49	47	43	4	18
5	69	68	66	64	61	59	57	54	5	59	56	53	49	5	21
6	77	75	73	71	68	65	63	60	6	66	62	60	55	6	28
7	85	83	81	79	75	72	70	66	7	72	68	65	60	7	34
8	91	90	87	84	81	77	75	71	8	78	74	71	65	8	40
10	99	97	94	91	87	84	81	77	10	84	80	77	70	10	51
11	105	103	100	97	93	89	86	82	11	91	87	83	76	11	62
12	110	108	105	102	98	93	90	86	12	100	95	91	83	12	72
13	114	112	109	106	101	97	94	89	13	107	101	97	89	13	85
14	120	117	114	111	106	101	98	93	14	115	110	105	96	14	100
15	125	123	119	115	111	106	102	98	15	127	121	116	106	15	121
16	130	128	124	120	115	110	107	102	16	140	132	127	116	16	147
17	135	133	129	125	120	115	111	106	17	154	147	141	129	17	176
18	141	138	134	130	125	119	115	110	18	168	160	153	140	18	210
19	145	142	138	134	128	123	119	113	19	184	175	168	153	19	251
20	149	146	142	138	132	126	122	116	20	204	193	185	170	20	298
21	154	151	147	143	137	131	126	121	21	226	215	206	189	21	412
22	159	156	151	146	140	134	130	124	22	256	243	233	213		
23	164	161	156	151	145	139	134	128	23	286	272	261	239		
24	168	165	160	155	149	142	138	131	24	332	315	302	276		
25	173	170	165	160	153	147	142	135	25	408	387	371	340		
26	179	175	170	165	158	151	146	139	26	501	475	456	417		
27	184	180	175	170	163	156	151	144							
28	190	186	181	176	168	161	156	148							
29	196	193	187	181	174	166	161	153							
30	202	198	192	186	179	171	165	157							
31	208	204	198	192	184	176	170	162							
32	214	210	204	198	190	182	175	167							
33	221	216	210	204	195	187	181	172							
34	226	221	215	209	200	191	185	176							
35	231	227	220	213	205	196	189	180							
36	237	233	226	219	210	201	194	185							
37	246	241	234	227	218	208	201	192							
38	255	250	243	236	226	216	209	199							
39	264	259	251	243	233	223	216	206							
40	272	267	259	251	241	231	223	212							
41	281	276	268	260	249	239	230	220							
42	290	284	276	268	257	246	237	226							
43	298	293	284	275	264	253	244	233							
44	307	301	292	283	272	260	251	239							
45	315	309	300	291	279	267	258	246							
46	326	319	310	301	288	276	267	254							
47	336	330	320	310	298	285	275	262							
48	347	340	330	320	307	294	284	271							
49	357	350	340	330	316	303	292	279							
50	366	359	349	339	325	311	300	286							
51	377	370	359	348	334	320	309	294							
52	387	380	369	358	343	328	317	303							
53	397	389	378	367	352	336	325	310							
54	413	405	393	381	365	350	338	322							
55	433	424	412	400	383	367	354	338							
56	456	447	434	421	404	386	373	356							
57	481	472	458	444	426	408	394	376							

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NORTH CAROLINA (32)

TERRITORY 420

FULL COVERAGE COMPREHENSIVE (001)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	Prior
58	519	509	494	479	459	440	425	405							
59	575	564	548	532	510	488	471	449							
60	637	625	607	589	565	540	522	498							
61	696	683	663	643	617	590	570	544							
62	751	736	715	694	665	636	615	586							
63	806	791	768	745	714	684	660	630							
64	861	845	820	795	763	730	705	672							
65	917	899	873	847	812	777	751	716							
66	1000	981	952	923	885	847	819	781							
67	1110	1089	1057	1025	983	941	909	867							
68	1220	1197	1162	1127	1081	1034	999	953							
69	1330	1305	1267	1229	1178	1128	1090	1039							
70	1441	1413	1372	1331	1276	1221	1180	1125							
71	1551	1521	1477	1433	1374	1315	1270	1211							
72	1661	1629	1582	1535	1471	1408	1361	1297							
73	1771	1738	1687	1636	1569	1501	1451	1383							
74	1882	1846	1792	1738	1667	1595	1541	1469							
75	1992	1954	1897	1840	1764	1688	1631	1556							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
(b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
(c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	Prior
1	322	309	290	270	250	237	217	204	1	250	230	217	178	1	86
2	428	415	388	362	336	316	290	270	2	283	263	243	204	2	105
3	467	447	421	395	368	342	316	296	3	329	303	283	237	3	132
4	546	526	494	461	428	401	368	349	4	355	329	309	257	4	145
5	599	579	540	500	467	434	408	375	5	382	355	329	270	5	171
6	625	605	566	526	494	461	428	395	6	401	368	342	283	6	184
7	658	632	592	553	513	480	447	415	7	415	388	362	296	7	204
8	684	665	619	572	540	500	467	434	8	434	401	375	309	8	243
10	711	684	638	592	553	520	480	447	10	467	428	401	329	10	283
11	730	704	658	612	572	533	494	461	11	487	447	421	349	11	309
12	757	730	684	638	592	553	513	480	12	500	461	434	355	12	342
13	783	750	704	658	612	572	526	494	13	520	480	447	368	13	368
14	803	776	724	671	632	586	546	507	14	553	507	474	395	14	408
15	816	790	737	684	638	599	553	513	15	579	540	500	415	15	441
16	823	796	744	691	645	605	559	520	16	605	559	520	428	16	487
17	842	809	757	704	658	612	566	533	17	625	579	540	447	17	513
18	862	829	776	724	678	632	586	546	18	658	612	572	467	18	559
19	875	842	790	737	684	638	592	553	19	691	638	599	494	19	592
20	901	869	809	750	704	658	605	566	20	711	658	612	507	20	632
21	921	888	829	770	724	671	625	579	21	744	684	638	526	21	717
22	934	901	842	783	730	684	632	592	22	783	724	678	559		
23	948	915	855	796	744	691	645	599	23	809	750	704	579		
24	974	934	875	816	763	711	658	612	24	849	783	730	605		
25	980	941	882	823	770	717	665	619	25	915	849	790	651		
26	994	961	895	829	776	724	671	625	26	994	921	862	711		
27	1007	974	908	842	790	737	684	638							
28	1013	980	915	849	796	744	684	638							
29	1033	994	928	862	809	750	697	651							

TERRITORY 420

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
30	1040	1000	934	869	816	757	704	651							
31	1053	1013	948	882	823	770	711	665							
32	1073	1033	967	901	842	783	724	678							
33	1086	1046	980	915	855	796	737	684							
34	1105	1066	994	921	862	803	744	697							
35	1119	1079	1007	934	875	816	757	704							
36	1132	1092	1020	948	888	829	763	717							
37	1152	1112	1040	967	901	842	783	730							
38	1171	1125	1053	980	915	855	790	737							
39	1178	1132	1059	987	921	855	796	744							
40	1191	1145	1073	1000	934	869	803	750							
41	1204	1165	1086	1007	948	882	816	763							
42	1217	1178	1099	1020	954	888	823	770							
43	1237	1191	1112	1033	967	901	836	776							
44	1244	1198	1119	1040	974	908	842	783							
45	1263	1217	1138	1059	994	921	855	796							
46	1277	1230	1152	1073	1000	934	862	809							
47	1290	1244	1165	1086	1013	941	875	816							
48	1309	1263	1178	1092	1026	954	882	823							
49	1323	1277	1191	1105	1033	967	895	836							
50	1336	1290	1204	1119	1046	974	901	842							
51	1349	1303	1217	1132	1059	987	915	855							
52	1355	1309	1224	1138	1066	994	921	855							
53	1375	1323	1237	1152	1079	1000	928	869							
54	1388	1336	1250	1165	1086	1013	941	875							
55	1408	1362	1270	1178	1105	1026	954	888							
56	1434	1382	1290	1198	1125	1046	967	901							
57	1461	1408	1316	1224	1145	1066	987	921							
58	1507	1448	1355	1263	1178	1099	1020	948							
59	1566	1507	1408	1309	1224	1138	1059	987							
60	1632	1573	1467	1362	1277	1191	1099	1026							
61	1678	1619	1513	1408	1316	1224	1138	1059							
62	1717	1652	1546	1441	1342	1250	1158	1086							
63	1744	1684	1573	1461	1369	1277	1178	1099							
64	1783	1717	1606	1494	1395	1303	1204	1125							
65	1816	1750	1638	1527	1428	1329	1230	1145							
66	1869	1803	1684	1566	1467	1362	1263	1178							
67	1941	1875	1750	1625	1520	1415	1316	1224							
68	2013	1941	1816	1691	1579	1474	1362	1270							
69	2086	2013	1882	1750	1638	1527	1415	1316							
70	2165	2086	1948	1810	1698	1579	1461	1362							
71	2237	2152	2013	1875	1750	1632	1513	1408							
72	2310	2224	2079	1935	1810	1684	1559	1454							
73	2382	2296	2145	1994	1869	1737	1612	1500							
74	2454	2369	2211	2053	1921	1790	1658	1546							
75	2527	2435	2277	2119	1981	1842	1711	1592							

- (a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
- (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
- (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

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NORTH CAROLINA (32)

TERRITORY 440

FULL COVERAGE COMPREHENSIVE (001)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	
1	30	29	28	27	26	25	25	23	1	27	25	25	23	1	8
2	39	38	37	36	35	33	32	31	2	37	35	35	31	2	10
3	49	48	46	45	43	41	40	38	3	43	40	39	35	3	14
4	56	56	54	52	50	48	46	44	4	46	45	43	39	4	16
5	63	62	60	58	56	54	52	49	5	54	51	48	45	5	19
6	70	68	66	65	62	59	57	55	6	60	56	55	50	6	25
7	77	76	74	72	68	66	64	60	7	66	62	59	55	7	31
8	83	82	79	76	74	70	68	65	8	71	67	65	59	8	36
10	90	88	86	83	79	76	74	70	10	76	73	70	64	10	46
11	96	94	91	88	85	81	78	75	11	83	79	76	69	11	56
12	100	98	96	93	89	85	82	78	12	91	86	83	76	12	66
13	104	102	99	96	92	88	86	81	13	97	92	88	81	13	77
14	109	106	104	101	96	92	89	85	14	105	100	96	87	14	91
15	114	112	108	105	101	96	93	89	15	116	110	106	96	15	110
16	118	116	113	109	105	100	97	93	16	127	120	116	106	16	134
17	123	121	117	114	109	105	101	96	17	140	134	128	117	17	160
18	128	126	122	118	114	108	105	100	18	153	146	139	127	18	191
19	132	129	126	122	116	112	108	103	19	167	159	153	139	19	228
20	136	133	129	126	120	115	111	106	20	186	176	168	155	20	271
21	140	137	134	130	125	119	115	110	21	206	196	187	172	21	375
22	145	142	137	133	127	122	118	113	22	233	221	212	194		
23	149	147	142	137	132	126	122	116	23	260	248	238	217		
24	153	150	146	141	136	129	126	119	24	302	287	275	251		
25	157	155	150	146	139	134	129	123	25	371	352	338	309		
26	163	159	155	150	144	137	133	126	26	456	432	415	379		
27	167	164	159	155	148	142	137	131							
28	173	169	165	160	153	147	142	135							
29	178	176	170	165	158	151	147	139							
30	184	180	175	169	163	156	150	143							
31	189	186	180	175	167	160	155	147							
32	195	191	186	180	173	166	159	152							
33	201	197	191	186	177	170	165	157							
34	206	201	196	190	182	174	168	160							
35	210	207	200	194	187	178	172	164							
36	216	212	206	199	191	183	177	168							
37	224	219	213	207	198	189	183	175							
38	232	228	221	215	206	197	190	181							
39	240	236	228	221	212	203	197	187							
40	248	243	236	228	219	210	203	193							
41	256	251	244	237	227	217	209	200							
42	264	258	251	244	234	224	216	206							
43	271	267	258	250	240	230	222	212							
44	279	274	266	258	248	237	228	217							
45	287	281	273	265	254	243	235	224							
46	297	290	282	274	262	251	243	231							
47	306	300	291	282	271	259	250	238							
48	316	309	300	291	279	268	258	247							
49	325	319	309	300	288	276	266	254							
50	333	327	318	308	296	283	273	260							
51	343	337	327	317	304	291	281	268							
52	352	346	336	326	312	298	288	276							
53	361	354	344	334	320	306	296	282							
54	376	369	358	347	332	319	308	293							
55	394	386	375	364	349	334	322	308							
56	415	407	395	383	368	351	339	324							
57	438	430	417	404	388	371	359	342							

TERRITORY 440

FULL COVERAGE COMPREHENSIVE (001)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
58	472	463	450	436	418	400	387	369							
59	523	513	499	484	464	444	429	409							
60	580	569	552	536	514	491	475	453							
61	633	622	603	585	561	537	519	495							
62	683	670	651	632	605	579	560	533							
63	733	720	699	678	650	622	601	573							
64	784	769	746	723	694	664	642	612							
65	834	818	794	771	739	707	683	652							
66	910	893	866	840	805	771	745	711							
67	1010	991	962	933	895	856	827	789							
68	1110	1089	1057	1026	984	941	909	867							
69	1210	1188	1153	1118	1072	1026	992	945							
70	1311	1286	1249	1211	1161	1111	1074	1024							
71	1411	1384	1344	1304	1250	1197	1156	1102							
72	1512	1482	1440	1397	1339	1281	1239	1180							
73	1612	1582	1535	1489	1428	1366	1320	1259							
74	1713	1680	1631	1582	1517	1451	1402	1337							
75	1813	1778	1726	1674	1605	1536	1484	1416							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
1	272	261	245	228	211	200	183	172	1	211	195	183	150	1	72
2	361	350	328	306	284	267	245	228	2	239	222	206	172	2	89
3	395	378	356	334	311	289	267	250	3	278	256	239	200	3	111
4	461	445	417	389	361	339	311	295	4	300	278	261	217	4	122
5	506	489	456	423	395	367	345	317	5	322	300	278	228	5	145
6	528	512	478	445	417	389	361	334	6	339	311	289	239	6	156
7	556	534	500	467	434	406	378	350	7	350	328	306	250	7	172
8	578	562	523	484	456	423	395	367	8	367	339	317	261	8	206
10	600	578	539	500	467	439	406	378	10	395	361	339	278	10	239
11	617	595	556	517	484	450	417	389	11	411	378	356	295	11	261
12	639	617	578	539	500	467	434	406	12	423	389	367	300	12	289
13	662	634	595	556	517	484	445	417	13	439	406	378	311	13	311
14	678	656	612	567	534	495	461	428	14	467	428	400	334	14	345
15	689	667	623	578	539	506	467	434	15	489	456	423	350	15	373
16	695	673	628	584	545	512	473	439	16	512	473	439	361	16	411
17	712	684	639	595	556	517	478	450	17	528	489	456	378	17	434
18	728	701	656	612	573	534	495	461	18	556	517	484	395	18	473
19	739	712	667	623	578	539	500	467	19	584	539	506	417	19	500
20	762	734	684	634	595	556	512	478	20	600	556	517	428	20	534
21	778	751	701	651	612	567	528	489	21	628	578	539	445	21	606
22	790	762	712	662	617	578	534	500	22	662	612	573	473		
23	801	773	723	673	628	584	545	506	23	684	634	595	489		
24	823	790	739	689	645	600	556	517	24	717	662	617	512		
25	828	795	745	695	651	606	562	523	25	773	717	667	550		
26	840	812	756	701	656	612	567	528	26	840	778	728	600		
27	851	823	767	712	667	623	578	539							
28	856	828	773	717	673	628	578	539							
29	873	840	784	728	684	634	589	550							

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TERRITORY 440

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
30	878	845	790	734	689	639	595	550							
31	890	856	801	745	695	651	600	562							
32	906	873	817	762	712	662	612	573							
33	917	884	828	773	723	673	623	578							
34	934	901	840	778	728	678	628	589							
35	945	912	851	790	739	689	639	595							
36	956	923	862	801	751	701	645	606							
37	973	940	878	817	762	712	662	617							
38	990	951	890	828	773	723	667	623							
39	995	956	895	834	778	723	673	628							
40	1006	967	906	845	790	734	678	634							
41	1017	984	917	851	801	745	689	645							
42	1029	995	929	862	806	751	695	651							
43	1045	1006	940	873	817	762	706	656							
44	1051	1012	945	878	823	767	712	662							
45	1068	1029	962	895	840	778	723	673							
46	1079	1040	973	906	845	790	728	684							
47	1090	1051	984	917	856	795	739	689							
48	1106	1068	995	923	867	806	745	695							
49	1118	1079	1006	934	873	817	756	706							
50	1129	1090	1017	945	884	823	762	712							
51	1140	1101	1029	956	895	834	773	723							
52	1145	1106	1034	962	901	840	778	723							
53	1162	1118	1045	973	912	845	784	734							
54	1173	1129	1056	984	917	856	795	739							
55	1190	1151	1073	995	934	867	806	751							
56	1212	1168	1090	1012	951	884	817	762							
57	1234	1190	1112	1034	967	901	834	778							
58	1273	1223	1145	1068	995	929	862	801							
59	1323	1273	1190	1106	1034	962	895	834							
60	1379	1329	1240	1151	1079	1006	929	867							
61	1418	1368	1279	1190	1112	1034	962	895							
62	1451	1396	1307	1218	1134	1056	979	917							
63	1473	1423	1329	1234	1156	1079	995	929							
64	1507	1451	1357	1262	1179	1101	1017	951							
65	1535	1479	1384	1290	1207	1123	1040	967							
66	1579	1523	1423	1323	1240	1151	1068	995							
67	1640	1585	1479	1373	1284	1195	1112	1034							
68	1701	1640	1535	1429	1334	1245	1151	1073							
69	1763	1701	1590	1479	1384	1290	1195	1112							
70	1829	1763	1646	1529	1434	1334	1234	1151							
71	1890	1818	1701	1585	1479	1379	1279	1190							
72	1952	1879	1757	1635	1529	1423	1318	1229							
73	2013	1940	1813	1685	1579	1468	1362	1268							
74	2074	2002	1868	1735	1624	1512	1401	1307							
75	2135	2057	1924	1790	1674	1557	1446	1346							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

TERRITORY 450

FULL COVERAGE COMPREHENSIVE (001)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
1	31	30	29	28	27	26	25	24	1	28	26	25	24	1	8
2	40	39	39	38	36	34	33	32	2	39	37	36	32	2	10
3	51	50	48	46	44	42	41	39	3	44	41	40	37	3	14
4	58	57	55	54	52	50	48	45	4	48	46	44	40	4	17
5	65	64	62	60	57	55	54	51	5	55	53	50	46	5	20
6	72	71	69	67	64	61	59	56	6	62	58	56	52	6	26
7	80	78	76	74	71	68	66	62	7	68	64	61	56	7	32
8	86	85	82	79	76	72	71	67	8	73	70	67	61	8	38
10	93	91	88	86	82	79	76	72	10	79	75	72	66	10	48
11	99	97	94	91	87	84	81	77	11	86	82	78	71	11	58
12	103	102	99	96	92	87	85	81	12	94	89	86	78	12	68
13	107	105	102	100	95	91	88	84	13	101	95	91	84	13	80
14	113	110	107	104	100	95	92	87	14	108	103	99	90	14	94
15	118	116	112	108	104	100	96	92	15	119	114	109	100	15	114
16	122	120	117	113	108	103	101	96	16	132	124	119	109	16	138
17	127	125	121	118	113	108	104	100	17	145	138	133	121	17	165
18	133	130	126	122	118	112	108	103	18	158	150	144	132	18	197
19	136	133	130	126	120	116	112	106	19	173	165	158	144	19	236
20	140	137	133	130	124	118	115	109	20	192	181	174	160	20	280
21	145	142	138	134	129	123	118	114	21	212	202	194	178	21	387
22	149	147	142	137	132	126	122	117	22	241	228	219	200		
23	154	151	147	142	136	131	126	120	23	269	256	245	225		
24	158	155	150	146	140	133	130	123	24	312	296	284	259		
25	163	160	155	150	144	138	133	127	25	384	364	349	320		
26	168	165	160	155	149	142	137	131	26	471	447	429	392		
27	173	169	165	160	153	147	142	135							
28	179	175	170	165	158	151	147	139							
29	184	181	176	170	164	156	151	144							
30	190	186	180	175	168	161	155	148							
31	196	192	186	180	173	165	160	152							
32	201	197	192	186	179	171	165	157							
33	208	203	197	192	183	176	170	162							
34	212	208	202	196	188	180	174	165							
35	217	213	207	200	193	184	178	169							
36	223	219	212	206	197	189	182	174							
37	231	227	220	213	205	196	189	180							
38	240	235	228	222	212	203	196	187							
39	248	243	236	228	219	210	203	194							
40	256	251	243	236	227	217	210	199							
41	264	259	252	244	234	225	216	207							
42	273	267	259	252	242	231	223	212							
43	280	275	267	259	248	238	229	219							
44	289	283	274	266	256	244	236	225							
45	296	290	282	274	262	251	243	231							
46	306	300	291	283	271	259	251	239							
47	316	310	301	291	280	268	259	246							
48	326	320	310	301	289	276	267	255							
49	336	329	320	310	297	285	274	262							
50	344	337	328	319	306	292	282	269							
51	354	348	337	327	314	301	290	276							
52	364	357	347	337	322	308	298	285							
53	373	366	355	345	331	316	306	291							
54	388	381	369	358	343	329	318	303							
55	407	399	387	376	360	345	333	318							
56	429	420	408	396	380	363	351	335							
57	452	444	431	417	400	384	370	353							

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NORTH CAROLINA (32)

TERRITORY 450

FULL COVERAGE COMPREHENSIVE (001)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	Prior
58	488	478	464	450	431	414	400	381							
59	541	530	515	500	479	459	443	422							
60	599	588	571	554	531	508	491	468							
61	654	642	623	604	580	555	536	511							
62	706	692	672	652	625	598	578	551							
63	758	744	722	700	671	643	620	592							
64	809	794	771	747	717	686	663	632							
65	862	845	821	796	763	730	706	673							
66	940	922	895	868	832	796	770	734							
67	1043	1024	994	964	924	885	854	815							
68	1147	1125	1092	1059	1016	972	939	896							
69	1250	1227	1191	1155	1107	1060	1025	977							
70	1355	1328	1290	1251	1199	1148	1109	1058							
71	1458	1430	1388	1347	1292	1236	1194	1138							
72	1561	1531	1487	1443	1383	1324	1279	1219							
73	1665	1634	1586	1538	1475	1411	1364	1300							
74	1769	1735	1684	1634	1567	1499	1449	1381							
75	1872	1837	1783	1730	1658	1587	1533	1463							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	Prior
1	282	271	253	236	219	207	190	179	1	219	202	190	156	1	75
2	374	363	340	317	294	276	253	236	2	248	230	213	179	2	92
3	409	392	369	346	323	300	276	259	3	288	265	248	207	3	115
4	478	461	432	403	374	351	323	305	4	311	288	271	225	4	127
5	524	507	472	438	409	380	357	328	5	334	311	288	236	5	150
6	547	530	495	461	432	403	374	346	6	351	323	300	248	6	161
7	576	553	518	484	449	420	392	363	7	363	340	317	259	7	179
8	599	582	541	501	472	438	409	380	8	380	351	328	271	8	213
10	622	599	559	518	484	455	420	392	10	409	374	351	288	10	248
11	639	616	576	536	501	467	432	403	11	426	392	369	305	11	271
12	662	639	599	559	518	484	449	420	12	438	403	380	311	12	300
13	685	657	616	576	536	501	461	432	13	455	420	392	323	13	323
14	703	680	634	588	553	513	478	444	14	484	444	415	346	14	357
15	714	691	645	599	559	524	484	449	15	507	472	438	363	15	386
16	720	697	651	605	564	530	490	455	16	530	490	455	374	16	426
17	737	708	662	616	576	536	495	467	17	547	507	472	392	17	449
18	755	726	680	634	593	553	513	478	18	576	536	501	409	18	490
19	766	737	691	645	599	559	518	484	19	605	559	524	432	19	518
20	789	760	708	657	616	576	530	495	20	622	576	536	444	20	553
21	806	778	726	674	634	588	547	507	21	651	599	559	461	21	628
22	818	789	737	685	639	599	553	518	22	685	634	593	490		
23	829	801	749	697	651	605	564	524	23	708	657	616	507		
24	852	818	766	714	668	622	576	536	24	743	685	639	530		
25	858	824	772	720	674	628	582	541	25	801	743	691	570		
26	870	841	783	726	680	634	588	547	26	870	806	755	622		
27	881	852	795	737	691	645	599	559							
28	887	858	801	743	697	651	599	559							
29	904	870	812	755	708	657	611	570							

TERRITORY 450

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
30	910	876	818	760	714	662	616	570							
31	922	887	829	772	720	674	622	582							
32	939	904	847	789	737	685	634	593							
33	950	916	858	801	749	697	645	599							
34	968	933	870	806	755	703	651	611							
35	979	945	881	818	766	714	662	616							
36	991	956	893	829	778	726	668	628							
37	1008	973	910	847	789	737	685	639							
38	1025	985	922	858	801	749	691	645							
39	1031	991	927	864	806	749	697	651							
40	1043	1002	939	876	818	760	703	657							
41	1054	1020	950	881	829	772	714	668							
42	1066	1031	962	893	835	778	720	674							
43	1083	1043	973	904	847	789	732	680							
44	1089	1048	979	910	852	795	737	685							
45	1106	1066	996	927	870	806	749	697							
46	1117	1077	1008	939	876	818	755	708							
47	1129	1089	1020	950	887	824	766	714							
48	1146	1106	1031	956	899	835	772	720							
49	1158	1117	1043	968	904	847	783	732							
50	1169	1129	1054	979	916	852	789	737							
51	1181	1140	1066	991	927	864	801	749							
52	1187	1146	1071	996	933	870	806	749							
53	1204	1158	1083	1008	945	876	812	760							
54	1215	1169	1094	1020	950	887	824	766							
55	1233	1192	1112	1031	968	899	835	778							
56	1256	1210	1129	1048	985	916	847	789							
57	1279	1233	1152	1071	1002	933	864	806							
58	1319	1267	1187	1106	1031	962	893	829							
59	1371	1319	1233	1146	1071	996	927	864							
60	1428	1377	1284	1192	1117	1043	962	899							
61	1469	1417	1325	1233	1152	1071	996	927							
62	1503	1446	1354	1261	1175	1094	1014	950							
63	1526	1475	1377	1279	1198	1117	1031	962							
64	1561	1503	1405	1308	1221	1140	1054	985							
65	1590	1532	1434	1336	1250	1164	1077	1002							
66	1636	1578	1475	1371	1284	1192	1106	1031							
67	1699	1642	1532	1423	1331	1238	1152	1071							
68	1763	1699	1590	1480	1382	1290	1192	1112							
69	1826	1763	1647	1532	1434	1336	1238	1152							
70	1895	1826	1705	1584	1486	1382	1279	1192							
71	1958	1884	1763	1642	1532	1428	1325	1233							
72	2022	1947	1820	1693	1584	1475	1365	1273							
73	2085	2010	1878	1745	1636	1521	1411	1313							
74	2148	2074	1935	1797	1682	1567	1452	1354							
75	2212	2131	1993	1855	1734	1613	1498	1394							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

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NORTH CAROLINA (32)

TERRITORY 460

FULL COVERAGE COMPREHENSIVE (001)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990- 2007	Symbol	1989 & Prior
(a)									(b)					(c)	
1	29	28	28	27	26	25	24	22	1	27	25	24	22	1	8
2	38	37	36	36	34	32	31	30	2	36	35	34	30	2	10
3	48	47	45	44	42	40	39	37	3	42	39	38	35	3	13
4	55	54	53	51	49	47	45	43	4	45	44	42	38	4	16
5	61	61	59	57	54	53	51	48	5	53	50	47	44	5	19
6	69	67	65	63	61	58	56	53	6	59	55	53	49	6	25
7	76	74	72	70	67	64	62	59	7	64	61	58	53	7	30
8	81	80	77	75	72	69	67	63	8	69	66	63	58	8	36
10	88	86	84	81	77	75	72	69	10	75	71	69	62	10	45
11	93	92	89	86	83	79	77	73	11	81	77	74	68	11	55
12	98	96	93	91	87	83	80	77	12	89	85	81	74	12	64
13	101	100	97	94	90	86	84	79	13	95	90	86	79	13	76
14	107	104	101	99	94	90	87	83	14	102	98	93	85	14	89
15	111	109	106	102	99	94	91	87	15	113	108	103	94	15	108
16	116	114	110	107	102	98	95	91	16	125	117	113	103	16	131
17	120	118	115	111	107	102	99	94	17	137	131	125	115	17	157
18	125	123	119	116	111	106	102	98	18	150	142	136	125	18	187
19	129	126	123	119	114	109	106	101	19	164	156	150	136	19	223
20	133	130	126	123	117	112	109	103	20	182	172	165	151	20	265
21	137	134	131	127	122	117	112	108	21	201	191	183	168	21	367
22	142	139	134	130	125	119	116	110	22	228	216	207	190		
23	146	143	139	134	129	124	119	114	23	255	242	232	213		
24	150	147	142	138	133	126	123	117	24	295	280	269	246		
25	154	151	147	142	136	131	126	120	25	363	344	330	303		
26	159	156	151	147	141	134	130	124	26	446	423	406	371		
27	164	160	156	151	145	139	134	128							
28	169	166	161	157	150	143	139	132							
29	174	172	166	161	155	148	143	136							
30	180	176	171	166	159	152	147	140							
31	185	182	176	171	164	157	151	144							
32	190	187	182	176	169	162	156	149							
33	197	192	187	182	174	166	161	153							
34	201	197	191	186	178	170	165	157							
35	206	202	196	190	182	174	168	160							
36	211	207	201	195	187	179	173	165							
37	219	214	208	202	194	185	179	171							
38	227	223	216	210	201	192	186	177							
39	235	231	223	216	207	198	192	183							
40	242	238	231	223	214	206	198	189							
41	250	246	239	231	222	213	205	196							
42	258	253	246	239	229	219	211	201							
43	265	261	253	245	235	225	217	207							
44	273	268	260	252	242	231	223	213							
45	280	275	267	259	248	238	230	219							
46	290	284	276	268	256	246	238	226							
47	299	294	285	276	265	254	245	233							
48	309	303	294	285	273	262	253	241							
49	318	312	303	294	281	270	260	248							
50	326	320	311	302	289	277	267	255							
51	336	329	320	310	297	285	275	262							
52	344	338	328	319	305	292	282	270							
53	353	346	336	327	313	299	289	276							
54	368	360	350	339	325	312	301	287							
55	385	377	367	356	341	327	315	301							
56	406	398	386	375	360	344	332	317							
57	428	420	408	395	379	363	351	335							

TERRITORY 460

FULL COVERAGE COMPREHENSIVE (001)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
58	462	453	440	426	409	392	378	360							
59	512	502	488	473	454	434	419	400							
60	567	556	540	524	503	481	465	443							
61	619	608	590	572	549	525	507	484							
62	668	655	636	618	592	566	547	522							
63	717	704	684	663	635	609	587	561							
64	766	752	730	708	679	650	627	598							
65	816	800	777	754	723	692	668	637							
66	890	873	847	821	788	754	729	695							
67	988	969	941	912	875	837	809	772							
68	1086	1065	1034	1003	962	920	889	848							
69	1184	1161	1128	1094	1048	1004	970	925							
70	1282	1258	1221	1185	1136	1087	1050	1001							
71	1380	1354	1315	1275	1223	1170	1130	1078							
72	1478	1450	1408	1366	1309	1253	1211	1154							
73	1576	1547	1501	1456	1396	1336	1291	1231							
74	1675	1643	1595	1547	1484	1420	1371	1307							
75	1773	1739	1688	1638	1570	1502	1452	1385							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
1	245	235	220	205	190	180	165	155	1	190	175	165	135	1	65
2	325	315	295	275	255	240	220	205	2	215	200	185	155	2	80
3	355	340	320	300	280	260	240	225	3	250	230	215	180	3	100
4	415	400	375	350	325	305	280	265	4	270	250	235	195	4	110
5	455	440	410	380	355	330	310	285	5	290	270	250	205	5	130
6	475	460	430	400	375	350	325	300	6	305	280	260	215	6	140
7	500	480	450	420	390	365	340	315	7	315	295	275	225	7	155
8	520	505	470	435	410	380	355	330	8	330	305	285	235	8	185
10	540	520	485	450	420	395	365	340	10	355	325	305	250	10	215
11	555	535	500	465	435	405	375	350	11	370	340	320	265	11	235
12	575	555	520	485	450	420	390	365	12	380	350	330	270	12	260
13	595	570	535	500	465	435	400	375	13	395	365	340	280	13	280
14	610	590	550	510	480	445	415	385	14	420	385	360	300	14	310
15	620	600	560	520	485	455	420	390	15	440	410	380	315	15	335
16	625	605	565	525	490	460	425	395	16	460	425	395	325	16	370
17	640	615	575	535	500	465	430	405	17	475	440	410	340	17	390
18	655	630	590	550	515	480	445	415	18	500	465	435	355	18	425
19	665	640	600	560	520	485	450	420	19	525	485	455	375	19	450
20	685	660	615	570	535	500	460	430	20	540	500	465	385	20	480
21	700	675	630	585	550	510	475	440	21	565	520	485	400	21	545
22	710	685	640	595	555	520	480	450	22	595	550	515	425		
23	720	695	650	605	565	525	490	455	23	615	570	535	440		
24	740	710	665	620	580	540	500	465	24	645	595	555	460		
25	745	715	670	625	585	545	505	470	25	695	645	600	495		
26	755	730	680	630	590	550	510	475	26	755	700	655	540		
27	765	740	690	640	600	560	520	485							
28	770	745	695	645	605	565	520	485							
29	785	755	705	655	615	570	530	495							

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NORTH CAROLINA (32)

TERRITORY 460

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
30	790	760	710	660	620	575	535	495							
31	800	770	720	670	625	585	540	505							
32	815	785	735	685	640	595	550	515							
33	825	795	745	695	650	605	560	520							
34	840	810	755	700	655	610	565	530							
35	850	820	765	710	665	620	575	535							
36	860	830	775	720	675	630	580	545							
37	875	845	790	735	685	640	595	555							
38	890	855	800	745	695	650	600	560							
39	895	860	805	750	700	650	605	565							
40	905	870	815	760	710	660	610	570							
41	915	885	825	765	720	670	620	580							
42	925	895	835	775	725	675	625	585							
43	940	905	845	785	735	685	635	590							
44	945	910	850	790	740	690	640	595							
45	960	925	865	805	755	700	650	605							
46	970	935	875	815	760	710	655	615							
47	980	945	885	825	770	715	665	620							
48	995	960	895	830	780	725	670	625							
49	1005	970	905	840	785	735	680	635							
50	1015	980	915	850	795	740	685	640							
51	1025	990	925	860	805	750	695	650							
52	1030	995	930	865	810	755	700	650							
53	1045	1005	940	875	820	760	705	660							
54	1055	1015	950	885	825	770	715	665							
55	1070	1035	965	895	840	780	725	675							
56	1090	1050	980	910	855	795	735	685							
57	1110	1070	1000	930	870	810	750	700							
58	1145	1100	1030	960	895	835	775	720							
59	1190	1145	1070	995	930	865	805	750							
60	1240	1195	1115	1035	970	905	835	780							
61	1275	1230	1150	1070	1000	930	865	805							
62	1305	1255	1175	1095	1020	950	880	825							
63	1325	1280	1195	1110	1040	970	895	835							
64	1355	1305	1220	1135	1060	990	915	855							
65	1380	1330	1245	1160	1085	1010	935	870							
66	1420	1370	1280	1190	1115	1035	960	895							
67	1475	1425	1330	1235	1155	1075	1000	930							
68	1530	1475	1380	1285	1200	1120	1035	965							
69	1585	1530	1430	1330	1245	1160	1075	1000							
70	1645	1585	1480	1375	1290	1200	1110	1035							
71	1700	1635	1530	1425	1330	1240	1150	1070							
72	1755	1690	1580	1470	1375	1280	1185	1105							
73	1810	1745	1630	1515	1420	1320	1225	1140							
74	1865	1800	1680	1560	1460	1360	1260	1175							
75	1920	1850	1730	1610	1505	1400	1300	1210							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

TERRITORY 470

FULL COVERAGE COMPREHENSIVE (001)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	
1	42	41	40	38	37	36	35	32	1	38	36	35	32	1	12
2	55	54	52	51	49	46	45	44	2	52	50	49	44	2	14
3	69	68	65	63	60	58	56	54	3	60	56	55	50	3	19
4	79	78	76	73	70	68	65	61	4	65	63	60	55	4	23
5	88	87	84	82	78	76	73	69	5	76	72	68	63	5	27
6	99	96	93	91	87	83	81	77	6	84	79	77	70	6	36
7	109	106	104	101	96	92	90	84	7	92	87	83	77	7	44
8	116	115	111	108	104	99	96	91	8	100	95	91	83	8	51
10	127	124	120	116	111	108	104	99	10	108	102	99	90	10	65
11	134	132	128	124	119	114	110	105	11	116	111	106	97	11	79
12	141	138	134	131	125	119	115	110	12	128	122	116	106	12	92
13	146	143	140	136	129	124	120	114	13	137	129	124	114	13	109
14	154	150	146	142	136	129	125	119	14	147	141	134	123	14	128
15	160	157	152	147	142	136	131	125	15	163	155	148	136	15	155
16	166	164	159	154	147	141	137	131	16	179	169	163	148	16	188
17	173	170	165	160	154	147	142	136	17	197	188	180	165	17	225
18	180	177	172	166	160	152	147	141	18	215	205	196	179	18	269
19	186	182	177	172	164	157	152	145	19	236	224	215	196	19	321
20	191	187	182	177	169	161	156	148	20	261	247	237	218	20	381
21	197	193	188	183	175	168	161	155	21	289	275	264	242	21	527
22	204	200	193	187	179	172	166	159	22	328	311	298	273		
23	210	206	200	193	186	178	172	164	23	366	348	334	306		
24	215	211	205	198	191	182	177	168	24	425	403	387	353		
25	221	218	211	205	196	188	182	173	25	522	495	475	435		
26	229	224	218	211	202	193	187	178	26	641	608	584	534		
27	236	230	224	218	209	200	193	184							
28	243	238	232	225	215	206	200	189							
29	251	247	239	232	223	212	206	196							
30	259	253	246	238	229	219	211	201							
31	266	261	253	246	236	225	218	207							
32	274	269	261	253	243	233	224	214							
33	283	276	269	261	250	239	232	220							
34	289	283	275	268	256	244	237	225							
35	296	291	282	273	262	251	242	230							
36	303	298	289	280	269	257	248	237							
37	315	308	300	291	279	266	257	246							
38	326	320	311	302	289	276	268	255							
39	338	332	321	311	298	285	276	264							
40	348	342	332	321	308	296	285	271							
41	360	353	343	333	319	306	294	282							
42	371	364	353	343	329	315	303	289							
43	381	375	364	352	338	324	312	298							
44	393	385	374	362	348	333	321	306							
45	403	396	384	372	357	342	330	315							
46	417	408	397	385	369	353	342	325							
47	430	422	410	397	381	365	352	335							
48	444	435	422	410	393	376	364	347							
49	457	448	435	422	404	388	374	357							
50	468	460	447	434	416	398	384	366							
51	483	474	460	445	428	410	396	376							
52	495	486	472	458	439	420	406	388							
53	508	498	484	470	451	430	416	397							
54	529	518	503	488	467	448	433	412							
55	554	543	527	512	490	470	453	433							
56	584	572	556	539	517	494	477	456							
57	616	604	586	568	545	522	504	481							

**PERSONAL AUTO MANUAL
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NORTH CAROLINA (32)

TERRITORY 470

FULL COVERAGE COMPREHENSIVE (001)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	Prior
58	664	652	632	613	588	563	544	518							
59	736	722	701	681	653	625	603	575							
60	815	800	777	754	723	691	668	637							
61	891	874	849	823	790	755	730	696							
62	961	942	915	888	851	814	787	750							
63	1032	1012	983	954	914	876	845	806							
64	1102	1082	1050	1018	977	934	902	860							
65	1174	1151	1117	1084	1039	995	961	916							
66	1280	1256	1219	1181	1133	1084	1048	1000							
67	1421	1394	1353	1312	1258	1204	1164	1110							
68	1562	1532	1487	1443	1384	1324	1279	1220							
69	1702	1670	1622	1573	1508	1444	1395	1330							
70	1844	1809	1756	1704	1633	1563	1510	1440							
71	1985	1947	1891	1834	1759	1683	1626	1550							
72	2126	2085	2025	1965	1883	1802	1742	1660							
73	2267	2225	2159	2094	2008	1921	1857	1770							
74	2409	2363	2294	2225	2134	2042	1972	1880							
75	2550	2501	2428	2355	2258	2161	2088	1992							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	Prior
1	261	250	234	218	202	192	176	165	1	202	186	176	144	1	69
2	346	335	314	293	271	255	234	218	2	229	213	197	165	2	85
3	378	362	340	319	298	277	255	239	3	266	245	229	192	3	106
4	442	426	399	372	346	325	298	282	4	287	266	250	207	4	117
5	484	468	436	404	378	351	330	303	5	309	287	266	218	5	138
6	505	489	458	426	399	372	346	319	6	325	298	277	229	6	149
7	532	511	479	447	415	388	362	335	7	335	314	293	239	7	165
8	553	537	500	463	436	404	378	351	8	351	325	303	250	8	197
10	575	553	516	479	447	420	388	362	10	378	346	325	266	10	229
11	591	569	532	495	463	431	399	372	11	394	362	340	282	11	250
12	612	591	553	516	479	447	415	388	12	404	372	351	287	12	277
13	633	606	569	532	495	463	426	399	13	420	388	362	298	13	298
14	649	628	585	543	511	473	442	410	14	447	410	383	319	14	330
15	660	638	596	553	516	484	447	415	15	468	436	404	335	15	356
16	665	644	601	559	521	489	452	420	16	489	452	420	346	16	394
17	681	654	612	569	532	495	458	431	17	505	468	436	362	17	415
18	697	670	628	585	548	511	473	442	18	532	495	463	378	18	452
19	708	681	638	596	553	516	479	447	19	559	516	484	399	19	479
20	729	702	654	606	569	532	489	458	20	575	532	495	410	20	511
21	745	718	670	622	585	543	505	468	21	601	553	516	426	21	580
22	755	729	681	633	591	553	511	479	22	633	585	548	452		
23	766	739	692	644	601	559	521	484	23	654	606	569	468		
24	787	755	708	660	617	575	532	495	24	686	633	591	489		
25	793	761	713	665	622	580	537	500	25	739	686	638	527		
26	803	777	724	670	628	585	543	505	26	803	745	697	575		
27	814	787	734	681	638	596	553	516							
28	819	793	739	686	644	601	553	516							
29	835	803	750	697	654	606	564	527							

TERRITORY 470

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
30	841	809	755	702	660	612	569	527							
31	851	819	766	713	665	622	575	537							
32	867	835	782	729	681	633	585	548							
33	878	846	793	739	692	644	596	553							
34	894	862	803	745	697	649	601	564							
35	904	872	814	755	708	660	612	569							
36	915	883	825	766	718	670	617	580							
37	931	899	841	782	729	681	633	591							
38	947	910	851	793	739	692	638	596							
39	952	915	857	798	745	692	644	601							
40	963	926	867	809	755	702	649	606							
41	974	942	878	814	766	713	660	617							
42	984	952	888	825	771	718	665	622							
43	1000	963	899	835	782	729	676	628							
44	1005	968	904	841	787	734	681	633							
45	1021	984	920	857	803	745	692	644							
46	1032	995	931	867	809	755	697	654							
47	1043	1005	942	878	819	761	708	660							
48	1059	1021	952	883	830	771	713	665							
49	1069	1032	963	894	835	782	724	676							
50	1080	1043	974	904	846	787	729	681							
51	1091	1053	984	915	857	798	739	692							
52	1096	1059	990	920	862	803	745	692							
53	1112	1069	1000	931	872	809	750	702							
54	1123	1080	1011	942	878	819	761	708							
55	1138	1101	1027	952	894	830	771	718							
56	1160	1117	1043	968	910	846	782	729							
57	1181	1138	1064	990	926	862	798	745							
58	1218	1170	1096	1021	952	888	825	766							
59	1266	1218	1138	1059	990	920	857	798							
60	1319	1271	1186	1101	1032	963	888	830							
61	1357	1309	1224	1138	1064	990	920	857							
62	1389	1335	1250	1165	1085	1011	936	878							
63	1410	1362	1271	1181	1107	1032	952	888							
64	1442	1389	1298	1208	1128	1053	974	910							
65	1468	1415	1325	1234	1154	1075	995	926							
66	1511	1458	1362	1266	1186	1101	1021	952							
67	1569	1516	1415	1314	1229	1144	1064	990							
68	1628	1569	1468	1367	1277	1192	1101	1027							
69	1686	1628	1522	1415	1325	1234	1144	1064							
70	1750	1686	1575	1463	1373	1277	1181	1101							
71	1809	1740	1628	1516	1415	1319	1224	1138							
72	1867	1798	1681	1564	1463	1362	1261	1176							
73	1926	1857	1734	1612	1511	1404	1303	1213							
74	1984	1915	1788	1660	1553	1447	1341	1250							
75	2043	1968	1841	1713	1601	1490	1383	1287							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

**PERSONAL AUTO MANUAL
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NORTH CAROLINA (32)

TERRITORY 480

FULL COVERAGE COMPREHENSIVE (001)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	
1	42	41	40	38	37	36	35	32	1	38	36	35	32	1	12
2	55	54	52	51	49	46	45	44	2	52	50	49	44	2	14
3	69	68	65	63	60	58	56	54	3	60	56	55	50	3	19
4	79	78	76	73	70	68	65	61	4	65	63	60	55	4	23
5	88	87	84	82	78	76	73	69	5	76	72	68	63	5	27
6	99	96	93	91	87	83	81	77	6	84	79	77	70	6	36
7	109	106	104	101	96	92	90	84	7	92	87	83	77	7	44
8	116	115	111	108	104	99	96	91	8	100	95	91	83	8	51
10	127	124	120	116	111	108	104	99	10	108	102	99	90	10	65
11	134	132	128	124	119	114	110	105	11	116	111	106	97	11	79
12	141	138	134	131	125	119	115	110	12	128	122	116	106	12	92
13	146	143	140	136	129	124	120	114	13	137	129	124	114	13	109
14	154	150	146	142	136	129	125	119	14	147	141	134	123	14	128
15	160	157	152	147	142	136	131	125	15	163	155	148	136	15	155
16	166	164	159	154	147	141	137	131	16	179	169	163	148	16	188
17	173	170	165	160	154	147	142	136	17	197	188	180	165	17	225
18	180	177	172	166	160	152	147	141	18	215	205	196	179	18	269
19	186	182	177	172	164	157	152	145	19	236	224	215	196	19	321
20	191	187	182	177	169	161	156	148	20	261	247	237	218	20	381
21	197	193	188	183	175	168	161	155	21	289	275	264	242	21	527
22	204	200	193	187	179	172	166	159	22	328	311	298	273		
23	210	206	200	193	186	178	172	164	23	366	348	334	306		
24	215	211	205	198	191	182	177	168	24	425	403	387	353		
25	221	218	211	205	196	188	182	173	25	522	495	475	435		
26	229	224	218	211	202	193	187	178	26	641	608	584	534		
27	236	230	224	218	209	200	193	184							
28	243	238	232	225	215	206	200	189							
29	251	247	239	232	223	212	206	196							
30	259	253	246	238	229	219	211	201							
31	266	261	253	246	236	225	218	207							
32	274	269	261	253	243	233	224	214							
33	283	276	269	261	250	239	232	220							
34	289	283	275	268	256	244	237	225							
35	296	291	282	273	262	251	242	230							
36	303	298	289	280	269	257	248	237							
37	315	308	300	291	279	266	257	246							
38	326	320	311	302	289	276	268	255							
39	338	332	321	311	298	285	276	264							
40	348	342	332	321	308	296	285	271							
41	360	353	343	333	319	306	294	282							
42	371	364	353	343	329	315	303	289							
43	381	375	364	352	338	324	312	298							
44	393	385	374	362	348	333	321	306							
45	403	396	384	372	357	342	330	315							
46	417	408	397	385	369	353	342	325							
47	430	422	410	397	381	365	352	335							
48	444	435	422	410	393	376	364	347							
49	457	448	435	422	404	388	374	357							
50	468	460	447	434	416	398	384	366							
51	483	474	460	445	428	410	396	376							
52	495	486	472	458	439	420	406	388							
53	508	498	484	470	451	430	416	397							
54	529	518	503	488	467	448	433	412							
55	554	543	527	512	490	470	453	433							
56	584	572	556	539	517	494	477	456							
57	616	604	586	568	545	522	504	481							

TERRITORY 480

FULL COVERAGE COMPREHENSIVE (001)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
58	664	652	632	613	588	563	544	518							
59	736	722	701	681	653	625	603	575							
60	815	800	777	754	723	691	668	637							
61	891	874	849	823	790	755	730	696							
62	961	942	915	888	851	814	787	750							
63	1032	1012	983	954	914	876	845	806							
64	1102	1082	1050	1018	977	934	902	860							
65	1174	1151	1117	1084	1039	995	961	916							
66	1280	1256	1219	1181	1133	1084	1048	1000							
67	1421	1394	1353	1312	1258	1204	1164	1110							
68	1562	1532	1487	1443	1384	1324	1279	1220							
69	1702	1670	1622	1573	1508	1444	1395	1330							
70	1844	1809	1756	1704	1633	1563	1510	1440							
71	1985	1947	1891	1834	1759	1683	1626	1550							
72	2126	2085	2025	1965	1883	1802	1742	1660							
73	2267	2225	2159	2094	2008	1921	1857	1770							
74	2409	2363	2294	2225	2134	2042	1972	1880							
75	2550	2501	2428	2355	2258	2161	2088	1992							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
1	261	251	235	219	203	192	176	165	1	203	187	176	144	1	69
2	346	336	314	293	272	256	235	219	2	229	213	197	165	2	85
3	378	362	341	320	298	277	256	240	3	267	245	229	192	3	107
4	442	426	400	373	346	325	298	282	4	288	267	251	208	4	117
5	485	469	437	405	378	352	330	304	5	309	288	267	219	5	139
6	506	490	458	426	400	373	346	320	6	325	298	277	229	6	149
7	533	512	480	448	416	389	362	336	7	336	314	293	240	7	165
8	554	538	501	464	437	405	378	352	8	352	325	304	251	8	197
10	576	554	517	480	448	421	389	362	10	378	346	325	267	10	229
11	592	570	533	496	464	432	400	373	11	394	362	341	282	11	251
12	613	592	554	517	480	448	416	389	12	405	373	352	288	12	277
13	634	608	570	533	496	464	426	400	13	421	389	362	298	13	298
14	650	629	586	544	512	474	442	410	14	448	410	384	320	14	330
15	661	640	597	554	517	485	448	416	15	469	437	405	336	15	357
16	666	645	602	560	522	490	453	421	16	490	453	421	346	16	394
17	682	656	613	570	533	496	458	432	17	506	469	437	362	17	416
18	698	672	629	586	549	512	474	442	18	533	496	464	378	18	453
19	709	682	640	597	554	517	480	448	19	560	517	485	400	19	480
20	730	704	656	608	570	533	490	458	20	576	533	496	410	20	512
21	746	720	672	624	586	544	506	469	21	602	554	517	426	21	581
22	757	730	682	634	592	554	512	480	22	634	586	549	453		
23	768	741	693	645	602	560	522	485	23	656	608	570	469		
24	789	757	709	661	618	576	533	496	24	688	634	592	490		
25	794	762	714	666	624	581	538	501	25	741	688	640	528		
26	805	778	725	672	629	586	544	506	26	805	746	698	576		
27	815	789	736	682	640	597	554	517							
28	821	794	741	688	645	602	554	517							
29	837	805	752	698	656	608	565	528							

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NORTH CAROLINA (32)

TERRITORY 480

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
30	842	810	757	704	661	613	570	528							
31	853	821	768	714	666	624	576	538							
32	869	837	784	730	682	634	586	549							
33	879	847	794	741	693	645	597	554							
34	895	863	805	746	698	650	602	565							
35	906	874	815	757	709	661	613	570							
36	917	885	826	768	720	672	618	581							
37	933	901	842	784	730	682	634	592							
38	949	911	853	794	741	693	640	597							
39	954	917	858	800	746	693	645	602							
40	965	927	869	810	757	704	650	608							
41	975	943	879	815	768	714	661	618							
42	986	954	890	826	773	720	666	624							
43	1002	965	901	837	784	730	677	629							
44	1007	970	906	842	789	736	682	634							
45	1023	986	922	858	805	746	693	645							
46	1034	997	933	869	810	757	698	656							
47	1045	1007	943	879	821	762	709	661							
48	1061	1023	954	885	831	773	714	666							
49	1071	1034	965	895	837	784	725	677							
50	1082	1045	975	906	847	789	730	682							
51	1093	1055	986	917	858	800	741	693							
52	1098	1061	991	922	863	805	746	693							
53	1114	1071	1002	933	874	810	752	704							
54	1125	1082	1013	943	879	821	762	709							
55	1141	1103	1029	954	895	831	773	720							
56	1162	1119	1045	970	911	847	784	730							
57	1183	1141	1066	991	927	863	800	746							
58	1221	1173	1098	1023	954	890	826	768							
59	1269	1221	1141	1061	991	922	858	800							
60	1322	1274	1189	1103	1034	965	890	831							
61	1359	1311	1226	1141	1066	991	922	858							
62	1391	1338	1253	1167	1087	1013	938	879							
63	1412	1364	1274	1183	1109	1034	954	890							
64	1444	1391	1301	1210	1130	1055	975	911							
65	1471	1418	1327	1237	1157	1077	997	927							
66	1514	1460	1364	1269	1189	1103	1023	954							
67	1572	1519	1418	1317	1231	1146	1066	991							
68	1631	1572	1471	1370	1279	1194	1103	1029							
69	1690	1631	1524	1418	1327	1237	1146	1066							
70	1754	1690	1578	1466	1375	1279	1183	1103							
71	1812	1743	1631	1519	1418	1322	1226	1141							
72	1871	1802	1684	1567	1466	1364	1263	1178							
73	1929	1860	1738	1615	1514	1407	1306	1215							
74	1988	1919	1791	1663	1556	1450	1343	1253							
75	2047	1972	1844	1716	1604	1492	1386	1290							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
 (b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
 (c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

TERRITORY 490

FULL COVERAGE COMPREHENSIVE (001)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
1	26	26	25	24	23	22	22	20	1	24	22	22	20	1	7
2	34	34	33	32	30	29	28	27	2	33	31	30	27	2	9
3	43	42	41	39	38	36	35	34	3	38	35	34	31	3	12
4	50	49	47	46	44	42	41	38	4	41	39	38	34	4	14
5	55	54	53	51	49	47	46	43	5	47	45	42	39	5	17
6	62	60	58	57	54	52	50	48	6	53	50	48	44	6	22
7	68	66	65	63	60	58	56	53	7	58	54	52	48	7	27
8	73	72	70	67	65	62	60	57	8	62	59	57	52	8	32
10	79	78	75	73	70	67	65	62	10	67	64	62	56	10	41
11	84	82	80	78	74	71	69	66	11	73	70	66	61	11	50
12	88	86	84	82	78	74	72	69	12	80	76	73	66	12	58
13	91	90	87	85	81	78	75	71	13	86	81	78	71	13	68
14	96	94	91	89	85	81	78	74	14	92	88	84	77	14	80
15	100	98	95	92	89	85	82	78	15	102	97	93	85	15	97
16	104	102	99	96	92	88	86	82	16	112	106	102	93	16	118
17	108	106	103	100	96	92	89	85	17	123	118	113	103	17	141
18	113	110	107	104	100	95	92	88	18	134	128	122	112	18	168
19	116	114	110	107	102	98	95	90	19	147	140	134	122	19	201
20	119	117	114	110	106	101	98	93	20	163	154	148	136	20	238
21	123	121	118	114	110	105	101	97	21	181	172	165	151	21	330
22	127	125	121	117	112	107	104	99	22	205	194	186	170		
23	131	129	125	121	116	111	107	102	23	229	218	209	191		
24	134	132	128	124	119	114	110	105	24	266	252	242	221		
25	138	136	132	128	122	118	114	108	25	326	310	297	272		
26	143	140	136	132	126	121	117	111	26	401	380	365	334		
27	147	144	140	136	130	125	121	115							
28	152	149	145	141	134	129	125	118							
29	157	154	150	145	139	133	129	122							
30	162	158	154	149	143	137	132	126							
31	166	163	158	154	147	141	136	130							
32	171	168	163	158	152	146	140	134							
33	177	173	168	163	156	150	145	138							
34	181	177	172	167	160	153	148	141							
35	185	182	176	170	164	157	151	144							
36	190	186	181	175	168	161	155	148							
37	197	193	187	182	174	166	161	154							
38	204	200	194	189	181	173	167	159							
39	211	207	201	194	186	178	173	165							
40	218	214	207	201	193	185	178	170							
41	225	221	214	208	199	191	184	176							
42	232	227	221	214	206	197	190	181							
43	238	234	227	220	211	202	195	186							
44	246	241	234	226	218	208	201	191							
45	252	247	240	233	223	214	206	197							
46	261	255	248	241	230	221	214	203							
47	269	264	256	248	238	228	220	210							
48	278	272	264	256	246	235	227	217							
49	286	280	272	264	253	242	234	223							
50	293	287	279	271	260	249	240	229							
51	302	296	287	278	267	256	247	235							
52	310	304	295	286	274	262	254	242							
53	318	311	302	294	282	269	260	248							
54	330	324	314	305	292	280	270	258							
55	346	339	330	320	306	294	283	270							
56	365	358	347	337	323	309	298	285							
57	385	378	366	355	341	326	315	301							

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NORTH CAROLINA (32)

TERRITORY 490

FULL COVERAGE COMPREHENSIVE (001)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	
58	415	407	395	383	367	352	340	324							
59	460	451	438	426	408	390	377	359							
60	510	500	486	471	452	432	418	398							
61	557	546	530	514	494	472	456	435							
62	601	589	572	555	532	509	492	469							
63	645	633	614	596	571	547	528	504							
64	689	676	656	636	610	584	564	538							
65	734	719	698	678	650	622	601	573							
66	800	785	762	738	708	678	655	625							
67	888	871	846	820	786	753	727	694							
68	976	958	930	902	865	827	799	762							
69	1064	1044	1014	983	942	902	872	831							
70	1153	1130	1098	1065	1021	977	944	900							
71	1241	1217	1182	1146	1099	1052	1016	969							
72	1329	1303	1266	1228	1177	1126	1089	1038							
73	1417	1390	1350	1309	1255	1201	1161	1106							
74	1506	1477	1434	1390	1334	1276	1233	1175							
75	1594	1563	1518	1472	1411	1350	1305	1245							

(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.
(b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.
(c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol	2018	2017	2016	2015	2014	2013	2012	2011	Symbol	2010	2009	2008	1990-2007	Symbol	1989 & Prior
(a)									(b)					(c)	
1	242	232	217	203	188	178	163	153	1	188	173	163	133	1	64
2	321	311	291	272	252	237	217	203	2	212	198	183	153	2	79
3	351	336	316	296	277	257	237	222	3	247	227	212	178	3	99
4	410	395	371	346	321	301	277	262	4	267	247	232	193	4	109
5	450	435	405	375	351	326	306	282	5	287	267	247	203	5	128
6	469	454	425	395	371	346	321	296	6	301	277	257	212	6	138
7	494	474	445	415	385	361	336	311	7	311	291	272	222	7	153
8	514	499	464	430	405	375	351	326	8	326	301	282	232	8	183
10	534	514	479	445	415	390	361	336	10	351	321	301	247	10	212
11	548	529	494	459	430	400	371	346	11	366	336	316	262	11	232
12	568	548	514	479	445	415	385	361	12	375	346	326	267	12	257
13	588	563	529	494	459	430	395	371	13	390	361	336	277	13	277
14	603	583	543	504	474	440	410	380	14	415	380	356	296	14	306
15	613	593	553	514	479	450	415	385	15	435	405	375	311	15	331
16	618	598	558	519	484	454	420	390	16	454	420	390	321	16	366
17	632	608	568	529	494	459	425	400	17	469	435	405	336	17	385
18	647	622	583	543	509	474	440	410	18	494	459	430	351	18	420
19	657	632	593	553	514	479	445	415	19	519	479	450	371	19	445
20	677	652	608	563	529	494	454	425	20	534	494	459	380	20	474
21	692	667	622	578	543	504	469	435	21	558	514	479	395	21	538
22	701	677	632	588	548	514	474	445	22	588	543	509	420		
23	711	687	642	598	558	519	484	450	23	608	563	529	435		
24	731	701	657	613	573	534	494	459	24	637	588	548	454		
25	736	706	662	618	578	538	499	464	25	687	637	593	489		
26	746	721	672	622	583	543	504	469	26	746	692	647	534		
27	756	731	682	632	593	553	514	479							
28	761	736	687	637	598	558	514	479							
29	776	746	697	647	608	563	524	489							

TERRITORY 490

COLLISION DEDUCTIBLE AMOUNT \$100 (074)															
Symbol (a)	2018	2017	2016	2015	2014	2013	2012	2011	Symbol (b)	2010	2009	2008	1990- 2007	Symbol (c)	1989 & Prior
30	781	751	701	652	613	568	529	489							
31	790	761	711	662	618	578	534	499							
32	805	776	726	677	632	588	543	509							
33	815	785	736	687	642	598	553	514							
34	830	800	746	692	647	603	558	524							
35	840	810	756	701	657	613	568	529							
36	850	820	766	711	667	622	573	538							
37	865	835	781	726	677	632	588	548							
38	879	845	790	736	687	642	593	553							
39	884	850	795	741	692	642	598	558							
40	894	860	805	751	701	652	603	563							
41	904	874	815	756	711	662	613	573							
42	914	884	825	766	716	667	618	578							
43	929	894	835	776	726	677	627	583							
44	934	899	840	781	731	682	632	588							
45	948	914	855	795	746	692	642	598							
46	958	924	865	805	751	701	647	608							
47	968	934	874	815	761	706	657	613							
48	983	948	884	820	771	716	662	618							
49	993	958	894	830	776	726	672	627							
50	1003	968	904	840	785	731	677	632							
51	1013	978	914	850	795	741	687	642							
52	1018	983	919	855	800	746	692	642							
53	1032	993	929	865	810	751	697	652							
54	1042	1003	939	874	815	761	706	657							
55	1057	1023	953	884	830	771	716	667							
56	1077	1037	968	899	845	785	726	677							
57	1097	1057	988	919	860	800	741	692							
58	1131	1087	1018	948	884	825	766	711							
59	1176	1131	1057	983	919	855	795	741							
60	1225	1181	1102	1023	958	894	825	771							
61	1260	1215	1136	1057	988	919	855	795							
62	1289	1240	1161	1082	1008	939	869	815							
63	1309	1265	1181	1097	1028	958	884	825							
64	1339	1289	1205	1121	1047	978	904	845							
65	1363	1314	1230	1146	1072	998	924	860							
66	1403	1354	1265	1176	1102	1023	948	884							
67	1457	1408	1314	1220	1141	1062	988	919							
68	1512	1457	1363	1270	1186	1107	1023	953							
69	1566	1512	1413	1314	1230	1146	1062	988							
70	1625	1566	1462	1359	1275	1186	1097	1023							
71	1680	1615	1512	1408	1314	1225	1136	1057							
72	1734	1670	1561	1452	1359	1265	1171	1092							
73	1788	1724	1610	1497	1403	1304	1210	1126							
74	1843	1778	1660	1541	1442	1344	1245	1161							
75	1897	1828	1709	1591	1487	1383	1284	1195							
<p>(a) Refer to Personal Auto Manual Rule 12. for rating Symbol 98 vehicles.</p> <p>(b) Refer to Personal Auto Manual Rule 12. for rating Symbol 27 vehicles.</p> <p>(c) Refer to Rule 12. to determine the Symbol 14 rate for 1982 and Prior Model Year vehicles.</p>															

ZIP CODES 27006 – 27228

ZIP Codes/Territories In Numerical Order By ZIP Code					
ZIP Code	USPS ZIP Code Name	Territory	ZIP Code	USPS ZIP Code Name	Territory
27006	ADVANCE	350	27101	WINSTON SALEM	350
27007	ARARAT	320	27102	WINSTON SALEM	350
27009	BELEWS CREEK	350	27103	WINSTON SALEM	350
27010	BETHANIA	350	27104	WINSTON SALEM	350
27011	BOONVILLE	320	27105	WINSTON SALEM	350
27012	CLEMMONS	350	27106	WINSTON SALEM	350
27013	CLEVELAND	370	27107	WINSTON SALEM	360
27014	COOLEEMEE	350	27108	WINSTON SALEM	350
27016	DANBURY	320	27109	WINSTON SALEM	350
27017	DOBSON	320	27110	WINSTON SALEM	360
27018	EAST BEND	320	27111	WINSTON SALEM	350
27019	GERMANTON	350	27113	WINSTON SALEM	350
27020	HAMPTONVILLE	320	27114	WINSTON SALEM	350
27021	KING	350	27115	WINSTON SALEM	350
27022	LAWSONVILLE	320	27116	WINSTON SALEM	350
27023	LEWISVILLE	350	27117	WINSTON SALEM	360
27024	LOWGAP	320	27120	WINSTON SALEM	350
27025	MADISON	320	27127	WINSTON SALEM	360
27027	MAYODAN	320	27130	WINSTON SALEM	350
27028	MOCKSVILLE	350	27150	WINSTON SALEM	350
27030	MOUNT AIRY	320	27152	WINSTON SALEM	350
27031	WHITE PLAINS	320	27155	WINSTON SALEM	350
27040	PFAFFTOWN	350	27157	WINSTON SALEM	350
27041	PILOT MOUNTAIN	320	27198	WINSTON SALEM	350
27042	PINE HALL	320	27199	WINSTON SALEM	350
27043	PINNACLE	320	27201	ALAMANCE	320
27045	RURAL HALL	350	27202	ALTAMAHAW	320
27046	SANDY RIDGE	320	27203	ASHEBORO	320
27047	SILOAM	320	27204	ASHEBORO	320
27048	STONEVILLE	320	27205	ASHEBORO	320
27049	TOAST	320	27207	BEAR CREEK	320
27050	TOBACCOVILLE	350	27208	BENNETT	320
27051	WALKERTOWN	350	27209	BISCOE	320
27052	WALNUT COVE	320	27212	BLANCH	120
27053	WESTFIELD	320	27213	BONLEE	320
27054	WOODLEAF	370	27214	BROWNS SUMMIT	320
27055	YADKINVILLE	320	27215	BURLINGTON	320
27094	RURAL HALL	350	27216	BURLINGTON	320
27098	RURAL HALL	350	27217	BURLINGTON	320
27099	RURAL HALL	350	27228	BYNUM	320

Table #1(T) ZIP Codes 27006 – 27228

ZIP CODES 27229 – 27376

ZIP Codes/Territories In Numerical Order By ZIP Code					
ZIP Code	USPS ZIP Code Name	Territory	ZIP Code	USPS ZIP Code Name	Territory
27229	CANDOR	320	27301	MC LEANSVILLE	320
27230	CEDAR FALLS	320	27302	MEBANE	320
27231	CEDAR GROVE	320	27305	MILTON	120
27233	CLIMAX	320	27306	MOUNT GILEAD	320
27235	COLFAX	350	27310	OAK RIDGE	350
27237	CUMNOCK	260	27311	PELHAM	120
27239	DENTON	320	27312	PITTSBORO	320
27242	EAGLE SPRINGS	320	27313	PLEASANT GARDEN	320
27243	EFLAND	320	27314	PROSPECT HILL	120
27244	ELON	320	27315	PROVIDENCE	120
27247	ETHER	320	27316	RAMSEUR	320
27248	FRANKLINVILLE	320	27317	RANDLEMAN	320
27249	GIBSONVILLE	320	27320	REIDSVILLE	320
27252	GOLDSTON	320	27323	REIDSVILLE	320
27253	GRAHAM	320	27325	ROBBINS	320
27256	GULF	320	27326	RUFFIN	120
27258	HAW RIVER	320	27330	SANFORD	260
27259	HIGHFALLS	320	27331	SANFORD	260
27260	HIGH POINT	340	27332	SANFORD	260
27261	HIGH POINT	340	27340	SAXAPAHAW	320
27262	HIGH POINT	340	27341	SEAGROVE	320
27263	HIGH POINT	340	27342	SEDALIA	320
27264	HIGH POINT	340	27343	SEMORA	120
27265	HIGH POINT	350	27344	SILER CITY	320
27268	HIGH POINT	340	27349	SNOW CAMP	320
27278	HILLSBOROUGH	320	27350	SOPHIA	320
27281	JACKSON SPRINGS	320	27351	SOUTHMONT	360
27282	JAMESTOWN	350	27355	STALEY	320
27283	JULIAN	320	27356	STAR	320
27284	KERNERSVILLE	350	27357	STOKESDALE	320
27285	KERNERSVILLE	350	27358	SUMMERFIELD	350
27288	EDEN	320	27359	SWEPSONVILLE	320
27289	EDEN	320	27360	THOMASVILLE	360
27291	LEASBURG	120	27361	THOMASVILLE	360
27292	LEXINGTON	360	27370	TRINITY	320
27293	LEXINGTON	360	27371	TROY	320
27294	LEXINGTON	360	27373	WALLBURG	360
27295	LEXINGTON	360	27374	WELCOME	360
27298	LIBERTY	320	27375	WENTWORTH	320
27299	LINWOOD	370	27376	WEST END	320

Table #2(T) ZIP Codes 27229 – 27376

ZIP CODES 27377 – 27556

ZIP Codes/Territories In Numerical Order By ZIP Code					
ZIP Code	USPS ZIP Code Name	Territory	ZIP Code	USPS ZIP Code Name	Territory
27377	WHITSETT	320	27511	CARY	300
27379	YANCEYVILLE	120	27512	CARY	300
27401	GREENSBORO	340	27513	CARY	300
27402	GREENSBORO	340	27514	CHAPEL HILL	310
27403	GREENSBORO	340	27515	CHAPEL HILL	310
27404	GREENSBORO	350	27516	CHAPEL HILL	310
27405	GREENSBORO	340	27517	CHAPEL HILL	310
27406	GREENSBORO	340	27518	CARY	300
27407	GREENSBORO	340	27519	CARY	300
27408	GREENSBORO	350	27520	CLAYTON	260
27409	GREENSBORO	350	27521	COATS	260
27410	GREENSBORO	350	27522	CREEDMOOR	290
27411	GREENSBORO	340	27523	APEX	300
27412	GREENSBORO	340	27524	FOUR OAKS	260
27413	GREENSBORO	340	27525	FRANKLINTON	120
27415	GREENSBORO	340	27526	FUQUAY VARINA	260
27416	GREENSBORO	340	27527	CLAYTON	260
27417	GREENSBORO	340	27528	CLAYTON	260
27419	GREENSBORO	350	27529	GARNER	260
27420	GREENSBORO	340	27530	GOLDSBORO	260
27425	GREENSBORO	350	27531	GOLDSBORO	260
27427	GREENSBORO	340	27532	GOLDSBORO	260
27429	GREENSBORO	350	27533	GOLDSBORO	260
27435	GREENSBORO	340	27534	GOLDSBORO	260
27438	GREENSBORO	350	27536	HENDERSON	120
27455	GREENSBORO	350	27537	HENDERSON	120
27495	GREENSBORO	340	27539	APEX	300
27497	GREENSBORO	340	27540	HOLLY SPRINGS	300
27498	GREENSBORO	340	27541	HURDLE MILLS	120
27499	GREENSBORO	340	27542	KENLY	130
27501	ANGIER	260	27543	KIPLING	260
27502	APEX	300	27544	KITTRELL	120
27503	BAHAMA	320	27545	KNIGHTDALE	280
27504	BENSON	260	27546	LILLINGTON	260
27505	BROADWAY	260	27549	LOUISBURG	120
27506	BUIES CREEK	260	27551	MACON	120
27507	BULLOCK	120	27552	MAMERS	260
27508	BUNN	120	27553	MANSON	120
27509	BUTNER	290	27555	MICRO	260
27510	CARRBORO	310	27556	MIDDLEBURG	120

Table #3(T) ZIP Codes 27377 – 27556

ZIP CODES 27557 – 27706

ZIP Codes/Territories In Numerical Order By ZIP Code					
ZIP Code	USPS ZIP Code Name	Territory	ZIP Code	USPS ZIP Code Name	Territory
27557	MIDDLESEX	130	27611	RALEIGH	280
27559	MONCURE	320	27612	RALEIGH	270
27560	MORRISVILLE	300	27613	RALEIGH	270
27562	NEW HILL	320	27614	RALEIGH	270
27563	NORLINA	120	27615	RALEIGH	270
27565	OXFORD	120	27616	RALEIGH	280
27568	PINE LEVEL	260	27617	RALEIGH	270
27569	PRINCETON	260	27619	RALEIGH	280
27570	RIDGEWAY	120	27620	RALEIGH	280
27571	ROLESVILLE	270	27621	RALEIGH	300
27572	ROUGEMONT	120	27622	RALEIGH	270
27573	ROXBORO	120	27623	RALEIGH	300
27574	ROXBORO	120	27624	RALEIGH	270
27576	SELMA	260	27625	RALEIGH	280
27577	SMITHFIELD	260	27626	RALEIGH	280
27581	STEM	290	27627	RALEIGH	300
27582	STOVALL	120	27628	RALEIGH	300
27583	TIMBERLAKE	120	27629	RALEIGH	280
27584	TOWNSVILLE	120	27634	RALEIGH	280
27586	VAUGHAN	120	27635	RALEIGH	280
27587	WAKE FOREST	270	27636	RALEIGH	300
27588	WAKE FOREST	270	27640	RALEIGH	280
27589	WARRENTON	120	27650	RALEIGH	300
27591	WENDELL	260	27656	RALEIGH	270
27592	WILLOW SPRING	260	27658	RALEIGH	280
27593	WILSONS MILLS	260	27661	RALEIGH	280
27594	WISE	120	27668	RALEIGH	280
27596	YOUNGSVILLE	120	27675	RALEIGH	270
27597	ZEBULON	260	27676	RALEIGH	270
27599	CHAPEL HILL	310	27690	RALEIGH	270
27601	RALEIGH	280	27695	RALEIGH	300
27602	RALEIGH	280	27697	RALEIGH	280
27603	RALEIGH	260	27698	RALEIGH	280
27604	RALEIGH	280	27699	RALEIGH	280
27605	RALEIGH	300	27701	DURHAM	290
27606	RALEIGH	300	27702	DURHAM	290
27607	RALEIGH	300	27703	DURHAM	290
27608	RALEIGH	300	27704	DURHAM	290
27609	RALEIGH	280	27705	DURHAM	300
27610	RALEIGH	280	27706	DURHAM	290

Table #4(T) ZIP Codes 27557 – 27706

ZIP CODES 27707 – 27874

ZIP Codes/Territories In Numerical Order By ZIP Code					
ZIP Code	USPS ZIP Code Name	Territory	ZIP Code	USPS ZIP Code Name	Territory
27707	DURHAM	300	27831	GARYSBURG	120
27708	DURHAM	300	27832	GASTON	120
27709	DURHAM	300	27833	GREENVILLE	150
27710	DURHAM	300	27834	GREENVILLE	150
27711	DURHAM	300	27835	GREENVILLE	150
27712	DURHAM	320	27836	GREENVILLE	150
27713	DURHAM	300	27837	GRIMESLAND	130
27715	DURHAM	300	27839	HALIFAX	120
27717	DURHAM	300	27840	HAMILTON	120
27722	DURHAM	320	27841	HASELL	120
27801	ROCKY MOUNT	130	27842	HENRICO	120
27802	ROCKY MOUNT	130	27843	HOBGOOD	120
27803	ROCKY MOUNT	130	27844	HOLLISTER	120
27804	ROCKY MOUNT	130	27845	JACKSON	120
27805	AULANDER	120	27846	JAMESVILLE	120
27806	AURORA	130	27847	KELFORD	120
27807	BAILEY	130	27849	LEWISTON WOODVILLE	120
27808	BATH	120	27850	LITTLETON	120
27809	BATTLEBORO	130	27851	LUCAMA	130
27810	BELHAVEN	120	27852	MACCLESFIELD	130
27811	BELLARTHUR	150	27853	MARGARETTSVILLE	120
27812	BETHEL	130	27855	MURFREESBORO	120
27813	BLACK CREEK	140	27856	NASHVILLE	130
27814	BLOUNTS CREEK	130	27857	OAK CITY	120
27815	ROCKY MOUNT	130	27858	GREENVILLE	150
27816	CASTALIA	120	27860	PANTEGO	120
27817	CHOCOWINITY	130	27861	PARMELE	130
27818	COMO	120	27862	PENDLETON	120
27819	CONETOE	130	27863	PIKEVILLE	260
27820	CONWAY	120	27864	PINETOPS	130
27821	EDWARD	130	27865	PINETOWN	120
27822	ELM CITY	130	27866	PLEASANT HILL	120
27823	ENFIELD	120	27867	POTECASI	120
27824	ENGELHARD	120	27868	RED OAK	130
27825	EVERETTS	130	27869	RICH SQUARE	120
27826	FAIRFIELD	120	27870	ROANOKE RAPIDS	120
27827	FALKLAND	150	27871	ROBERSONVILLE	130
27828	FARMVILLE	130	27872	ROXBEL	120
27829	FOUNTAIN	130	27873	SARATOGA	130
27830	FREMONT	130	27874	SCOTLAND NECK	120

Table #5(T) ZIP Codes 27707 – 27874

ZIP CODES 27875 – 27981

ZIP Codes/Territories In Numerical Order By ZIP Code					
ZIP Code	USPS ZIP Code Name	Territory	ZIP Code	USPS ZIP Code Name	Territory
27875	SCRANTON	120	27929	CURRITUCK	110
27876	SEABOARD	120	27930	DURANTS NECK	120
27877	SEVERN	120	27932	EDENTON	120
27878	SHARPSBURG	130	27935	EURE	120
27879	SIMPSON	130	27936	FRISCO	110
27880	SIMS	130	27937	GATES	120
27881	SPEED	120	27938	GATESVILLE	120
27882	SPRING HOPE	130	27939	GRANDY	110
27883	STANTONSBURG	130	27941	HARBINGER	110
27884	STOKES	130	27942	HARRELLSVILLE	120
27885	SWANQUARTER	120	27943	HATTERAS	110
27886	TARBORO	130	27944	HERTFORD	120
27887	TILLERY	120	27946	HOBBSVILLE	120
27888	WALSTONBURG	130	27947	JARVISBURG	110
27889	WASHINGTON	130	27948	KILL DEVIL HILLS	110
27890	WELDON	120	27949	KITTY HAWK	110
27891	WHITAKERS	120	27950	KNOTTS ISLAND	110
27892	WILLIAMSTON	130	27953	MANNS HARBOR	110
27893	WILSON	140	27954	MANTEO	110
27894	WILSON	140	27956	MAPLE	110
27895	WILSON	140	27957	MERRY HILL	120
27896	WILSON	130	27958	MOYOCK	110
27897	WOODLAND	120	27959	NAGS HEAD	110
27906	ELIZABETH CITY	110	27960	OCRACOKE	110
27907	ELIZABETH CITY	110	27962	PLYMOUTH	120
27909	ELIZABETH CITY	110	27964	POINT HARBOR	110
27910	AHOSKIE	120	27965	POPLAR BRANCH	110
27915	AVON	110	27966	POWELLS POINT	110
27916	AYDLETT	110	27967	POWELLSVILLE	120
27917	BARCO	110	27968	RODANTHE	110
27919	BELVIDERE	120	27969	RODUKO	120
27920	BUXTON	110	27970	ROPER	120
27921	CAMDEN	110	27972	SALVO	110
27922	COFIELD	120	27973	SHAWBORO	110
27923	COINJOCK	110	27974	SHILOH	110
27924	COLERAIN	120	27976	SOUTH MILLS	110
27925	COLUMBIA	120	27978	STUMPY POINT	110
27926	CORAPEAKE	120	27979	SUNBURY	120
27927	COROLLA	110	27980	TYNER	120
27928	CRESWELL	120	27981	WANCHESE	110

Table #6(T) ZIP Codes 27875 – 27981

ZIP CODES 27982 – 28120

ZIP Codes/Territories In Numerical Order By ZIP Code					
ZIP Code	USPS ZIP Code Name	Territory	ZIP Code	USPS ZIP Code Name	Territory
27982	WAVES	110	28070	HUNTERSVILLE	460
27983	WINDSOR	120	28071	GOLD HILL	370
27985	WINFALL	120	28072	GRANITE QUARRY	370
27986	WINTON	120	28073	GROVER	470
28001	ALBEMARLE	320	28074	HARRIS	480
28002	ALBEMARLE	320	28075	HARRISBURG	370
28006	ALEXIS	460	28076	HENRIETTA	470
28007	ANSONVILLE	240	28077	HIGH SHOALS	450
28009	BADIN	320	28078	HUNTERSVILLE	460
28010	BARIUM SPRINGS	460	28079	INDIAN TRAIL	370
28012	BELMONT	440	28080	IRON STATION	470
28016	BESSEMER CITY	450	28081	KANNAPOLIS	370
28017	BOILING SPRINGS	470	28082	KANNAPOLIS	370
28018	BOSTIC	480	28083	KANNAPOLIS	370
28019	CAROLEEN	480	28086	KINGS MOUNTAIN	470
28020	CASAR	470	28088	LANDIS	370
28021	CHERRYVILLE	470	28089	LATTIMORE	470
28023	CHINA GROVE	370	28090	LAWNDALE	470
28024	CLIFFSIDE	470	28091	LILESVILLE	240
28025	CONCORD	370	28092	LINCOLNTON	470
28026	CONCORD	370	28093	LINCOLNTON	470
28027	CONCORD	370	28097	LOCUST	320
28031	CORNELIUS	460	28098	LOWELL	440
28032	CRAMERTON	440	28101	MC ADENVILLE	440
28033	CROUSE	470	28102	MC FARLAN	240
28034	DALLAS	450	28103	MARSHVILLE	380
28035	DAVIDSON	460	28104	MATTHEWS	370
28036	DAVIDSON	460	28105	MATTHEWS	370
28037	DENVER	460	28106	MATTHEWS	370
28038	EARL	470	28107	MIDLAND	370
28039	EAST SPENCER	370	28108	MINERAL SPRINGS	380
28040	ELLENBORO	480	28109	MISENHEIMER	320
28041	FAITH	370	28110	MONROE	380
28042	FALLSTON	470	28111	MONROE	380
28043	FOREST CITY	480	28112	MONROE	380
28052	GASTONIA	450	28114	MOORESBORO	470
28053	GASTONIA	450	28115	MOORESVILLE	460
28054	GASTONIA	450	28117	MOORESVILLE	460
28055	GASTONIA	450	28119	MORVEN	240
28056	GASTONIA	440	28120	MOUNT HOLLY	440

Table #7(T) ZIP Codes 27982 – 28120

ZIP CODES 28123 – 28256

ZIP Codes/Territories In Numerical Order By ZIP Code					
ZIP Code	USPS ZIP Code Name	Territory	ZIP Code	USPS ZIP Code Name	Territory
28123	MOUNT MOURNE	460	28208	CHARLOTTE	420
28124	MOUNT PLEASANT	320	28209	CHARLOTTE	390
28125	MOUNT ULLA	370	28210	CHARLOTTE	390
28126	NEWELL	420	28211	CHARLOTTE	390
28127	NEW LONDON	320	28212	CHARLOTTE	420
28128	NORWOOD	320	28213	CHARLOTTE	420
28129	OAKBORO	320	28214	CHARLOTTE	440
28130	PAW CREEK	440	28215	CHARLOTTE	420
28133	PEACHLAND	380	28216	CHARLOTTE	420
28134	PINEVILLE	440	28217	CHARLOTTE	420
28135	POLKTON	380	28218	CHARLOTTE	420
28136	POLKVILLE	470	28219	CHARLOTTE	420
28137	RICHFIELD	320	28220	CHARLOTTE	390
28138	ROCKWELL	370	28221	CHARLOTTE	460
28139	RUTHERFORDTON	480	28222	CHARLOTTE	390
28144	SALISBURY	370	28223	CHARLOTTE	420
28145	SALISBURY	370	28224	CHARLOTTE	420
28146	SALISBURY	370	28226	CHARLOTTE	390
28147	SALISBURY	370	28227	CHARLOTTE	370
28150	SHELBY	470	28228	CHARLOTTE	420
28151	SHELBY	470	28229	CHARLOTTE	420
28152	SHELBY	470	28230	CHARLOTTE	390
28159	SPENCER	370	28231	CHARLOTTE	390
28160	SPINDALE	480	28232	CHARLOTTE	390
28163	STANFIELD	320	28233	CHARLOTTE	390
28164	STANLEY	460	28234	CHARLOTTE	390
28166	TROUTMAN	460	28235	CHARLOTTE	390
28167	UNION MILLS	480	28236	CHARLOTTE	390
28168	VALE	470	28237	CHARLOTTE	390
28169	WACO	470	28241	CHARLOTTE	440
28170	WADESBORO	240	28242	CHARLOTTE	390
28173	WAXHAW	390	28243	CHARLOTTE	420
28174	WINGATE	380	28244	CHARLOTTE	390
28201	CHARLOTTE	390	28246	CHARLOTTE	390
28202	CHARLOTTE	390	28247	CHARLOTTE	390
28203	CHARLOTTE	390	28250	CHARLOTTE	390
28204	CHARLOTTE	390	28253	CHARLOTTE	460
28205	CHARLOTTE	420	28254	CHARLOTTE	420
28206	CHARLOTTE	420	28255	CHARLOTTE	390
28207	CHARLOTTE	390	28256	CHARLOTTE	420

Table #8(T) ZIP Codes 28123 – 28256

ZIP CODES 28258 – 28363

ZIP Codes/Territories In Numerical Order By ZIP Code					
ZIP Code	USPS ZIP Code Name	Territory	ZIP Code	USPS ZIP Code Name	Territory
28258	CHARLOTTE	420	28315	ABERDEEN	320
28260	CHARLOTTE	420	28318	AUTRYVILLE	130
28262	CHARLOTTE	420	28319	BARNESVILLE	230
28263	CHARLOTTE	390	28320	BLADENBORO	220
28265	CHARLOTTE	420	28323	BUNNLEVEL	250
28266	CHARLOTTE	420	28325	CALYPSO	130
28269	CHARLOTTE	460	28326	CAMERON	260
28270	CHARLOTTE	390	28327	CARTHAGE	320
28271	CHARLOTTE	390	28328	CLINTON	130
28272	CHARLOTTE	420	28329	CLINTON	130
28273	CHARLOTTE	440	28330	CORDOVA	240
28274	CHARLOTTE	390	28331	CUMBERLAND	250
28275	CHARLOTTE	420	28332	DUBLIN	220
28277	CHARLOTTE	390	28333	DUDLEY	260
28278	CHARLOTTE	440	28334	DUNN	260
28280	CHARLOTTE	390	28335	DUNN	260
28281	CHARLOTTE	390	28337	ELIZABETHTOWN	220
28282	CHARLOTTE	390	28338	ELLERBE	320
28284	CHARLOTTE	390	28339	ERWIN	260
28285	CHARLOTTE	390	28340	FAIRMONT	230
28287	CHARLOTTE	390	28341	FAISON	130
28288	CHARLOTTE	390	28342	FALCON	260
28289	CHARLOTTE	420	28343	GIBSON	240
28290	CHARLOTTE	420	28344	GODWIN	260
28296	CHARLOTTE	420	28345	HAMLET	240
28297	CHARLOTTE	420	28347	HOFFMAN	240
28299	CHARLOTTE	420	28348	HOPE MILLS	250
28301	FAYETTEVILLE	250	28349	KENANSVILLE	130
28302	FAYETTEVILLE	250	28350	LAKEVIEW	320
28303	FAYETTEVILLE	250	28351	LAUREL HILL	240
28304	FAYETTEVILLE	250	28352	LAURINBURG	240
28305	FAYETTEVILLE	250	28353	LAURINBURG	240
28306	FAYETTEVILLE	250	28355	LEMON SPRINGS	260
28307	FORT BRAGG	250	28356	LINDEN	260
28308	POPE ARMY AIRFIELD	250	28357	LUMBER BRIDGE	230
28309	FAYETTEVILLE	250	28358	LUMBERTON	230
28310	FORT BRAGG	250	28359	LUMBERTON	230
28311	FAYETTEVILLE	250	28360	LUMBERTON	230
28312	FAYETTEVILLE	260	28362	MARIETTA	230
28314	FAYETTEVILLE	250	28363	MARSTON	240

Table #9(T) ZIP Codes 28258 – 28363

ZIP CODES 28364 – 28459

ZIP Codes/Territories In Numerical Order By ZIP Code					
ZIP Code	USPS ZIP Code Name	Territory	ZIP Code	USPS ZIP Code Name	Territory
28364	MAXTON	240	28408	WILMINGTON	190
28365	MOUNT OLIVE	130	28409	WILMINGTON	190
28366	NEWTON GROVE	130	28410	WILMINGTON	190
28367	NORMAN	320	28411	WILMINGTON	190
28368	OLIVIA	260	28412	WILMINGTON	190
28369	ORRUM	230	28420	ASH	130
28370	PINEHURST	320	28421	ATKINSON	130
28371	PARKTON	230	28422	BOLIVIA	200
28372	PEMBROKE	230	28423	BOLTON	130
28373	PINEBLUFF	320	28424	BRUNSWICK	220
28374	PINEHURST	320	28425	BURGAW	130
28375	PROCTORVILLE	230	28428	CAROLINA BEACH	190
28376	RAEFORD	250	28429	CASTLE HAYNE	200
28377	RED SPRINGS	230	28430	CERRO GORDO	220
28378	REX	230	28431	CHADBOURN	220
28379	ROCKINGHAM	240	28432	CLARENDON	220
28380	ROCKINGHAM	240	28433	CLARKTON	220
28382	ROSEBORO	130	28434	COUNCIL	220
28383	ROWLAND	230	28435	CURRIE	130
28384	SAINT PAULS	230	28436	DELCO	130
28385	SALEMBURG	130	28438	EVERGREEN	220
28386	SHANNON	230	28439	FAIR BLUFF	220
28387	SOUTHERN PINES	320	28441	GARLAND	130
28388	SOUTHERN PINES	320	28442	HALLSBORO	220
28390	SPRING LAKE	250	28443	HAMPSTEAD	190
28391	STEDMAN	260	28444	HARRELLS	130
28392	TAR HEEL	220	28445	HOLLY RIDGE	170
28393	TURKEY	130	28447	IVANHOE	130
28394	VASS	320	28448	KELLY	130
28395	WADE	260	28449	KURE BEACH	190
28396	WAGRAM	240	28450	LAKE WACCAMAW	130
28398	WARSAW	130	28451	LELAND	200
28399	WHITE OAK	220	28452	LONGWOOD	130
28401	WILMINGTON	200	28453	MAGNOLIA	130
28402	WILMINGTON	200	28454	MAPLE HILL	130
28403	WILMINGTON	190	28455	NAKINA	220
28404	WILMINGTON	190	28456	RIEGELWOOD	130
28405	WILMINGTON	190	28457	ROCKY POINT	130
28406	WILMINGTON	190	28458	ROSE HILL	130
28407	WILMINGTON	190	28459	SHALLOTTE	200

Table #10(T) ZIP Codes 28364 – 28459

ZIP CODES 28460 – 28584

ZIP Codes/Territories In Numerical Order By ZIP Code					
ZIP Code	USPS ZIP Code Name	Territory	ZIP Code	USPS ZIP Code Name	Territory
28460	SNEADS FERRY	170	28531	HARKERS ISLAND	170
28461	SOUTHPORT	190	28532	HAVELOCK	170
28462	SUPPLY	200	28533	CHERRY POINT	170
28463	TABOR CITY	220	28537	HOBUCKEN	130
28464	TEACHEY	130	28538	HOOKEKTON	130
28465	OAK ISLAND	190	28539	HUBERT	170
28466	WALLACE	130	28540	JACKSONVILLE	180
28467	CALABASH	210	28541	JACKSONVILLE	180
28468	SUNSET BEACH	210	28542	CAMP LEJEUNE	180
28469	OCEAN ISLE BEACH	210	28543	TARAWA TERRACE	180
28470	SHALLOTTE	200	28544	MIDWAY PARK	180
28472	WHITEVILLE	220	28545	MCCUTCHEON FIELD	180
28478	WILLARD	130	28546	JACKSONVILLE	180
28479	WINNABOW	200	28547	CAMP LEJEUNE	180
28480	WRIGHTSVILLE BEACH	190	28551	LA GRANGE	260
28501	KINSTON	130	28552	LOWLAND	130
28502	KINSTON	130	28553	MARSHALLBERG	170
28503	KINSTON	130	28554	MAURY	130
28504	KINSTON	260	28555	MAYSVILLE	170
28508	ALBERTSON	130	28556	MERRITT	170
28509	ALLIANCE	130	28557	MOREHEAD CITY	170
28510	ARAPAHOE	170	28560	NEW BERN	170
28511	ATLANTIC	170	28561	NEW BERN	170
28512	ATLANTIC BEACH	170	28562	NEW BERN	170
28513	AYDEN	150	28563	NEW BERN	170
28515	BAYBORO	130	28564	NEW BERN	170
28516	BEAUFORT	170	28570	NEWPORT	170
28518	BEULAVILLE	130	28571	ORIENTAL	170
28519	BRIDGETON	170	28572	PINK HILL	130
28520	CEDAR ISLAND	110	28573	POLLOCKSVILLE	130
28521	CHINQUAPIN	130	28574	RICHLANDS	180
28522	COMFORT	130	28575	SALTER PATH	170
28523	COVE CITY	130	28577	SEALEVEL	170
28524	DAVIS	170	28578	SEVEN SPRINGS	130
28525	DEEP RUN	130	28579	SMYRNA	170
28526	DOVER	130	28580	SNOW HILL	130
28527	ERNUL	130	28581	STACY	170
28528	GLOUCESTER	170	28582	STELLA	170
28529	GRANTSBORO	170	28583	STONEWALL	130
28530	GRIFTON	130	28584	SWANSBORO	170

Table #11(T) ZIP Codes 28460 – 28584

ZIP CODES 28585 – 28680

ZIP Codes/Territories In Numerical Order By ZIP Code					
ZIP Code	USPS ZIP Code Name	Territory	ZIP Code	USPS ZIP Code Name	Territory
28585	TRENTON	130	28638	HUDSON	460
28586	VANCEBORO	150	28640	JEFFERSON	480
28587	VANDEMERE	130	28641	JONAS RIDGE	480
28589	WILLISTON	170	28642	JONESVILLE	320
28590	WINTERVILLE	150	28643	LANSING	480
28594	EMERALD ISLE	170	28644	LAUREL SPRINGS	320
28601	HICKORY	460	28645	LENOIR	460
28602	HICKORY	460	28646	LINVILLE	480
28603	HICKORY	460	28647	LINVILLE FALLS	480
28604	BANNER ELK	480	28649	MC GRADY	320
28605	BLOWING ROCK	480	28650	MAIDEN	460
28606	BOOMER	320	28651	MILLERS CREEK	320
28607	BOONE	480	28652	MINNEAPOLIS	480
28608	BOONE	480	28653	MONTEZUMA	480
28609	CATAWBA	460	28654	MORAVIAN FALLS	320
28610	CLAREMONT	460	28655	MORGANTON	460
28611	COLLETTSVILLE	480	28656	NORTH WILKESBORO	320
28612	CONNELLY SPRINGS	460	28657	NEWLAND	480
28613	CONOVER	460	28658	NEWTON	460
28615	CRESTON	480	28659	NORTH WILKESBORO	320
28616	CROSSNORE	480	28660	OLIN	320
28617	CRUMPLER	480	28661	PATTERSON	460
28618	DEEP GAP	480	28662	PINEOLA	480
28619	DREXEL	460	28663	PINEY CREEK	480
28621	ELKIN	320	28664	PLUMTREE	480
28622	ELK PARK	480	28665	PURLEAR	320
28623	ENNICE	320	28666	ICARD	460
28624	FERGUSON	320	28667	RHODHISS	460
28625	STATESVILLE	460	28668	ROARING GAP	320
28626	FLEETWOOD	480	28669	ROARING RIVER	320
28627	GLADE VALLEY	320	28670	RONDA	320
28628	GLEN ALPINE	460	28671	RUTHERFORD COLLEGE	460
28629	GLENDALE SPRINGS	480	28672	SCOTTVILLE	320
28630	GRANITE FALLS	460	28673	SHERRILLS FORD	460
28631	GRASSY CREEK	480	28675	SPARTA	320
28633	LENOIR	460	28676	STATE ROAD	320
28634	HARMONY	320	28677	STATESVILLE	460
28635	HAYS	320	28678	STONY POINT	460
28636	HIDDENITE	320	28679	SUGAR GROVE	480
28637	HILDEBRAN	460	28680	MORGANTON	460

Table #12(T) ZIP Codes 28585 – 28680

ZIP CODES 28681 – 28768

ZIP Codes/Territories In Numerical Order By ZIP Code					
ZIP Code	USPS ZIP Code Name	Territory	ZIP Code	USPS ZIP Code Name	Territory
28681	TAYLORSVILLE	460	28727	EDNEYVILLE	490
28682	TERRELL	460	28728	ENKA	490
28683	THURMOND	320	28729	ETOWAH	490
28684	TODD	480	28730	FAIRVIEW	490
28685	TRAPHILL	320	28731	FLAT ROCK	490
28687	STATESVILLE	460	28732	FLETCHER	490
28688	TURNERSBURG	320	28733	FONTANA DAM	490
28689	UNION GROVE	320	28734	FRANKLIN	490
28690	VALDESE	460	28735	GERTON	490
28691	VALLE CRUCIS	480	28736	GLENVILLE	490
28692	VILAS	480	28737	GLENWOOD	480
28693	WARRENSVILLE	480	28738	HAZELWOOD	490
28694	WEST JEFFERSON	480	28739	HENDERSONVILLE	490
28697	WILKESBORO	320	28740	GREEN MOUNTAIN	480
28698	ZIONVILLE	480	28741	HIGHLANDS	490
28699	SCOTTS	460	28742	HORSE SHOE	490
28701	ALEXANDER	490	28743	HOT SPRINGS	490
28702	ALMOND	490	28744	FRANKLIN	490
28704	ARDEN	490	28745	LAKE JUNALUSKA	490
28705	BAKERSVILLE	480	28746	LAKE LURE	480
28707	BALSAM	490	28747	LAKE TOXAWAY	490
28708	BALSAM GROVE	490	28748	LEICESTER	490
28709	BARNARDSVILLE	490	28749	LITTLE SWITZERLAND	480
28710	BAT CAVE	490	28750	LYNN	480
28711	BLACK MOUNTAIN	490	28751	MAGGIE VALLEY	490
28712	BREVARD	490	28752	MARION	480
28713	BRYSON CITY	490	28753	MARSHALL	490
28714	BURNSVILLE	480	28754	MARS HILL	490
28715	CANDLER	490	28755	MICAVILLE	480
28716	CANTON	490	28756	MILL SPRING	480
28717	CASHIERS	490	28757	MONTREAT	490
28718	CEDAR MOUNTAIN	490	28758	MOUNTAIN HOME	490
28719	CHEROKEE	490	28759	MILLS RIVER	490
28720	CHIMNEY ROCK	480	28760	NAPLES	490
28721	CLYDE	490	28761	NEBO	480
28722	COLUMBUS	480	28762	OLD FORT	490
28723	CULLOWHEE	490	28763	OTTO	490
28724	DANA	490	28765	PENLAND	480
28725	DILLSBORO	490	28766	PENROSE	490
28726	EAST FLAT ROCK	490	28768	PISGAH FOREST	490

Table #13(T) ZIP Codes 28681 – 28768

ZIP CODES 28770 – 28909

ZIP Codes/Territories In Numerical Order By ZIP Code					
ZIP Code	USPS ZIP Code Name	Territory	ZIP Code	USPS ZIP Code Name	Territory
28770	RIDGECREST	490	28792	HENDERSONVILLE	490
28771	ROBBINSVILLE	490	28793	HENDERSONVILLE	490
28772	ROSMAN	490	28801	ASHEVILLE	490
28773	SALUDA	480	28802	ASHEVILLE	490
28774	SAPPHIRE	490	28803	ASHEVILLE	490
28775	SCALY MOUNTAIN	490	28804	ASHEVILLE	490
28776	SKYLAND	490	28805	ASHEVILLE	490
28777	SPRUCE PINE	480	28806	ASHEVILLE	490
28778	SWANNANOA	490	28810	ASHEVILLE	490
28779	SYLVA	490	28813	ASHEVILLE	490
28781	TOPTON	490	28814	ASHEVILLE	490
28782	TRYON	480	28815	ASHEVILLE	490
28783	TUCKASEGEE	490	28816	ASHEVILLE	490
28784	TUXEDO	490	28901	ANDREWS	490
28785	WAYNESVILLE	490	28902	BRASSTOWN	490
28786	WAYNESVILLE	490	28903	CULBERSON	490
28787	WEAVERVILLE	490	28904	HAYESVILLE	490
28788	WEBSTER	490	28905	MARBLE	490
28789	WHITTIER	490	28906	MURPHY	490
28790	ZIRCONIA	490	28909	WARNE	490
28791	HENDERSONVILLE	490			

Table #14(T) ZIP Codes 28770 – 28909

Territory Definitions In Numerical Order By Territory Code						
Territory	ZIP Codes					
110	27906	27921	27943	27956	27968	27982
	27907	27923	27947	27958	27972	28520
	27909	27927	27948	27959	27973	
	27915	27929	27949	27960	27974	
	27916	27936	27950	27964	27976	
	27917	27939	27953	27965	27978	
	27920	27941	27954	27966	27981	
120	27212	27551	27808	27846	27876	27935
	27291	27553	27810	27847	27877	27937
	27305	27556	27816	27849	27881	27938
	27311	27563	27818	27850	27885	27942
	27314	27565	27820	27853	27887	27944
	27315	27570	27823	27855	27890	27946
	27326	27572	27824	27857	27891	27957
	27343	27573	27826	27860	27897	27962
	27379	27574	27831	27862	27910	27967
	27507	27582	27832	27865	27919	27969
	27508	27583	27839	27866	27922	27970
	27525	27584	27840	27867	27924	27979
	27536	27586	27841	27869	27925	27980
	27537	27589	27842	27870	27926	27983
	27541	27594	27843	27872	27928	27985
	27544	27596	27844	27874	27930	27986
	27549	27805	27845	27875	27932	
130	27542	27828	27884	28398	28458	28530
	27557	27829	27886	28420	28464	28537
	27801	27830	27888	28421	28466	28538
	27802	27837	27889	28423	28478	28552
	27803	27851	27892	28425	28501	28554
	27804	27852	27896	28435	28502	28572
	27806	27856	28318	28436	28503	28573
	27807	27861	28325	28441	28508	28578
	27809	27864	28328	28444	28509	28580
	27812	27868	28329	28447	28515	28583
	27814	27871	28341	28448	28518	28585
	27815	27873	28349	28450	28521	28587
	27817	27878	28365	28452	28522	
	27819	27879	28366	28453	28523	
	27821	27880	28382	28454	28525	
	27822	27882	28385	28456	28526	
	27825	27883	28393	28457	28527	
140	27813	27894				
	27893	27895				
150	27811	27835	28586			
	27827	27836	28590			
	27833	27858				
	27834	28513				
170	28445	28519	28533	28560	28571	
	28460	28524	28539	28561	28575	
	28510	28528	28553	28562	28577	
	28511	28529	28555	28563	28579	
	28512	28531	28556	28564	28581	
	28516	28532	28557	28570	28582	

Table #15(T) Territory Definitions

Territory Definitions In Numerical Order By Territory Code							
Territory	ZIP Codes						
170 (Cont'd)	28584	28594					
	28589						
180	28540	28543	28546				
	28541	28544	28547				
	28542	28545	28574				
190	28403	28407	28411	28449			
	28404	28408	28412	28461			
	28405	28409	28428	28465			
	28406	28410	28443	28480			
200	28401	28429	28462				
	28402	28451	28470				
	28422	28459	28479				
210	28467	28469					
	28468						
220	28320	28424	28434	28463			
	28332	28430	28438	28472			
	28337	28431	28439				
	28392	28432	28442				
	28399	28433	28455				
230	28319	28359	28371	28378			
	28340	28360	28372	28383			
	28357	28362	28375	28384			
	28358	28369	28377	28386			
240	28007	28330	28352	28380			
	28091	28343	28353	28396			
	28102	28345	28363				
	28119	28347	28364				
	28170	28351	28379				
250	28301	28306	28311	28376			
	28302	28307	28314	28390			
	28303	28308	28323				
	28304	28309	28331				
	28305	28310	28348				
260	27237	27521	27533	27577	28333	28391	
	27330	27524	27534	27591	28334	28395	
	27331	27526	27543	27592	28335	28504	
	27332	27527	27546	27593	28339	28551	
	27501	27528	27552	27597	28342		
	27504	27529	27555	27603	28344		
	27505	27530	27568	27863	28355		
	27506	27531	27569	28312	28356		
	27520	27532	27576	28326	28368		
	270	27571	27613	27622	27676		
		27587	27614	27624	27690		
27588		27615	27656				
27612		27617	27675				
280	27545	27601	27602	27604			

Table #16(T) Territory Definitions

Territory Definitions In Numerical Order By Territory Code						
Territory	ZIP Codes					
280 (Cont'd)	27609	27620	27635	27697		
	27610	27625	27640	27698		
	27611	27626	27658	27699		
	27616	27629	27661			
	27619	27634	27668			
290	27509	27701	27704			
	27522	27702	27706			
	27581	27703				
300	27502	27523	27607	27636	27709	
	27511	27539	27608	27650	27710	
	27512	27540	27621	27695	27711	
	27513	27560	27623	27705	27713	
	27518	27605	27627	27707	27715	
	27519	27606	27628	27708	27717	
310	27510	27516				
	27514	27517				
	27515	27599				
320	27007	27202	27249	27341	28109	28634
	27011	27203	27252	27342	28124	28635
	27016	27204	27253	27344	28127	28636
	27017	27205	27256	27349	28128	28642
	27018	27207	27258	27350	28129	28644
	27020	27208	27259	27355	28137	28649
	27022	27209	27278	27356	28163	28651
	27024	27213	27281	27357	28315	28654
	27025	27214	27283	27359	28327	28656
	27027	27215	27288	27370	28338	28659
	27030	27216	27289	27371	28350	28660
	27031	27217	27298	27375	28367	28665
	27041	27228	27301	27376	28370	28668
	27042	27229	27302	27377	28373	28669
	27043	27230	27306	27503	28374	28670
	27046	27231	27312	27559	28387	28672
	27047	27233	27313	27562	28388	28675
	27048	27239	27316	27712	28394	28676
	27049	27242	27317	27722	28606	28683
	27052	27243	27320	28001	28621	28685
	27053	27244	27323	28002	28623	28688
	27055	27247	27325	28009	28624	28689
	27201	27248	27340	28097	28627	28697
340	27260	27268	27406	27415	27435	
	27261	27401	27407	27416	27495	
	27262	27402	27411	27417	27497	
	27263	27403	27412	27420	27498	
	27264	27405	27413	27427	27499	
350	27006	27023	27098	27106	27116	27198
	27009	27028	27099	27108	27120	27199
	27010	27040	27101	27109	27130	27235
	27012	27045	27102	27111	27150	27265
	27014	27050	27103	27113	27152	27282
	27019	27051	27104	27114	27155	27284
	27021	27094	27105	27115	27157	27285

Table #17(T) Territory Definitions

Territory Definitions In Numerical Order By Territory Code						
Territory	ZIP Codes					
350 (Cont'd)	27310	27409	27429			
	27358	27410	27438			
	27404	27419	27455			
	27408	27425				
360	27107	27292	27351	27374		
	27110	27293	27360			
	27117	27294	27361			
	27127	27295	27373			
370	27013	28027	28079	28105	28145	
	27054	28039	28081	28106	28146	
	27299	28041	28082	28107	28147	
	28023	28071	28083	28125	28159	
	28025	28072	28088	28138	28227	
	28026	28075	28104	28144		
380	28103	28111	28135			
	28108	28112	28174			
	28110	28133				
390	28173	28210	28232	28244	28271	28285
	28201	28211	28233	28246	28274	28287
	28202	28220	28234	28247	28277	28288
	28203	28222	28235	28250	28280	
	28204	28226	28236	28255	28281	
	28207	28230	28237	28263	28282	
	28209	28231	28242	28270	28284	
420	28126	28215	28224	28258	28275	
	28205	28216	28228	28260	28289	
	28206	28217	28229	28262	28290	
	28208	28218	28243	28265	28296	
	28212	28219	28254	28266	28297	
	28213	28223	28256	28272	28299	
440	28012	28101	28214			
	28032	28120	28241			
	28056	28130	28273			
	28098	28134	28278			
450	28016	28053	28077			
	28034	28054				
	28052	28055				
460	28006	28115	28601	28625	28655	28678
	28010	28117	28602	28628	28658	28680
	28031	28123	28603	28630	28661	28681
	28035	28164	28609	28633	28666	28682
	28036	28166	28610	28637	28667	28687
	28037	28221	28612	28638	28671	28690
	28070	28253	28613	28645	28673	28699
	28078	28269	28619	28650	28677	
470	28017	28033	28076	28090		
	28020	28038	28080	28092		
	28021	28042	28086	28093		
	28024	28073	28089	28114		

Table #18(T) Territory Definitions

Territory Definitions In Numerical Order By Territory Code							
Territory	ZIP Codes						
470 (Cont'd)	28136	28152					
	28150	28168					
	28151	28169					
480	28018	28607	28631	28663	28714	28756	
	28019	28608	28640	28664	28720	28761	
	28040	28611	28641	28679	28722	28765	
	28043	28615	28643	28684	28737	28773	
	28074	28616	28646	28691	28740	28777	
	28139	28617	28647	28692	28746	28782	
	28160	28618	28652	28693	28749		
	28167	28622	28653	28694	28750		
	28604	28626	28657	28698	28752		
	28605	28629	28662	28705	28755		
	490	28701	28721	28738	28760	28784	28806
		28702	28723	28739	28762	28785	28810
		28704	28724	28741	28763	28786	28813
28707		28725	28742	28766	28787	28814	
28708		28726	28743	28768	28788	28815	
28709		28727	28744	28770	28789	28816	
28710		28728	28745	28771	28790	28901	
28711		28729	28747	28772	28791	28902	
28712		28730	28748	28774	28792	28903	
28713		28731	28751	28775	28793	28904	
28715		28732	28753	28776	28801	28905	
28716		28733	28754	28778	28802	28906	
28717		28734	28757	28779	28803	28909	
28718		28735	28758	28781	28804		
28719		28736	28759	28783	28805		

Table #19(T) Territory Definitions

AUTO LIABILITY

Voluntary Business

Year	(1) Premium at Rate Bureau Rates	(2) Deviation % From RB Manual Rates	(3) Anticipated Premium (1) x (2)	(4) Amount of Deviation (3) - (1)
2010	2,044,466,216	-17.57%	1,685,253,502	(359,212,714)
2011	2,008,577,158	-19.59%	1,615,096,892	(393,480,266)
2012	2,026,052,770	-20.24%	1,615,979,689	(410,073,081)
2013	2,001,919,347	-21.50%	1,571,506,687	(430,412,660)
2014	1,988,297,739	-22.07%	1,549,480,428	(438,817,311)
2015	2,015,691,242	-22.27%	1,566,796,802	(448,894,440)

Ceded Business

Year	(5) O/T Clean Ceded Premium at Rate Bureau Rates	(6) Deviation % From RB Manual Rates	(7) O/T Clean Ceded Anticipated Premium (5) x (6)	(8) O/T Clean Ceded Amount of Deviation (7) - (5)	(9) Clean Risk Ceded Premium at Rate Bureau Rates	(10) Clean Risk Ceded Anticipated Premium = Col (9)	(11) Clean Risk Ceded Amount of Deviation (10) - (9)
2010	205,146,523	27.40%	261,356,670	56,210,147	360,188,669	360,188,669	0
2011	214,507,701	23.20%	264,273,488	49,765,787	385,324,393	385,324,393	0
2012	210,894,239	26.90%	267,624,789	56,730,550	394,348,955	394,348,955	0
2013	193,631,697	24.40%	240,877,831	47,246,134	381,209,992	381,209,992	0
2014	190,729,121	24.50%	237,457,755	46,728,634	358,645,683	358,645,683	0
2015	194,239,262	25.10%	242,993,316	48,754,054	339,189,856	339,189,856	0

All Liability Business

Year	(12) Total Premium at Rate Bureau Rates (1) + (5) + (9)	(13) Total Anticipated Premium (3) + (7) + (10)	(14) Amount of Deviation (13) - (12)	(15) Clean Risk Recoupment Factor	(16) Recoupment Amount (((1)+(7)+(9)) x (15))	(17) Overall Pct. Deviation ((14)+(16)) / (12)
2010	2,609,801,408	2,306,798,841	(303,002,567)	6.54%	174,357,156	-4.93%
2011	2,608,409,252	2,264,694,773	(343,714,479)	5.02%	133,440,387	-8.06%
2012	2,631,295,964	2,277,953,433	(353,342,530)	5.53%	148,647,866	-7.78%
2013	2,576,761,036	2,193,594,510	(383,166,526)	5.14%	134,873,969	-9.64%
2014	2,537,672,543	2,145,583,866	(392,088,677)	5.18%	133,871,981	-10.18%
2015	2,549,120,359	2,148,979,974	(400,140,386)	5.18%	134,569,895	-10.42%
6 year average:						-8.50%

Note: This exhibit is based on statistical plan data and Rate Bureau expense call data and reflects the Rate Bureau's best estimate of the information presented.

AUTO PHYSICAL DAMAGE

Year	(1) Std Phy Dam Premium at Rate Bureau Rates	(2) Deviation % From RB Manual Rates	(3) Std Phy Dam Anticipated Premium (1) x (2)	(4) Std Phy Dam Amount of Deviation (3) - (1)
2010	1,240,605,531	-17.95%	1,017,916,838	(222,688,693)
2011	1,233,557,107	-21.03%	974,140,047	(259,417,060)
2012	1,358,876,068	-22.72%	1,050,139,425	(308,736,643)
2013	1,409,829,785	-23.11%	1,084,018,122	(325,811,663)
2014	1,492,323,295	-25.15%	1,117,003,986	(375,319,309)
2015	1,683,935,476	-26.00%	1,246,112,252	(437,823,224)

Year	(5) Non-Std Premium at Rate Bureau Rates	(6) Deviation % From RB Manual Rates	(7) Non-Std Phy Dam Anticipated Premium (5) x (6)	(8) Non-Std Phy Dam Amount of Deviation (7) - (5)
2010	360,312,999	40.88%	507,608,953	147,295,954
2011	333,947,611	37.97%	460,747,519	126,799,908
2012	364,900,674	46.34%	533,995,646	169,094,972
2013	338,191,569	45.81%	493,117,127	154,925,558
2014	306,526,721	43.47%	439,773,887	133,247,166
2015	333,035,576	43.91%	479,271,497	146,235,921

Year	(9) Total Phy Dam Premium at Rate Bureau Rates (1) + (5)	(10) Total Anticipated Premium (3) + (7)	(11) Amount of Deviation (10) - (9)	(12) Overall Pct. Deviation (11) / (9)
2010	1,600,918,530	1,525,525,791	(75,392,739)	-4.71%
2011	1,567,504,718	1,434,887,566	(132,617,152)	-8.46%
2012	1,723,776,742	1,584,135,071	(139,641,671)	-8.10%
2013	1,748,021,354	1,577,135,249	(170,886,105)	-9.78%
2014	1,798,850,016	1,556,777,873	(242,072,143)	-13.46%
2015	2,016,971,052	1,725,383,749	(291,587,303)	-14.46%
			6 year average:	-9.83%

Note: This exhibit is based on statistical plan data and Rate Bureau expense call data and reflects the Rate Bureau's best estimate of the information presented.

North Carolina Motorcycle Net Deviations

Liability

Total	(1) Reported EP	(2) Deviation % from RB Manual Rates	(3) Premium at Rate Bureau Rates (1) / (2)	(4) Clean Risk Recoup %	(5) Recoupment Amount (A)	(6) Total Revenue (1)+(5)	(7) Difference (B) (6)-(3)	(8) Pct Difference (7) / (3)
<u>Year Ended</u>								
12/31/2013								
Vol	17,703,894	0.85732	20,650,353	5.14%	1,061,428			
Clean Risk Ceded	11,201,095	1.00000	11,201,095	5.14%	575,736			
OTC Ceded	2,375,990	1.24400	1,909,960	5.14%	122,126			
Total	31,280,979	Total	33,761,408		1,759,290	33,040,269	(721,139)	-2.14%
12/31/2014								
Vol	16,628,426	0.84726	19,626,032	5.18%	1,016,628			
Clean Risk Ceded	12,229,461	1.00000	12,229,461	5.18%	633,486			
OTC Ceded	2,364,168	1.24500	1,898,930	5.18%	122,464			
Total	31,222,055	Total	33,754,423		1,772,578	32,994,633	(759,790)	-2.25%
12/31/2015								
Vol	16,395,508	0.85105	19,265,050	5.18%	997,930			
Clean Risk Ceded	12,530,333	1.00000	12,530,333	5.18%	649,071			
OTC Ceded	2,280,935	1.25100	1,823,289	5.18%	118,152			
Total	31,206,776	Total	33,618,672		1,765,153	32,971,929	(646,743)	-1.92%
							3-year Average =	-2.10%

(A) Voluntary = (3) x (4)
clean risk = (3) x (4)
other than clean risk = (1) x (4)

(B) Column (7) represents the difference between the revenue generated through premiums collected and clean risk recoupment surcharges and the premium that would be collected if all risks were charged Rate Bureau rates.

North Carolina Deviations on Voluntary/Standard Business

Year	LIABILITY		Voluntary Writ. Prem.	Vol + Ced Manual Writ. Prem.	Amount of Deviation*	Voluntary Manual Writ. Prem.**	Deviations as % of Vol. Manual Writ. Prem.
	Vol + Ced Direct Writ. Prem.	Ceded Writ. Prem.					
2010	2,584,538,353	692,035,679	1,892,502,674	2,987,906,031	403,367,678	2,295,870,352	17.57%
2011	2,568,018,702	714,971,574	1,853,047,128	3,019,520,892	451,502,190	2,304,549,318	19.59%
2012	2,595,177,122	738,484,492	1,856,692,630	3,066,345,679	471,168,557	2,327,861,187	20.24%
2013	2,618,262,987	780,108,873	1,838,154,114	3,121,580,486	503,317,499	2,341,471,613	21.50%
2014	2,674,847,788	801,804,229	1,873,043,559	3,205,243,373	530,395,585	2,403,439,144	22.07%
2015	2,735,376,008	841,672,800	1,893,703,208	3,277,943,698	542,567,690	2,436,270,898	22.27%
Total	15,776,220,960	4,569,077,647	11,207,143,313	18,678,540,159	2,902,319,199	14,109,462,512	20.57%

PHYSICAL DAMAGE

Year	Phy Dam Direct Writ. Prem	Phy Dam Manual Writ. Prem	Amount of Deviation*	Deviations as % of Manual Writ. Prem.***
2010	1,137,808,434	1,386,702,437	248,894,003	17.95%
2011	1,154,889,508	1,462,516,167	307,626,659	21.03%
2012	1,244,234,572	1,609,969,887	365,735,315	22.72%
2013	1,309,156,267	1,702,579,293	393,423,026	23.11%
2014	1,353,336,753	1,807,978,538	454,641,785	25.15%
2015	1,470,562,221	1,987,206,164	516,643,943	26.00%
Total	7,669,987,755	9,956,952,486	2,286,964,731	22.97%

* Deviations from Rate Bureau rates on voluntary liability and standard physical damage business.

** Excludes Facility business

*** Excludes Non-Standard business.

PREFILED TESTIMONY
OF
RAYMOND F. EVANS, JR.

FEBRUARY 1, 2017

NONFLEET PRIVATE PASSENGER AUTOMOBILE INSURANCE RATE FILING
BY THE NORTH CAROLINA RATE BUREAU

Q: Would you state your full name and business address?

A. Raymond F. Evans, Jr., CPCU, 2910 Sumner Boulevard, Raleigh, North Carolina 27616.

Q. Are you employed by the North Carolina Rate Bureau ("Bureau")?

A. Yes.

Q. In what capacity?

A. I am the General Manager.

Q. How long have you been employed by the Bureau?

A. Since September 2000.

Q. Would you summarize your educational background?

A. I graduated from Ohio State University with a Bachelor of Science Degree in Accounting. I also have the designation of Chartered Property Casualty Underwriter.

Q. What was your work experience after graduation and prior to your employment by the Bureau?

A. From March 1966 to July 2000, I was employed by the State Auto Insurance Companies, Columbus, Ohio in various capacities, including the position of Executive Vice President of a subsidiary. I have extensive industry experience in underwriting and rate and form promulgation for private passenger auto.

Q. What is the Bureau's function with respect to rates for automobile insurance, and what is your role?

A. The Bureau files rates for nonfleet private passenger automobile insurance used by its members in North Carolina. My position as General Manager of the Rate Bureau requires me, upon direction of the Governing Committee, to file rates with the Commissioner of Insurance.

- Q. Can you identify Exhibits RB-1 through RB-28 dated February 1, 2017?
- A. Yes. This is the 2017 filing (the "Filing") submitted by the Bureau to the Honorable Mike Causey, Commissioner of Insurance, with respect to revised private passenger automobile and motorcycle insurance rates in North Carolina.
- Q. Do you know how the expense data underlying the private passenger automobile portions of the Filing were compiled?
- A. Yes.
- Q. Would you describe how they were compiled?
- A. The expense provisions included in the Filing were derived on the basis of a Special Call for Expense Experience that is issued on an annual basis by the Bureau to all member companies. The Special Call, or request for data, was sent to all member companies of the Bureau. The responses received from that Special Call were compiled, checked by the Bureau and furnished to Insurance Services Office ("ISO") for incorporation into the Filing.
- Q. Do you know how the premium, loss and expense data underlying the motorcycle portion of the Filing were compiled?
- A. Yes.
- Q. Would you describe how they were compiled?
- A. The premium, loss and expense provisions included in the Filing were derived on the basis of special calls for motorcycle experience that are issued to all member companies of the Bureau. The responses received from the special calls for 2013-2015 data were compiled, checked, reconciled and edited by the Bureau and furnished to ISO for incorporation into the Filing.
- Q. Can you identify the document marked Exhibit RB-2 and entitled the North Carolina Personal Auto Manual?
- A. Yes. The North Carolina Personal Auto Manual is a manual of the rules, rates and classifications used for policies of nonfleet private passenger automobile and motorcycle insurance in North Carolina. This manual was approved by the Commissioner of Insurance and is on file with the North Carolina Department of Insurance. A copy of this Manual is maintained at the offices of the Bureau.
- Q. Has the Bureau furnished to ISO, for use in the Filing, information appearing in the Annual Statements and the Insurance Expense Exhibits of its member companies?
- A. Yes.
- Q. How was that information obtained by the Bureau?
- A. Information from the Annual Statements and the Insurance Expense Exhibits

was obtained from a special data call by the Bureau, based on NAIC approved submissions of Annual Statements and Insurance Expense Exhibits filed by the companies with the Insurance Department. The Annual Statements and the Insurance Expense Exhibits are part of the official records maintained at the Department of Insurance.

Q. What is a "deviation?"

A. In the context of this filing, a deviation is a variation from the approved Bureau manual rates. In North Carolina the Bureau establishes the rates, subject to approval by the Commissioner of Insurance, for coverages within its jurisdiction. Companies may deviate downward from those rates with the approval of the Commissioner. Companies may deviate upward on physical damage coverage through the consent-to-rate procedures. Rates above the approved Bureau liability rates may be charged if a risk is ceded to the North Carolina Reinsurance Facility and is not a "clean risk" as that term is defined in the North Carolina statutes.

Q. Do companies that deviate from Bureau rates in North Carolina report these deviations to the Bureau?

A. The companies are required by statute to file a copy of their downward deviation filings with the Bureau. The original is filed with the Department of Insurance and a copy of each approved deviation is forwarded to the Bureau. The Bureau maintains a list of all such deviations in force. Companies report consent-to-rate data in the Bureau's special call for expense experience. The North Carolina Reinsurance Facility furnishes data to the Bureau on Facility premiums.

Q. In connection with the preparation of the Filing, did the Bureau furnish information with respect to deviations from Bureau rates to ISO?

A. Yes. Using information from the responses to the special calls for expense experience, we furnished to ISO data with respect to the historical levels of downward deviations and consent-to-rate premiums in North Carolina. We also furnished to ISO data with respect to the calendar year written premiums on business ceded to the North Carolina Reinsurance Facility for the years corresponding to the years for which deviation data were furnished.

Q. Was the Special Call, Annual Statement, Insurance Expense Exhibit, Reinsurance Facility and deviation information which the Bureau furnished to ISO in connection with the Filing correct and accurate to the best of your knowledge, information and belief?

A. Yes.

Q. To the extent that actuarial expertise was necessary in the preparation of this Filing, where did the Bureau obtain that expertise?

A. Actuarial expertise was obtained from Insurance Services Office, from the members of the North Carolina Rate Bureau's Automobile Committee and from Ms. Claudine Modlin. The majority of the Automobile Committee is made up of

actuaries who review the data underlying the Filing and make recommendations to the Governing Committee of the North Carolina Rate Bureau as to the items contained in the Filing. Insurance Services Office is employed by the Bureau to provide actuarial services to the Bureau for, among numerous other things, preparation of this Filing. Ms. Modlin has been employed by the Bureau to provide actuarial advice relating to the analysis of the experience and to assist in the preparation of this Filing. In addition, the Bureau has an actuary on its staff who participated in the committee review and discussions of the rate review and assisted in preparation of the Filing.

Q. What is the proposed effective date of the rates in the Filing?

A. The effective date is October 1, 2017. The new rates will apply to all policies becoming effective on or after October 1, 2017.

Q. Does the Filing propose changes in the relativities used to determine motorcycle rates?

A. Yes.

Q. Would you define a "relativity?"

A. A relativity is a percentage or a factor.

Q. How are motorcycle rates determined and why did the Bureau request these relativity changes for motorcycle insurance?

A. A separate rate level analysis is conducted for motorcycle insurance. Then, motorcycle liability rates are displayed as a percentage of the private passenger automobile rates. In order to factor in the effects of the increase for the private passenger automobile rates, the Bureau filed changes in the relativities used to establish the motorcycle liability premiums. If the automobile rate changes proposed in the Filing are not implemented in their entirety, it will be necessary to increase the relativities used to establish the motorcycle rates. The relativity changes for motorcycle liability premiums contained in the Filing assume that the entire private passenger automobile liability rates are implemented as filed.

Q. How many companies are presently licensed to write automobile insurance in North Carolina?

A. As of January 1, 2017, there were 656 companies licensed to write nonfleet private passenger automobile insurance in North Carolina.

Q. How many companies actually write automobile insurance in North Carolina?

A. Based upon information in the 2015 Annual Statements, 154 companies actually wrote automobile liability insurance and 159 companies actually wrote automobile physical damage insurance in North Carolina.

Q. Do the Filing and the materials submitted to the Commissioner with it include, to the extent available, the information to be furnished in connection with filings

under Article 36 of Chapter 58 of the General Statutes?

A. Yes. Those data that were available have been submitted to the Commissioner along with the Filing. As shown and explained in that submission, some data were not collected or, if collected, were not retrievable from the statistical data in the form requested. The individual circumstances with respect to such data are explained in the submission.

Q. Does that complete your pre-filed testimony?

A. Yes.

**PREFILED TESTIMONY
OF
JARED SMOLLIK**

**2017 PRIVATE PASSENGER NON-FLEET
AUTOMOBILE INSURANCE RATE FILING
BY THE NORTH CAROLINA RATE BUREAU**

- Q. Please state your name and business address.
- A. My name is Jared Smollik. My business address is ISO Solutions, 545 Washington Boulevard, Jersey City, New Jersey.
- Q. By whom are you employed?
- A. I am employed by Insurance Services Office, Inc. ("ISO") and have been employed by ISO since October 20, 2003.
- Q. What are your responsibilities at ISO?
- A. I am generally responsible for managing and overseeing the operations of ISO's actuarial products for Personal Automobile insurance. My responsibilities include the management of ISO's total ratemaking operation as it pertains to private passenger automobile insurance. We are generally responsible for doing everything that pertains to ratemaking for the personal automobile coverages, including reviewing experience, making filings, analysis of classification plans, etc. ISO is involved in ratemaking for the personal automobile coverages in general in all 50 states plus the District of Columbia and Puerto Rico.
- Q. What is your employment background?
- A. I have been employed by ISO for over thirteen years in various actuarial positions. I was hired as an Actuarial Assistant in the Commercial Auto Division in 2003 and promoted to Senior Actuarial Associate. I was later transferred and promoted to manager in the Increased Limits and Rating Plans Division, where I was responsible for the increased limits reviews and filings for commercial and personal auto and other lines of business. Following that, I was promoted to Principal of the Customer Strategy and Solutions Division, where I served as a technical expert, identifying customer needs and working with different areas within ISO to provide solutions. In 2014 I was named Actuarial Director of Product Development for Personal Auto at ISO, where I have responsibilities for the management and development of actuarial products for personal auto.
- Q. What is your background in actuarial science and your educational background?

A. I have a Bachelor of Science degree in Mathematics and Finance from Rutgers College and the Rutgers Business School. I am a Fellow of the Casualty Actuarial Society ("CAS") and a member of the American Academy of Actuaries. I am in good standing with both of those organizations and have met their requirements for continuing education. I also earned the Chartered Enterprise Risk Analyst designation through the CAS. I am currently a member of the CAS Examination Committee and I am the CAS University Liaison to Rutgers College-New Brunswick. In 2012, the CAS awarded me with the Management Data and Information Prize for a call paper I co-wrote about telematics, a topic about which I am one of ISO's leading actuarial experts.

Q. Are you familiar with automobile ratemaking in other states?

A. As part of my duties and through my experience working at ISO, I am familiar with the data collection and ratemaking procedures in use in North Carolina and other states. At the present time, I am responsible for supervising the preparation of filings for all states and the District of Columbia and Puerto Rico.

Q. What work have you performed with respect to the Rate Bureau's 2017 automobile rate filing in North Carolina?

A. Through ISO I have been involved in the preparation of the 2017 automobile rate filing for the Rate Bureau in two respects. First, ISO is one of three statistical organizations that collect rate-related statistical data from the companies writing automobile insurance in North Carolina. The Independent Statistical Service, Inc. ("ISS") and the National Independent Statistical Service ("NISS") are the other statistical organizations that collect such data. The three statistical organizations subject the data that are reported to them to a series of verification edits and then consolidate the data. The data which ISS and NISS collect are sent to ISO and consolidated with the ISO-collected data in the proper format so that they can be reviewed to determine whether rates are adequate or inadequate. ISO then produces the hard-copy exhibits of the combined data in a format and detail necessary for ratemaking.

Second, ISO provides consulting actuarial services directly to the Rate Bureau. I oversaw this aspect of the Rate Bureau's private passenger automobile insurance rate filing. My staff compiled the ratemaking data to be reviewed by the Automobile Committee in preparation of the rate reviews. Under my supervision, my staff put together the vast majority of the data and information contained in Exhibit RB-1. I have participated in all of the discussions of the Automobile Committee and Governing Committee in the rate reviews and preparation of the filing.

Finally, I have reviewed the filed rates to determine if they are calculated in accordance with the Casualty Actuarial Society's (CAS) Statement of Principles Regarding Property and Casualty Insurance Ratemaking. In accordance with Actuarial Standard of Practice No. 17 Expert Testimony by Actuaries, I conducted my review in terms of reasonableness rather than solely in terms of whether there is precise agreement on each issue. In addition, I

applied the rate standards set forth in North Carolina General Statute 58-36-10(2), i.e., that rates must not be excessive, inadequate or unfairly discriminatory.

Q. Mr. Smollik, could you describe generally the steps taken to ensure that the statistical data contained in this filing are reasonable and reliable for ratemaking purposes?

A. Yes. The data received from the companies are subject to various edits which check for the validity of the coded information and the appropriateness of the relationship of the codes to each other on each record. After the data have been edited at the transaction level, they are subject to a set of distributional edits which check that the distribution of the data is consistent with a company's prior submissions. The data are also balanced on a company-by-company basis to statutory Page 14 of the Annual Statement. After all these checks and reviews have been made on a company basis, the aggregate data are reviewed for overall reasonableness. This includes checking to see that the changes observed in various summary totals are consistent with known activities and other compiled information, as well as previous years' statistics.

In addition, the Rate Bureau requested that the statistical agents provide the companies that are on the Auto Committee with their own and the industry data distributions by class, territory and deductible. These data were provided to them in order to verify that the data compiled by the statistical agents accurately represents the company's writings in each of the last three years. To the best of my knowledge, these reviews did not raise any question regarding the reasonableness and reliability of the data for ratemaking purposes.

Based on all of these data checks performed by ISO, the Rate Bureau concluded that the data were appropriate for determination of revised rate levels and rate relativities.

Q. Would you describe the data utilized in Exhibit RB-1?

A. The ratemaking experience reflected in Exhibit RB-1 is, in general, the data which has been supplied by the individual insurance companies to the statistical organizations and consolidated into the appropriate format and detail for ratemaking as described above. The supporting data for the rate level changes for bodily injury liability, property damage liability, medical payments, comprehensive and collision coverages are contained in Section C. Three years of exposure, loss and expense experience are displayed for each of the coverages in Section C. The three years are the years ended December 31, 2013, December 31, 2014, and December 31, 2015. The Automobile Committee discussed the number of years of experience to be used in determining indicated rates. After the indicated required premium per exposure for each of the years was produced, the Committee reviewed and considered the results for each year. After consideration of the three years of data, the Committee concluded, based on standard actuarial credibility considerations, and balancing the issue of stability versus responsiveness, that the exposure distributions and the losses and expenses attributable to these exposures for the year ended December 31, 2015 were fully credible and could be given 100% credibility weighting for calculating anticipated rate level needs. Accordingly, the mathematical calculations underlying the

indicated rate level changes and filed rate changes are based on the exposure distribution, loss and expense experience for the year ended December 31, 2015. This is the same weighting procedure that has been utilized by the Rate Bureau in previous automobile insurance rate filings since the inception of the Rate Bureau in 1977, and it is used on all coverages except for uninsured motorists, underinsured motorists, excess limits of bodily injury and property damage liability and motorcycles, as noted later.

The loss experience used in the filing for the liability and medical payments coverages is what we call "accident year" experience. I can explain that best by giving you an example. The losses for the accident year ended December 31, 2015 consist of all losses caused by accidents which occurred during the one year period ended December 31, 2015. If an accident occurred December 29, 2014 and resulted in either a loss being paid or a reserve being established after January 1, 2015, that loss would be a part of the accident year losses for the period ended December 31, 2014. The test for breaking losses down into accident years is the date the accident occurred.

For the collision and comprehensive coverages, the loss experience used in the filing is "calendar year" experience. This means that the losses include all payments which are made during the particular year. For example, if an accident occurs on December 29, 2014 and the loss is actually paid on January 10, 2015, this would be a loss during the calendar year ended December 31, 2015. The reason we do not use "accident year" experience for physical damage coverages is that the lag between the time an accident happens and the time the loss is paid is usually very short and the difference between accident year and calendar year experience is nominal. The use of calendar year experience has long been accepted for the physical damage ratemaking.

Q. What data are included in the preparation of the indicated required premiums in the filing?

A. The Bureau calculated the needed average indicated premiums by using the loss and expense experience of all drivers who apply to the companies for the coverages in this filing.

Since the rate level calculation is made using a pure premium methodology, the indicated average rate is simply determined as the sum of prospective average loss and loss adjustment expense per exposure, the prospective expenses per exposure for general and other acquisition expenses, a provision for prospective variable expenses (commissions, premium taxes, etc.) and a provision for underwriting profit.

Q. Does the filing contain an exhibit which shows the criteria for determining the credibility to be assigned to a single year's data?

A. Yes. The credibility table at the top of page D-40 of the filing shows the number of claims which are necessary for assigning full credibility to a single year's data. It also shows the number of claims that would be necessary for assigning partial credibility. These are the criteria which are currently used by ISO on a countrywide basis. These credibility standards

are based on a formula described in the paper "On the Credibility of the Pure Premium" by Mayerson, Jones and Bowers. This paper was published in the Proceedings of the Casualty Actuarial Society for 1968, Volume LV. The full standard of 4,000 claims is based on the criterion that the observed (actual) pure premium should be within 5% of the expected pure premium with a probability of 95%. In simpler terms, we are using a P (probability) value of 95%, and a k (tolerance) value of plus or minus 5%.

The chart shows that if the average number of claims is 4,000 or greater, 100% credibility should be assigned to the latest year's data, with zero weight being assigned to data for the earlier years. The average number of claims is the average for the two latest accident years. If the average number of claims for a particular coverage over a two year period were 3,700, that would mean that you should use both years' experience in calculating rates. Ninety (90%) percent weight should be given to the latest year and 10% to the earlier year.

- Q. Was this criteria for determining the accident year weights applied to all coverages?
- A. No, as I mentioned earlier, there were exceptions to this criteria—uninsured motorists, underinsured motorists, excess limits of bodily injury and property damage liability and motorcycles. Since the experience for the uninsured motorist coverage can be less stable, an exposure-weighted average of the latest three years was used. For underinsured motorists the three year average is used because of the leveraged nature of the coverage, an excess cover over the party at fault's underlying bodily injury coverage. This could lead to relatively unstable results from year to year, as the losses are subject to the mix of the limits purchased and at fault in the accidents. (It is worth noting that while the data shown appears to be quite stable, the potential for large claims should be recognized since this analysis is on a total limits basis. This possibility is addressed through the use of a three year experience period.) Similarly, for excess limits of coverage for bodily injury and property damage liability, a three year experience period is used due to the potential for variability in the year to year results for higher layers of coverage. For motorcycles, a premium-weighted average of the three latest years was used.
- Q. Page D-40 also has a table showing the factors for territorial credibility. Please explain that.
- A. Once the statewide rate change is determined, it is necessary to apply the overall change to each of the territories in the state. The territory credibility table is used to determine how much credibility is assigned to the three-year experience for a particular territory. The reason for the difference in the number of claims as between statewide credibility and territorial credibility is that, for the development of rates by territory, a wider confidence interval is permitted. We use a 90% confidence interval for territory purposes, but a stricter 95% confidence interval for the statewide rate level calculation.
- Q. Please explain the trend credibility table in the lower right-hand portion of page D-40.
- A. In some states the number of claims is so small that full credibility should not be assigned to the calculated trends. That is clearly not the case in North Carolina. The trend credibility

table shows that 10,623 claims are necessary for full credibility for trends. With the exception of the uninsured and underinsured motorist coverages, the number of claims far exceeds that standard. Therefore it is appropriate for the bodily injury, property damage, medical payments, collision and comprehensive coverages to give the trend calculations full credibility. This does not mean that the past trends will necessarily continue into the future. That is something which we have to consider and evaluate carefully. It does mean, however, that we can be confident that the trend calculations are accurate representations of what did in fact occur during the period covered by the trend calculations.

Q. As part of your testimony, have you prepared an exhibit that shows the average number of claims over the last two accident years for each of the coverages in the filing?

A. Yes. Page D-41 shows the average number of claims for the accident years ended December 31, 2014 and December 31, 2015. It shows that for bodily injury, property damage, medical payments, comprehensive and collision coverages, the average number of claims was far in excess of the 4,000 claim threshold, which is the standard for assigning full credibility to the latest year. Accordingly, for the purpose of calculating the statewide rate indication for each of these coverages, it is actuarially sound and reasonable to give 100% credibility weight to the data for the accident year ended December 31, 2015. Due to the potential year to year variability in loss experience for uninsured motorists and underinsured motorists coverage, the Rate Bureau uses three years of experience in determining the statewide rate indication for these coverages, with each year given weight proportional to its earned car years. Using three years of data for uninsured and underinsured motorists coverages includes sufficient experience to exceed the 4,000 claim standard for full credibility for calculating the rate indication for these coverages, respectively.

Q. Mr. Smollik please turn to page C-1 of Exhibit RB-1. Would you explain what that page is.

A. Page C-1 is what we call a statewide indicated average rate level calculation for the liability coverages for North Carolina. Although technically the medical payments coverage is not a liability coverage, for ratemaking purposes we generally treat it as such. Therefore, if I refer in my testimony to the liability coverages, it includes not only bodily injury and property damage but also the medical payments coverage unless I specify otherwise. Page C-1 is a determination of what the indicated average rate levels are for bodily injury, property damage, and medical payments coverages.

Q. The column on page C-1 for bodily injury contains a reference to "30/60". What does that mean?

A. The reference to "30/60" is a common way of labeling the policy limits and means \$30,000 per person and \$60,000 per accident. These are the minimum bodily injury liability policy limits which are needed to comply with the financial responsibility laws in North Carolina. Here we are calculating the indicated average rate that is needed for this "basic limits" coverage. We assume that losses are "capped" at these basic limits. This means that the

indicated average rate we get from the calculation is the actuarially sound average rate assuming everyone in North Carolina purchased basic limits coverage. We follow a separate procedure to determine what the additional premium should be for those people who buy higher limits, and the results of that procedure are incorporated at the end of the calculation on page C-1 in order to get the total limits premium. This use of "basic limits" losses for the purpose of determining the statewide indicated average rate is the proper procedure to be followed. As far as I am aware, the use of basic limits data is widely accepted. To illustrate how it works, assume that a person bought a policy with 100/300 bodily injury policy limits and had an accident which caused his insurance company to make a payment to a claimant of \$75,000. The losses which are shown on line 1 would include only \$30,000 as opposed to the \$75,000 total loss.

Q. Referring to line 1 on page C-1 under the bodily injury column, what are "reported incurred losses and allocated loss adjustment expense"?

A. The reported incurred losses on line 1 are the losses resulting from accidents which occurred during the one year period ending December 31, 2015. The figure includes both losses which have already been paid and losses which are not yet paid and are represented by outstanding claim reserves. The figure also includes allocated loss adjustment expenses. Allocated loss adjustment expenses are expenses which relate to a specific claim. For example, the fees which an insurance company pays to attorneys to defend a claim would be classified as allocated loss adjustment expenses. On the other hand, adjustment-related expenses which cannot be identified to a specific claim are called unallocated loss adjustment expenses. An example of this would be the salaries and overhead associated with operating a company's in-house claims department. Allocated loss adjustment expenses are included in line 1; unallocated loss adjustment expenses are not.

Q. Have the losses and allocated loss adjustment expenses as reported by the companies been adjusted in any way to get to the number in line 1?

A. Yes. As I mentioned earlier, ratemaking is done on a basic limits basis. For that reason we adjust the reported bodily injury losses by eliminating those losses which exceed the amount which would have been paid had the policy limits been 30/60. The same process is used for property damage, by eliminating losses that exceed the minimum financial liability limit of \$25,000. For medical payments, there are no financial responsibility laws with which to comply and the losses utilized for ratemaking are on a total limits basis.

Q. Would you please explain lines 2 and 3 on page C-1?

A. Yes. Those lines reflect the incorporation of loss development into the calculation. Line 2 shows the loss development factor, and line 3 is the result of multiplying the incurred losses and allocated loss adjustment expenses in line 1 by that loss development factor. As I mentioned a moment ago, the losses on line 1 of page C-1 do not include losses which are not yet reported. By definition, since they are not yet reported, we cannot simply take a reported number and add it in. They are included by what is known as an adjustment for

IBNR (incurred but not reported) losses. This is accomplished through the use of loss development factors. The losses as they are reported to us cover all accidents which occur during the one year period ended December 31, 2015. When they are reported to us they are evaluated as of March 31, 2016. As of March 31, 2016, some of the losses have already been paid and some have not. The unpaid losses are represented by loss reserves. The loss reserves, of course, are estimates of what will ultimately be paid on these outstanding claims. Since we want the estimates to be as accurate as possible, we look at history to see how losses have changed, or "developed," in the past from the time they were initially reported to the time they were ultimately paid. For example, if we look back and see that historically there has been a 1% increase in the amount of losses from the time they were initially reported as reserves until the time they were ultimately paid, we would logically assume that the same development pattern will hold true for losses incurred during the year ended December 31, 2015. Accordingly, under this example, we would make an adjustment by increasing the losses as they are initially reported to us by 1%.

Q. What causes losses to change or develop as you have described?

A. The losses which are paid as of the date of the initial reporting, of course, do not change. As to the reserve portion of the losses, however, changes would typically result from the fact that the ultimate loss payments are more or less than estimated at the time of the initial report. Another factor would be the late reporting of claims. For example, if an accident occurred on December 28 of any given year and for some reason was not timely reported to the company, it might very well be that the losses as initially reported would not include any provision for that particular claim. By the time of the next year's evaluation, however, the claim would have worked its way into the system and the total loss would include either the paid amount or the reserved amount for that particular claim. This would cause an upward development in the losses as initially reported.

Q. Will you please refer to page D-17 of RB-1 and explain how the loss development factor for bodily injury in the filing was calculated?

A. Yes. In the top section of that page the combined voluntary and ceded losses evaluated as of 15, 27, 39, 51 and 63 months for the accident years for which data are available are shown. The first entry for the accident year ended December 31, 2011 is \$654,278,886. This is in the column which is labeled "15 Months." This is the first evaluation of the losses caused by accidents which occurred during the year which ended December 31, 2011. The evaluation was made as of March 31, 2012 -- 15 months after the beginning of the accident year. Twelve months later (March 31, 2013), the losses caused by accidents which occurred during the year ended December 31, 2011 had grown to \$671,130,623. This is the evaluation as of 27 months after the beginning of the accident year. This increase from roughly \$654 million to \$671 million represents a growth in losses, or a positive development, of 2.6% (1.026) as shown in the column on the lower portion of the page labeled "15 to 27 Mos." As shown on page D-17, we have looked at the average development from 15 months to 27 months over the three year period of accident year 2012 to 2014 and over the latest five years. The average development for the three years was

1.030 or 3.0%, and the average development for the latest five years was 1.033 or 3.3%. As in the past, the Automobile Committee decided to use the factors based on the three year averages. I believe that such factors provide the best balance of stability and responsiveness.

Q. Does page D-17 also show development figures for periods later than 27 months?

A. Yes. Studies have shown that for the bodily injury liability coverage virtually all losses have been paid by the time of the evaluation at 63 months after the beginning of an accident year. For that reason we also calculate loss development factors for the periods from 27 months to 39 months, 39 months to 51 months and 51 months to 63 months. For example, by the time of the 39 month evaluation the losses for the accident year ended December 31, 2011 had grown to \$676,256,932. This represents a change of 0.8% in the losses for the same accident year evaluated as of 27 months. The average development over the period 27 months to 39 months for the three most recent years for which the data are available was 1.008 or 0.8%.

Q. Are the data which were used to determine loss development for later periods also shown on page D-17?

A. Yes. The figures showing how losses developed from the 39-month evaluation to the 51-month evaluation and then the 63-month evaluation are also shown on that page. The development factors were calculated in the same manner I just described for the "15 to 27" and "27 to 39" development factors. As you can see on the page, we have had to use earlier accident years to get the later evaluations. This is because we do not yet know what the ultimate developments will be on the later accident years.

Q. Will you explain how the loss development factor used to determine the ultimate payment value of the accident year ended December 31, 2015 losses was determined?

A. Yes. The development factors for each of the applicable periods, as shown on page D-17, are:

<u>Development Period</u>	<u>Factor</u>
15 to 27	1.030
27 to 39	1.008
39 to 51	1.003
51 to 63	1.000

If you multiply all of these factors, you will get the average development from the initial evaluation at 15 months to the ultimate payment value at 63 months. The result of that multiplication, rounded at each step, is 1.041 or 4.1% total development. Since losses have historically increased or developed by 4.1% from the time they are initially reported to the time they are paid, the assumption is that the losses for the accident year ended December 31, 2015 will do likewise. Accordingly the developed losses shown in the filing for the

accident year ended December 31, 2015 include a 4.1% upward adjustment for loss development.

Q. Is this the same loss development procedure that has been employed in previous automobile insurance rate filings in North Carolina?

A. Yes.

Q. Please refer to line 5 of page C-1. With reference to the column headed "Bodily Injury," please tell us what the figure \$84,841,459 represents.

A. These are the unallocated loss adjustment expenses associated with accidents that occurred in the accident year ended December 31, 2015. As I explained earlier, unallocated loss adjustment expenses are those loss adjustment expenses which cannot be attributed on an accident-by-accident basis. That number is the result of multiplying the developed losses and ALAE in line 3 by the factor of 0.134 in line 4. The factor of 0.134 is derived from the Rate Bureau's 2016 North Carolina expense call for 2015 data, depicted on page D-29, by calculating the ratio of unallocated loss adjustment expense to the sum of incurred losses and allocated loss adjustment expenses.

Q. Have you reviewed the Rate Bureau's compilation of the expense data furnished by its member companies in response to the special call?

A. Yes, I have. When ISO gets the expense information from the Rate Bureau, we routinely review it relative to earlier years for consistency.

Q. Please refer to page C-1, line 6 entitled "General and Other Acquisition Expenses." With reference to the figure \$149,289,527 shown under the column headed "Bodily Injury," what does that figure represent?

A. These are the general and other acquisition expenses associated with the accident year ended December 31, 2015. These are the fixed expenses for that year. They are fixed in that they do not vary as a direct function of the premium collected. For example, employee salaries (other than claims employees) would be classified as either general expenses or other acquisition expenses. Those salaries are fixed in the sense that they do not vary directly as a function of premium. Such things as commissions and premium taxes, on the other hand, are examples of expenses which do rise or fall directly with premium. Line 6 of page C-1 represents the expenses (other than claims-related expenses) which are fixed in this sense.

The amounts shown on line 6 for each of the coverages are also derived from the most recent special call responses received by the Rate Bureau. The figures reported in response to the special call are total general expenses and total other acquisition expenses. It would not be appropriate to include the total figures actually reported since some of those expenses

should be allocated to the "increased limits" portion of the total rates. Since what is calculated on page C-1 is the required premium needed for basic limits, we use only those fixed expenses which are attributable to the basic limits premium. As shown on page C-2 at footnote (c), the total limits fixed expenses were 7.1% for general expenses and 9.8% for other acquisition expenses, for a total of 16.9% of total limits collected earned premium for voluntary and ceded collected earned premium and 5.9% for general expense and 8.2% for other acquisition expense of the voluntary and ceded manual earned premium. (The data for these percentages is shown on page D-29.) By multiplying these percentages times the basic limits premium on a collected level for voluntary premium and on a manual level for ceded business for policies associated with the year ended December 31, 2015, you get the total fixed expenses which are attributable to the basic limits coverage. This is shown on pages D-32 and D-33.

- Q. What is the assumed effective date which was used in the preparation of the present filing?
- A. The filed rates have a proposed effective date of October 1, 2017 for new and renewal business.
- Q. Would you please explain line 7?
- A. The figure 6,842,629 in line 7 displays the earned exposures for the bodily injury coverage for the year 2015. An earned exposure represents one car insured for one year. Thus, the 6,842,629 represents the number of cars that were provided with coverage under the Bureau's non-fleet private passenger automobile policy during the year 2015. The earned exposures will serve as the denominator in the calculation of the projected values that will be used in calculating the required per risk premium.
- Q. Would you please explain lines 8 through 10?
- A. These lines are shown for general information purposes. The incurred claims in line 8 are multiplied by the claim development factor in line 9 to produce the number of developed claims in line 10.
- Q. Referring to page C-1, please explain what is meant by line 11 -- Average Annual Change in Losses and ALAE.
- A. What the Rate Bureau is doing in the filing is making rates to cover policies issued for new business and for renewals of existing business during the period October 1, 2017 through September 30, 2018. In order to do that, it is necessary to project the amount of losses which will be covered under policies issued during that period. Since we know that losses change because of such things as changes in accident frequency and changes in injury and damage costs, it would not be appropriate to assume that the losses covered under 2017 and 2018 policies will be the same as the losses which are shown on line 3 for the accident year ended December 31, 2015. The purpose of line 11 is to trend the losses which are shown on line 3 to the anticipated level for 2017 and 2018 policies. Line 11 shows what is generally

referred to as the trend factor. It is the anticipated annualized rate of change in losses. For the bodily injury liability coverage, the annual factor is 1.020 or 2.0% per year. These are referred to as "pure premium" trends. In order to apply that annual trend to policies to be written under the new rates, the trend is applied over a period of 3.04 years, as shown in line 13 on page C-1. Mathematically this is done by raising the factor of 1.020 to the 3.04 power. This gives you the total amount of the trend projection.

Q. How were these trends determined?

A. They were selected by the Automobile Committee based on its review and discussion of a variety of information. Much of the information they reviewed was provided by ISO. The primary data for this analysis are what we refer to as "internal" trend data. These are the cost and frequency data for all companies writing private passenger non-fleet automobile insurance in North Carolina, for which trend lines were determined for several different time intervals both on a linear and on an exponential basis in order to determine what the actual changes for both cost and frequency have been in the recent past. This information is included in the filing at pages H-424 through H-468.

Fast Track data were also provided. This is data from the Fast Track Monitoring System, a program administered under the auspices of the National Association of Insurance Commissioners ("NAIC"). This program was developed in the 1970s in response to a concern that the internal trend data were not produced currently enough to indicate the most up-to-date trends in accident frequency or severity. Fast Track data are collected, as the name implies, on a more expedited basis from among a number of the larger automobile insurance writers. There are a number of problems with Fast Track data. For instance, they do not include the trend data of all insurers and are not subjected to the verification procedures which are applied to the internal trend data. Further, the Fast Track data, which are also compiled on a calendar year basis, are somewhat biased due to the relative growth of participating companies and the share of the market in claims and exposures they represent. Nonetheless, they can be useful on some coverages as a tool to assist in making judgments about likely trends where they are more current than other available data. It should be noted that the Fast Track data displayed in this filing are the same Fast Track data supplied directly to the Commissioners by ISS, including data reported to ISO, ISS, and NISS. The Fast Track data and trend calculations are included in the filing at pages H-411 through H-423.

Q. Was there any other trend information provided to the Automobile Committee?

A. In addition to the internal trend and the Fast Track trends, various external information were provided. This information included various government indices and statistics with respect to gasoline prices and miles driven.

Q. Is there any one mathematical procedure which can be used to determine the average annual change in pure premium?

A. No, there is not. The determination of an average annual change based on trend curves will give an accurate calculation as to what the past trend has been. However, the trend numbers calculated in that fashion should be used as a prospective trend factor only to the extent that one anticipates that the past trends will continue into the future .

Q. Have you reviewed the trends used in the filing?

A. Yes. The Rate Bureau adopted for use in the filing the selections made by the Automobile Committee. Those are set out below:

COVERAGE	COST	FREQUENCY	PURE PREMIUM
Bodily Injury (B/L)	-1.0%	3.0%	2.0%
Bodily Injury (T/L)	-0.5%	-	-
Property Damage	4.0%	3.5%	7.6%
Medical Payments	0.5%	1.5%	2.0%
Comprehensive	2.5%	0.0%	2.5%
Collision	3.0%	3.5%	6.6%
Uninsured Motorists (BI)	1.0%	0.0%	1.0%
Uninsured Motorists (PD)	4.0%	2.0%	6.1%
Underinsured Motorists	-1.0%	1.0%	0.0%

Q. Do you have an opinion with respect to the reasonableness of these trends?

A. Yes, based on my own review of the data, I do. I believe that the Rate Bureau has been reasonable in its trend selections.

For bodily injury coverage, the Rate Bureau has selected a claim cost trend of -1.0% for basic limits and -0.5% for total limits, based on selecting a value that reflects the relative stability of bodily injury claim costs at both basic and total limits over the entire trend experience period.

For bodily injury claim frequency, the Rate Bureau selected +3.0%. The Bureau examined the fitted paid claim frequency data and noted that the annual rate of change for claim frequency showed variability over the 24 point, 15 point, 12 point, 9 point and 6 point fits. The longest term fit was slightly negative, while the most recent data showed steadily increasing claim frequencies, as evidenced by the positive shorter term fits. The +3.0% selection reflects an expectation that the recent increases in claim frequency will continue during the prospective period.

For property damage coverage, the Rate Bureau selected a cost trend of +4.0% and a frequency trend of +3.5%. The +4.0% selection for cost falls within the fairly narrow range of the longer term and shorter term fitted annual rates of change. The selection of the +3.5% frequency change reflects the positive fitted changes over both the long term and short term trend periods while giving additional consideration to the rapid increases in property damage claim frequency over the recent term.

For medical payments coverage, the Rate Bureau selected a cost trend of +0.5%. This selection for claim cost falls within the range of the shorter and longer term fits. For medical payments frequency, the Rate Bureau selected a value of +1.5%. This selection was made to reflect the recent increases in medical payments claim frequencies, while giving consideration to the more stable longer-term trends.

Because of the way claims appear to have been reported during the various catastrophic events that have occurred in North Carolina, the Auto Committee examined comprehensive trend data excluding wind and water and "all other" property damage losses.

For comprehensive, the Rate Bureau selected a cost trend of 2.5%. This is based on fitted changes for the various deductibles for data through June 30, 2016 as follows:

	Full Coverage	\$50 Deductible	\$100 Deductible	\$250 Deductible	\$500 Deductible
15 Points	-0.1%	-1.6%	-0.4%	-3.3%	2.2%
12 Points	1.2%	0.5%	1.9%	-1.4%	9.3%
9 Points	2.8%	3.9%	5.9%	1.7%	24.5%
6 Points	6.7%	17.3%	4.4%	-4.1%	18.9%

The selection of the 2.5% cost trend was based on the observed annual rates of change for the various deductibles, with some emphasis on the rates of change for the full coverage, \$100 and \$500 deductibles, since these are the most commonly purchased options. Reliance on the rates of change for the 12 point and 9 point fits balances the short and long term considerations and supports the selection of 2.5%.

For comprehensive, the Rate Bureau selected a cost frequency trend of 0.0% based on the observance that, for most deductibles, the data has exhibited a cyclical pattern over the trend experience period.

The underlying comprehensive claim cost and frequency data is found on pages H-433 through H-446.

For collision cost trend, the Rate Bureau selection of 3.0% is supported by the data found on pages H-447 through H-452A. The fitted annual rates of change for the predominant deductibles (\$250 and \$500) are within a range of +2.0% to +5.8%, while the fitted rates of

change are positive for all other deductibles. Based on this pattern the Auto Committee selected a cost trend of 3.0%.

For collision frequency trends, the Rate Bureau selection of 3.5% is primarily based on the rates of change in the claim frequency for the \$250 and \$500 deductibles, while noting the recent increases in claim frequencies for all deductibles. Collision frequency data is shown on pages H-453 through H-458A.

The UM BI claim cost trend factor of 1.0% is based on the fits found on page H-463. The selected value falls within the narrow range of the fitted values.

The UM BI claim frequency trend factor of 0.0% is based on the fits found on page H-465. The selected value reflects the recent increases after a period of declining claim frequencies.

The UM PD claim cost trend factor of 4.0% is based on the fits found on page H-464. The selected value falls near the average of a wide range of the fitted values.

The UM PD claim frequency trend factor of 2.0% is based on the fits found on page H-466. The selected value reflects the recent rapid increases in claim frequencies.

The UIM BI claim cost trend factor of -1.0% is based on the fits found on page H-467. The selected value falls within the narrow range of the fitted values.

The UIM BI claim frequency trend factor of 1.0% is based on the fits found on page H-468. The selected value reflects the recent increases after a period of steady claim frequencies.

Q. In making your evaluation of the Rate Bureau's trend selections, have you relied on any other data?

A. Yes, I have. I relied on the various CPI cost information, information on gasoline prices, and miles driven data. In looking at the trend data, my judgment and interpretation of the trend data were influenced by my awareness and analyses of these external data.

Q. Please refer to line 12 of page C-1 of Exhibit RB-1 and explain the purpose of that line.

A. The average annual change in expense cost of 2.0% represents the expected change in general expenses, other acquisition expenses and unallocated loss adjustment expenses. These expenses are treated as fixed expenses and do not vary in direct relationship to the actual premium dollars. These expenses represent salaries, overhead, rents and expenses that should vary according to general economic trends and not as a direct function of how premium increases or decreases. For example, commissions are calculated as a percent of premium. If the premium rate goes up, the dollars of commission go up. On the other hand, the salary paid to an employee in the Home Office, which is a part of general expenses and other acquisition expenses, is not tied to premium. Just because premium may go up 10% does not mean that the employee's salary will go up 10%. The salary will

be influenced by general economic trends and not what the premium level is doing. That is why general expenses and other acquisition expenses are treated differently from those expenses that vary as a function of premium in this filing.

Q. Would you explain how the 2.0% factor in line 12 was determined?

A. The average annual change in expenses is based on analysis of the latest average annual change in the All Items CPI, the All Items-Less Energy CPI and the Compensation Cost Index. The data are shown on pages D-11 through D-14 of the filing. The Auto Committee examined the fitted rates of change over various time periods for the last 4 years. Based on an analysis of this data, a selected factor of 2.0% is quite reasonable as the various fits examined showed annual rates of change in the range from 1.97% over the long term to 2.91% over the shorter term.

Q. How do you apply the average annual change in expenses set forth in line 12?

A. The procedure on how the average annual change in expenses is applied is described in footnotes (f) and (g) on page C-2. The expenses set forth on lines 5 and 6 are multiplied by the prospective trend factor to adjust the expenses for the projected future changes in expenses. The general and other acquisition expenses are trended to six months past the effective date and the unallocated loss adjustment expense is trended to the average date of loss for policies which will be written at the proposed rates.

Q. Will you explain line 16 on page C-1 entitled "Projected Losses and ALAE"?

A. The projected losses and allocated loss adjustment expenses of \$672,400,218 are the losses and allocated loss adjustment expenses set forth on line 3 multiplied by the total trend projection. This results in the losses that we expect will be incurred.

Q. Line 13 on page C-1 and footnote (e) on page C-2 indicate that losses are trended for a period of 3.04 years. Will you explain how the 3.04 years of projection was calculated?

A. The incurred losses set forth on line 3 are the developed losses for the accident year ended December 31, 2015. These losses actually occurred during that time frame. The average date of loss of those accidents is the mid-point of that accident period or July 1, 2015. In order to adjust these losses to the expected future level, you have to adjust them by the trend factor. The proposed effective date for purposes of the calculations in the filing is October 1, 2017. This means that policies will be written, assuming annual revisions, anywhere from October 1, 2017 through September 30, 2018. A policy written on the last day of that interval, September 30, 2018, assuming it is an annual policy, will expire on September 30, 2019. The period during which accidents will occur under these policies will be anywhere from October 1, 2017 through September 30, 2019. If you were to assume that all of the policies were annual policies, the average date of accident underlying the proposed rates would be the mid-point of that two-year period or October 1, 2018. If we were only talking about annual policies we would trend from the average date of accident underlying our base

experience period, July 1, 2015, to October 1, 2018 - a period of 3.25 years. This would be the amount of the trend you would have to use in order to take your base losses and adjust them to the appropriate future level.

If you were to assume that all of the policies were six month policies, then a policy written on September 30, 2018 would expire on March 31, 2019. The period during which accidents will occur on these policies will be from October 1, 2017 through March 31, 2019. Thus the average date of accident underlying the proposed rates for 6 month policies would be the midpoint of that 18 month period, July 1, 2018.

In North Carolina, not all policies are annual policies. Most automobile policies in North Carolina are six-month policies (approximately 82% - see page D-6). Based on the "mix" of policy terms being written in North Carolina, the average date of loss will be July 16, 2018. Therefore, in order to adjust the base losses from July 1, 2015 level to July 16, 2018 level, it is necessary to apply the annual trend factors for a total period of 3.04 years.

Q. Will you explain the projected ULAE in line 17 on page C-1 of the filing?

A. These are the unallocated loss adjustment expenses in line 5 projected by the average annual change in expenses in line 12 to the average date of expense for policies issued under the filed rates. These loss adjustment expenses have to be adjusted for the same 3.04 year period since loss adjustment expenses occur at approximately the same time that losses occur.

Q. Will you explain line 18 entitled "Projected Losses and LAE per exposure"?

A. What line 18 shows is the anticipated average cost per insured vehicle for losses and all loss adjustment expenses. The value is calculated by adding the projected losses and ALAE in line 16 and the projected ULAE in line 17 and then dividing the total by the earned exposures in line 7.

Q. Will you explain line 19 entitled "Projected G & OA Expenses"?

A. As shown in footnote (g) on page C-2, projected general and other acquisition ("G & OA") expenses are the general and other acquisition expenses in line 6 projected by the average annual change in expense in line 12. The projected period of 2.75 years is utilized because general and other acquisition expenses are generally incurred at the time a policy is written as opposed to the date that a loss occurs. Therefore, the average date of expense is different from the average date of expense utilized for loss adjustment expenses. The trend period is from the midpoint of the year to April 1, 2018, the average date of expense for policies to be issued under the revised rates.

Q. What does line 20 entitled "Projected Fixed Expenses per exposure" show?

- A. Line 20 entitled "Projected Fixed Expenses per exposure" takes the Projected G & OA Expenses shown on line 19 and divides them by the earned exposures in line 7. This figure represents the amount of expenses that will be incurred for general and other acquisition expenses on a per exposure basis.
- Q. What does line 21 entitled "Projected Loss, LAE and G & OA Expenses per Exposure" show?
- A. Line 21 is, as indicated, just a combination of lines 18 and 20; it is the sum of projected losses and ALAE, projected ULAE and projected general and other acquisition expenses all stated as an average amount per earned exposure. These are the projected costs that can be expected to be incurred during the experience period and are the major components for which the average rate will need to provide.
- Q. What does line 22 entitled "Percentage Dividends" show?
- A. Line 22 shows the Rate Bureau's selected provision of 0.30% for anticipated dividends to policyholders. This is based on the data shown on page D-35 which shows policyholder dividends as a percentage of all premium. In reviewing those data, the Auto Committee recognized that dividends, though small, have been paid consistently and in material amounts. Based on this, the Bureau decided to include a provision of 0.30% of premium to reflect anticipated dividends. Given the historical data, this is a reasonable assumption.
- Q. What does line 23 on page C-1 entitled "Permissible Loss, LAE and G & OA Expense Ratio" show?
- A. This line takes into account the other expense items, such as commissions and brokerage and taxes, and provides for underwriting profit. If you look at page D-23, you can see that, for the liability coverages, the commissions and brokerage are 8.6% of the premium dollar, and taxes, licenses and fees are 2.2% of the premium dollar. The provision utilized in this filing for underwriting profit for liability is 13.5%, and there is a 0% margin for contingencies. All these items add up to 24.3%. These items are what are known as variable expenses. They vary in direct proportion with the premium dollar. You know that out of every dollar of premium you write, 24.3 cents will have to go to pay for these expenses and you are left with only 75.7 cents to pay for losses, loss adjustment expenses and general and other acquisition expenses. The permissible loss and fixed expense ratio shows the percentage of the premium dollar you will have available to pay for trended losses, trended loss adjustment expenses and trended general and other acquisition expenses.
- Q. What is the source of the percentages on page D-23 with respect to commissions and brokerage and taxes, licenses, and fees?
- A. They were calculated from the 2016 North Carolina expense call for 2015 data undertaken by the North Carolina Rate Bureau.

- Q. Does the filing contain a provision for contingencies?
- A. The Rate Bureau selected a 0% provision for contingencies. In doing so, they considered whether there were any expected differences between the estimated costs and the average actual costs that cannot be eliminated by changes in the assumptions used for other components of the ratemaking process.
- Q. Would you explain line 24 entitled "Net Premium Required per Exposure"?
- A. This is the required amount of premium that the companies need to collect, on average, from each insured in order for the companies in the aggregate to have sufficient premium to pay the expected losses and expenses and allow for the companies in the aggregate to achieve the target profit provisions included in the Bureau filing. This amount is calculated by taking the Projected Losses, LAE and Expenses per Exposure, and loading them for the variable expenses such as commissions, taxes and profit. In effect, the Projected Losses, LAE and Expenses per Exposure are divided by the Permissible Loss, LAE and G & OA Ratio. Simply put, this amount represents the anticipated loss and expense level of the average driver in North Carolina purchasing liability insurance, as well a provision for profit.
- Q. Would you explain line 25 on page C-1 entitled "Percentage Net Deviations"?
- A. The Bureau recognized that some drivers will pay more than the premium levels determined in the filing (consent to rate risks, Facility other than clean risks) and that some drivers will pay less than the premium levels determined in the filing (risks receiving downward deviations). In Exhibit RB-3, the Bureau provides an analysis of the anticipated revenue from all sources compared to the premium that would be generated if the filed Bureau manual rate was charged to all risks. In determining the anticipated revenue the Bureau has used the historic average of the deviations from the manual rate (where the term deviation can be positive relative to the Bureau rate — non-clean risks in the Facility and consent to rate risks for physical damage, as well as the deviations below manual rates filed by many companies) based on a six year average. The clean risk recoupment, collected by the Facility to account for the difference between the actuarially sound rate for these risks and the Bureau manual rate, is also being considered as a revenue component. The recoupment amount is based on average historical indicated clean risk surcharges as calculated by the Facility. As a result of this analysis, the Rate Bureau believes that the premiums and other revenue items anticipated to be collected from all of these drivers at the rates anticipated to exist during the period these rates will be in effect is significantly less than the amount necessary to pay the anticipated losses and expenses and the fair profit as contained in the calculation of the Bureau rate in the filing and therefore, it is necessary to include an additional provision for rate deviations in determining the manual rate. It should be noted that the full indicated shortfall is 8.50% for liability and 9.83% for physical damage, as shown in Exhibit RB-3. However, a conservative provision of 5% has been selected in deriving the filed rate level changes.

- Q. What does line 26 entitled “Anticipated Deviations per Exposure” show?
- A. Line 26, as indicated, restates the selected percentage net deviations as an average amount per earned exposure, based on the net premium determined in Line 24.
- Q. Would you explain line 27 entitled “Adjustment Factor for Increase in MVR and Salvage Title Fees and Sales Tax on Labor Costs”?
- A. This factor is an adjustment made to the combined Net Premium Required per exposure and Anticipated Deviations Per Exposure found in lines 24 and 26 to account for the increase in MVR and salvage title fees effective 3/1/2016, as well as the implementation of a sales tax on labor costs related to automotive repair, also effective 3/1/2016. Approved cost factors of 1.0036 for bodily injury and medical payments and 1.0238 for property damage reflect the effects of these changes. Since the effective date of these changes occurred after the experience years shown in the filing, all years have been adjusted by the full amount of the effect. These factors are applied multiplicatively to each coverage.
- Q. Would you explain line 28 entitled “Premium Required per Exposure”?
- A. This is the required amount of premium that the companies need to collect, on average, from each insured in order for the companies in the aggregate to have sufficient premium to pay the expected losses and expenses and allow for the companies in the aggregate to achieve the target profit provisions included in the Bureau filing. This amount is calculated by taking the Projected Losses, LAE and Expenses per Exposure (loaded for the variable expenses such as commissions, taxes and profit), combined with the anticipated deviations per exposure, and adjusting both for the changes in MVR and Salvage Title fees and the introduction of sales tax on labor costs.
- Q. What is the Distributional Adjustment Factor as shown on line 29?
- A. The distributional adjustment factor as shown on line 29 is the average class factor reflecting the mix of the various use classes, inexperienced operator classes, multi car/single car risks and the average SDIP factor. It measures the relative difference between what the average risk will pay and the amount paid by the base class. For example, the 0.864 distributional adjustment factor for bodily injury liability indicates that, because of the application of these various rating factors, the average risk will pay 86.4% of the otherwise applicable base rate.
- Q. Could you please explain line 30 entitled “Required 30/60/25 Base Class Premium”?
- A. The figure shown on line 30 is the needed average base class premium statewide. It is determined by dividing the average premium in line 28 by the distributional adjustment

factor in line 29. This is the average indicated statewide premium required for a single car, pleasure use, no SDIP and no inexperienced operators risk.

Q. What does the item in line 31 "Selected Total Limits Change" represent?

A. This is the effect on the overall premium level of the indicated changes to the higher limits factors for bodily injury and property damage. Since the Rate Bureau has elected not to propose changes in the higher limits factors, they are reflecting it here in order to produce an overall change in premium in balance with the overall indication. This will be explained later in the description of the review of increased limits experience.

Q. What does line 32 "Required 30/60/25 Base Class Premium" represent?

A. This is the average statewide base class premium required for a single car, pleasure use, no SDIP and no inexperience operator risk. This is the premium that will be used in the development of the territory base rates where it will be distributed based on the difference from the statewide average of each territory's three year pure premium.

Q. Are the calculations of the indicated average rate level for the property damage and medical payments coverages performed in the same manner as for the bodily injury coverage you just described?

A. Yes, while the inputs are obviously different for the different coverages, the calculations are performed in the same general manner.

As noted on page C-1, the medical payments indications are performed on a total limits basis. Therefore, there are no adjustments anywhere in the calculation to a basic limits basis. However, the distributional adjustment factor for medical payments will be that much larger, since as part of the calculation to put the premium at a base class level, the premium must be presented at basic limits, and therefore the medical payments total limits premium is divided by the average increased limits factor in addition to the average class factor.

Q. What are the filed average rate level changes for bodily injury, property damage and total limits medical payments coverages resulting from the calculations on page C-1?

A. The filed average basic limits rate level changes for bodily injury and property damage resulting from the calculations on page C-1 are posted on page A-2. They are determined by taking the ratio of the statewide average required base class premium to the current statewide average base class premium. The required base class premiums by territory are determined by distributing the required base class premium, as shown on the appropriate statewide rate review pages (C-1 for liability), using the relative changes by territory found in Column (7) on pages C-13 and C-14 and the appropriate expense flattening adjustment. The statewide average for both is determined by taking the weighted average by territory using the earned car years for the year ended 12/31/15.

As shown on page A-1, the result of all of these calculations is that the filed average total limits rate level changes are 16.9% for bodily injury, 62.4% for property damage, and 27.4% for medical payments.

As is also shown on page A-1, if the full effect of the indicated provision for net deviations is included, then the total limits rate level changes are 21.4% for bodily injury, 68.6% for property damage, and 32.1% for medical payments.

Q. Page C-7 is entitled "North Carolina Private Passenger Automobile Insurance Physical Damage Coverages Statewide Rate Review Calendar Year Ended 12/31/15." What is displayed on that page?

A. Page C-7 sets forth the calculations underlying the indicated average rate level based upon the year ended December 31, 2015, for the comprehensive and collision coverages in North Carolina. That is the latest available physical damage ratemaking data for North Carolina, including data on policies written under consent-to-rate programs. Policies written at or below manual rates are referred to in the filing as "voluntary" or "standard." Policies written under consent to rate programs are referred to in the filing as "consent to rate" or "nonstandard." While the terms "voluntary," "standard" and "nonstandard" are often used to differentiate between physical damage policies written at Bureau rates and those written under consent to rate procedures, the terms are somewhat misleading since all physical damage policies are written voluntarily – there is no requirement that companies write any physical damage coverage.

Q. Referring to line 3 on page C-7 entitled "Incurred Losses," would you explain what the figure \$332,135,726 represents?

A. These are the incurred losses for the comprehensive coverage for the year ended December 31, 2015. This figure results from adjusting the paid losses (with normalized wind and water losses) for the year ended December 31, 2015 in line 1 to an incurred basis by multiplying by the factor of 1.007 shown in line 2. Page D-42 shows the derivation of the paid-to-incurred factor of 1.007. The paid-to-incurred factor is used in the calculation of physical damage rates because the losses for physical damage coverage are reported on a paid basis and must be adjusted to an incurred basis. The paid-to-incurred factor is calculated using statutory Page 14 Annual Statement data for 2015, which includes data on policies written at downward deviated rates, policies written at manual rates and policies written under consent to rate programs. Statutory Page 14 of the Annual Statement must be filed by each company with the North Carolina Insurance Department. These are North Carolina only data.

The derivation of the wind and water adjustment is shown on page D-15 of the filing. Comprehensive coverages are subject to catastrophic influences, and it is therefore necessary to take a long-term look at the contribution to losses that are a function of wind and water or catastrophic type occurrences. A procedure has been developed for use in

automobile insurance ratemaking to normalize the wind and water losses. Page D-15 shows this. Wind and water paid losses have been divided by total paid losses excluding wind and water for the comprehensive coverage in order to determine the long-term average wind and water ratio in North Carolina. Each year's actual wind and water losses are then replaced by an amount commensurate with the long term wind and water ratio. The incurred losses shown in Line 3 reflect this adjustment.

Q. Are you saying that the incurred losses of \$332,135,726 for the calendar year ended December 31, 2015 are not the total actual losses for North Carolina comprehensive coverages for that calendar year?

A. That is correct. The actual losses for the calendar year ended December 31, 2015 are as shown on page D-16. The wind and water procedure smooths the actual losses by adjusting them to reflect the long-term wind and water ratio for North Carolina. This prevents shock influences in the rates associated with year to year variation in wind and water losses.

Q. Page D-15 of the filing shows significantly more losses beginning in the year ended 12/31/99 than in the earlier years. Could you explain the reason for the increase?

A. 1999 and subsequent years include ISS data in the calculation of the Excess Wind and Water factor. The review of the data showed it to have results similar to the ISO only data.

I should also note that calendar year 1993 is the first year that Nationwide Insurance Company's data is included in this calculation. This is because that was the first full year that Nationwide's data was reported to ISO. The inclusion of Nationwide's data did not cause any material change to the results of this analysis. This is noteworthy in that it reinforces the Rate Bureau's belief that the ISO only data is fairly representative of the wind and water loss data for the entire industry and that the use in this calculation of ISO only data for the years prior to 1999 is appropriate.

Q. Are loss adjustment expenses and general and other acquisition expenses in lines 5 and 8 of the physical damage coverages on page C-7 of the filing generated in the same manner described in your earlier testimony regarding the liability expenses?

A. Yes. The only exception is that the loss adjustment expenses set forth on line 6 are all loss adjustment expenses for the physical damage coverages. The allocated loss adjustment expenses are not separately identified for physical damage losses and therefore line 6 contains all loss adjustment expenses, both allocated and unallocated. Unlike the liability coverages, there are no loss adjustment expenses included in the incurred losses in line 3 of this calculation. Also, the general and other acquisition expenses are without any adjustment for basic limits.

Q. Is there any difference between line 11 on page C-1 of the filing with respect to liability coverages entitled "Average Annual Change in Losses and ALAE" and line 9 on page C-7

of the filing with respect to physical damage coverages entitled "Average Annual Change in Losses"?

A. No, there are no differences. The average annual change in losses on page C-1 for liability coverages and the average annual change in losses on page C-7 of the filing with respect to physical damage coverages measure the same types of changes. Both of these numbers measure the change in frequency of loss and in severity of loss. Based on the frequency and cost trends I have previously indicated, the pure premium loss trends used in the rate level calculations for the comprehensive and collision coverages are 2.5% and 6.6% respectively.

Q. Line 10 of page C-7 shows an average annual change in expense costs for both the collision and comprehensive coverages of 2.0%. Is that the same 2.0% average annual change in expenses about which you testified earlier with respect to the liability coverages?

A. Yes.

Q. Was it calculated and applied in the same manner as you have previously testified with respect to the liability coverages?

A. Yes.

Q. You have previously testified as to how, for the liability coverages, the annual loss trends are applied to losses in order to determine trended losses. For the physical damage coverages, are the trends applied in the same manner to determine trended physical damage losses?

A. Yes, they are applied exactly the same way.

Q. Are the remaining portions of the rate level calculation with respect to the physical damage coverages performed in the same manner as the liability coverages?

A. There is one difference from the liability calculation. In the physical damage coverages, which are rated based on the model year of the vehicle and the symbol, the rate for vehicles increases as a new model year is introduced or a vehicle is assigned a higher symbol. Because of this it is necessary to reflect the additional revenue that can be anticipated because of the prospective distribution of vehicles by model year and symbol. This has been accounted for by the model year and symbol trend factors displayed on lines 27 and 28.

Q. Could you explain how the increase in premiums reflecting the prospective distribution of symbols was calculated in this filing?

A. The required average premium per exposure for the comprehensive coverage and for the collision coverage has been adjusted by annual effects of 2.6% and 1.2% per year respectively. The Automobile Committee selected these percentages after examining the projected symbol relativities for the prospective period in which the filed rates are to be in

effect. Page D-44 displays the average symbol relativities by year ended quarter for the prospective period and for latest year of experience. The symbol trend factor is derived by comparing the average symbol relativity for the proposed projection date to the average symbol relativity for the latest experience year. The resulting annual changes were determined by dividing the total change by the number of years from the midpoint of the latest experience year to the average date of earning for policies that will be written under the proposed rates, or 3.04 years.

- Q. What are the results of these adjustments?
- A. Line 30, the Required Base Class Premium, reflects the results of applying the model year and symbol trend factors and provides the appropriate base class premium for each coverage.
- Q. What does line 31 "Factor for Change in Model Year Base" represent?
- A. This factor for Change in Model year base will be needed to take the indicated Model Year 2016, Symbol 11 Required Base Class Premium to a 2018, Symbol 11 basis. These represent the relativities applicable to a two year shift in model year base. This factor is applied to the required premium in line 30 to derive the required premium in line 32 and provides us with the base class premium that will be distributed based on each territory's experience (just as in liability) to produce the base class premiums by territory.
- Q. Are all other calculations for the physical damage coverages, such as the inclusion of fixed and variable expenses, treated in the same way as the liability coverages?
- A. Yes.
- Q. Does this filing propose any change in uninsured and underinsured motorists coverage rates?
- A. The filing proposes a decrease for uninsured motorists coverage rates and an increase for underinsured motorists coverage rates.
- Q. How has the rate for uninsured motorists coverage been calculated?
- A. The basic limits uninsured motorists coverage is shown on page E-1. The incurred losses have been limited to 30/60 for UMBI and \$25,000 for UMPD. They have been adjusted for unallocated loss adjustment expense. The UMBI losses have been developed by North Carolina UMBI loss development factors, the calculation of which is found on page E-3. Please note that the loss development factors for UMBI are based on the average of the latest five years of available data. The UMPD losses have been developed using the UMPD loss development based on the average of the latest five years of available data as shown on page E-4. The UMBI and UMPD losses have been trended separately with annual trend factors of 1.0% and 6.1%, respectively. The trended losses are compared to the earned

exposures and loaded for expenses. They are then combined with a provision for net deviations, and adjusted for the increase in MVR and salvage title fees and the introduction of sales tax on labor costs, in a similar manner as bodily injury, property damage and medical payments. This results in the required premium per exposure.

Page E-1 shows the rate calculations based on the most recent three years, and line 32 shows the basic limits rate as the exposure-weighted average of the required basic limit premium per exposure from the three latest years. The same calculations are shown on page E-2 on a total limits basis.

Q. How are the filed rates for UM determined and what is the resulting change?

A. Based on the indicated rate derived on page E-1, the Rate Bureau elected to file an effective change of -6.3% for basic limits 30/60/25 UM (revised rate of \$15 compared to a current rate of \$16), as shown on page E-12 of the filing. Then, based on the indicated total limits rate derived on page E-2 and filed basic limits rate, the resulting excess limits change was determined. The rates for higher limits UM coverage were calculated by applying the excess limits change to the excess portion of the rate at each higher limit and adding this incremental amount to the selected basic limits rate, as shown on page E-12. The resulting rates over all limits produced the filed total limits effective change of -5.1%.

Q. Does this filing also include a change to the bodily injury underinsured motorist coverage?

A. Yes, it does.

Q. Please explain the manner in which these changes were developed.

A. The change in the increments for bodily injury underinsured motorists (UIM) are based on an analysis of 3 years of UIM experience as shown on pages E-14 and E-15. These pages display the experience review and subsequent calculation of the filed rates for the UIM coverage.

Q. How was the filed change of 4.7% determined?

A. As shown on page E-15, the ratio of the indicated average rate and average present rate was applied uniformly to each of the present rates. Then for each limit, the indicated UIM rate was rounded to a whole dollar rate. These whole dollar rates were weighted by the policy limit distribution to produce an average filed rate. This filed average rate was compared to the current average rate to give us the filed average change.

The average filed rate of \$33.11 as shown on Line (7) of page E-15 represents a 4.7% increase from the current average premium per exposure of \$31.63.

Q. How are motorcycle insurance rates determined in North Carolina for the liability coverages (bodily injury, property damage and medical payments)?

A. The indicated rate changes are calculated separately using motorcycle experience in North Carolina. The resulting rates are then presented as a percentage of the rates applicable to private passenger non-fleet automobile insurance. The percentage is what is commonly referred to as a "relativity." If, for example, the motorcycle's engine size is 499 cubic centimeters or less, the indicated relativity for the bodily injury and property damage liability coverage is 11% of the rate for private passenger non-fleet automobile insurance. Similarly relativities for engine size groups (in cubic centimeters) of 500 to 1249, 1250 to 1499 and 1500 and up are also currently displayed. The same indicated relativity of 26% applies for medical payments for all engine size groups.

Q. Given the fact that motorcycle rates are shown in the manual as a percentage of rates for private passenger non-fleet automobile insurance, what would the effect be on motorcycle rates of a 36.5% increase in automobile liability insurance rates for the bodily injury and property damage coverages?

A. If the motorcycle rate relativities are not adjusted, a 36.5% increase in the automobile liability insurance rates would automatically result in the same approximate percentage increase in the motorcycle liability rates.

Q. Does Exhibit RB-1 contain calculations which seek to determine what the indicated change in rates should be for the motorcycle liability coverages?

A. Yes. Page F-2 of the filing shows that for motorcycle business an 8.6% decrease is needed for the bodily injury, property damage and medical payments coverages.

Q. Please refer to page F-2 of the filing and explain how the indicated rate change of -8.6% was determined.

A. The figures shown on lines 1 and 2 of page F-2 are based on the statistical data for motorcycles reported by member companies for accident years 2013, 2014 and 2015 as evaluated on 3/31/2016. Line 5 of page F-2 has been derived from the data reported to the Rate Bureau by its member companies in response to its annual expense call . The information was compiled by the Rate Bureau and then furnished to ISO. The earned premiums at present rates were calculated by means of an actuarial technique known as earned on-level factors. This technique uses adjustment factors to reflect the impact of any rate level changes made during and subsequent to each calendar year to bring the historic data up to current level.

Line 3 is a factor derived from the Rate Bureau's annual expense call and is based on the average ratio of unallocated loss adjustment expense to the incurred losses plus allocated loss adjustment expenses for the three years in the experience period. The resulting unallocated loss adjustment expenses are the products of the factor on line 3 and the incurred losses and allocated loss adjustment expenses on line 2. These are displayed on line 4.

The figures shown on line 6 are the annual percentage trends in losses. They were determined by taking a weighted average of the trends used to calculate automobile rates for bodily injury, property damage, medical payments, uninsured motorists and underinsured motorists coverages.

The figure in line 7 for average annual change in expense costs is 2.0% per year. This is the same prospective expense trend figure that was used in determining the automobile proposed rates. The 2.0% figure was determined and applied in the same manner as in the automobile coverage.

The figure for projected losses in line 8 is simply the amount shown in line 2, with the annual percentage trend from line 6 applied. The manner in which the trend is applied is the same as was used in the automobile filing. The procedures for trending the loss adjustment expenses (line 9) and the general expenses and other acquisition expenses (line 10) are also the same as were used in the automobile filing. Line 11 is simply the total of lines 8, 9 and 10.

The projected loss, LAE and G & OA expense ratio shown in line 12 is simply line 11 divided by line 1. Taking the year ended 12/31/15, for example, \$30,671,085 shown in line 11 is divided by the \$44,441,621 in line 1. The result is 0.690. This means that, if rates are not changed, 69.0 cents of every dollar of premium will be needed to cover losses, loss adjustment expenses, general expenses and other acquisition expenses.

The Adjustment Factor for Increase in MVR and Salvage Title Fees and Sales Tax on Labor Costs in Line 13 is the overall weighted effect of the adjustment factors used for automobiles for all liability coverages.

Q. How was the Permissible Loss, LAE and G & OA Expense Ratio in line 14 calculated and what is their significance?

A. There are certain expenses which vary in direct proportion to the premium dollar. For example, commission and brokerage are determined as a percentage of written premiums. Likewise, taxes vary on the basis of written premium. The percentages used to determine the permissible loss, LAE and G & OA expense ratio in line 14 are shown on page F-4 of the filing and are as follows for the liability coverages:

	2013	2014	2015
Commission and Brokerage	6.3%	5.9%	5.4%
Taxes, licenses, etc.	<u>2.2%</u>	<u>2.2%</u>	<u>1.9%</u>
	8.5%	8.1%	7.3%

In addition, the filing includes a provision of 13.5% for profit and a 0% provision for contingencies. When these are added to the combined amounts for commission and

brokerage and taxes, licenses, etc., the results for three years are 22.0%, 21.6% and 20.8% respectively. The figures shown on line 14 of page F-2 are simply the difference between 1.000 and the percentage figures I have just mentioned. For example, the variable expenses plus profit and contingencies for 2015 were 20.8%. 1.000 minus 0.208 is equal to 0.792. This means that, if 20.8 cents out of every premium dollar are allocated to the variable expenses, profit and contingencies, you have only 79.2 cents available to pay losses, loss adjustment expenses, general expenses and other acquisition expenses.

Similar to automobiles, the Bureau recognized that some motorcycle riders will pay more than the premium levels determined in the filing (Facility other than clean risks) and that some riders will pay less than the premium levels determined in the filing (risks receiving downward deviations). In Exhibit RB-3, the Bureau provides an analysis of the anticipated revenue from all sources compared to the premium that would be generated if the filed Bureau manual rate were charged to all risks. Since the overall level of net deviations is much less significant than that of automobiles and also less than the 5% provision selected for automobiles, the Rate Bureau included a provision equal to the actual three year average of net deviations for motorcycles.

Since line 12 tells us that, based on the 2015 data, we will need 69.0 cents of every premium dollar to pay for the losses and the fixed expenses and line 14 tells us that we will have 79.2 cents available for those purposes, we can divide line 12 (adjusted for the increase in MVR fees, etc. that became effective after the experience period, as shown in line 13) by line 14 (adjusted by the percentage of net deviations for motorcycles in Line 15) in order to get the percentage rate change which is necessary. The indicated percentages are -5.6%, -10.8% and -9.5% for the years 2013, 2014 and 2015 respectively.

- Q. How was the figure in line 17 entitled "Final Selected Rate Level Change" determined?
- A. Line 16 is simply the weighted average of the three figures shown in line 16. In other words, we have weighed the -5.6%, -10.8% and -9.5% by premiums in line 1. The resulting average is -8.6%.
- Q. You indicated that the Rate Bureau's automobile rate filing was for an average increase of 36.5% for the bodily injury and property damage liability coverages combined and that if the motorcycle relativities were not adjusted the result would be a similar change in motorcycle rates. Please explain how the new relativities proposed in the motorcycle filing were determined for the liability coverages.
- A. The determination of the revised liability relativities for motorcycles is shown on page F-6 of the filing. This shows that, if the bodily injury and property damage liability insurance rates increase 36.5% and the motorcycle liability insurance rates go down 8.6%, the current motorcycle liability relativities should be multiplied by $0.914/1.365$ or 0.670. Thus, the present liability relativity for motorcycles having engines of 500 cubic centimeters up to 1249 cubic centimeters should be decreased to approximately 0.110. The same adjustment factor is applied to each engine size group and the calculation is shown on page F-6. The

filed relativities are the indicated relativities rounded to two decimal places. The relativity changes proposed in the filing are actuarially sound and proper assuming that the liability rate changes proposed in the rate filing by the Rate Bureau for private passenger non-fleet automobile insurance are fully implemented. If those changes are not fully implemented, the proper relativities are calculated using the following formula:

$$\text{New Relativity} = \frac{\text{Current Relativity}}{\text{Manual Rate Change in Auto BI/PD or Medical Payment Rates}} \times 0.914$$

- Q. Turning again to private passenger non-fleet automobile insurance, does this filing propose any changes to the factors for higher limits of liability insurance?
- A. No. The indicated increased limits changes of -1.0% for bodily injury and 0.0% for property damage have been applied to the basic limits rates for these coverages.
- Q. What are these indications based on?
- A. The indicated changes are based on an analysis comparing the ratio of total limits losses to basic limits losses for the latest three accident years ended 12/31 to a projected average increased limits factor, assuming an effective date of October 1, 2017. Based on this analysis, the indicated change for total limits bodily injury liability is -1.0% and the indicated change for total limits property damage liability is 0.0%.
- Q. Could you briefly describe the development of the overall change for bodily injury liability?
- A. The overall change for bodily injury is based on comparing the ratio of total limits to basic limits losses to a projected average increased limits factor. On page G-2, basic limits losses are developed and trended to the average date of accident (7/16/18). The basic limits claim cost trend factor of -1.0% was used in this analysis. The total limits losses are also trended to the average date of accident (7/16/18). The total limits trend factor used in this analysis was -0.5%. After the total limits and basic limits losses have been trended, we sum the three years and then take the ratio of total limits losses to basic limits losses. This ratio is in effect our indicated increased limits factor (line 13 of page G-2). In order to calculate the needed total limits change, this ratio is compared to the average increased limits factor (line 14 of page G-2).
- Q. Why do you combine three years of data when doing the increased limits review?
- A. The three years of data are combined because of concern for stability. Because we are looking at losses at very high limits, they can be much more unstable than basic limits. Averaging across a longer time period tends to smooth out the shock effects of individual large losses.

- Q. Are the calculations of indicated increased limits factors for the property damage performed in the same manner as for the bodily injury coverage you just described?
- A. Yes, while the inputs are obviously different for property damage, the calculation of the indication is performed in the same general manner (see pages G-3). The only difference in the calculation of the overall change for property damage is that the basic limits and total limits claim cost trend is assumed to be the same.
- Q. Does this filing contain an analysis of the physical damage — comprehensive and collision — deductible relativities?
- A. No.
- Q. Are there any changes in this filing to the classification factors?
- A. No.
- Q. Does the filing include a revision of the present territorial relativities?
- A. Yes. In connection with the overall changes we have been discussing, new territory rates are displayed; these are shown on pages B-1 and B-2. In these rates, the new territorial relativities are determined in such a way that no overall statewide rate level change is caused. In other words, the relativities are revised based on each territory's indications.
- Q. How has the Rate Bureau treated general and other acquisition expense by territory?
- A. The Rate Bureau has treated 100% of general expense and other acquisition as not varying by territory.
- Q. Has the Bureau included a provision for net deviations in this filing?
- A. Yes. These were described above.
- Q. What does Exhibit RB-3 show?
- A. Exhibit RB-3 displays the historical difference between the premiums that would have been generated by the manual rates in effect at different times throughout the period shown and the premiums generated by the rates actually charged to those policyholders by the companies. The exhibit sets forth the historical levels of deviations, both upward and downward, on liability and physical damage private passenger non-fleet automobile business in North Carolina. These data come from the Rate Bureau's annual special call for expense experience.

- Q. Please turn to page A-1 of Exhibit RB-1 and explain what is shown on that page?
- A. Page A-1 of Exhibit RB-1 shows the filed rate level changes. These percentage changes relate the filed rate levels to the current Bureau manual rate levels. For bodily injury and property damage liability the changes shown on page A-1 reflect the combined effects of the basic limits changes shown on page A-2 and the effect of the indicated changes to the higher limits as shown on pages G-2 and G-3. The overall percentages are calculated by multiplying the changes shown for each coverage by the total limits premium for each of the coverages and then dividing by the total premium for all coverages in order to calculate what the average impact is for each category. The premiums that were utilized for this calculation are shown on page A-1.
- Q. Do you have an opinion as to whether the data utilized and the method of calculating the filed rate level changes contained in the filing are sound and actuarially reliable and, if so, what is that opinion?
- A. Yes, I have an opinion. In my opinion, the data utilized and the ratemaking methodologies used by the Rate Bureau are consistent with generally accepted actuarial procedures and they are actuarially sound and reliable.
- Q. Do you have an opinion as to whether the filed rate level changes contained in Exhibit RB-1 are fully justified and, if so, what is that opinion?
- A. In my opinion, they are fully justified and they are not excessive or unfairly discriminatory. Since the filed rate level changes use the selected 5% provision for net deviations rather than the full amount, the filed rate level changes may be considered to be inadequate.
- Q. Do you have an opinion as to whether the data utilized and the methods of calculating and determining the filed changes to the territorial relativities contained in the filing are sound and actuarially reliable and, if so, what is that opinion?
- A. Yes. My opinion is that the data utilized and the methods used to calculate and determine those changes are consistent with generally accepted actuarial procedures and are actuarially sound and reliable.
- Q. Are there any qualifications you wish to attach to your opinion?
- A. Yes. In reaching my opinion, I have relied on the accuracy of the data supplied by the Rate Bureau and the ISS and NISS and I have relied on Dr. Vander Weide and Dr. Appel for the determination of the appropriate profit component of the rates.

Pre-filed Testimony

Of

**Claudine Modlin, FCAS, MAAA
Director, Willis Towers Watson**

**Pertaining to the 2017 Private Passenger Nonfleet Automobile
Insurance Rate Filing**

by the

North Carolina Rate Bureau

February 1, 2017

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Background and Qualifications

Q1: Please state your name, occupation, employer, and business address.

A1: My name is Claudine Modlin. I am a Property and Casualty actuary employed as a Director by Willis Towers Watson. My business address is 12235 El Camino Real, Suite 150, San Diego, CA 92130.

Q2: Please provide your educational background and actuarial credentials.

A2: I received a Bachelor's Degree in mathematics (Summa Cum Laude) from Bradley University in 1991. I subsequently qualified as a Fellow of the Casualty Actuarial Society (FCAS), and I am a Member of the American Academy of Actuaries (MAAA).

Q3: Please provide background on your employment and other relevant professional experience.

A3: I began my actuarial career at Allstate Insurance Company in Northbrook, IL, and was employed there from 1991-1999. I was responsible for various state rate reviews for the private passenger automobile and homeowners lines of insurance. I also participated on various special projects including development of niche products, formulation of actuarial educational materials, and development of alternative loss development procedures as a consequence of claims core process re-design. I later moved to Allstate's International Division where I co-managed the pricing initiatives for Allstate's start-up companies in Europe and Asia.

In 1999, I joined the Personal Lines Division of American International Group (AIG) as the Executive Actuary, Far East, in Tokyo, Japan. I managed all pricing activity for two separate personal lines subsidiaries. This included development of rate filings submitted for approval to the regulatory agency in Japan.

I joined the Insurance & Financial Services Practice of Watson Wyatt as a Senior Consultant in 2001. I was responsible for marketing Watson Wyatt's actuarial software and performing related consulting services. I invested considerable time and energy educating the U.S. personal lines insurance market on the benefits of multivariate analysis in pricing. While at Watson Wyatt, I co-authored the "Practitioner's Guide to Generalized Linear Modeling," which was accepted into the 2004 Casualty Actuarial Society (CAS) Call Paper Program and has been on the CAS exam syllabus since 2005.

In 2008 I joined the consulting firm of EMB (which was acquired by my current employer, Willis Towers Watson, in 2011). I currently lead Willis Towers Watson's Property/Casualty Pricing and Product Management team in the Americas region. I have personally managed numerous ratemaking and pricing engagements for a variety of North American insurers – working with actuaries, product managers, statisticians, underwriters, data experts, and executives as well as external stakeholders (e.g., regulators). I have a thorough understanding of ratemaking approaches; moreover, I am often called

upon to advise on strategy and implementation and to communicate technical results to management-focused audiences.

During my tenure at Willis Towers Watson, I co-authored *Basic Ratemaking*. This text, over 400 pages in length, is the foundation of the CAS exam section titled *Basic Techniques for Ratemaking*. As a result of co-authoring the paper, I also taught an exam preparation seminar for two years.

In 2014 I joined the Ratemaking Task Force of the Casualty Committee of the Actuarial Standards Board. The Task Force is responsible for drafting a new Actuarial Standard of Practice for Property/Casualty Ratemaking (the draft has subsequently been re-titled Estimating Future Costs for Prospective Property/Casualty Risk Transfer and Risk Funding). The third exposure draft will be exposed to the CAS membership in early 2017.

Also that year I joined an American Academy of Actuaries working party dedicated to researching the practice of price optimization in US personal lines. I led the group's efforts to draft responses to several iterations of the NAIC Casualty Actuarial and Statistical Task Force Price Optimization White Paper. I also provided testimony on this subject to the National Council of Insurance Legislators (NCOIL).

I was elected to the CAS Board of Directors for a three-year term beginning in November, 2016.

I am a regular speaker at CAS seminars and other insurance industry forums. I have been invited to present numerous topics ranging from statistical techniques in ratemaking to creating organizational change.

Other contributions to the CAS include voluntary membership on the Committee on Ratemaking (2002-2005) and the International Member Services Committee (1999-2002).

Services Performed

Q4: What services did the North Carolina Rate Bureau ask you to perform in connection with its 2017 filing for revised private passenger nonfleet automobile and motorcycle insurance rates?

A4: I was requested to provide actuarial advice to the Rate Bureau relating to the analysis of the private passenger nonfleet automobile and motorcycle insurance experience as well as the preparation of the associated rate filing. I was asked to state an opinion in writing as to whether the filed rates are reasonable, actuarially sound, and in compliance with North Carolina ratemaking statutes.

I participated in a meeting with the Auto Committee on December 13, 2016 and in a tele-conference with the Committee on January 4, 2017, during which the Committee performed its annual rate review. I have been working with the Rate Bureau for several years now and am accustomed to working with the Auto Committee on these reviews.

Q5: Please confirm if you are qualified to render this opinion.

A5: As a Fellow of the Casualty Actuarial Society, I am required to satisfy prescribed basic education, experience, and continuing education requirements in order to render public actuarial opinions. I meet these requirements as it pertains to this opinion.

Ratemaking Standards

Q6: What North Carolina statutory standard did you apply in your review of the Rate Bureau's 2017 private passenger nonfleet automobile insurance rate filing?

A6: I applied the ratemaking standard in the North Carolina insurance code at Section 58-36-10 as it pertains to private passenger nonfleet automobile insurance:

The following standards shall apply to the making and use of rates:

(1) Rates or loss costs shall not be excessive, inadequate or unfairly discriminatory.

(2) Due consideration shall be given to actual loss and expense experience within this State for the most recent three-year period for which that information is available; to prospective loss and expense experience within this State; to the hazards of conflagration and catastrophe; to a reasonable margin for underwriting profit and to contingencies; to dividends, savings, or unabsorbed premium deposits allowed or returned by insurers to their policyholders, members, or subscribers; to investment income earned or realized by insurers from their unearned premium, loss, and loss expense reserve funds generated from business within this State; to past and prospective expenses specially applicable to this State; and to all other relevant factors within this State: Provided, however, that countrywide expense and loss experience and other countrywide data may be considered only where credible North Carolina experience or data is not available.

(3) – *not displayed since unrelated to non-fleet private passenger motor vehicle*

(4) Risks may be grouped by classifications and lines of insurance for establishment of rates, loss costs, and base premiums. Classification rates may be modified to produce rates for individual risks in accordance with rating plans that establish standards for measuring variations in hazards or expense provisions or both. Those standards may measure any differences among risks that can be demonstrated to have a probable effect upon losses or expenses. The Bureau shall establish and implement a comprehensive classification rating plan for motor vehicle insurance under its jurisdiction. No such classification plans shall base any standard or rating plan for private passenger (nonfleet) motor vehicles, in whole or in part, directly or indirectly, upon the age or gender of the persons insured. The Bureau shall at least once every three years make a complete review of the filed classification rates to determine whether they are proper and supported by statistical evidence, and shall at least once every 10 years make a complete review of the territories for nonfleet private passenger motor vehicle insurance to determine whether they are proper and reasonable.

(5) and (6) – *not displayed since unrelated to nonfleet private passenger motor vehicle*

I also considered relevant language from the North Carolina appellate courts which I understand to be applicable law:

For rate making purposes, the Bureau is to be regarded as if it were the only insurance company operating in North Carolina and as if it had an earned premium experience, an incurred loss experience and an operating expense experience equivalent to the composite of those companies actually in operation.

Q7: What actuarial standards did you rely on to render your opinion?

A7: I relied most heavily on the *Casualty Actuarial Society Statement of Principles for Property/Casualty Ratemaking*, which is included in the filing as Exhibit RB-7. I also view the following Actuarial Standards Board actuarial standards of practice to be relevant:

- #12 Risk Classification
- #13 Trending Procedures in Property/Casualty Insurance
- #17 Expert Testimony by Actuaries
- #23 Data Quality
- #25 Credibility Procedures
- #29 Expense Provisions in Property/Casualty Insurance Ratemaking
- #30 Treatment of Profit and Contingency Provisions and the Cost of Capital in Property/Casualty Ratemaking
- #38 Using Models Outside the Actuary's Area of Expertise (Property and Casualty)
- #39 Treatment of Catastrophe Losses in Property/Casualty Insurance Ratemaking
- #41 Actuarial Communications
- #43 Property/Casualty Unpaid Claim Estimates

These actuarial standards of practice are included in the filing as Exhibits RB-8 through RB-18.

Q8: In your opinion, were actuarial standards followed in the preparation of this rate filing?

A8: Yes, this filing was prepared in a manner that is consistent with the *Casualty Actuarial Society Statement of Principles for Property/Casualty Ratemaking*. With the caveat that the filed rates may be considered inadequate to the extent that they reflect a selected net deviation provision that is less than the expected net deviation (to be discussed in the Net Deviation section), the filed rates meet the four principles listed below:

Principle 1: A rate is an estimate of the expected value of future costs.

Principle 2: A rate provides for all costs associated with the transfer of risk.

Principle 3: A rate provides for the costs associated with an individual risk transfer.

Principle 4: A rate is reasonable and not excessive, inadequate, or unfairly discriminatory if it is an actuarially sound estimate of the expected value of all future costs associated with an individual risk transfer.

I view Principle 4 to have the same meaning as that included in the North Carolina statutory ratemaking standard.

Q9: How does the *Casualty Actuarial Society Statement of Principles for Property/Casualty Ratemaking* define the term “cost?”

A9: The Statement of Principles defines costs to include “claims, claim settlement expenses, operational and administrative expenses, and the cost of capital.” The Statement of Principles also provides brief descriptions of certain costs as follows:

- Incurred losses are the cost of claims insured.
- Allocated loss adjustment expenses are claims settlement costs directly assignable to specific claims.
- Unallocated loss adjustment expenses are all costs associated with the claim settlement function not directly assignable to specific claims.
- Commission and brokerage expenses are compensation to agents and brokers.
- Other acquisition expenses are all costs, except commission and brokerage, associated with the acquisition of business.
- Taxes, licenses and fees are all taxes and miscellaneous fees except federal income taxes.
- Policyholder dividends are a non-guaranteed return of premium charged to operations as an expense.
- General administrative expenses are all other operational and administrative costs.
- The underwriting profit and contingency provisions are the amounts that, when considered with net investment and other income, provide an appropriate total after-tax return.

This list is not intended to be exhaustive.

Q10: Is this definition of cost consistent with that in North Carolina statute?

A10: Yes, it is largely consistent. The insurance code at Section 58-36-10 (2) contains a similar list of costs to consider in ratemaking, including: loss and expense experience; a reasonable margin for underwriting profit and contingency; dividends, savings, or unabsorbed premium deposits allowed or returned by insurers to their policyholders, members, or subscribers; investment income earned or realized by insurers from their unearned premium, loss, and loss expense reserve funds; past and prospective expenses.

One exception between the costs described in the actuarial principles and those contained in the North Carolina statute pertains to the definition of net investment income. The statute specifically refers to investment income earned or realized by insurers from their unearned premium, loss and loss expense reserve funds. This differs from the actuarial principles because it does not include investment income earned on capital and surplus.

Q11: What is meant by “the expected value of future costs,” as stated in Principle 1 of the *Casualty Actuarial Society Statement of Principles for Property/Casualty Ratemaking*?

A11: The Property/Casualty insurance rate must be determined prior to the issuance of the policy. The actual costs incurred on that policy cannot be known with certainty prior to the issuance of the policy; consequently, the future costs are estimated in the analysis to derive the rates. This practice is often referred to as “prospective ratemaking.”

Q12: How do actuaries determine the expected value of future costs?

A12: It is common actuarial practice to rely on recent, relevant historical data for each of the cost elements, to the extent such data is available, credible and representative of the costs of the current policyholders. The actuary then applies adjustments to this data to project each cost element to the level expected during the period in which the rates will be in effect. The various adjustments applied to the cost data in this rate filing (e.g., loss trend, loss development, expense trend) will be discussed later in this testimony.

Q13: Are the rates proposed in this rate filing based on the expected value of future costs?

A13: Most cost elements underlying the filed rates are based on the expected value of future costs. One exception is the net deviation provision. The Rate Bureau selected a net deviation provision that is tempered, and thus lower than its expected value.

Q14: What is the effective date that was assumed in the preparation of this filing?

A14: This filing proposes rates for new and renewal non-fleet private passenger motor vehicles policies becoming effective on or after October 1, 2017.

Ratemaking Method for Determination of Premium Required per Exposure

Q15: What ratemaking method did the North Carolina Rate Bureau use in the development of the premium required per exposure for private passenger nonfleet automobile insurance?

A15: The Rate Bureau used what is referred to in actuarial literature as the pure premium method. The Rate Bureau's application of this method is displayed in detail in Exhibit RB-1.

Q16: Is this ratemaking method commonly accepted in the actuarial profession?

A16: Yes, this method is commonly used and generally accepted by the actuarial profession and the property/casualty insurance industry.

Q17: Can you briefly explain the derivation of this method?

A17: The goal of this ratemaking analysis is to set rates such that the total premium charged for policies written during a future time period will be appropriate to cover the losses and expenses while achieving the targeted underwriting profit. This relationship is described in the following equation:

$$\begin{aligned} \text{Premium Required} \\ &= \text{Losses} + \text{Loss Adjustment Expenses} + \text{Underwriting Expenses} \\ &+ \text{Underwriting Profit and Contingency} \end{aligned}$$

Hereafter in this discussion, Loss Adjustment Expenses will be abbreviated as LAE, and Underwriting Profit and Contingency will be abbreviated as UW Profit.

Underwriting expenses can be sub-divided into fixed and variable components. Fixed expenses are considered the same for every risk and do not vary with the size of the premium. Conversely, variable expenses and target underwriting profit are incorporated as a constant percentage of the premium.

The equation above can be re-stated as:

$$\begin{aligned} \text{Premium Required} \\ &= \text{Losses} + \text{LAE} + \text{Fixed Expenses} + \text{Variable Expense \% (Premium Required)} \\ &+ \text{UW Profit (Premium Required)} \end{aligned}$$

By rearranging the terms, the equation becomes:

$$\text{Premium Required} = \frac{(\text{Losses} + \text{LAE} + \text{Fixed Expenses})}{(1.0 - \text{Variable Expense \%} - \text{UW Profit \%})}$$

Finally, the equation can be re-expressed as averages per exposure where exposure is defined as a North Carolina private passenger nonfleet automobile insured for one year. The equation for the premium required per exposure is now as follows:

$$\text{Premium Required per Exposure} = \frac{(\text{Loss \& LAE per Exposure} + \text{Fixed Expense per Exposure})}{(1.0 - \text{Variable Expense \%} - \text{UW Profit \%})}$$

As mentioned earlier, each of the cost components are projected to the period in which rates will be in effect. Though historical data is often used as a starting point, various techniques are used to adjust the historical data to the future period. These adjustments will be discussed in more detail later in my testimony.

In summary, the pure premium ratemaking method projects the loss and loss adjustment expenses per exposure (typically referred to as the “pure premium”) and the average fixed expenses per exposure to the period that the rates will be in effect. The sum of those two dollar amounts is then adjusted for variable expenses and the target profit and contingency percentage. The method is generally performed separately for each coverage.

The formula derived above is the most general representation of the pure premium formula.

Below is a simple example illustrating the method.

Given the following information:

- Projected ultimate loss and LAE per exposure = \$300
- Projected fixed UW expense per exposure = \$25
- Variable UW expense % = 25%
- Target UW profit and contingency % = 10%

The premium required per exposure is calculated as follows:

$$\text{Premium Required per Exposure} = \frac{(\$300 + \$25)}{(1.0 - 25\% - 10\%)} = \$500.$$

Q18: How does the Rate Bureau’s application of the pure premium method compare to the general formula described above?

A18: The Rate Bureau follows the general pure premium method described above with a few refinements. First, the pure premium method for bodily injury liability, property damage liability and uninsured motorist coverage is done on a basic limits basis, which is a common actuarial practice. This

means individual claim amounts are capped at the financial responsibility limit in the State of North Carolina (\$30,000 per person and \$60,000 per claim occurrence for bodily injury and uninsured motorist-bodily injury, and \$25,000 per claim occurrence for property damage and uninsured motorist-property damage). The basic limits required premium per exposure is later adjusted for the effect of other limits, as discussed in the Other Adjustments section.

In addition, the Rate Bureau's pure premium method includes explicit provisions for expected policyholder dividends and net deviation. These two provisions will be discussed in detail later in my testimony.

Finally, for this rate filing, the Rate Bureau has applied an adjustment factor to the required premium per exposure by coverage to reflect the expected increases in costs for motor vehicle reports, salvage certificates of title charges and implementation of sales tax on labor costs that are not yet fully reflected in the experience data. This is covered in more detail in the Other Adjustments section of my testimony.

Inclusion of All North Carolina Insureds in Setting Rates

Q19: Are all North Carolina private passenger motor vehicle insureds considered in the Rate Bureau's application of the pure premium methodology?

A19: Yes, it is my understanding that the Rate Bureau intends to include loss, expense and exposure experience from all North Carolina private passenger auto risks exposed to loss during the experience period. This includes risks written and retained in the voluntary market as well as those risks ceded to the Reinsurance Facility.

As noted in Section H, however, there are data reporting limitations for certain licensed carriers that result in some drivers being excluded from the data.

Q20: Are you aware that not all North Carolina insureds are subject to the same set of rates?

A20: Yes. I understand that North Carolina ratemaking statutes permit insurers, subject to certain filing requirements, to charge different rates than the rates promulgated by the Rate Bureau. If an insurer would like to charge liability or physical damage rates that are lower than the Rate Bureau rate for certain risk segment(s), it may do so by submitting its own deviation filing to the Commissioner.

Also, insurers are allowed by law to charge liability and physical damage rates that are higher than Rate Bureau rates with the approval of the Commissioner and with written consent of the insured. In practice, the Commissioner has only allowed physical damage rates in excess of the Rate Bureau rate, subject to the insured's written consent. These rates are commonly referred to as "consent-to-rate."

Additionally, insurers can cede liability coverages to the Reinsurance Facility. "Clean risk" insureds ceded to the Reinsurance Facility are charged the Rate Bureau rate and additional revenue is generated from the clean risk recoupment. "Other than clean risk" insureds ceded to the Reinsurance Facility are charged the rate established by the Reinsurance Facility, which is higher than the Rate Bureau rate.

Q21: Why does the Rate Bureau include the loss, expense and exposure data for the entire North Carolina private passenger auto insurance market?

A21: In my professional opinion, the experience of all insureds in the market was used to derive rates because it reflects the anticipated losses and expenses for the average North Carolina insured. To the extent few risks are average in every respect, the classification plan is designed to generate higher and lower rates commensurate with how risk segments are expected to vary from the average. The structure of the classification plan is dictated by statute, and cross-subsidies in the plan can result in individual carriers electing to cede risks to the Reinsurance Facility or to deviate from manual rates as allowed by statute.

Including the loss, expense and exposure data for the entire North Carolina private passenger auto insurance market is intended to allow the average private passenger auto insured to be written and retained in the voluntary market.

Q22: Does the inclusion of all North Carolina private passenger motor vehicle insureds comply with North Carolina ratemaking statutes?

A22: Yes. The inclusion of all North Carolina risks is in line with the statutory language in Section 58-36-1, which outlines the ratemaking objective and function of the Rate Bureau (underlines added for emphasis):

The Bureau shall promulgate and propose rates for insurance against loss to residential real property with not more than four housing units located in this State and any contents thereof or valuable interest therein and other insurance coverages written in connection with the sale of such property insurance; for insurance against theft of or physical damage to nonfleet private passenger motor vehicles; for liability insurance for such motor vehicles, automobile medical payments insurance, uninsured and underinsured motorists coverage and other insurance coverages written in connection with the sale of such liability insurance; and, as provided in G.S. 58-36-100, for loss costs and residual market rate filings for workers' compensation and employers' liability insurance written in connection therewith. This subdivision does not apply to motor vehicles operated under certificates of authority from the Utilities Commission, the Interstate Commerce Commission, or their successor agencies, where insurance or other proof of financial responsibility is required by law or by regulations specifically applicable to such certificated vehicles.

I read the statutory language to mean the Rate Bureau is to promulgate and propose rates for all private passenger nonfleet automobile insureds, not only those written and retained in the voluntary market.

In addition, the legal principle I referenced earlier is applicable here as well:

For rate making purposes, the Bureau is to be regarded as if it were the only insurance company operating in North Carolina and as if it had an earned premium experience, an incurred loss experience and an operating expense experience equivalent to the composite of those companies actually in operation.

Under this principle, the statutory ratemaking standard that "rates shall not be excessive, inadequate or unfairly discriminatory" applies to rates determined in consideration of all insureds in the state. The Rate Bureau rates should be the average rate level appropriate for all insureds in the state.

Historical Loss and Expense Data

Loss and Loss Adjustment Expenses

Q23: Please briefly describe the historical loss and loss adjustment expense data compiled by the Rate Bureau for inclusion in the pure premium method.

A23: My understanding is the historical loss and expense experience source data used in Exhibit RB-1 combines experience for all licensed companies writing private passenger automobile insurance in North Carolina, except as noted in Section H. All such companies are required to file their experience annually with the official statistical agents and in accordance with the approved statistical plans. The statistical agents include Insurance Services Office (ISO), Independent Statistical Service (ISS) and National Independent Statistical Service (NISS). The explanatory memorandum in Exhibit RB-1, Section D summarizes the data checks and controls.

For bodily injury liability, property damage liability, and medical payments coverages, incurred loss and allocated loss adjustment expense (ALAE) data was compiled for the three most recent accident years ending on December 31, 2013, 2014, and 2015, evaluated as of March 31, 2016. Please allow me to define some of the relevant terms.

A case reserve is an expected amount to be paid in the future for an open claim; it is often determined by a claims adjuster or by formula. Accident year (also known as calendar-accident year) incurred loss and ALAE means the loss and ALAE payments plus case reserves for only those claims that occurred during each twelve-month period. The evaluation date of March 31, 2016 means we are allowing for additional time (e.g., 3 months for Accident Year 2015) for late reporting of claims that occurred during the twelve month period and for payments to be made and case reserves to change on the known claims. This is often referred to as allowing the claims and associated losses and ALAE to “develop.” Later in my testimony I will discuss how to develop the losses to their ultimate settlement value.

The bodily injury liability and property damage liability incurred loss and ALAE data was compiled separately on a basic limits and total limits basis. As mentioned previously, basic limits means individual claim amounts are capped at the financial responsibility limit in the State of North Carolina.

The provision for expected unallocated loss adjustment expenses (ULAE) for liability coverages in a given year is calculated as the ratio of ULAE to loss and ALAE, as reported in the annual calls for expense experience that the Rate Bureau sends to its member companies.

For uninsured and underinsured motorist coverages, incurred loss and ALAE data was compiled for the three most recent accident years ending on December 31, 2013, 2014, and 2015, evaluated as of March 31, 2016. The uninsured motorist incurred loss and ALAE data was compiled separately for bodily injury liability and property damage liability, as well as by basic limits and by total limits. The underinsured motorist incurred loss and ALAE data was compiled on a total limits basis.

The ULAE provisions for the uninsured motorist-bodily injury and uninsured motorist-property damage are the same as the ULAE provisions used for the bodily injury liability and property damage liability coverages, respectively. Similarly, the ULAE provision for underinsured motorist coverage is the same as the ULAE provision for bodily injury.

For physical damage coverages (collision and comprehensive) paid loss data was compiled for the three most recent calendar years ending December 31, 2013, 2014, and 2015. Calendar year paid loss considers all losses paid during each respective calendar year regardless of occurrence date or report date.

The provision for expected physical damage loss adjustment expense is derived from the annual calls for expense experience. This differs from the liability coverages, which included ALAE in the losses reported in the statistical plan.

Q24: Why is the liability loss data compiled on an accident year basis, and the physical damage data on a calendar year basis?

A24: Accident year organization is chosen for the liability coverages as it represents a better match in the timing of premium and loss than calendar year organization; however, the calendar year organization is appropriate for individual coverages in which losses are reported and settled quickly, such as auto physical damage coverages. These are commonly accepted methods of ratemaking data organization in the property/casualty insurance industry.

Q25: Could the liability accident year incurred loss data be distorted if individual carriers recently changed the way they set case reserves?

A25: Yes, this is theoretically possible but improbable in the data used for this filing. In accordance with North Carolina regulatory requirements, the Rate Bureau annually requests the largest writers of liability and physical damage insurance to comment on the presence and materiality of any recent changes in reserving practices or expense-cutting activities. I have reviewed the responses from these carriers and none noted any changes in reserve practices that would be expected to materially distort the incurred loss data used in this filing.

Underwriting Expenses

Q26: Can you briefly explain the underwriting expense data used in the pure premium method?

A26: As mentioned previously, underwriting expenses are sub-divided into fixed expenses and variable expenses (i.e., expenses that vary with premium). The general expenses and other acquisition expenses are considered fixed underwriting expenses, and the amounts used in the pure premium method for

each year are based on data reported in the Rate Bureau's annual calls for expense experience. For coverages in which the pure premium method is performed on a basic limits basis, these expense amounts are subsequently adjusted to a basic limits basis.

The variable underwriting expenses consist of commissions and brokerage and taxes, licenses and fees. The provisions for these variable underwriting expenses are derived separately for liability and physical damage, and are determined as a percentage of North Carolina collected premiums from the 2015 call for expense experience.

For uninsured motorists and underinsured motorist coverages, all underwriting expenses are treated as variable and determined as a percentage of North Carolina collected premiums.

As explained previously, The Rate Bureau annually requests the largest writers of liability and physical damage insurance to comment on the presence and materiality of any recent expense-cutting activities. I have reviewed the responses from these carriers and none noted any expense-cutting activities that would materially distort the expense provisions used in this filing.

Number of Years of Experience Relied Upon in Determination of Required Premium per Exposure

Loss and Loss Adjustment Expenses

Q27: Did the Rate Bureau rely on all three years of loss and loss adjustment expense data in the application of the pure premium method?

A27: For each of the liability coverages, the Rate Bureau calculated the ultimate projected loss and loss adjustment expense per exposure (i.e., pure premium) for each of the accident years ending on December 31, 2013, 2014, and 2015. Similarly, the pure premium was calculated separately for the calendar years ending December 31, 2013, 2014, and 2015 for each of the physical damage coverages.

The science of credibility in ratemaking addresses whether the actuary can rely on recent observed experience (e.g., the 2015 pure premium) in order to estimate the expected value of future average costs, or whether that experience should be blended with one or more sets of related experience (e.g., prior years' pure premium) in order to improve the estimate of expected value.

According to the Law of Large Numbers, as the volume of insured risks increases, the observed experience will approach the "true" experience, and for a sufficiently large number of insured risks, the observed experience will equal the "true" experience. By insuring a large number of independent risks, the experience of the entire group becomes more stable and can be more accurately predicted. The meaning of "large" is defined by what is referred to as the full credibility standard, and it may be expressed in terms of the number of exposures or number of claims.

In order to determine the reliance to place on each year's pure premium within the ratemaking formula, the Rate Bureau applied a full credibility standard of 4,000 claims. The credibility standard is based on the method presented in the paper, "On the Credibility of the Pure Premium" by Mayerson, Jones and Bowers (PCAS LV, 1968).

Since the number of claims in the 2015 experience year met this full credibility standard for each of bodily injury, property damage, medical payments, collision, and comprehensive coverages, the premium required per exposure for these coverages is based on the pure premium of this year. The Rate Bureau considered and evaluated the loss experience by coverage of the earlier two years to make sure that there were no anomalies or abnormalities associated with the latest year.

Because of a long history of volatility observed in losses for uninsured motorists and underinsured motorists coverages, three years of loss and loss adjustment expense experience were used in the determination of the premium required per exposure, with each year of experience given weight proportional to its exposures. This is also true in the motorcycle indication, but since that indication uses a loss ratio approach (to be discussed later), each year of experience is given weight proportional to its earned premium at present manual rates.

Q28: Please briefly explain the credibility procedure used by the Rate Bureau to determine the weight of each year's pure premium in the determination of the premium required per exposure for each coverage.

A28: The classical credibility approach, commonly called limited fluctuation credibility, is a frequently used method in Property/Casualty insurance ratemaking. The goal of classical credibility is to limit the effect that random fluctuations in the observations have on the risk estimate.

In classical credibility, a value of credibility (Z) is calculated and used to assign weights to the observed experience (e.g., a single year's pure premium) and to some related experience (e.g., prior years' pure premium) in the following linear expression:

$$\text{Estimate} = Z \times \text{Observed Experience} + (1.0 - Z) \times \text{Related Experience}$$

When estimating the credibility of an observed pure premium, the actuary determines the expected number of claims required for the observed pure premium to be considered fully credible ($Z = 1.00$). The observed pure premium experience is considered fully credible when the probability (P) is high that the observed experience will not differ from the expected experience by more than some assumed amount (k). Common industry selections for P and k are 95% and 5%, respectively. This means the data is fully credible if there is a 95% probability that the observed losses are no more than 5% above the expected losses. If it is assumed that there is no variation in the size of loss, application of classical credibility with these parameters would result in a full credibility standard of 1,084 claims.

The method used by the Rate Bureau in this filing is based on the 1968 paper written by Mayerson, Jones and Bowers, and abandons the assumption that size of loss does not vary among claims. Based on the same selection of P and k (95% and 5%, respectively) and taking into account information about the variation in the size of loss, the Rate Bureau's determination of the full credibility standard is 4,000 claims. They apply this full credibility standard to the two-year average claim count (i.e., the average of each year's claim count and the prior year's claim count).

Q29: Does the credibility procedure used by the Rate Bureau to determine the weight of each year's pure premium comply with actuarial standards?

A29: Yes. The Actuarial Standard of Practice on Credibility Procedures states that:

"In selecting or developing a credibility procedure, the actuary should consider the following criteria:

- a. whether the procedure is expected to produce reasonable results;
- b. whether the procedure is appropriate for the intended use and purpose; and
- c. whether the procedure is practical to implement when taking into consideration both the cost and benefit of employing a procedure.

I expect the credibility method used by the Rate Bureau to produce reasonable results. In fact, it is an improvement over the commonly used classical credibility method, which assumes no variation in the size of loss. The method will guide the actuary to rely on more recent experience when the data is stable enough to do so (and conversely, will require more years of experience when the data is less stable). In consideration of the large volume of the North Carolina industry data and the low statistical variance from year to year, the loss and loss expense experience for liability coverages and physical damage coverages is deemed stable enough to rely on the most recent year of data.

Even though the average number of claims in the latest year for the uninsured motorists coverage exceeds the standard for full credibility, the decision to rely on more years of experience because of the volatility of this coverage is reasonable. The underinsured motorists coverage does not have sufficient claims in the latest year to meet the full credibility standard and should rely on more years of data.

I believe the credibility procedure used by the Rate Bureau is appropriate for the intended purpose in the pure premium ratemaking methodology, and it is practical for the Rate Bureau to implement.

Underwriting Expenses

Q30: Did the Rate Bureau rely on all three years of expense data in the application of the pure premium method?

A30: The Rate Bureau reviewed three years of expense data and determined that it was appropriate to rely on the latest year of data given its stability over time.

Compliance with Statute

Q31: Do you believe the number of years of loss and expense data used by the Rate Bureau complies with North Carolina ratemaking statutes?

A31: Yes, I believe the number of years complies with the statute.

The ratemaking standard in the North Carolina insurance code at Section 58-36-10 (2) states that:

Due consideration shall be given to actual loss and expense experience within this State for the most recent three-year period for which that information is available; to prospective loss and expense experience within this State; to the hazards of conflagration and catastrophe; to a reasonable margin for underwriting profit and to contingencies; to dividends, savings, or unabsorbed premium deposits allowed or returned by insurers to their policyholders, members, or subscribers; to investment income earned or realized by insurers from their unearned premium, loss, and loss expense reserve funds generated from business within this State; to past and prospective expenses specially applicable to this State; and to all other relevant factors within this State: Provided, however, that countrywide expense and loss experience and other countrywide data may be considered only where credible North Carolina experience or data is not available.

This statute does not prescribe that the loss and expense experience, or any adjustments to that experience, reflect some combination (e.g., an average) of the recent three-year period. In my professional opinion, “due consideration” implies that three years of loss and expense data should be evaluated, but that the Rate Bureau may rely on a shorter (or longer) experience period if that is judged to be a more reliable estimate of future experience. Moreover, the length of the experience period may vary depending on the cost component (e.g., loss or expense) or the data used to determine an adjustment to a cost component (e.g., wind and water procedure applied to comprehensive coverage losses).

Actuaries have generally accepted methods to determine how much weight should be given to historical loss data when projecting future loss costs. The Rate Bureau applied an explicit credibility standard based on the volume of claims and its statistical variance to determine the reliance of historical data in projecting future loss costs.

The Rate Bureau’s application of the selected credibility method resulted in 100% credibility being given to the pure premium for the latest year of experience for bodily injury liability, property damage liability, medical payments, collision and comprehensive. In fact, the claim counts for these coverages in 2015 far exceed the 4,000 claim count standard for full credibility (e.g., Accident Year 2015 bodily injury liability claim counts are greater than 91,000).

In addition, the Rate Bureau considered and evaluated the loss experience of the earlier two years to make sure that there were no anomalies or abnormalities associated with the latest year. In my examination of the results, differences between the latest year and the two prior years can be attributed to reasonably expected changes in loss and loss adjustment expense over time – and not to an abnormality in the latest year.

When the latest year’s experience is considered practically and statistically sufficient for purposes of projecting future expected costs, it is not expected to improve the future cost estimation by blending it with the experience from less recent years. If deemed reliable, the latest year should be a better proxy for future experience than some blend of older years.

Adjustments to Loss Data in the Ratemaking Method

Q32: Can you briefly explain the adjustments made to the loss data in the application of the pure premium method?

A32: Adjustments to the historical liability loss data include development to estimated ultimate values (loss development) and projection to future cost levels (loss trend).

Adjustments to the physical damage loss data include adjustment from paid to incurred basis, projection to future cost levels (loss trend), and a provision for expected wind and water losses (for comprehensive coverage only).

These adjustments are determined based on a review of data by coverage and often consider data spanning longer periods of time (beyond the three most recent years).

Loss Development

Q33: What is the purpose of loss development factors in the pure premium formula?

A33: Accident year incurred losses include paid losses plus case reserves as of a given evaluation date. As mentioned earlier, case reserves are amounts expected to be paid in the future for a known claim. Accident year incurred losses can and do change after the end of the year as additional claims are reported, claims are paid or case reserves are changed. The loss development factors are used to estimate how the incurred losses for each accident year will change by the time all incurred claims are finally settled.

In contrast, calendar year paid losses, which are used in the ratemaking methodology for physical damage coverages, are assumed to be fixed at the end of the calendar year. No loss development factors are applied.

Q34: What is your professional opinion as to the reasonableness of the selected loss development factors?

A34: For bodily injury liability, property damage liability, and medical payments coverages, the Rate Bureau examined how past accident year losses developed from one time period to the next, and then selected a loss development factor based on a three-year average of the historical development experience. This analysis was conducted separately on a basic limits basis and total limits basis for bodily injury liability and property damage coverages. This approach is consistent with traditional actuarial practices for auto insurance ratemaking. Furthermore, there is little variation between the three-year and five-year average historical patterns for these coverages. For uninsured motorists and underinsured motorists coverage, the Rate Bureau relied on a five-year average of the historical development

experience, given the history of volatility in these coverages. In my professional opinion, the selected loss development factors are reasonable.

Paid to Incurred

Q35: What is the purpose of the paid to incurred adjustment factor for physical damage coverages?

A35: Physical damage losses are reported on a paid basis in the approved statistical plans. Since the Rate Bureau is calculating the required premium per exposure on an incurred basis, these paid losses must be adjusted to an incurred basis. This is done based on the ratio of incurred losses to paid losses from 2015 Annual Statement data.

Loss Trend

Q36: How are losses projected to the period in which rates will be in effect?

A36: Because rates are being set for a future policy period, it is necessary to adjust the historical losses and ALAE to reflect expected future cost levels. This is accomplished through the application of trend factors that reflect the estimated annual change in loss costs.

Projecting the annual trends into the future was done on an exponential basis. This assumes a constant rate of change from year to year. Losses and ALAE were trended to July 16, 2018. This projection date assumes the rates will be effective October 1, 2017. For semi-annual policies, the average date of loss will be July 1, 2018. For annual policies, the average date of loss will be October 1, 2017. Based on an estimated distribution of policies by length of policy term, the average date of loss for all policies was determined to be July 16, 2018.

The number of years from the average date of loss in Accident Year 2015 (i.e., June 30, 2015) to the average date of loss for the period for which rates are being set (i.e., July 16, 2018) is 3.04 years. This is commonly referred to as the loss trend projection period. The loss trend projection factor is applied exponentially over the loss trend projection period. For example, a selected 2.0% loss (or pure premium) trend applied exponentially over 3.04 years results in a loss trend projection factor of 1.062 ($= (1 + 2.0\%)^{3.04}$).

Q37: How did the Auto Committee select the loss projection trends used in this filing?

A37: The loss projection trend selections were based primarily on a review of North Carolina insurance data. Mathematical techniques are often used to smooth and extrapolate from historical data. In the absence of strong contrary indications, it is common actuarial practice to rely on extrapolations of historical insurance data.

The North Carolina insurance trend data contains paid claim frequency and average paid claim cost data as reported by all auto carriers in North Carolina. Paid claim data is generally used because it eliminates

any distortion from changes in case reserving practices. The bodily injury, property damage, medical payments, collision, and comprehensive data is compiled on a four-calendar-quarter moving basis through June 2016. This means each quarterly data point contains the last four quarters of paid claim counts, paid loss amounts and exposures. The benefit of four-quarter moving data is to smooth the effects of seasonality. Additionally, the comprehensive coverage data excludes wind and water and “all other property damage” claims, since these claims tend to occur with relative infrequency and can distort historical patterns.

The uninsured motorists coverage and underinsured motorists coverage data is compiled on an accident year incurred loss basis, including loss adjustment expenses and with losses developed to ultimate. Examining this type of data for trend analysis is commonly done for more volatile coverages.

The committee examined exponential curves of best fit based on the most recent 6, 9, 12, 15 (and 24 for frequency only) data points. In selecting frequency and average cost trends by coverage, the Committee considered the stability of the longer-term trends as well as the responsiveness of the more recent data points.

The selected pure premium trend by coverage is the product of the underlying frequency and severity trend factors. For example, a selected 6% frequency trend and a selected 1.5% average cost trend would combine to a 7.6% pure premium trend ($1.060 \times 1.015 = 1.076$).

A38: Does this approach comply with actuarial standards?

A38: Yes. The Actuarial Standards Board in its Actuarial Standard of Practice No 13 states “Trending procedures estimate future values by analyzing changes between exposure periods (for example, accident years or underwriting years).” Additionally, the standard states “In selecting these procedures, the actuary may consider relevant information such as the following:

- a. Procedures established by precedent or common usage in the actuarial profession;
- b. Procedures used in previous analyses;
- c. Procedures that predict insurance trends based on insurance, econometric, and other non-insurance data; and
- d. The context in which the trend estimate is used in the overall analysis.”

Analyzing patterns in historical frequency and average cost data, in particular the consideration of exponential curves of best fit, is both commonly used in the actuarial profession and the procedure used in previous Rate Bureau analyses. The all-carrier North Carolina data and the analysis performed are appropriate for use in projecting losses within the pure premium ratemaking formula.

Q39: Did the Auto Committee consider loss trend data from the Fast Track Monitoring System?

A39: The Committee was provided Fast Track Monitoring System data for North Carolina and countrywide. As the North Carolina Fast Track data considers less than half of the North Carolina

exposures, it would only be a useful benchmark if it contained more recent experience than the all carrier data. At the time this filing was prepared, both Fast Track and the all carrier data included frequency and average cost experience through June 2016. In addition to being a subset of the all carrier data, the Fast Track data is also subject to less stringent data edits as compared to the all carrier data. Consequently, the Auto Committee did not rely on the North Carolina Fast Track data.

The Committee reviewed the Fast Track trends for countrywide. The Committee's trend selections align more closely with the North Carolina all-carrier trend data. This large body of loss data is considered reliable and more representative of future North Carolina experience.

Q40: Did the Auto Committee review data related to gasoline consumption and mileage trends?

A40: Yes, the Committee reviewed data related to changes in gasoline consumption, gasoline prices, and miles driven. The data suggests a correlation between annual gas consumption and annual miles driven, which is intuitive. Even if a correlation exists between the price of gas and annual miles driven, it would be difficult to speculate on future gas prices and to estimate the impact on insurance claim frequency and average cost in North Carolina. The Committee relied most heavily on the insurance claim data for all carriers in North Carolina.

Q41: What loss projection trends were selected by the Auto Committee for this filing?

A41: The following table summarizes the selected average cost and frequency projection trends by coverage, as well as the selected pure premium projection trends.

Selected Annual Trend

Coverage	Average Cost	Frequency	Pure premium
BI – Basic Limits	-1.0%	3.0%	2.0%
BI – Total Limits	-0.5%		
Property Damage	4.0%	3.5%	7.6%
Medical Payments	0.5%	1.5%	2.0%
Uninsured Motorist (BI)	1.0%	0.0%	1.0%
Uninsured Motorist (PD)	4.0%	2.0%	6.1%
Underinsured Motorist	-1.0%	1.0%	0.0%
Comprehensive	2.5%	0.0%	2.5%
Collision	3.0%	3.5%	6.6%

Q42: What is your professional opinion as to the reasonableness of the selected loss projection trends?

A42: The annual cost, frequency, and pure premium trends selected for use in this filing are reasonable and they are supported by the North Carolina all-carrier trend data. References to exponential trends in the following paragraphs refer to trends in the North Carolina all-carrier trend data.

The exponential trend, or annual rate of change, for basic limits bodily injury liability coverage average cost varied between -1.1% and -1.0% between short (e.g., 6-quarter) and long (e.g., 12-quarter) data. The selection of a -1.0% trend is a reasonable choice.

The annual rate of change for the total limits bodily injury liability coverage average cost is -0.7% based on 9 or 12 points of data. The selected -0.5% trend takes into account that more recent quarters show slight acceleration to 0.0%.

The Committee's selected annual claim cost trend of 4.0% for the total limits property damage liability coverage is higher than the 12-quarter trend indication (3.1%) and reasonably recognizes the increased rate of change in the 9-quarter and 6-quarter trend indications (4.7% and 5.3% respectively).

The Committee's selected annual claim cost trend of 0.5% for the medical payments coverage is higher than the 12-quarter trend indication (0.0%) and reasonably recognizes the increased rate of change in the 9-quarter and 6-quarter trend indications (0.8% and 1.9%, respectively).

The Committee's selected annual claim cost trend of 2.5% for comprehensive coverage reflects a longer-term view, and is consistent with the 12-quarter exponential trend for all deductibles combined (excluding \$1,000 deductible). Compared to the other coverages, comprehensive has a low average claim size, which is a function of the types of perils covered (e.g., windshield claims). Small changes in the mix of perils can make comprehensive coverage average cost data more volatile. Therefore, I support the selection of an average cost trend based on a longer time period.

The Committee selected a 3.0% annual claim cost trend for collision coverage, which is consistent with the 12-quarter exponential trend for all deductibles combined. The exponential trends for shorter periods are slightly higher (e.g., 3.9% for 9-quarters).

The Committee's selected annual claim cost trend for the uninsured motorists bodily injury coverage is 1.0%. This is reasonably close to the 6-year exponential trend (1.2%) and the 4-year exponential trend (1.3%).

The annual claim cost trend for the uninsured motorists property damage coverage shows considerable acceleration in recent years. The Committee's selected annual claim cost trend of 4% is a reasonable blend of long-term and short-term trends and is consistent with the selected annual claim cost trend for property damage liability.

The Committee's selected annual claim cost trend for the underinsured motorists coverage is -1.0%. This is reasonably close to the 6-year exponential trend (-1.1%) as well as the 4-year exponential trend (-0.5%).

The Committee's selected annual frequency trend of 3.0% for the bodily injury coverage is higher than the 12-quarter trend indication (2.2%) and reasonably recognizes the increased rate of change in the 9-quarter and 6-quarter trend indications (4.2% and 3.5%, respectively).

The Committee's selected annual frequency trend of 3.5% for the property damage coverage is lower than the 12-quarter trend indication (4.2%) and reasonably recognizes the decreasing rate of change in the 9-quarter and 6-quarter trend indications (3.9% and 3.6%, respectively).

The 1.5% selected trend for medical payments frequency is a reasonable balance of the longer term trend (the 12-point exponential trend is 0.7%) and the more recent indications (the 9-point trend and 6-point trend are 2.3% and 2.0%, respectively).

The 0.0% selected trend for comprehensive coverage frequency recognizes the longer term trends for all deductibles combined (e.g., 15-quarter exponential trend of 0.1% and 12-quarter exponential trend of -0.6%). This is consistent with the longer term view reflected in the trend selection for comprehensive average claim costs.

The Committee's selected 3.5% trend for collision coverage frequency is very close to the 12-quarter exponential trend for all deductibles combined (3.6%). This is consistent with the longer term view reflected in the trend selection for collision average claim cost.

The average annual rate of change for the uninsured motorists bodily injury liability coverage frequency is -0.7% and 1.0% based on 6-years and 4-years of data, respectively. The Committee's selection of a 0.0% trend is a reasonable blend of long-term and short-term trends.

The Committee's selected annual frequency trend of 2.0% for the uninsured motorists property damage coverage reflects the 6-year trend of 2.1%.

Similarly, the Committee's selected annual frequency trend of 1.0% for the underinsured motorists coverage reflects the 6-year trend of 0.8%.

As a matter of practice, I also find it useful to examine the consistency in selected pure premium trends for coverages of a similar nature. The bodily injury liability coverage pure premium trend and the uninsured motorist bodily injury pure premium trend are 2.0% and 1.0%, respectively. The pure premium trend selections for property damage liability, uninsured motorist property damage and collision coverages are 7.6%, 6.1% and 6.6%, respectively. I find these trend selections for similar coverages to be consistent.

Adjustment for Wind and Water

Q43: How are comprehensive losses adjusted for consideration of wind and water losses?

A43: Comprehensive losses are adjusted by removing actual wind and water (W&W) losses in each calendar year and then adding an average W&W loss amount calculated over a much longer time period (30 years).

For each of the 30 calendar years, the W&W losses, total losses and non-W&W losses are calculated. The ratio of W&W losses to non-W&W losses is derived for each year and for the average of all 30 years. The 30-year average ratio (0.219) is multiplied by the non-W&W losses for each year to derive the adjusted W&W losses for that year.

Q44: What is your professional opinion as to the reasonableness of the selected wind and water provision?

A44: The purpose of the W&W procedure is to recognize that catastrophes such as wind and water losses tend to occur with relative infrequency. It is appropriate to replace actual W&W losses in a given year with an average expected amount of W&W losses; moreover, it is appropriate to base that average on a long time period. I recognize that the number of carriers included in the data used for this analysis increased over time (particularly in the 1990s); my understanding is that ISO had determined the addition of certain carriers did not materially change the results.

The average ratio of W&W to non-W&W losses over the 30 year period is 0.219 but there is considerable variability from year to year (from a high of 0.734 in 2011 to a low of 0.062 in 1991). Four years have a ratio that exceeds what might be considered an expected amount of variation from the average (as measured by the standard deviation). One of those years (2011) is more than four times the expected variation above the mean. In light of this volatility, it is very difficult to predict the timing of the next high W&W year. Using the most recent three or four years would underestimate the probability of the next high W&W year. Using a medium-range time period would give too much weight to the unusual 2011 year. The 30-year average is appropriate.

The method used in this filing is consistent with traditional actuarial practices for auto insurance ratemaking. In my professional opinion, the selected wind and water provision is reasonable.

Adjustments to Expense Data in the Ratemaking Method

Loss Adjustment Expenses

Q45: Are there adjustments made to the loss adjustment expenses?

A45: Yes. For bodily injury liability, property damage liability, uninsured motorist and underinsured motorist coverages, the allocated loss adjustment expenses are included with the losses and are assumed to be directly related to losses. Therefore, it is appropriate to apply the loss development factor and loss trend factor to those expenses.

As described earlier, the unallocated loss adjustment expenses provision for these coverages is derived from the annual calls for expense experience. This expense is treated as a fixed expense (i.e., it is not expected to change from year to year in a manner that is proportional to premium or loss). The Auto Committee selects an average annual change in expenses and applies that exponentially from the average date of loss in each historical accident year to the average date of loss for the policy period in which rates will be in effect. This is the same trend length (though different trend selection) as is applied to loss and ALAE to project it to the future policy period.

For example, the unallocated loss adjustment expense provision for property damage coverage in Accident Year 2015 is 0.111. This ratio is multiplied by the developed losses and ALAE (\$751,463,525) to produce the expected unallocated loss expenses (\$83,412,451 = \$751,463,525 x 0.111). These expenses are then projected into the future policy period by applying the Committee's selected expense trend (2.0%) exponentially from the average date of loss in Accident Year 2015 (July 1, 2015) to the average date of loss for the policy period in which rates will be in effect (July 16, 2018). The result is \$90,101,629 = \$83,412,451 x (1 + 2.0%)^{3.04}).

For physical damage coverages, both allocated and unallocated loss adjustment expense provisions are obtained from the annual expense call and treated as fixed expenses and trended in the same manner as described above.

Q46: What is the expense trend used in this filing?

A46: The Committee selected an annual expense trend of +2.0%.

Q47: What is the basis for this trend selection and is it reasonable in your professional opinion?

A47: The 2.0% annual expense trend was selected based on a review of the All-Items CPI, the All-Items CPI-Less Energy and the Total Compensation Cost Index (for Insurance Carriers, Agent Brokers and Service), all published by the Bureau of Labor Statistics. The Committee examined annual changes in the indices and a weighted average of the indices based on an exponential curve of best fit for the latest 16,

12, 8 and 4 quarters. The Committee's selection of the 2.0% annual expense trend is consistent with the 16-quarter exponential curve of best fit (1.97%). Shorter term trends show acceleration (e.g., the 4-quarter trend is 2.91%).

In my professional opinion, the indices used and the selected expense trend are reasonable.

Underwriting Expenses

Q48: How are underwriting expenses included in the pure premium formula?

A48: The commissions and brokerage expenses and the taxes, licenses and fees expenses are treated as variable expenses in the pure premium formula for the liability and physical damage coverages. In other words, they are assumed to be directly variable with premium and are expected to increase or decrease in proportion to the rate change for each coverage.

The general expenses and other acquisition expenses are treated as fixed expenses in the pure premium formula with the exception of uninsured motorist and underinsured motorists coverage, where they are treated as variable expenses.

Q49: Please explain any adjustments made to the underwriting expenses.

A49: The fixed underwriting expenses are expected to change from year to year in a manner that is not necessarily proportional to premium or loss. As discussed above, the Auto Committee selects an average annual change in expenses. For fixed underwriting expenses, that trend is applied exponentially from the average date that expenses were incurred in each historical calendar year to the average date that expenses will be incurred for the policy period in which rates will be in effect. Since general and other acquisition expenses are assumed to be incurred at the start of the policy, expenses are trended from the average date that policies were written in the historical period to the average written date in the projection period.

For example, the general and other acquisition expenses for property damage coverage in Accident Year 2015 are \$136,088,408. These fixed expenses are projected into the future policy period by applying the Committee's selected expense trend (2.0%) exponentially from the average date that policies were written in Calendar Year 2015 (July 1, 2015) to the average date that policies will be written for the policy period in which rates will be in effect (April 1, 2018). The result is \$143,709,359 = \$136,088,408 x $(1 + 2.0\%)^{2.75}$.

Q50: What is your professional opinion as to the reasonableness of the selected expense trend that is applied to the fixed underwriting expenses?

A50: As mentioned previously in the discussion of unallocated loss adjustment expenses, the 2.0% annual expense trend was selected based on a review of the All-Items CPI, the All-Items CPI-Less Energy and the Total Compensation Cost Index (for Insurance Carriers, Agent Brokers and Service), all published by the Bureau of Labor Statistics. The Committee examined annual changes in the indices and a weighted average of the indices based on an exponential curve of best fit for the latest 16, 12, 8 and 4 quarters.

In my professional opinion, the indices used and the selected expense trend are reasonable.

Underwriting Profit and Contingency

Q51: What underwriting profit provisions did the Rate Bureau utilize in this rate filing?

A51: The Rate Bureau utilized a before-tax underwriting profit provision of 13.5% for the liability coverages and uninsured and underinsured motorists coverages, and 15.0% for the physical damage coverages.

Q52: Did you advise or otherwise consult the Rate Bureau in the method used to determine the cost of capital or to select the underwriting profit provision?

A52: No, I did not. This is beyond the scope of my services to the Rate Bureau. The underwriting profit analysis was performed by Dr. Appel and Dr. Vander Weide. The testimonies of Dr. Appel and Dr. Vander Weide are included with this rate filing.

Q53: What is your professional opinion as to the reasonableness of the selected underwriting profit provisions?

A53: In my professional opinion, the selected underwriting profit provision is reasonable. My opinion relies on the analysis provided by Dr. Appel and Dr. Vander Weide. That analysis shows that the Rate Bureau's selected underwriting profit provisions can be expected to produce overall returns consistent with the return that capital could be expected to earn in alternative investments of equivalent risk (i.e., consistent with the cost of capital).

Q54: Does that method comply with actuarial standards that address the selection of underwriting profit provisions?

A54: Yes. The Actuarial Standard of Practice *Treatment of Profit and Contingency Provisions and the Cost of Capital in Property/Casualty Insurance Ratemaking* states that "the actuary may develop an underwriting profit provision and test that profit provision for consistency with the cost of capital."

Q55: What is the purpose of a contingency provision in the pure premium ratemaking formula?

A55: The Actuarial Standard of Practice *Treatment of Profit and Contingency Provisions and the Cost of Capital in Property/Casualty Ratemaking* defines the contingency provision as "a provision for the expected differences, if any, between the estimated costs and the average actual costs that cannot be

eliminated by changes in other components of the ratemaking process.” In other words, the contingency provision is intended to adjust for any systematic bias in the variation between actual and expected costs that cannot be accounted for in other parts of the pure premium ratemaking formula.

Q56: What contingency provision did the Rate Bureau utilize in this rate filing?

A56: The Rate Bureau has selected a 0.0% contingency provision in this rate filing.

Policyholder Dividends

Q57: What are policyholder dividends?

A57: The *Casualty Actuarial Society Statement of Principles on Property/Casualty Ratemaking* defines policyholder dividends as “a non-guaranteed return of premium charged to operations as an expense.” This definition is among a list of “costs” to be considered in the determination of rates.

Policyholder dividends are accounted for on the statutory insurance Annual Statement as a reduction to current income, rather than a direct charge to surplus. Just as underwriting expense items reduce profits, so do policyholder dividends.

Q58: Did the Rate Bureau consider policyholder dividends in the pure premium method?

A58: Yes, as stated earlier, the Rate Bureau includes a provision (as a percent of premium) for expected policyholder dividends in its application of the pure premium method. Though not generally considered a variable underwriting expense from an accounting perspective, the Rate Bureau’s treatment of expected dividends in the pure premium formula is similar to that of variable underwriting expenses.

The Rate Bureau’s application of the pure premium method can be expressed as follows:

$$\begin{aligned} & \text{Indicated Average Rate} \\ &= \frac{(\text{Average Loss \& LAE per exposure} + \text{Average Fixed Expense per exposure})}{(1.0 - \text{Variable Expense \%} - \text{UW Profit \%} - \text{Policyholder Dividend \%})} \end{aligned}$$

Q59: What is the actuarial standard with respect to the treatment of policyholder dividends in ratemaking?

A59: The *Actuarial Standard of Practice Expense Provisions in Property/Casualty Insurance Ratemaking* states the following:

The *Statement of Principles Regarding Property and Casualty Insurance Ratemaking* of the Casualty Actuarial Society (CAS) classifies policyholder dividends as an expense to operations. When the actuary determines that policyholder dividends are a reasonably expected expense and are associated with the risk transfer, the actuary may include a provision in the rate for the expected amount of policyholder dividends. In making this determination, the actuary should consider the following: the company’s dividend payment history, its current dividend policy or practice, whether dividends are related to loss experience, the capitalization of the company, and other considerations affecting the payment of dividends.

Q60: How does the North Carolina ratemaking statute address the treatment of policyholder dividends in ratemaking?

A60: The North Carolina insurance code at Section 58-36-10 states (underline added for emphasis):

The following standards shall apply to the making and use of rates:

- (1) Rates or loss costs shall not be excessive, inadequate or unfairly discriminatory.
- (2) Due consideration shall be given to actual loss and expense experience within this State for the most recent three-year period for which that information is available; to prospective loss and expense experience within this State; to the hazards of conflagration and catastrophe; to a reasonable margin for underwriting profit and to contingencies; to dividends, savings, or unabsorbed premium deposits allowed or returned by insurers to their policyholders, members, or subscribers; to investment income earned or realized by insurers from their unearned premium, loss, and loss expense reserve funds generated from business within this State; to past and prospective expenses specially applicable to this State; and to all other relevant factors within this State: Provided, however, that countrywide expense and loss experience and other countrywide data may be considered only where credible North Carolina experience or data is not available.

Consistent with the actuarial standard, the insurance code refers to policyholder dividends as a return of premium to customers.

Q61: How did the Rate Bureau select the provision for policyholder dividends?

A61: The Rate Bureau reviewed six years of North Carolina policyholder dividend ratios (as a percent of voluntary and ceded manual earned premium) as well as the history and consistency of carriers issuing policyholder dividends, and determined that policyholder dividends are a reasonably expected expense for the North Carolina private passenger nonfleet automobile insurance market.

The Rate Bureau selected a 0.30% provision for liability based on the six-year average ratio (0.33%) and similarly a 0.30% provision for physical damage coverages based on the six-year average (0.31%).

Q62: In your professional opinion, does the Rate Bureau's treatment of policyholder dividends in ratemaking comply with actuarial standards and North Carolina ratemaking statutes?

A62: Yes, both the actuarial standard and the North Carolina statute allow consideration of policyholder dividends in the rates. The actuarial standard is more specific in saying that the actuary should determine if policyholder dividends are a *reasonably expected* expense, and this determination should consider dividend payment history among other considerations such as company policy.

Since the Rate Bureau is acting as if it were "the only insurance company operating in North Carolina equivalent to the composite of those companies actually in operation," the Rate Bureau reviewed

historical industry data with respect to dividends as a percent of premium. The Bureau determined that policyholder dividends are a reasonably expected expense for the North Carolina private passenger nonfleet automobile insurance market. It is actuarially sound and reasonable and consistent with North Carolina ratemaking statutes to include a provision for anticipated policyholder dividends.

Q63: Does the Rate Bureau's inability to control individual carrier declaration of policyholder dividends affect how such dividends are treated in the pure premium ratemaking formula?

A63: The Rate Bureau has no control over the decision of individual carriers to declare policyholder dividends. Operating as a hypothetical single insurer in the state means its operations are a reflection of the operations and business decisions made independently by individual carriers. Furthermore, controllability of any cost provision in the Rate Bureau rate is not a requirement for including that provision in the pure premium ratemaking formula. The requirement is not one of control but rather whether the cost is anticipated in the future. If the Committee expects policyholder dividends to be declared in the future, then that expected cost should be included in the ratemaking formula.

Net Deviations

Q64: What is the purpose of the provision for Net Deviation?

A64: The Rate Bureau has included a provision (as a percent of premium) for the expected revenue imbalance in the North Carolina private passenger nonfleet automobile insurance market.

As mentioned previously, some insureds are charged the Rate Bureau rate while others pay lower rates (e.g., due to company filed deviations) or higher rates (e.g., due to consent-to-rate or Reinsurance Facility rates). To the extent that upward and downward deviations from the Rate Bureau's rates are offsetting, the amount of premium collected for the industry as a whole will cover the expected costs and achieve the targeted underwriting profit. If the downward deviations are not offset by the upward deviations, the premium collected by the industry will not be expected to achieve the target underwriting profit. In order to avoid this underfunding, it is necessary to increase the Rate Bureau rate.

Q65: How is this provision incorporated in the pure premium ratemaking formula?

A65: The Net Deviation per Exposure is calculated as follows:

$$\begin{aligned} & \text{Net Deviation per exposure} \\ &= \frac{\text{Premium Required per Exposure}}{(1.0 - \text{Net Deviation \%})} - \text{Premium Required per Exposure} \end{aligned}$$

This dollar amount is added to the premium required per exposure in the pure premium method.

Q66: What did the Rate Bureau select as the provision for net deviations?

A66: The Rate Bureau selected a 5.0% net deviation for liability and physical damage coverages.

Q67: What is the basis of this selection?

A67: The Rate Bureau reviewed the overall net deviation as a percent of premium at Rate Bureau manual rates for the most recent six years, separately for liability and physical damage. For liability, this net deviation includes the reduction in revenue from company filed deviations, the additional revenue from the clean risk recoupment, and the additional revenue from the higher Reinsurance Facility manual rate. For physical damage, this includes the reduction in revenue from company filed deviations and the additional revenue from consent-to-rate (also known as non-standard premium). The six-year average net deviations for liability and physical damage are shortfalls of 8.50% and 9.83%, respectively. If this

liability average were a precise indication of the future revenue imbalance, it would indicate that the expected future liability revenue for the market will be 8.50% lower than the total revenue if Rate Bureau manual rates were charged to every insured in North Carolina. The Rate Bureau elected to temper the net deviation and select a provision of 5% for each of liability and physical damage.

Q68: What is your professional opinion as to the reasonableness of the selected net deviation factor?

A68: The Rate Bureau's selection reflects several considerations. First, the revenue imbalance is considerably more negative than the last time the Bureau filed rates (in fact, no explicit provision was included in the ratemaking methodology in 2009). Second, the tempered 5% net deviation allows the Rate Bureau to monitor how the market responds to the rate change. The anticipated effect is that carriers will write and retain more risks in the voluntary market, thereby reducing the market share of the Reinsurance Facility.

In my professional opinion, the use of the net deviation provision and the selected provision are reasonable.

Other Adjustments

Q69: Please explain the Adjustment Factor for Increase in MVR and Salvage Title Fees and Sales Tax on Labor Costs.

A69: The Rate Bureau has adjusted the premium required per exposure for each coverage to reflect the following expected increases in costs that are not yet fully reflected in the experience data: 1) a 0.36% increase to all coverages as a result of increases in motor vehicle report and salvage certificate of title charges to insurers and 2) a 2.01% increase to any coverages involving repairs to insured motor vehicles (i.e., property damage liability, uninsured motorist liability – property damage, collision and comprehensive coverages) for the implementation of sales tax on labor costs. These charges are a direct result of the 2015 Appropriations Act (House Bill 97). Rates reflecting these changes were approved and apply to all new and renewal policies becoming effective on or after March 1, 2016.

Once these costs are fully reflected in the experience data, an explicit adjustment will no longer be necessary.

Q70: Please explain the Distributional Adjustment Factor.

A70: The Distributional Adjustment Factor converts the premium required per exposure for each coverage to the required base class premium per exposure (also known as the statewide base class rate).

A base risk is a specific risk profile defined by the Rate Bureau classification plan. The base rate is the rate that is applicable to that base risk. Though the base class may represent a set of risk characteristics that are fairly common (e.g., a particular use class and model year), the base rate is not the average rate. The rate for all risk profiles other than the base profile varies from the base rate through the application of rating factors that are part of the statutory class plan. The Distributional Adjustment Factor is the ratio of the present average premium to the base class rate. Applying this factor to the premium required per exposure converts it to the required base class premium per exposure.

Q71: Please explain the purpose and the derivation of the total limits changes for bodily injury liability and property damage liability coverages.

A71: As mentioned previously, the premium required per exposure (and hence the required base class premium per exposure) were derived assuming every policy was purchased at the financial responsibility limits for these coverages. The total limits changes for these coverages represent the adjustment to the required base class premium per exposure to account for the indicated changes to the higher limits factors (i.e., above the financial responsibility limit). Since the Rate Bureau is not filing changes to the

increased limits factors for these coverages, the increased limits changes have been applied to the required base class premium. The derivation of the total limits change is discussed below.

For each of these coverages and for each year in the experience period, three years of basic limits losses are trended and developed to ultimate based on the selected basic limits loss trend projection factors and basic limits loss development factors. Similarly, three years of total limits losses are trended and developed to ultimate based on the selected loss trend projection factors and loss development factors for total limits. The indicated average increased limit factor is the ratio of the three-year total limits projected ultimate loss to the three-year basic limits projected ultimate loss. This indicated average increased limit factor is compared to the three-year average current increased limits factor to estimate the indicated total limits change. This total limits change is applied to the required base class premium.

Q72: Was a similar procedure followed for uninsured motorist coverage?

A72: Premium required per exposure was derived for uninsured motorist coverage, separately for basic limits and total limits. The excess limits change was determined based on the ratio of the premium required per exposure at total limits to the filed basic limits rate. The rates for higher uninsured motorist coverage limits were calculated by applying this excess limits change to the excess portion of the rate at each higher limit and adding this incremental amount to the selected basic limits rate.

Q73: Please explain the Model Year Trend Factor and Symbol Trend Factor.

A73: Model Year and Symbol are rating variables in the classification plan for physical damage coverages. First I will discuss Model Year rating. A certain model year is selected to be the base model year and (by definition of the base risk) is assigned a Model Year rate relativity of 1.0. Model years older than the base model year have Model Year rate relativities below 1.0 (i.e., their rate is lower than the base model year) and model years newer than the base model year have Model Year rate relativities higher than 1.0. In other words, the Model Year rate relativities increase for newer model years.

The Model Year Trend Factor reduces the required base class premium for comprehensive and collision coverages in recognition of the fact that the average rate for each coverage will increase automatically as the portfolio shifts toward newer cars.

It is my understanding the Rate Bureau relies on econometric forecasts of unit sales in order to forecast the exposure distribution by vehicle age for North Carolina insureds in future years. The Model Year Trend Factor measures the change in exposure-weighted average Model Year rate relativity from the latest experience year (2015) indexed to the current base model year to the future period in which the proposed rates will be effective.

Under the Symbol rating program, each model that car manufacturers produce is assigned a symbol based initially on the manufacturers' suggested retail price of the vehicle, assuming popular options. The initial symbols are thereafter adjusted to reflect actual loss experience associated with vehicles of the same model for earlier years. A certain symbol is selected to be the base symbol and (by definition of

the base risk) is assigned a Symbol rate relativity of 1.0. Other symbols are charged more or less than the base symbol in consideration of the retail price and loss experience.

The Symbol Trend Factor reduces the required base class premium for physical damage coverages in recognition of the fact that the average rate for each coverage will increase automatically as the portfolio shifts towards newer, higher-valued cars.

It is my understanding that the Rate Bureau relies on historical vehicle values and projections of prices for new vehicles, as well as the forecasts of unit sales discussed above, in order to forecast the exposure distribution by symbol and vehicle age for North Carolina insureds in future years. The Symbol Trend Factor measures the change in exposure-weighted average Symbol rate relativity from the latest experience period (2015) to the future period in which the proposed rates will be in effect.

Q74: Please explain the Factor for Change in Model Year Base.

A74: The Factor for Change in Model Year Base adjusts the required base class premium for comprehensive and collision coverages to reflect the fact that the Rate Bureau is changing the base risk profile from Model Year 2016 to Model Year 2018. The Factor for Change in Model Year Base reflects a two-year prospective shift in Model Year rate relativities.

Classification Plan

Q75: Does this rate filing include proposed changes to the rating variables used in the classification plan?

A75: No. This filing does not include any proposed changes to the classification plan.

Territory Base Rates

Q76: Please explain how the territory base rates by coverage are calculated.

A76: The pure premium ratemaking methodology results in the premium required per exposure for each coverage. This is converted to the required base class premium per exposure through the application of the Distributional Adjustment Factor and other additional adjustments (e.g., Model Year Trend Factor). The resulting base class premium per exposure must then be distributed to the territories in order to derive territory base rates. This is accomplished, generally, according to the relationship of each territory's three-year average loss costs (also known as pure premium) relative to the three-year average statewide loss experience. In other words, for a territory with higher (lower) than the statewide loss experience, the proposed territory base rate will be proportionally higher (lower) than the proposed statewide average base rate.

There are several adjustments (e.g., actuarial credibility) applied to the loss experience in this calculation, and they are described in more detail in Exhibit RB-1.

To be clear, the derivation of territory base rates achieves both a change to territorial relativities and the needed statewide overall rate level change.

Q77: Please explain how the filed rate level changes by coverage and in total are calculated.

A77: The filed territory base rates are compared to the current territory base rates by coverage in order to calculate the percent change by territory for each coverage. The weighted-average of these percent changes (using each territory's base premium as the weight) results in the filed rate level change for the coverage. This approximates the average impact on existing insureds if the filed rates are implemented for that coverage.

The filed rate level changes for the liability coverages combined, the physical damage coverages combined, and all coverages combined are derived as the weighted average of the relevant by-coverage filed rate level changes, using the latest year's projected earned premium at present manual rates as the weights.

Motorcycle

Q78: Has the Rate Bureau performed a ratemaking analysis for motorcycle liability experience?

A78: Yes, the filing includes a ratemaking analysis resulting in a -8.6% change to motorcycle liability (bodily injury liability, property damage liability, and medical payments) rates in North Carolina.

Q79: Are all North Carolina motorcycle insureds considered in the Rate Bureau's analysis of motorcycle experience.

A79: Yes. The data includes both voluntary and ceded motorcycle business.

Q80: What ratemaking method is used in this analysis?

A80: The motorcycle analysis uses the loss ratio ratemaking method. Generally speaking, this approach compares the estimated percentage of each premium dollar needed to cover future losses, loss adjustment expenses, and other fixed expenses to the amount of each premium dollar that is available to pay for such costs (after consideration of variable expenses and target underwriting profit).

That general relationship can be written as:

$$\text{Indicated Rate Level Change} = \frac{\left[\frac{\text{Loss \& LAE} + \text{Fixed Expenses}}{\text{Earned Premium @ Present Manual Rates}} \right]}{(1.0 - \text{Variable Expense \%} - \text{UW Profit \%})} - 1.0$$

The Rate Bureau's application of the loss ratio method also includes a net deviation provision and (for this rate filing) an adjustment for the increase in motor vehicle report and salvage title fees and for the sales tax applied on labor costs.

Q81: Please describe the data used for each component of the loss ratio formula, as well as adjustments to such data.

A81: The components of the loss ratio formula are based on the statistical call data and the annual expense call sent from the Rate Bureau to the member companies.

Earned premium at present manual rates was estimated for the three most recent calendar year periods (2013, 2014, and 2015). A procedure known as on-leveling was used to adjust each year's earned premium for the effect of any rate level changes approved during or after the year.

Incurred loss and ALAE data was compiled for the three most recent accident years ending on December 31, 2013, 2014, and 2015, evaluated as of March 31, 2016. The incurred loss and ALAE data is developed to ultimate using a weighted average of the loss development factors from the relevant coverages in the private passenger auto ratemaking analysis. The weights used are the motorcycle loss and ALAE by coverage.

Loss and ALAE data is projected from the average date of loss in each year to the average date of loss during the period in which rates will be in effect. The selected motorcycle liability loss trend is the weighted average of the relevant trends by coverage used in the private passenger auto ratemaking analysis. The weights are based on the motorcycle total limits losses and ALAE by coverage.

The unallocated loss adjustment expenses (ULAE) for each year are estimated by multiplying the loss and ALAE data for that year by the three-year average ratio of ULAE to loss and ALAE, as obtained from the annual calls for expense experience. Each year's estimated ULAE is projected from the average date of loss in that year to the average date of loss during the period in which rates will be in effect. The selected expense trend of 2.0% is the same expense trend as that used for automobile ratemaking.

General and other acquisition expenses are estimated for each year by multiplying the earned premium data by the average ratio of these expenses to earned premium, as obtained from the annual calls for expense experience. Each year's expenses are projected from the average written date of that year to the average written date during the period in which the rates will be in effect. Again, the selected expense trend of 2.0% is the same expense trend as that used for automobile ratemaking.

The sum of the projected loss, LAE and fixed expenses is compared to (i.e., divided by) the earned premium at present manual rates. This result is further adjusted for the effect of the variable expense provision, underwriting profit and contingency provision and the net deviation provision.

The variable expense provision is determined as a percentage of North Carolina written premium based on the Rate Bureau's annual expense calls.

The target underwriting profit provision and the contingency provision are the same as that used for automobile ratemaking (13.5% and 0.0%, respectively).

The Rate Bureau has included a provision (as a percent of premium) for the expected revenue imbalance in the North Carolina motorcycle market. This net deviation reflects the downward adjustments to Rate Bureau rates stemming from company filed deviations and the upward adjustments from the clean risk recoupment and the Reinsurance Facility rates charged to the other than clean risks. The three-year average net deviation is a shortfall of 2.1%, which is the provision the Rate Bureau selected.

The indicated rate change for each year is adjusted for the effect of the increase in fees for motor vehicle reports and salvage titles and the implementation of the sales tax on labor costs effective March 1, 2016.

Finally, the indicated rate level changes by year are combined, using premium as weights, to derive a three-year weighted average of the indicated rate level change. The resulting indicated rate level change for motorcycle is -8.6%.

Q82: How are motorcycle manual rates revised in recognition of this indicated rate level change?

A82: The motorcycle liability rates are displayed by engine size groups (e.g., 500 to 1249 cubic centimeters) and are calculated as a percentage of the liability rates applicable to private passenger non-fleet automobile insurance. These percentages are commonly referred to as “relativities” (to the auto liability rate). If the auto liability rates are changing, these motorcycle relativities need to be adjusted; otherwise the motorcycle rates will be unduly and proportionately affected by the auto rate change. In order to ensure the indicated rate level change for motorcycle is achieved, each of these relativities is adjusted by the ratio of the motorcycle indicated rate level change factor to the automobile liability rate level change factor (i.e., $0.67 = (1.0 - 8.6\%) / (1.0 + 36.5\%)$).

Conclusions

Q83: Do you consider the rates proposed in the Rate Bureau's filing to meet the standard of: not excessive, inadequate nor unfairly discriminatory?

A83: It is my professional opinion that the *indicated* rates are not excessive nor inadequate. They are based on a generally accepted ratemaking methodology, and the historical data used and the adjustments applied to it result in reasonable projections of the various cost elements associated with risk transfer.

To the extent the filed rates reflect a selected provision for net deviations that is tempered relative to the expected net deviation, the rates may be considered inadequate.

With respect to the standard of not unfairly discriminatory, my understanding is that the Rate Bureau rates reasonably reflect differences in expected costs by classification. The structure of the classification plan is dictated by statute, however, which may result in some cross-subsidies.

Q84: Are there are qualifications to your opinion?

A84: Yes. I have relied upon the accuracy of the source data provided by the Rate Bureau and the statistical agents. I have also relied upon the underwriting profit analysis performed by Dr. Vander Weide and Dr. Appel.

**Statement of Principles Regarding
Property and Casualty
Insurance Ratemaking**

(Adopted by the Board of Directors of the CAS May 1988)

The purpose of this Statement is to identify and describe principles applicable to the determination and review of property and casualty insurance rates. The principles in this Statement are limited to that portion of the ratemaking process involving the estimation of costs associated with the transfer of risk. This Statement consists of four parts:

I. Definitions

II. Principles

III. Considerations

IV. Conclusion

The principles contained in this Statement provide the foundation for the development of actuarial procedures and standards of practice. It is important that proper actuarial procedures be employed to derive rates that protect the insurance system's financial soundness and promote equity and availability for insurance consumers.

Although this Statement addresses property and casualty insurance ratemaking, the principles contained in this Statement apply to other risk transfer mechanisms.

I. Definitions

Ratemaking is the process of establishing rates used in insurance or other risk transfer mechanisms. This process involves a number of considerations including marketing goals, competition and legal restrictions to the extent they affect the estimation of future costs associated with the transfer of risk. This Statement is limited to principles applicable to the estimation of these costs. Such costs include claims, claim settlement expenses, operational and administrative expenses, and the cost of capital. Summary descriptions of these costs are as follows:

- Incurred losses are the cost of claims insured.
- Allocated loss adjustment expenses are claims settlement costs directly assignable to specific claims.
- Unallocated loss adjustment expenses are all costs associated with the claim settlement function not directly assignable to specific claims.
- Commission and brokerage expenses are compensation to agents and brokers.
- Other acquisition expenses are all costs, except commission and brokerage, associated with the acquisition of business.
- Taxes, licenses and fees are all taxes and miscellaneous fees except federal income taxes.
- Policyholder dividends are a non-guaranteed return of premium charged to operations as an expense.
- General administrative expenses are all other operational and administrative costs.
- The underwriting profit and contingency provisions are the amounts that, when considered with net investment and other income, provide an appropriate total after-tax return.

40 II. Principles

41 Ratemaking is prospective because the property and casualty insurance rate must be
42 developed prior to the transfer of risk.

43 Principle 1: A rate is an estimate of the expected value of future costs.

44 Ratemaking should provide for all costs so that the insurance system is financially sound.

45 Principle 2: A rate provides for all costs associated with the transfer of risk.

46 Ratemaking should provide for the costs of an individual risk transfer so that equity among
47 insureds is maintained. When the experience of an individual risk does not provide a credible
48 basis for estimating these costs, it is appropriate to consider the aggregate experience of similar
49 risks. A rate estimated from such experience is an estimate of the costs of the risk transfer for
50 each individual in the class.

51 Principle 3: A rate provides for the costs associated with an individual risk transfer.

52 Ratemaking produces cost estimates that are actuarially sound if the estimation is based on
53 Principles 1, 2, and 3. Such rates comply with four criteria commonly used by actuaries:
54 reasonable, not excessive, not inadequate, and not unfairly discriminatory.

55 Principle 4: A rate is reasonable and not excessive, inadequate, or unfairly discriminatory
56 if it is an actuarially sound estimate of the expected value of all future costs associated with an
57 individual risk transfer.

58 III. Considerations

59 A number of ratemaking methodologies have been established by precedent or common
60 usage within the actuarial profession. Since it is desirable to encourage experimentation and
61 innovation in ratemaking, the actuary need not be completely bound by these precedents.
62 Regardless of the ratemaking methodology utilized, the material assumptions should be
63 documented and available for disclosure. While no ratemaking methodology is appropriate in all
64 cases, a number of considerations commonly apply. Some of these considerations are listed
65 below with summary descriptions. These considerations are intended to provide a foundation
66 for the development of actuarial procedures and standards of practice.

67 **Exposure Unit**

68 The determination of an appropriate exposure unit or premium basis is essential. It is desirable
69 that the exposure unit vary with the hazard and be practical and verifiable.

70 **Data**

71 Historical premium, exposure, loss and expense experience is usually the starting point of
72 ratemaking. This experience is relevant if it provides a basis for developing a reasonable
73 indication of the future. Other relevant data may supplement historical experience. These other
74 data may be external to the company or to the insurance industry and may indicate the general
75 direction of trends in insurance claim costs, claim frequencies, expenses and premiums.

76 **Organization of Data**

77 There are several acceptable methods of organizing data including calendar year, accident year,
78 report year and policy year. Each presents certain advantages and disadvantages; but, if
79 handled properly, each may be used to produce rates. Data availability, clarity, simplicity, and
80 the nature of the insurance coverage affect the choice.

81 **Homogeneity**

82 Ratemaking accuracy often is improved by subdividing experience into groups exhibiting similar
83 characteristics. For a heterogeneous product, consideration should be given to
84 segregating the experience into more homogeneous groupings. Additionally, subdividing or
85 combining the data so as to minimize the distorting effects of operational or procedural changes
86 should be fully explored.

87 **Credibility**

88 Credibility is a measure of the predictive value that the actuary attaches to a particular
89 body of data. Credibility is increased by making groupings more homogeneous or by increasing
90 the size of the group analyzed. A group should be large enough to be statistically reliable.
91 Obtaining homogeneous groupings requires refinement and partitioning of the data. There is a
92 point at which partitioning divides data into groups too small to provide credible patterns. Each
93 situation requires balancing homogeneity and the volume of data.

94 **Loss Development**

95 When incurred losses and loss adjustment expenses are estimated, the development of
96 each should be considered. The determination of the expected loss development is subject to the
97 principles set forth in the Casualty Actuarial Society's Statement of Principles Regarding
98 Property and Casualty Loss and Loss Adjustment Expense Reserves.

99 **Trends**

100 Consideration should be given to past and prospective changes in claim costs, claim
101 frequencies, exposures, expenses and premiums.

102 **Catastrophes**

103 Consideration should be given to the impact of catastrophes on the experience and procedures
104 should be developed to include an allowance for the catastrophe exposure in the rate.

105 **Policy Provisions**

106 Consideration should be given to the effect of salvage and subrogation, coinsurance,
107 coverage limits, deductibles, coordination of benefits, second injury fund recoveries and other
108 policy provisions.

109 **Mix of Business**

110 Consideration should be given to distributional changes in deductibles, coverage
111 limitations or type of risks that may affect the frequency or severity of claims.

112 **Reinsurance**

113 Consideration should be given to the effect of reinsurance arrangements.

114 **Operational Changes**

115 Consideration should be given to operational changes such as changes in the underwriting
116 process, claim handling, case reserving and marketing practices that affect the continuity of the
117 experience.

118 **Other Influences**

119 The impact of external influences on the expected future experience should be considered.
120 Considerations include the judicial environment, regulatory and legislative changes, guaranty
121 funds, economic variable, and residual market mechanisms including subsidies of residual

122 market rate deficiencies.

123 **Classification Plans**

124 A properly defined classification plan enables the development of actuarially sound rates.

125 **Individual Risk Rating**

126 When an individual risk's experience is sufficiently credible, the premium for that risk
127 should be modified to reflect the individual experience. Consideration should be given to the
128 impact of individual risk rating plans on the overall experience.

129 **Risk**

130 The rate should include a charge for the risk of random variation from the expected costs. This
131 risk charge should be reflected in the determination of the appropriate total return consistent with
132 the cost of capital and, therefore, influences the underwriting profit provision. The rate should also
133 include a charge for any systematic variation of the estimated costs from the expected costs. This
134 charge should be reflected in the determination of the contingency provision.

135 **Investment and Other Income**

136 The contribution of net investment and other income should be considered.

137 **Actuarial Judgment**

138 Informed actuarial judgments can be used effectively in ratemaking. Such judgments may
139 be applied throughout the ratemaking process and should be documented and available for
140 disclosure.

141 IV. Conclusion

142 The actuary, by applying the ratemaking principles in this Statement, will derive an estimation
143 of the future costs associated with the transfer of risk. Other business considerations are also a part
144 of ratemaking. By interacting with professionals from various fields including underwriting,
145 marketing, law, claims, and finance, the actuary has a key role in the ratemaking process.



ACTUARIAL STANDARDS BOARD

**Actuarial Standard
of Practice
No. 12**

Risk Classification (for All Practice Areas)

Revised Edition

**Developed by the
Task Force to Revise ASOP No. 12 of the
General Committee of the
Actuarial Standards Board**

**Adopted by the
Actuarial Standards Board
December 2005
Updated for Deviation Language Effective May 1, 2011**

(Doc. No. 132)

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December 2005

TO: Members of the American Academy of Actuaries and Other Persons Interested in Risk Classification (for All Practice Areas)

FROM: Actuarial Standards Board (ASB)

SUBJ: Actuarial Standard of Practice (ASOP) No. 12

This booklet contains the final version of a revision of ASOP No. 12, now titled *Risk Classification (for All Practice Areas)*.

Background

In 1989, the Actuarial Standards Board adopted the original ASOP No. 12, then titled *Concerning Risk Classification*. The original ASOP No. 12 was developed as the need for more formal guidance on risk classification increased as the selection process became more complex and more subject to public scrutiny. In light of the evolution in practice since then, as well as the adoption of a new format for standards, the ASB believed it was appropriate to revise this standard in order to reflect current generally accepted actuarial practice.

Exposure Draft

The exposure draft of this ASOP was approved for exposure in September 2004 with a comment deadline of March 15, 2005. Twenty-two comment letters were received and considered in developing the final standard. A summary of the substantive issues contained in the exposure draft comment letters and the responses are provided in appendix 2.

The most significant changes from the exposure draft were as follows:

1. The task force clarified language relating to the interaction of applicable law and this standard.
2. The task force revised the definition of “adverse selection.”
3. The task force reworded the definition of “financial or personal security system” and included examples.
4. The words “equitable” and “fair” were added in section 3.2.1 but defined in a very limited context that is applicable only to rates.

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5. With respect to the operation of the standard, the task force added language that clarifies that this standard in all respects applies only to professional services with respect to designing, reviewing, or changing risk classification systems.
6. Sections 4.1 and 4.2 were combined into a new section 4.1, Communications and Disclosures, which was revised for clarity. The placement of communication requirements throughout the proposed standard was examined, and a sentence regarding disclosure was removed from section 3.3.3 and incorporated into section 4.1. A similar change was made by adding a new sentence in section 4.1 to correspond to the guidance in section 3.4.1.

In addition, the disclosure requirement in section 4 for the actuary to consider providing quantitative analyses was removed and replaced by a new section 3.4.4, which guides the actuary to consider performing such analyses, depending on the purpose, nature, and scope of the assignment.

The task force thanks everyone who took the time to contribute comments on the exposure draft.

The ASB voted in December 2005 to adopt this standard.

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ACTUARIAL STANDARD OF PRACTICE NO. 12

RISK CLASSIFICATION (FOR ALL PRACTICE AREAS)

STANDARD OF PRACTICE

Section 1. Purpose, Scope, Cross References, and Effective Date

- 1.1 Purpose—This actuarial standard of practice (ASOP) provides guidance to actuaries when performing professional services with respect to designing, reviewing, or changing risk classification systems.
- 1.2 Scope—This standard applies to all actuaries when performing professional services with respect to designing, reviewing, or changing risk classification systems used in connection with financial or personal security systems, as defined in section 2.4, regarding the classification of individuals or entities into groups intended to reflect the relative likelihood of expected outcomes. Such professional services may include expert testimony, regulatory activities, legislative activities, or statements concerning public policy, to the extent these activities involve designing, reviewing, or changing a risk classification system used in connection with a specific financial or personal security system.

Throughout this standard, any reference to performing professional services with respect to designing, reviewing, or changing a risk classification system also includes giving advice with respect to that risk classification system.

Risk classification can affect and be affected by many actuarial activities, such as the setting of rates, contributions, reserves, benefits, dividends, or experience refunds; the analysis or projection of quantitative or qualitative experience or results; underwriting actions; and developing assumptions, for example, for pension valuations or optional forms of benefits. This standard applies to actuaries when performing such activities to the extent such activities directly or indirectly involve designing, reviewing, or changing a risk classification system. This standard also applies to actuaries when performing such activities to the extent that such activities directly or indirectly are likely to have a material effect, in the actuary's professional judgment, on the intended purpose or expected outcome of the risk classification system.

If the actuary departs from the guidance set forth in this standard in order to comply with applicable law (statutes, regulations, and other legally binding authority), or for any other reason the actuary deems appropriate, the actuary should refer to section 4.

- 1.3 Cross References—When this standard refers to the provisions of other documents, the reference includes the referenced documents as they may be amended or restated in the

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future, and any successor to them, by whatever name called. If any amended or restated document differs materially from the originally referenced document, the actuary should consider the guidance in this standard to the extent it is applicable and appropriate.

- 1.4 Effective Date—This standard will be effective for any professional service commenced on or after May 1, 2006.

Section 2. Definitions

The terms below are defined for use in this actuarial standard of practice.

- 2.1 Advice—An actuary’s communication or other work product in oral, written, or electronic form setting forth the actuary’s professional opinion or recommendations concerning work that falls within the scope of this standard.
- 2.2 Adverse Selection—Actions taken by one party using risk characteristics or other information known to or suspected by that party that cause a financial disadvantage to the financial or personal security system (*sometimes referred to as antiselection*).
- 2.3 Credibility—A measure of the predictive value in a given application that the actuary attaches to a particular body of data (predictive is used here in the statistical sense and not in the sense of predicting the future).
- 2.4 Financial or Personal Security System—A private or governmental entity or program that is intended to mitigate the impact of unfavorable outcomes of contingent events. Examples of financial or personal security systems include auto insurance, homeowners insurance, life insurance, and pension plans, where the mitigation primarily takes the form of financial payments; prepaid health plans and continuing care retirement communities, where the mitigation primarily takes the form of direct service to the individual; and other systems, where the mitigation may be a combination of financial payments and direct services.
- 2.5 Homogeneity—The degree to which the expected outcomes within a risk class have comparable value.
- 2.6 Practical—Realistic in approach, given the purpose, nature, and scope of the assignment and any constraints, including cost and time considerations.
- 2.7 Risk(s)—Individuals or entities covered by financial or personal security systems.
- 2.8 Risk Characteristics—Measurable or observable factors or characteristics that are used to assign each risk to one of the risk classes of a risk classification system.
- 2.9 Risk Class—A set of risks grouped together under a risk classification system.

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- 2.10 Risk Classification System—A system used to assign risks to groups based upon the expected cost or benefit of the coverage or services provided.

Section 3. Analysis of Issues and Recommended Practices

- 3.1 Introduction—This section provides guidance for actuaries when performing professional services with respect to designing, reviewing, or changing a risk classification system. Approaches to risk classification can vary significantly and it is appropriate for the actuary to exercise considerable professional judgment when providing such services, including making appropriate use of statistical tools. Sections 3 and 4 are intended to provide guidance to assist the actuary in exercising professional judgment when applying various acceptable approaches.

- 3.2 Considerations in the Selection of Risk Characteristics—Risk characteristics are important structural components of a risk classification system. When selecting which risk characteristics to use in a risk classification system, the actuary should consider the following:

- 3.2.1 Relationship of Risk Characteristics and Expected Outcomes—The actuary should select risk characteristics that are related to expected outcomes. A relationship between a risk characteristic and an expected outcome, such as cost, is demonstrated if it can be shown that the variation in actual or reasonably anticipated experience correlates to the risk characteristic. In demonstrating a relationship, the actuary may use relevant information from any reliable source, including statistical or other mathematical analysis of available data. The actuary may also use clinical experience and expert opinion.

Rates within a risk classification system would be considered equitable if differences in rates reflect material differences in expected cost for risk characteristics. In the context of rates, the word *fair* is often used in place of the word *equitable*.

The actuary should consider the interdependence of risk characteristics. To the extent the actuary expects the interdependence to have a material impact on the operation of the risk classification system, the actuary should make appropriate adjustments.

Sometimes it is appropriate for the actuary to make inferences without specific demonstration. For example, it might not be necessary to demonstrate that persons with seriously impaired, uncorrected vision would represent higher risks as operators of motor vehicles.

- 3.2.2 Causality—While the actuary should select risk characteristics that are related to expected outcomes, it is not necessary for the actuary to establish a cause and

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effect relationship between the risk characteristic and expected outcome in order to use a specific risk characteristic.

- 3.2.3 Objectivity—The actuary should select risk characteristics that are capable of being objectively determined. A risk characteristic is objectively determinable if it is based on readily verifiable observable facts that cannot be easily manipulated. For example, a risk classification of “blindness” is not objective, whereas a risk classification of “vision corrected to no better than 20/100” is objective.
 - 3.2.4 Practicality—The actuary’s selection of a risk characteristic should reflect the tradeoffs between practical and other relevant considerations. Practical considerations that may be relevant include, but are not limited to, the cost, time, and effort needed to evaluate the risk characteristic, the ongoing cost of administration, the acceptability of the usage of the characteristic, and the potential usage of different characteristics that would produce equivalent results.
 - 3.2.5 Applicable Law—The actuary should consider whether compliance with applicable law creates significant limitations on the choice of risk characteristics.
 - 3.2.6 Industry Practices—When selecting risk characteristics, the actuary should consider usual and customary risk classification practices for the type of financial or personal security system under consideration.
 - 3.2.7 Business Practices—When selecting risk characteristics, the actuary should consider limitations created by business practices related to the financial or personal security system as known to the actuary and consider whether such limitations are likely to have a significant impact on the risk classification system.
- 3.3 Considerations in Establishing Risk Classes—A risk classification system assigns each risk to a risk class based on the results of measuring or observing its risk characteristics. When establishing risk classes for a financial or personal security system, the actuary should consider and document any known significant choices or judgments made, whether by the actuary or by others, with respect to the following:
- 3.3.1 Intended Use—The actuary should select a risk classification system that is appropriate for the intended use. Different sets of risk classes may be appropriate for different purposes. For example, when setting reserves for an insurance coverage, the actuary may choose to subdivide or combine some of the risk classes used as a basis for rates.

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- 3.3.2 Actuarial Considerations—When establishing risk classes, the actuary should consider the following, which are often interrelated:
- a. Adverse Selection—If the variation in expected outcomes within a risk class is too great, adverse selection is likely to occur. To the extent practical, the actuary should establish risk classes such that each has sufficient homogeneity with respect to expected outcomes to satisfy the purpose for which the risk classification system is intended.
 - b. Credibility—It is desirable that risk classes in a risk classification system be large enough to allow credible statistical inferences regarding expected outcomes. When the available data are not sufficient for this purpose, the actuary should balance considerations of predictability with considerations of homogeneity. The actuary should use professional judgment in achieving this balance.
 - c. Practicality—The actuary should use professional judgment in balancing the potentially conflicting objectives of accuracy and efficiency, as well as in minimizing the potential effects of adverse selection. The cost, time, and effort needed to assign risks to appropriate risk classes will increase with the number of risk classes.
- 3.3.3 Other Considerations—When establishing risk classes, the actuary should (a) comply with applicable law; (b) consider industry practices for that type of financial or personal security system as known to the actuary; and (c) consider limitations created by business practices of the financial or personal security system as known to the actuary.
- 3.3.4 Reasonableness of Results—When establishing risk classes, the actuary should consider the reasonableness of the results that proceed from the intended use of the risk classes (for example, the consistency of the patterns of rates, values, or factors among risk classes).
- 3.4 Testing the Risk Classification System—Upon the establishment of the risk classification system and upon subsequent review, the actuary should, if appropriate, test the long-term viability of the financial or personal security system. When performing such tests subsequent to the establishment of the risk classification system, the actuary should evaluate emerging experience and determine whether there is any significant need for change.
- 3.4.1 Effect of Adverse Selection—Adverse selection can potentially threaten the long-term viability of a financial or personal security system. The actuary should assess the potential effects of adverse selection that may result or have resulted from the design or implementation of the risk classification system. Whenever the effects of adverse selection are expected to be material, the actuary should, when

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practical, estimate the potential impact and recommend appropriate measures to mitigate the impact.

- 3.4.2 Risk Classes Used for Testing—The actuary should consider using a different set of risk classes for testing long-term viability than was used as the basis for determining the assigned values if this is likely to improve the meaningfulness of the tests. For example, if a risk classification system is gender-neutral, the actuary might separate the classes based on gender when performing a test of long-term viability.
- 3.4.3 Effect of Changes—If the risk classification system has changed, or if business or industry practices have changed, the actuary should consider testing the effects of such changes in accordance with the guidance of this standard.
- 3.4.4 Quantitative Analyses—Depending on the purpose, nature, and scope of the assignment, the actuary should consider performing quantitative analyses of the impact of the following to the extent they are generally known and reasonably available to the actuary:
- a. significant limitations due to compliance with applicable law;
 - b. significant departures from industry practices;
 - c. significant limitations created by business practices of the financial or personal security system;
 - d. any changes in the risk classes or the assigned values based upon the actuary's determination that experience indicates a significant need for a change; and
 - e. any expected material effects of adverse selection.
- 3.5 Reliance on Data or Other Information Supplied by Others—When relying on data or other information supplied by others, the actuary should refer to ASOP No. 23, *Data Quality*, for guidance.
- 3.6 Documentation—The actuary should document the assumptions and methodologies used in designing, reviewing, or changing a risk classification system in compliance with the requirements of ASOP No. 41, *Actuarial Communications*. The actuary should also prepare and retain documentation to demonstrate compliance with the disclosure requirements of section 4.1.

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Section 4. Communications and Disclosures

- 4.1 Communications and Disclosures—When issuing actuarial communications under this standard, the actuary should comply with ASOP Nos. 23 and 41. In addition, the actuarial communications should disclose any known significant impact resulting from the following to the extent they are generally known and reasonably available to the actuary:
- a. significant limitations due to compliance with applicable law;
 - b. significant departures from industry practices;
 - c. significant limitations created by business practices related to the financial or personal security system;
 - d. a determination by the actuary that experience indicates a significant need for change, such as changes in the risk classes or the assigned values; and
 - e. expected material effects of adverse selection;
 - f. the disclosure in ASOP No. 41, section 4.2, if any material assumption or method was prescribed by applicable law (statutes, regulations, and other legally binding authority);
 - g. the disclosure in ASOP No. 41, section 4.3, if the actuary states reliance on other sources and thereby disclaims responsibility for any material assumption or method selected by a party other than the actuary; and
 - h. the disclosure in ASOP No. 41, section 4.4, if, in the actuary's professional judgment, the actuary has otherwise deviated materially from the guidance of this ASOP.

The actuarial communications should also disclose any recommendations developed by the actuary to mitigate the potential impact of adverse selection.

Appendix 1

Background and Current Practices

Note: The following appendix is provided for informational purposes but is not part of the standard of practice.

Background

Risk classification has been a fundamental part of actuarial practice since the beginning of the profession. The financial distress and inequity that can result from ignoring the impact of differences in risk characteristics was dramatically illustrated by the failure of the nineteenth-century assessment societies, where life insurance was provided at rates that disregarded age. Failure to adhere to actuarial principles regarding risk classification for voluntary coverages can result in underutilization of the financial or personal security system by, and thus lack of coverage for, lower risk individuals, and can result in coverage at insufficient rates for higher risk individuals, which threatens the viability of the entire system.

Adverse selection may result from the design of the classification system, or may be the result of externally mandated constraints on risk classification. Classes that are overly broad may produce unexpected changes in the distribution of risk characteristics. For example, if an insurer chooses not to screen for a specific risk characteristic, or a jurisdiction precludes screening for that characteristic, this may result in individuals with the characteristic applying for coverage in greater numbers and/or amounts, leading to increased overall costs.

Risk classification is generally used to treat participants with similar risk characteristics in a consistent manner, to permit economic incentives to operate and thereby encourage widespread availability of coverage, and to protect the soundness of the system.

The following actuarial literature provides additional background and context with respect to risk classification:

1. In 1957, the Society of Actuaries published *Selection of Risks* by Pearce Shepherd and Andrew Webster, which educated several generations of actuaries and is still a useful reference.
2. In 1980, the American Academy of Actuaries published the *Risk Classification Statement of Principles*, which has enjoyed widespread acceptance in the actuarial profession. At the time of this revision of ASOP No. 12, the American Academy of Actuaries was developing a white paper regarding risk classification principles.
3. In 1992, the Committee on Actuarial Principles of the Society of Actuaries published “Principles of Actuarial Science,” which discusses risk classification in the context of the principles on which actuarial science is based.

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Current Practices

Over the years, a multitude of risk classification systems have been designed, put into use, and modified as a result of experience. Advances in medical science, economics, and other disciplines, as well as in actuarial science itself, are likely to result in continued evolution of these systems. While future developments cannot be foreseen with accuracy, practicing actuaries can take reasonable steps to keep abreast of emerging and current practices. These practices may vary significantly by area of practice. For example, the risk classes for voluntary life insurance may be subdivided to reflect the applicant's state of health, smoking habits, and occupation, while these factors are usually not considered in pension systems.

Innovations in risk classification systems may engender considerable controversy. The potential use of genetic tests to classify risks for life and health insurance is a current example. In some cases, such controversy results in legislation or regulation. The use of postal codes, for example, has been outlawed for some types of coverage. For the most part, however, the legal test for risk classification has remained unchanged for several decades; risk classification is allowed so long as it is "based on sound actuarial principles" and "related to actual or reasonably anticipated experience."

Risk classification issues in some instances may pose a dilemma for an actuary working in the public policy arena when political considerations support a system that contradicts to some degree practices called for in this ASOP. Also, when designing, reviewing, or changing a risk classification system, actuaries may perform professional services related to a designated set of specific assumptions that place certain restraints on the risk classification system.

In such situations, it is important for those requesting such professional services to have the benefit of professional actuarial advice.

This ASOP is not intended to prevent the actuary from performing professional services in the situations described above. In such situations, the communication and disclosure guidance in section 4.1 will be particularly pertinent, and current section 4.1(e), which requires disclosure of any known significant impact resulting from expected material effects of adverse deviation, may well apply. Section 4.1(a), which relates to applicable law, and section 4.1(b), which relates to industry practices, may also be pertinent.

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Appendix 2

Comments on the Exposure Draft and Responses

The exposure draft of this revision of ASOP No. 12, *Risk Classification for All Practice Areas*, was issued in September 2004 with a comment deadline of March 15, 2005. Twenty-two comment letters were received, some of which were submitted on behalf of multiple commentators, such as by firms or committees. For purposes of this appendix, the term “commentator” may refer to more than one person associated with a particular comment letter. The task force carefully considered all comments received. Summarized below are the significant issues and questions contained in the comment letters and the responses, which may have resulted from ASB, General Committee, or task force discussion. Unless otherwise noted, the section numbers and titles used below refer to those in the exposure draft.

GENERAL COMMENTS	
Comment	Several commentators suggested various editorial changes in addition to those addressed specifically below.
Response	The task force implemented such suggestions if they enhanced clarity and did not alter the intent of the section.
Comment	One commentator noted that the ASOP should deal with the ability of an insured to misrepresent or manipulate its classification.
Response	The task force believed that the considerations raised by the commentator are adequately addressed by sections 3.2.3 and 3.2.4.
Comment	One commentator thought that a section on public and social policy considerations should be added to the standard.
Response	The task force believed that social and public policy considerations, while essential aspects of the way the public views the profession, did not belong in an ASOP dealing with the actuarial aspects of risk classification.
Comment	One commentator questioned whether the ASOP would apply to company selection criteria (tiering criteria) and schedule-rating criteria that may be part of a rating scheme.
Response	The task force believes that the ASOP applies to the extent the selection or schedule rating criteria, used by a company as part of the risk classification system, creates the potential for adverse selection.
Comment	One commentator believed that the ASOP could conflict with proposed state legislation to ban credit as a rating variable and suggested adding an additional consideration in section 3 that the actuary should select risk characteristics in order to avoid controversy or lawsuits.
Response	The task force believes it has addressed issues regarding applicable law, industry practices, business practices, and testing the risk classification system under various scenarios.
Comment	In the transmittal memorandum of the exposure draft, the task force asked whether the key changes from the previous standard were appropriate.
Response	Several commentators responded that the changes were appropriate and some suggested additional changes that are discussed in this appendix.

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Comment	One commentator expressed concern regarding the expansion of scope and the implications in actuarial work that would be otherwise unrelated to risk classification and the expansion of scope to the public policy arena in general.
Response	The task force has added modified wording in the standard to clarify that in all cases the standard applies only in respect to design, reviewing, or changing risk classification systems related to financial or personal security systems.
Comment	Two commentators believed that the revised standard should discuss the purposes of risk classification similar to the discussion in the previous standard. One commentator noted the discussion about encouraging “widespread availability of coverage” in particular.
Response	The task force retained a brief discussion of the purposes of risk classification in appendix 1 but did not believe it was appropriate for the ASOP to provide additional education about the purposes of risk classification. The task force noted that a white paper on risk classification that could contain such material is being developed.
Comment	Several commentators noted that the previous ASOP No. 12 had been very useful in court proceedings and recommended that the task force retain some of the wording in section 5 of the previous ASOP. One commentator suggested strengthening the revised standard so that actuarial testimony would be given greater weight by the courts in interpreting rate standards. Another commentator suggested strengthening the ASOP by adding an explicit statement that one objective during the development and use of risk classification systems is to minimize adverse selection.
Response	The task force reviewed the revised standard with these concerns in mind but concluded that the revised standard represents current generally accepted practice and provides an appropriate level of guidance. The task force considered the specific suggestions with respect to additional wording and incorporated some of the wording regarding adverse selection from the old section 5.5 into appendix 1.
Comment	In the transmittal memorandum of the exposure draft, the task force asked whether it was appropriate for the ASOP not to use the terms “equitable” and “fair.” Two commentators believed that the ASOP should use or define these concepts because they have been used in court proceedings, but the majority of commentators believed that it was appropriate not to define them and that the standard adequately addressed these concepts.
Response	The task force agreed that the ASOP should not define subjective qualities such as “equitable” and “fair.” As the result of ASB deliberation on this issue, language was added to section 3.2.1 to discuss what was meant by the terms “equitable” and “fair.” These terms are intended to apply to a risk classification system only to the extent the risk classification system applies to rates. As such, a formal definition was not added. Court decisions notwithstanding, there is no general agreement as to what characterizes “equitable” classification systems or “fair” discrimination. The task force also considered the possibility that further discussions about such issues might become part of the proposed white paper on risk classification that the American Academy of Actuaries is developing.
Comment	One commentator questioned why the standard offered separate guidance for “risk characteristics” (section 3.2) and “risk classes” (section 3.3). Another commentator believed there should be greater differentiation between the concepts of “risk characteristic” and “risk classification.”
Response	The task force believed that the ASOP uses these terms appropriately and made no change.
Comment	One commentator thought that section 3.3.2 should include guidance on appropriately matching the risk with the outcome when establishing a risk class.
Response	The task force believed that section 3.2.1 addressed this comment and noted that section 3.3.2(a) requires sufficient homogeneity with respect to outcomes.

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Section 1.2, Scope	
Comment	In the transmittal memorandum of the exposure draft, the task force asked whether it was appropriate to include the actuary’s advice within the scope of the standard. Several commentators agreed that including guidance on actuarial advice was appropriate. One commentator believed that the disclosure requirements in section 4 could be burdensome to an actuary who has provided brief oral advice.
Response	The task force kept actuarial advice within the scope of the standard and intended that the disclosure requirements in section 4 should apply to any actuarial advice that falls within the scope of the standard.
Comment	One commentator questioned what was meant by “legislative activities” as an example of a professional service.
Response	The task force intended that “legislative activities” could include drafting legislation, for example.
Comment	Several commentators questioned the meaning of “personal security system.” One commentator questioned whether the definition of “financial or personal security system” would exclude share-based payment systems from the scope of the standard. The commentator recommended that the standard be revised to include such systems.
Response	The task force intended that the ASOP should apply if share-based payment systems or stock options were part of a financial or personal security system, as defined in the section 2.5. If such plans were not part of a financial or personal security system, the ASOP would not apply. The task force chose not to expand the scope to include such plans in all situations but did clarify the definition of “financial or personal security system.”
SECTION 2. DEFINITIONS	
Comment	One commentator suggested that a definition of experience be included, citing the definition of “experience” in the previous ASOP (old section 2.5), which includes the wording, “Experience may include estimates where data are incomplete or insufficient.”
Response	The task force agreed that experience may include estimates where data are incomplete or insufficient but did not believe that the old definition was necessary in the revised ASOP.
Comment	One commentator suggested that a definition of “reasonable” be included.
Response	The task force disagreed and did not add a definition of “reasonable.”
Section 2.1, Advice	
Comment	One commentator suggested that “other work product” was not needed, since the standard already listed “an actuary’s oral, written, or electronic communication.”
Response	The task force revised the language to clarify that “communication or other work product” was intended.
Comment	One commentator believed that a definition for “advice” is not needed.
Response	The task force disagreed and retained the definition of advice.
Section 2.2, Adverse Selection	
Comment	In the transmittal memorandum of the exposure draft, the task force asked if the definition of “adverse selection” was appropriate or whether an alternative definition (included in the transmittal letter) would be preferable. Many commentators responded, some agreeing with the original, some with the alternative, and some suggested other wording. The other wording was most often to change the phrase, “take financial advantage of.”
Response	The task force believed that some of the reasoning on the part of the commentators who preferred the current version did not accurately describe adverse selection. The task force ultimately decided to use the alternative definition in the standard and believed that it better addressed some commentators’ concerns that the other definition could have a negative connotation with respect to motivation.

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Comment	One commentator suggested that “antiselection” is synonymous with adverse selection and that should be made clear in the definition.
Response	The task force agreed and added that reference.
Section 2.4, Credibility (now 2.3)	
Comment	Two commentators believed that within the definition of “credibility” the language concerning “predictive” was confusing.
Response	The task force retained the definition as it is used in several other ASOPs.
Section 2.5, Financial or Personal Security System (now 2.4)	
Comment	Several commentators questioned the meaning of “personal security system.”
Response	The task force clarified the definition.
Comment	One commentator suggested that “impact” be modified to read “financial impact.”
Response	The task force disagreed and revised the definition of “financial and security systems” to delineate the impacts.
Section 2.6, Homogeneity (now 2.5)	
Comment	One commentator believed the definition of “homogeneity” needed revisions to include the concept of grouping similar risks. Another commentator found the definition unclear.
Response	The task force believes that the current definition is appropriate for this ASOP.
Section 2.7, Practical (now 2.6)	
Comment	One commentator believed the definition of “practical” was much too broad and needed to be more actuarial in nature. Alternatively, the commentator suggested dropping it and relying on section 3.2.4.
Response	The task force believed the definition was appropriate and made no change. Section 3.2.4 addresses actuarial practice with respect to practicality. While “practical” is used there and in other places, it is always modified by its context.
Section 2.8, Risk(s) (now 2.7)	
Comment	One commentator suggested that the definition of risks as individuals or entities seemed too limiting and noted that covered risks can also include pieces of property or events.
Response	The task force disagreed, believing that “entity” could encompass property and events.
Comment	One commentator suggested that a unit of risk be defined at the basic unit of risk.
Response	The task force disagreed and made no change.
Section 2.9, Risk Characteristics (now 2.8)	
Comment	One commentator suggested defining risk characteristics as “measurable or observable factors or characteristics, each of which is measured by grouping similar risks into risk classes.”
Response	The task force disagreed and made no change.
Section 2.11, Risk Classification System (now 2.10)	
Comment	One commentator believes the definition of “risk classification system” is circular since “classify” is used in the definition.
Response	The task force agreed and revised the wording.
Comment	One commentator recommended that the term “risks” be changed to “similar risks” in this definition just as in the old definition of risk classification that used the phrase “grouping risks with similar risk characteristics.”
Response	The task force disagreed and made no change.
Comment	One commentator suggested replacing “groups” with “classes.”
Response	The task force disagreed and made no change.

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SECTION 3. ANALYSIS OF ISSUES AND RECOMMENDED PRACTICES	
Section 3.2.1, Relationship of Risk Characteristics and Expected Outcomes	
Comment	One commentator expressed concern with the standard’s differentiation between the section’s quantitative and subjective factors.
Response	The task force did not intend to be prescriptive as to how to quantify the ratings scheme and believed that the ASOP was sufficiently specific. The ASOP does not address rate adequacy. Selection is the focus, not quantification.
Comment	One commentator believed that “clinical” was not an appropriate adjective to describe the experience an actuary is allowed to use.
Response	The task force intentionally used the term “clinical.”
Comment	One commentator believed that if the classification cannot be measured by actual insurance data, then it is not really a risk classification system.
Response	The task force disagreed and made no change.
Comment	One commentator suggested that the three points addressing why risk classification is generally used be moved to background information.
Response	The task force agreed that such educational language was more appropriate in an appendix than in the body of the ASOP and has moved it.
Comment	One commentator believed that it may be difficult to deal with the process and procedures involved with considering the interdependence of risk characteristics and their potential impact on the operation of the risk classification system.
Response	The task force did not change the language to address this comment but notes that section 3.2.4 addresses considerations regarding practicality.
Section 3.2.2, Causality	
Comment	A number of commentators expressed concern with establishing a cause-and-effect relationship while others thought the standard did not go far enough in this regard.
Response	The task force agreed that, where there is a demonstrable cause-and-effect relationship between a risk characteristic and the expected outcome, it is appropriate for the actuary to include such a demonstration. However, the task force recognized that there can be significant relationships between risk characteristics and expected outcomes where a cause-and-effect relationship cannot be demonstrated.
Section 3.2.4, Practicality	
Comment	Two commentators suggested the use of examples of practical considerations.
Response	The task force revised the section to indicate that the language shows examples of practical considerations.
Comment	One commentator suggested that “theoretical,” as used in section 3.2.4, be defined.
Response	The task force replaced “theoretical” with “other relevant.”
Section 3.2.5, Applicable Law	
Comment	One commentator thought that the proposed language in this section was much too broad.
Response	The task force disagreed with the comment and made no change.

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Section 3.3, Considerations in Establishing Risk Classes	
Comment	One commentator expressed concern that the documentation requirements for these considerations represented an increase from the previous version.
Response	The task force thought the documentation requirements were appropriate and necessary and made no change.
Section 3.3.1, Intended Use	
Comment	One commentator noted that stratifying data sets in loss reserving is different from risk classification, which is done to price risks, and believed that loss reserving permits more flexibility. The commentator stated that the definition of a risk classification system does not apply to loss reserving.
Response	The task force agreed with the first concepts but disagreed with the final sentence and therefore made no change.
Section 3.3.2, Actuarial Considerations	
Comment	With respect to section 3.3.2(a), one commentator suggested replacing the word “for” in the first line with “within” for clarification.
Response	The task force agreed and made the suggested change.
Comment	With respect to section 3.3.2(b), two commentators questioned what was intended by the use of the term “large enough.”
Response	The task force believed the language was sufficiently clear and made no change.
Comment	One commentator pointed out that there are often classes that, individually, have associated experience with low statistical credibility and believed that alternatives to credibility should be included in section 3.3.2(b).
Response	While the task force agreed that there are situations in which actuarially sound classification plans will have individual classes where the experience has low statistical credibility, the task force believed that credibility is a desirable characteristic of risk classes within a risk classification system and that no expansion to include alternatives was necessary.
Comment	One commentator suggested replacing “statistical predictions” with “predictions” in section 3.3.2(b) to avoid the implication that underlying statistics were required. Another commentator suggested that the term “predictions” needed explanation.
Response	The task force agreed with these comments and replaced “predictions” with “inferences” and edited the language to improve its clarity.
Comment	One commentator suggested that the last sentence of section 3.3.2(b), while accurate, was irrelevant.
Response	The task force agreed and eliminated the sentence.
Comment	With respect to section 3.3.2(c), one commentator suggested the need for definitions of “accuracy” and “efficiency.”
Response	The task force believed that the existing language regarding the actuary’s professional judgment was sufficient in determining the meaning of “accuracy” and “efficiency” and did not add a definition of either word.

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Comment	Several commentators suggested that section 3.3.2(d) be eliminated. A number of those commentators also pointed out that the language was both inconsistent with current actuarial practice and inappropriate as an implied requirement.
Response	The task force agreed and deleted the section.
Section 3.3.3, Other Considerations	
Comment	Several commentators pointed out that the last sentence of the section was unclear and might inadvertently require a degree of testing and determination that was not intended.
Response	The task force deleted the last sentence of the section. In addition, section 4.1, Communications and Disclosures, was clarified as to what disclosures are appropriate.
Section 3.3.4, Reasonableness of Results	
Comment	One commentator found the parenthetical wording confusing.
Response	The task force believed the examples were appropriate and made no change.
Comment	One commentator found this section ambiguous in the context of establishing risk classes. Another commentator suggested that a cost-based definition of reasonable be added or that the section be deleted entirely.
Response	The task force retained the section but clarified the wording by mentioning the intended use of the risk classes. The task force did not believe additional clarification of “reasonableness” was necessary because reasonableness is a subjective concept that may depend on the actuary’s professional judgment. The task force also notes that the <i>Introduction to the Actuarial Standards of Practice</i> discusses this concept in further detail.
Section 3.4, Testing the Risk Classification System	
Comment	One commentator indicated that it may be preferable to substitute the word “or” for “and” on the second line so that the sentence reads, “Upon establishment of the risk classification system or upon subsequent review. ...”
Response	The task force did not agree and believed the word “and” was appropriate because testing should be carried out both upon establishment and upon subsequent review.
Comment	One commentator wanted to substitute “continuing” for “long-term” viability in the second line. The commentator believed that the usual issue is the current and near-future viability of a system, not its long-term prognosis. Also, another commentator said that the requirement to “test long-term viability” is new and questioned its meaning.
Response	The task force considered alternative wording but ultimately decided that the existing wording best reflected that the actuary should check the risk classification system for viability both in the short-term and in the long-term.

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Comment	One commentator believed that testing the system is set out as something the actuary should do, if appropriate, rather than as something the actuary should consider. The commentator believed that the paragraph implied a duty to test in some situations, without describing explicitly what those situations would be (i.e., when testing would be “appropriate”). The commentator suspected that the situations described in sections 3.4.1–3.4.3 were the kind of situations that the task force had in mind as situations where long-term testing would be “appropriate.” However, as currently written, the commentator thought that a stronger duty could be implied. The commentator suggested that section 3.4 itself should read, “...the actuary should consider testing the long-term viability of the risk classification system. ...”
Response	The task force believed that the existing wording conveyed the concept that the actuary considers whether testing is appropriate and made no change.
Section 3.5, Reliance on Data Supplied by Others (now Reliance on Data or Other Information Supplied by Others)	
Comment	One commentator believed that the provision for reliance on data supplied by others was not needed in this ASOP because ASOP No. 23, <i>Data Quality</i> , addresses this.
Response	This task force agreed and revised the section to refer to ASOP No. 23, using wording consistent with other recently adopted ASOPs and exposure drafts.
SECTION 4. COMMUNICATIONS AND DISCLOSURES	
Section 4.1, Communications (now Communications and Disclosures)	
Comment	One commentator suggested changing the phrase “when issuing actuarial communications under this standard” to “when issuing actuarial communications that include elements of actuarial work within the scope of this standard.”
Response	The task force retained the original language to be consistent with other ASOPs.
Section 4.2, Disclosures (now 4.1, Communications and Disclosures)	
Comment	One commentator stated that some of the disclosures, notably section 4.2(a) and 4.2(c) (now 4.1(a) and 4.1(c)), are impractical, since they might require the actuary to begin with the universe and then disclose everything that is not utilized. The commentator suggested replacing these disclosure requirements with a communication that defends the choice of risk classification system and notes in that defense how compliance with applicable law and business practices affected the selection, rather than describing all the alternatives that would have been available in the absence of such constraints.
Response	The task force did not agree that the requirement to disclose significant limitations required a discussion of all alternatives that would have been available in the absence of legal or business constraints. The task force noted that the listed disclosures proceed from considerations required in section 3 and modified the wording of the disclosure requirements to be more consistent with that section, including revising the lead-in sentence to require disclosure of the significant impact of such considerations.
Comment	One commentator stated that the disclosure issue is heightened by the expansion of scope into the public policy arena and stated that excessive disclosure requirements may weaken the actuary’s ability to influence the discussion of public policy.
Response	The task force disagreed with the comment and noted that, while the scope of the standard now includes regulatory activities, legislative activities, and statements regarding public policy, the scope does so only in the context of the performance of professional services.

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Comment	One commentator suggested deleting section 4.2(a) (now 4.1(a)), which requires disclosure of significant limitations due to compliance with applicable law, noting that other ASOPs have tended not to include this requirement except where the limitations seriously distort the work product.
Response	The task force disagreed with this comment, noting that significant limitations on the choice of risk characteristics are likely to distort the risk classification system and therefore should be disclosed.
Comment	Several commentators expressed opinions regarding the requirement that the actuary should disclose whether quantitative analyses were performed relative to items being disclosed. One commentator expressed strong objection to this requirement, asserting that the requirement would be counter-productive and would reduce the number of quantitative analyses being done. Another commentator agreed and noted that the disclosure issue was heightened by the expansion of scope to the public policy arena, where an advocacy position may be taken. A third commentator objected to the requirement to disclose that quantitative analyses were <i>not</i> done but suggested requiring that any analyses that were done be summarized. A fourth commentator suggested exempting certain of the required disclosures from the requirement to consider quantification. A fifth commentator pointed out that, while the actuary was required to disclose whether quantitative analyses were performed, the actuary was only required to consider providing the results of those analyses in the disclosure.
Response	The disclosure requirement for the actuary to consider providing quantitative analyses of the impact of the items being disclosed was removed, and instead similar wording was added as a new section 3.4.4, Quantitative Analyses, which guides the actuary to consider performing such analyses, depending on the purpose, nature, and scope of the assignment.
Comment	In the transmittal letter for the exposure draft in request for comment #6, the task force asked whether there were any situations in which the requirement in section 4.2(c) (now 4.1(c)) to disclose any significant limitations created by business practices of the financial or personal security system would not be appropriate. Two comments were received, both agreeing with the appropriateness of the requirement.
Response	The task force retained the requirement.
Comment	Two commentators suggested substituting “indicates” for “creates” in section 4.2(d) (now 4.1(d)).
Response	The task force agreed, changed the wording as suggested, and made other revisions for clarity.
Comment	In the transmittal letter for the exposure draft in request for comment #7, the task force asked whether the requirement in 4.2(e) (now 4.1(e)) to disclose the effects of adverse selection was appropriate. Three commentators addressed this request for comment, and all agreed the requirement was appropriate. However, one commentator suggested that there be no requirement to quantify the impact.
Response	The task force retained the requirement in what is now 4.1(e) and also removed the requirement to consider providing quantitative analyses. Additionally, the task force deleted section 4.2(f) after determining that it was already covered by ASOP No. 41, Actuarial Communications, to which section 4.1 refers.
APPENDIX (now Appendix 1)	
Comment	One commentator expressed concern with the citing of the textbook <i>Selection of Risks</i> by Shepherd and Webster.
Response	The task force believed that citing the Shepherd and Webster book was appropriate but added a new lead-in sentence to the citation to indicate that the references cited provide additional background and context with respect to risk classification.



ACTUARIAL STANDARDS BOARD

**Actuarial Standard
of Practice
No. 13**

**Trending Procedures in
Property/Casualty Insurance**

Revised Edition

**Developed by the
Subcommittee on Ratemaking of the
Casualty Committee of the
Actuarial Standards Board**

**Adopted by the
Actuarial Standards Board
June 2009**

Updated for Deviation Language Effective May 1, 2011

(Doc. No. 133)

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ASOP No. 13—June 2009

June 2009

TO: Members of Actuarial Organizations Governed by the Standards of the Actuarial Standards Board and Other Persons Interested in Trending Procedures in Property/Casualty Insurance

FROM: Actuarial Standards Board (ASB)

SUBJ: Actuarial Standard of Practice (ASOP) No. 13

This document contains the final version of the revision of ASOP No. 13, *Trending Procedures in Property/Casualty Insurance*.

Background

The existing ASOP No. 13, *Trending Procedures in Property/Casualty Insurance Ratemaking*, was developed by the Subcommittee on Ratemaking of the Casualty Committee in July 1989 and adopted by the ASB in July 1990. Since the promulgation of the original standard, developments in trending procedures have continued, and the use of trending in non ratemaking areas has become more widespread. The Subcommittee prepared this revision of ASOP No. 13 to reflect appropriate actuarial practice with respect to trending procedures in property/casualty insurance and to be consistent with the current ASOP format. Further, this proposed revision expands guidance on the application of trend procedures beyond ratemaking to include reserving, valuations, underwriting, and marketing analyses.

Exposure Draft

The exposure draft of this revision was issued in January 2008 with a comment deadline of May 1, 2008. The Subcommittee on Ratemaking carefully considered the thirteen comment letters received and made changes to the language in several sections in response. For a summary of the substantive issues contained in the exposure draft comment letters and the responses, please see appendix 2.

The most significant changes from the exposure draft were as follows:

1. Section 1.2, Scope and section 2.6, Trending Procedure, were revised to indicate that, for the purpose of this standard, trending does not encompass the process commonly referred to as “development.”
2. Section 4.1, Actuarial Communication, and section 4.2, Additional Disclosures, have been revised to indicate that the actuary needs to make specific disclosures when certain aspects of the trend procedure have a material effect on the result or conclusions of the actuary’s overall analysis.

The ASB voted in June 2009 to adopt this standard.

ASOP No. 13—June 2009

Subcommittee on Ratemaking

Beth Fitzgerald, Chairperson

Gregory L. Hayward
Marc B. Pearl

Jonathan White

Casualty Committee of the ASB

Patrick B. Woods, Chairperson

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The ASB establishes and improves standards of actuarial practice. These ASOPs identify what the actuary should consider, document, and disclose when performing an actuarial assignment. The ASB's goal is to set standards for appropriate practice for the U.S.

ACTUARIAL STANDARD OF PRACTICE NO. 13

**TRENDING PROCEDURES IN
PROPERTY/CASUALTY INSURANCE**

STANDARD OF PRACTICE

Section 1. Purpose, Scope, Cross References, and Effective Date

- 1.1 Purpose—This actuarial standard of practice (ASOP) provides guidance to actuaries when performing professional services using trending procedures to estimate future values.
- 1.2 Scope—This standard applies to actuaries when performing professional services to estimate future values using trending procedures for all property/casualty coverages. This includes work performed for insurance or reinsurance companies, and other property/casualty risk financing systems that provide similar coverage, such as self insurance.

For purposes of this standard, a trending procedure does not encompass the process commonly referred to as “development,” which estimates changes over time in losses (or other items) within a given exposure period (for example, accident year or underwriting year).

If the actuary departs from the guidance set forth in this standard in order to comply with applicable law (statutes, regulations, and other legally binding authority), or for any other reason the actuary deems appropriate, the actuary should refer to section 4.

- 1.3 Cross References—When this standard refers to the provisions of other documents, the reference includes the referenced documents as they may be amended or restated in the future, and any successor to them, by whatever name called. If any amended or restated document differs materially from the originally referenced document, the actuary should consider the guidance in this standard to the extent it is applicable and appropriate.
- 1.4 Effective Date—This standard is effective for actuarial services performed on or after November 1, 2009.

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Section 2. Definitions

The terms below are defined for use in this actuarial standard of practice.

- 2.1 Coverage—The terms and conditions of a plan or contract, or the requirements of applicable law, that create an obligation for claim payment associated with contingent events.
- 2.2 Experience Period—The period of time to which historical data used for actuarial analysis pertain.
- 2.3 Forecast Period—The future time period to which the historical data are projected.
- 2.4 Social Influences—The impact on insurance costs of societal changes such as changes in claim consciousness, court practices, and legal precedents, as well as in other noneconomic factors.
- 2.5 Trending Period—The time over which trend is applied in projecting from the experience period to the forecast period.
- 2.6 Trending Procedure—A process by which the actuary evaluates how changes over time affect items such as claim costs, claim frequencies, expenses, exposures, premiums, retention rates, marketing/solicitation response rates, and economic indices. Trending procedures estimate future values by analyzing changes between exposure periods (for example, accident years or underwriting years). A trending procedure does not encompass the process commonly referred to as “development,” which estimates changes over time in losses (or other items) within a given exposure period.

Section 3. Analysis of Issues and Recommended Practices

- 3.1 Purpose or Use of Trending Procedures—Trending is an important component in many analyses performed by actuaries including, but not limited to, ratemaking, reserving, valuations, underwriting, and marketing. The actuary should identify the intended purpose or use of the trending procedure. The actuary should apply trending procedures that are appropriate for the applicable purpose or use.

Where multiple purposes or uses are intended, the actuary should consider the potential conflicts arising from those multiple purposes or uses and should consider adjustments to accommodate the multiple purposes or uses to the extent that, in the actuary’s professional judgment, it is appropriate and practical to make such adjustments.

The actuary may present the trend estimate resulting from the trending procedure in a variety of ways, such as a point estimate, a range of estimates, a point estimate with a margin for adverse deviation, or a probability distribution of the trend estimate. The

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actuary should consider the intended purpose or use of the trend estimate when deciding how to present the trend estimate.

- 3.2 Historical Insurance and Non-Insurance Data—The actuary should select data appropriate for the trends being analyzed. The data can consist of historical insurance or non-insurance information. When selecting data, the actuary should consider the following:
- a. the credibility assigned to the data by the actuary;
 - b. the time period for which the data is available;
 - c. the relationship to the items being trended; and
 - d. the effect of known biases or distortions on the data relied upon (for example, the impact of catastrophic influences, seasonality, coverage changes, nonrecurring events, claim practices, and distributional changes in deductibles, types of risks, and policy limits).
- 3.3 Economic and Social Influences—The actuary should consider economic and social influences that can have a significant impact on trends in selecting the appropriate data to review, the trending calculation, and the trending procedure. In addition, the actuary should consider the timing of the various influences.
- 3.4 Selection of Trending Procedures—The actuary should select trending procedures after appropriate consideration of available data. In selecting these procedures, the actuary may consider relevant information such as the following:
- a. procedures established by precedent or common usage in the actuarial profession;
 - b. procedures used in previous analyses;
 - c. procedures that predict insurance trends based on insurance, econometric, and other non-insurance data; and
 - d. the context in which the trend estimate is used in the overall analysis.
- 3.5 Criteria for Determining Trending Period—The actuary should consider both the lengths of the experience and forecast periods, and changes in the mix of data between the experience and forecast periods when determining the trending period. When incorporating non-insurance data in the trending procedure, the actuary should consider the timing relationships among the non-insurance data, historical insurance data, and the future values being estimated.
- 3.6 Evaluation of Trending Procedures—The actuary should evaluate the results produced by each selected trending procedure for reasonableness and revise the procedure where appropriate.

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- 3.7 Reliance on Data or Other Information Supplied by Others—When relying on data or other information supplied by others, the actuary should refer to ASOP No. 23, *Data Quality*, for guidance.
- 3.8 Documentation—The actuary should prepare and retain appropriate documentation regarding the methods, assumptions, procedures, and the sources of the data used. The documentation should be in a form such that another actuary qualified in the same practice area could assess the reasonableness of the actuary’s work, and should be sufficient to comply with the disclosure requirements in section 4.

Section 4. Communications and Disclosures

- 4.1 Actuarial Communication—When issuing an actuarial communication subject to this standard, the actuary should refer to ASOP Nos. 23 and 41, *Actuarial Communications*. In addition, the actuary should disclose the following, as applicable, in an actuarial communication:
- a. the intended purpose(s) or use(s) of the trending procedure, including adjustments that the actuary considered appropriate in order to produce a single work product for multiple purposes or uses, if any, as described in section 3.1;
 - b. significant adjustments to the data or assumptions in the trend procedure, that may have a material impact on the result or conclusions of the actuary’s overall analysis;
 - c. the disclosure in ASOP No. 41, *Actuarial Communications*, section 4.2, if any material assumption or method was prescribed by applicable law (statutes, regulations, and other legally binding authority);
 - d. the disclosure in ASOP No. 41, section 4.3, if the actuary states reliance on other sources and thereby disclaims responsibility for any material assumption or method selected by a party other than the actuary; and
 - e. the disclosure in ASOP No. 41, section 4.4, if, in the actuary’s professional judgment, the actuary has otherwise deviated materially from the guidance of this ASOP.
- 4.2 Additional Disclosures—In certain cases, consistent with the intended purpose or use, the actuary may need to make the following disclosures in addition to those in section 4.1:
- a. When the actuary specifies a range of trend estimates, the actuary should disclose the basis of the range provided.
 - b. The actuary should disclose changes to assumptions, procedures, methods or models that the actuary believes might materially affect the actuary’s results or conclusions as compared to those used in a prior analysis, if any, performed for the same purpose.

Appendix 1

Background and Current Practices

Background

Recognition of the significance of trend in many property/casualty analyses and difficulty of discerning turning points has led to a need for increasingly sophisticated trending procedures. Publications of the CAS such as *Variance* and the *Syllabus of Examinations*, and many other publications such as statistics and economics textbooks, provide extensive information on alternative procedures. The actuary may refer to these or develop other procedures, as appropriate for each situation.

Current Practices

Trending procedures are used in ratemaking, reserving, valuation, underwriting, and marketing for most property/casualty insurance plans or policies. In such procedures, actuaries generally place reliance on (1) data generated by the book of business being analyzed, (2) other insurance data, and (3) non-insurance data, in that order of preference. Mathematical techniques are often used to smooth and extrapolate from historical data. In the absence of strong contrary indications, there is a reliance on extrapolations of historical insurance data. Procedures based on non-insurance data are also used. In trending procedures, judgmental considerations generally include, but are not limited to, the historical data used, the success of these techniques in making prior projections, the statistical goodness of fit of the techniques to the historical data, and the impact of any sudden, nonrecurring changes (for example, tort reform) which had not yet been incorporated in the historical data.

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Appendix 2

Comments on the Exposure Draft and Responses

The exposure draft of this ASOP, *Trending Procedures in Property/Casualty Insurance*, was issued in January 2008 with a comment deadline of May 1, 2008. Thirteen comment letters were received, some of which were submitted on behalf of multiple commentators, such as by firms or committees. For purposes of this appendix, the term “commentator” may refer to more than one person associated with a particular comment letter. The Subcommittee on Ratemaking carefully considered all comments received, and the Casualty Committee and ASB reviewed (and modified, where appropriate) the proposed changes.

Summarized below are the significant issues and questions contained in the comment letters and the responses.

The term “reviewers” in appendix 2 includes the subcommittee, the Casualty Committee, and the ASB. Unless otherwise noted, the section numbers and titles used in appendix 2 refer to those in the exposure draft.

GENERAL COMMENTS	
Comment	One commentator stated that the concept of trending is applicable to all actuaries and any ASOP that’s created should serve as a single source of professional guidance. The commentator therefore suggested the ASOP title be changed to “Trending Procedures” and that the document be reviewed to make sure it covers all actuarial practice areas (rather than develop separate ASOPs for each area).
Response	The reviewers believe the uses of “trend” can vary among practice areas and that this ASOP is specific to situations that impact property/casualty insurance. The approach taken in other areas has been to incorporate trending as needed in task specific ASOPs.
Comment	Several commentators expressed concern that this standard unintentionally covered reserving practices already subject to ASOP No. 43, <i>Property/Casualty Unpaid Claim Estimates</i> . The concern was the inclusion of reserving practices commonly known as “loss development.”
Response	The reviewers agreed that there was a need to carve out “loss development.” However, the reviewers wanted to ensure that other uses of trend in a reserving context (examples include Cape Cod, Bornhuetter Ferguson, and frequency/severity methods) were included in this standard. The reviewers added language to section 1.2, Scope and section 2.6, Trending Procedure to achieve the goal of carving out “development,” but not the other uses of trend in reserving. In other words, changes between exposure periods are included under this standard but not changes within an exposure period. The term “development” is used rather than “loss development” to recognize that development triangles are also applied to premiums and other components.

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Comment	One commentator stated there are many individual assumptions in actuarial work—the most obvious example being loss development factors—that are not the subject of a separate standard. The commentator also stated he didn’t feel “trend” was important enough to warrant its own standard and that consideration should be given to greatly broadening the standard (or combining it with another one) to create one standard encompassing all, for example, “Selection of Actuarial Assumptions in Estimation of Ultimate Losses for Casualty Projections.”
Response	The reviewers believe that trend is important enough to warrant its own standard, and note that ASOP Nos. 12, 25, 29, 30, 38, and 39, in addition to 13, address many different aspects of ratemaking.
Comment	Several commentators requested specific guidance on the many problems facing actuaries when trending, such as selecting regression models, extrapolation, statistical methods, etc.
Response	The reviewers believe it is not the purpose of the standard to provide specific procedures and that it is too difficult to keep a standard up to date with specific procedures.
SECTION 2. DEFINITIONS	
Section 2.2, Experience Period	
Comment	One commentator suggested changing “to” to “from” and “pertain” to “was obtained” in the definition stating he sees the experience period as being the source of data for the forecast period.
Response	The reviewers believe revising the language would make it less clear and did not make the change.
Section 2.5, Trending Period	
Comment	One commentator suggested that ASOP No. 13 give a more fundamental definition of the trending period and that the description of the simple calculation of the trending period be moved to section 3.5, Criteria for Determining Trending Period. In addition, the commentator suggested the definition of “trending period” be rewritten to, “the time over which trend is applied in projecting from the experience period to the forecast period.”
Response	The reviewers modified the definition to reflect the suggested language, but did not agree with the suggestion to move the simple calculation to section 3.5 Criteria for Determining Trending Period.
Section 2.6, Trending Procedure	
Comment	One commentator stated that in the definition of “trending procedures,” reference is made to “response rates” and “conversion/issue rates,” and suggested that these terms be separately defined as they have meaning that may not be readily apparent.
Response	The reviewers agreed that these terms may have meaning that is not readily apparent and removed them from the definition as they were meant to be illustrative of items that might be the subject of trend analysis. These examples were replaced by the example of marketing/solicitation response rates.
Comment	One commentator suggested modifying the definition to “a process by which the actuary evaluates how changes over time may affect items such as....”
Response	The reviewers disagreed with adding the word “may” and left the definition unchanged.

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SECTION 3. ANALYSIS OF ISSUES AND RECOMMENDED PRACTICES	
Section 3.1, Purpose or Use of Trending Procedures	
Comment	One commentator stated that mention should be made (for example, in section 3.4, Selection of Trending Procedures) of specific situations that may require stochastic trending procedures or, at the very least, consideration of multiple scenarios. In addition, the commentator stated it would not be wise to evaluate reinvestment risk based on a single projection of future interest rates noting that interest rates are an economic index for purposes of section 2.6, Trending Procedures, and thus projection of future interest rates would be subject to this standard. If such was not intended, then the phrase “economic index” should be clarified so as to restrict its meaning.
Response	The reviewers added a new paragraph in section 3.1 to recognize that a range or probability distribution of trend estimates may be appropriate.
Comment	One commentator was concerned whether a marketing analysis conducted by an actuary is truly an actuarial work product.
Response	The reviewers believe if an actuary is applying trending methodologies to marketing, then the standard should apply. This is one of the reasons the standard is being expanded beyond ratemaking.
Section 3.2, Historical Insurance and Non-Insurance Data	
Comment	One commentator believed it would be appropriate to add language such as, “In situations where non-insurance data is being used, the actuary should determine and document the causal relationship between the non-insurance data being used and the event or value being forecasted” to clarify this section.
Response	The reviewers disagreed and did not change the language because establishing a causal relationship is not a requirement for use of non-insurance data.
Comment	One commentator suggested modifying this section to read, “The actuary should select available data appropriate for the trends being analyzed. The data can consist of historical insurance or non-insurance information. Considerations should include...”
Response	The reviewers did not add the word “available” to the language but did remove the word “other” per the commentator’s suggestion.
Comment	One commentator suggested that the proposed revised ASOP suffers from the complete absence of any mention of “operational influences,” stating that trends in observed values as a result of operational changes are very common in marketing and reserving, for example, and suggested language to its effect be added.
Response	The reviewers considered operational influences, as reflected in the examples given in this section 3.2 and added “claim practices.”
Comment	One commentator stated that section 3.2(c) was unclear in stating what actuaries are expected to consider. The commentator also stated that he didn’t see how the difference between “explanatory value” and “predictive value” of the data might lead to any change in trending procedure and recommended either removing this section or else providing additional clarification as to its intent.
Response	The reviewers modified the language in section 3.2(c) to clarify the intent.

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Comment	One commentator suggested including a section 3.2(e), which would state the following:
Response	<p align="center">e. the data that is used for trending and the data that it is being applied to.</p> <p>The reviewers did not add a 3.2 (e) but modified the existing 3.2 (c) to read as follows:</p> <p align="center">c. relationship with items being trended; and</p>
Comment	One commentator stated that the first paragraph of this section uses the adjective “historical” to modify “insurance and non-insurance data,” which can be interpreted as implicitly prohibiting procedures that blend historic data with projections acquired from external parties and recommend that “historical” be removed.
Response	The reviewers did not agree and therefore did not modify the language.
Section 3.3, Economic and Social Influences	
Comment	One commentator stated that the sentence, “It is inappropriate to analyze only those factors that have an impact on trend in one direction,” be revised to read, “It is inappropriate to consider for analysis only those factors that have an impact on trend in one direction,” stating that certain factors do not lend themselves to rigorous analysis, and the remaining factors could potentially impact the trend only in one direction.
Response	The reviewers agreed and deleted the sentence instead.
Comment	One commentator believed the comment about “avoidance of bias” is oddly placed and believes if such a comment is needed, it should be promoted to a more prominent, generally applicable place so as to indicate that biases should be avoided wherever they are found, not just in the consideration of economic factors.
Response	The reviewers agreed, believing that this is a very broad consideration, which is covered elsewhere such as by aspects of the Code of Professional Conduct, and thus deleted the sentence.
Section 3.7, Reliance on Data or Other Information Supplied by Others	
Comment	One commentator questioned whether sections 3.7, <i>Reliance on Data or Other Information Supplied by Others</i> ; 3.8, <i>Documentation</i> ; 4.1, <i>Actuarial Communication</i> ; and 4.2, <i>Additional Disclosures</i> provided sufficient guidance.
Response	The reviewers believe these sections provide sufficient guidance and made no modifications.
SECTION 4. COMMUNICATIONS AND DISCLOSURES	
Section 4.1, Actuarial Communication	
Comment	One commentator believed generic commentary about disclosures, communication, appropriateness, judgment, etc. is not unique to trending, and with rewording could be applied to just about any important actuarial assumption. The commentator stated this implies that the standard could be broadened to encompass a variety of assumptions or that these generic guidances could be restricted to a generic ASOP such as ASOP Nos. 23 and 41 (eliminating the need to repeat them in this section).
Response	The reviewers did not believe that there was any redundancy in that the introduction of this section is reinforcing that the actuary in making an actuarial communication should first and foremost be guided by ASOP Nos. 23 and 41. The additional material that follows in this section is guidance that is particularly relevant when offering an actuarial communication relating to trending procedures.

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Comment	One commentator felt that the guidance in section 4.1 was insufficient, stating that reference to ASOP No. 41, <i>Actuarial Communications</i> , is an inadequate substitute for the professional expectations established in ASOP No. 9, <i>Documentation and Disclosure in Property and Casualty Insurance Ratemaking, Loss Reserving, and Valuations</i> .
Response	The ASB has determined that ASOP No. 9 will be repealed when a revised ASOP No. 41 is adopted. The reviewers believe that all relevant guidance that was included in ASOP No. 9 is to be covered in the revised ASOP No. 41.
Comment	One commentator believed section 4.1(b) placed an undue burden on the actuary stating the actuary is required not only to assess whether or not there were significant limitations in the data, but also to speculate on what a more in-depth analysis (using data that, presumably, isn't available) might produce.
Response	The reviewers agreed and modified the language in section 4.1(b) to address the commentator's concern.
Comment	One commentator believed the current wording in section 4.1(c) could potentially require documentation of risks and uncertainties that are not likely to result in a large deviation from the trend estimate and recommended that this paragraph be revised to read as follows: "specific significant risks and uncertainties that might cause the actual trend to vary materially from the trend estimate, if any."
Response	The reviewers deleted section 4.1(c) because the language was overly broad, and the requirement to disclose all significant assumptions provided the user of the analysis a sufficient basis to evaluate the actuary's work.
Comment	One commentator suggested because ASOP No. 23, <i>Data Quality</i> , and ASOP No. 41, are referenced in the first sentence of this section, that sections 4.1(b) and 4.1(c) are not necessary, stating that section 4.1, particularly subsection (g), of ASOP No. 23 adequately addresses this guidance and in a way that is more understandable.
Response	The reviewers deleted 4.1(c) and revised 4.1(b).
Section 4.2, Additional Disclosures	
Comment	One commentator felt the guidance in section 4.2 was insufficient while another commentator recommended section 4.2(b) be revised to state, "The actuary should disclose changes to assumptions, procedures, methods or models that the actuary believes might materially affect the latest trend estimate from any prior estimates. The actuary should also retain documentation concerning the potential magnitude of the impact of those material changes if those impacts can be reasonably determined." The commentator believed this modification would help limit varying interpretations of the term "update" in the section's lead-in sentence.
Response	The reviewers agreed and modified the language.
Comment	One commentator recommended that section 4.2(b) be removed from the standard stating that the trigger language seems unclear, particularly the meaning of "update of the previous estimate." The commentator also believed this paragraph to be superfluous since the requirement to document assumptions, procedures, methods or models, or changes to such, already exists.
Response	The reviewers revised the language in section 4.2(b) in response to another comment and believe the revision has addressed these concerns.

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APPENDIX	
Comment	One commentator suggested changing “property casualty” to “property/casualty” to be consistent with other references to the practice area.
Response	The reviewers agreed and made the change.
Comment	One commentator suggested changing “Proceedings” to “Variance” in the Background section to make it a more generalized term.
Response	The reviewers agreed and made the change.



ACTUARIAL STANDARDS BOARD

**Actuarial Standard
of Practice
No. 17**

Expert Testimony by Actuaries

Revised Edition

**Developed by the
Expert Witness Task Force of the
General Committee of the
Actuarial Standards Board**

**Adopted by the
Actuarial Standards Board
March 2002**

Updated for Deviation Language Effective May 1, 2011

(Doc. No. 135)

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March 2002

TO: Members of Actuarial Organizations Governed by the Standards of Practice of the Actuarial Standards Board and Other Persons Interested in Expert Testimony by Actuaries

FROM: Actuarial Standards Board (ASB)

SUBJ: Actuarial Standard of Practice (ASOP) No. 17

This booklet contains the final version of ASOP No. 17, *Expert Testimony by Actuaries*.

Background

The ASB originally adopted ASOP No. 17, *Expert Testimony by Actuaries* (Doc. No. 029) in 1991. Since that time, actuarial practice in this area has evolved. Under the direction of the ASB, the Expert Witness Task Force has revised ASOP No. 17 to be consistent with the current ASOP format adopted by the ASB in May 1996 for all future actuarial standards of practice and to reflect current practices in the area of expert testimony.

Actuarial opinions that are widely divergent may raise a question about the reasonableness of one or more opinions. This question is likely to arise when the basis for any opinion is not soundly thought out or not well explained. By contrast, actuarial opinions that are supportable and carefully prepared and explained, though divergent, can generate confidence in actuaries' competence to evaluate the costs and benefits of future contingent events. The focus of this standard is on the preparation and delivery of sound expert testimony by actuaries.

Exposure Draft

The exposure draft of this revised standard was issued in March 2001 with a comment deadline of August 15, 2001. The Expert Witness Task Force with the help of the General Committee carefully considered the eighteen comment letters received. For a summary of the substantive issues contained in these comment letters, please see appendix 2.

The most significant changes from the exposure draft were as follows:

1. The first paragraph of section 1.2, Scope, was reworded to clarify the extent to which the standard applies to actuaries providing litigation support;

2. A sentence was added to section 3.5, Identity of Principal, to specifically address the extent to which the actuary can rely upon information and instructions received from representatives of principals;
3. The last sentence of section 3.9, Cross-Examination, which advised that the actuary should expect to be cross-examined on the basis of prior statements, was stricken as being redundant with section 3.10, Consistency with Prior Statements;
4. Section 3.12, Limitation of Expert Testimony (previously titled, “Nature of the Forum”), was retitled and substantially rewritten in response to suggestions that the disclosure and compliance obligations of the actuary be more precisely identified; and
5. Section 4.3, Prescribed Statement of Actuarial Opinion, was amended to use the alternative language provided in the Transmittal Memorandum of the exposure draft.

The task force would like to thank former General Committee members Donald F. Behan, Lee R. Steeneck, and Paul B. Zeisler for their contribution to the revision of this standard.

The ASB voted in March 2002 to adopt this standard.

Expert Witness Task Force

Charles L. McClenahan, Chairperson
 Frederick W. Kilbourne Lee A. Zinzow
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General Committee of the ASB

William C. Cutlip, Chairperson
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ACTUARIAL STANDARD OF PRACTICE NO. 17

EXPERT TESTIMONY BY ACTUARIES

STANDARD OF PRACTICE

Section 1. Purpose, Scope, Cross References, and Effective Date

- 1.1 Purpose—This actuarial standard of practice (ASOP) provides guidance to actuaries providing expert testimony.
- 1.2 Scope—This standard applies to actuaries when they testify as actuarial experts at trial, in hearing or arbitration, in deposition, or by declaration or affidavit. This standard does not apply to actuaries providing litigation support other than the expert testimony itself. However, actuaries providing such litigation support may consider the guidance in this standard to the extent that it is applicable and appropriate.

This standard supplements the *Code of Professional Conduct* and is intended to provide specific guidance with respect to expert testimony. Reference should also be made to other actuarial standards of practice concerned with the actuarial substance of the assignment.

Nothing in this standard is intended to discourage reasonable differences of actuarial opinion, or to inhibit responsible creativity in advancing the practice of actuarial science. Further, this standard is not intended to restrain unreasonably the selection of actuarial assumptions or methods, the communication of actuarial opinions, or the relationship between the actuary and a principal. Nothing in this standard is intended to prevent the actuary from challenging the application or a particular interpretation of existing precedent, law, or regulation where such application or interpretation would, in the opinion of the actuary, be inconsistent with otherwise appropriate actuarial practice.

If the actuary departs from the guidance set forth in this standard in order to comply with applicable law (statutes, regulations, and other legally binding authority), or for any other reason the actuary deems appropriate, the actuary should refer to section 4.

- 1.3 Cross References—When this standard refers to the provisions of other documents, the reference includes the referenced documents as they may be amended or restated in the future, and any successor to them, by whatever name called. If any amended or restated document differs materially from the originally referenced document, the actuary should consider the guidance in this standard to the extent it is applicable and appropriate.

- 1.4 Effective Date—This standard is effective for all expert testimony provided on or after July 15, 2002.

Section 2. Definitions

The terms below are defined for use in this actuarial standard of practice.

- 2.1 Actuarial Assumption—The value of a parameter or other actuarial choice having an impact on an estimate of a future cost or other actuarial item under evaluation.
- 2.2 Actuarial Method—A procedure by which data are analyzed and utilized for the purpose of estimating a future cost or other actuarial item.
- 2.3 Actuarial Opinion—A conclusion drawn by an actuary from actuarial knowledge or from the application of one or more actuarial methods to a body of data.
- 2.4 Data—Statistical or other information that is generally numerical in nature or susceptible to quantification.
- 2.5 Expert—One who is qualified by knowledge, skill, experience, training, or education to render an opinion or otherwise testify concerning the matter at hand.
- 2.6 Material—An item is material if it has an impact on the affected actuarial opinion, which is significant to the interested parties.
- 2.7 Principal—A client or employer of the actuary.
- 2.8 Testimony—Communication presented in the capacity of an expert witness at trial, in hearing or arbitration, in deposition, or by declaration or affidavit. Such testimony may be oral or written, direct or responsive, formal or informal.

Section 3. Analysis of Issues and Recommended Practices

An actuary providing expert testimony performs an important service to the actuary's principal, the forum, and the public by explaining complex technical concepts that can be critical to resolution of disputes. Actuaries may differ in their conclusions even when applying reasonable assumptions and appropriate methods, and a difference of opinion between actuaries is not, in and of itself, proof that an actuary has failed to meet professional standards. However, an actuary providing expert testimony should comply with the requirements of the *Code of Professional Conduct*. In particular, the actuary should act honestly, with integrity and competence, and in a manner to fulfill the profession's responsibility to the public, and should take reasonable steps to ensure that the expert testimony is not used to mislead other parties.

- 3.1 Review and Compliance—In addition to complying with this standard, the actuary providing expert testimony should review and comply with applicable actuarial standards of practice, the *Qualification Standards for Prescribed Statements of Actuarial Opinion*, and the *Code of Professional Conduct*.
- 3.2 Conflict with Laws and Regulations—If the actuary believes that a relevant law or regulation contains a material conflict with appropriate actuarial practices, the actuary should disclose the conflict, subject to the constraints of the forum.
- 3.3 Conflict of Interest—The actuary should be alert to the possibility of conflict of interest, and should address any real or apparent conflict of interest in accordance with Precept 7 of the *Code of Professional Conduct*.
- 3.4 Advocacy—There may be occasions when an actuary acts as an advocate for a principal when giving expert testimony. Nothing in this standard prohibits the actuary from acting as an advocate. However, acting as an advocate does not relieve the actuary of the responsibility to comply with the *Code of Professional Conduct* and to use reasonable assumptions and appropriate methods (unless using prescribed or alternative methods or assumptions and so disclosing in accordance with section 3.6).
- 3.5 Identity of Principal—The actuary should identify the principal on whose behalf the actuary is to give expert testimony. This principal usually names a representative, such as an attorney or manager, to whom the actuary reports during the course of the assignment. Even though that representative may retain or pay the actuary, the actuary's ultimate obligation is to the principal and not to the principal's representative. However, in the absence of evidence to the contrary, the actuary may rely upon information and instructions from the representative as though they came directly from the principal.
- 3.6 Prescribed or Alternative Methods and Assumptions—If the actuary performs calculations using prescribed or alternative assumptions or methods different from the assumptions or methods selected by the actuary in forming the actuary's expert opinion, the actuary should

state, subject to the constraints of the forum, whether the results are consistent with the actuary's own expert opinion.

- 3.7 Hypothetical Questions—The actuary may be asked to answer hypothetical questions. Hypothetical questions may fairly reflect facts in evidence, may include only a part of the facts in evidence, or may include assumptions the actuary believes to be untrue or unreasonable. The actuary may refuse to answer hypothetical questions based upon unreasonable assumptions, subject to the constraints of the forum.
- 3.8 Testifying Concerning Other Relevant Testimony—When the actuary testifies concerning other relevant testimony, including opposing testimony, the actuary should testify objectively, focusing on the reasonableness of the other testimony and not solely on whether it agrees or disagrees with the actuary's own opinion.
- 3.9 Cross-Examination—Although the actuary must respond truthfully to questions posed during cross-examinations, the actuary need not volunteer information that may be adverse to the interest of the principal.
- 3.10 Consistency with Prior Statements—When giving expert testimony, the actuary should be mindful of statements the actuary may have made on the same subject. If the actuary employs different methods or assumptions in the current situation, the actuary should be prepared to explain why.
- 3.11 Discovery of Error—If, after giving expert testimony, the actuary discovers that a material error was made, the actuary should make appropriate disclosure of the error to the principal or the principal's representative as soon as practicable.
- 3.12 Limitation of Expert Testimony—The actuary's expert testimony should be presented in a manner appropriate to the nature of the forum. If any constraints are imposed or expected to be imposed on the actuary's ability to comply with the *Code of Professional Conduct* or other professional standards, the actuary should consider whether it is appropriate to serve or continue to serve as an expert.

Section 4. Communications and Disclosures

- 4.1 Written Reports—Expert testimony delivered by means of a written report should describe the scope of the assignment, including any limitations or constraints. The written report should include descriptions and sources of the data, actuarial methods, and actuarial assumptions used in the analysis in a manner appropriate to the intended audience.
- 4.2 Oral Testimony—In delivering expert testimony orally, the actuary should express opinions in a manner appropriate to the intended audience. In addition, the actuary should, to the extent practicable, be prepared to document oral testimony.

- 4.3 Disclosure of Deviations—When providing expert testimony, the actuary should include the following, as applicable:
- a. the disclosure in ASOP No. 41, *Actuarial Communications*, section 4.2, if any material assumption or method was prescribed by applicable law (statutes, regulations, and other legally binding authority);
 - b. the disclosure in ASOP No. 41, section 4.3, if the actuary states reliance on other sources and thereby disclaims responsibility for any material assumption or method selected by a party other than the actuary; and
 - c. the disclosure in ASOP No. 41, section 4.4, if, in the actuary’s professional judgment, the actuary has otherwise deviated materially from the guidance of this ASOP.

Appendix 1

Background and Current Practices

Note: The following appendix is provided for informational purposes, but is not part of the standard of practice.

Background

The Actuarial Standards Board first adopted Actuarial Standard of Practice No. 17, *Expert Testimony by Actuaries*, in January of 1991. The standard addressed a type of practice, expert testimony, which had not been explicitly addressed in previously adopted standards. The standard also crossed traditional practice areas to apply whenever actuaries offered expert testimony concerning pensions or insurance. As such, the standard contained a significant amount of educational material.

Since the standard was first adopted, actuaries have become increasingly active as expert witnesses, appearing in a greater variety of venues and addressing an expanding range of topics. As actuaries have become more knowledgeable about providing expert testimony, the need for educational material has lessened to some degree. The Actuarial Standards Board has also adopted a new format for standards, and this standard reflects that format.

Current Practices

Actuaries may be called upon to give expert testimony concerning a broad range of issues, such as the following:

- a. actuarial present values of retirement or other benefits;
- b. actuarial values incident to a divorce;
- c. adequacy or appropriateness of reserves, premium rates, pricing or underwriting procedures, or provision for administrative costs;
- d. cost impact of claims-made or claims-paid financing;
- e. cost impact of risk classification systems, tort liability decisions, or legislative/regulatory proposals;
- f. lost earnings of a decedent or injured person and the actuarial present value of such lost earnings;

- g. malpractice alleged of an actuary;
- h. relationships between risk and return on investments;
- i. value of an insurance company or other entity; and
- j. withdrawal liability assessments under multiemployer benefit plans.

Actuarial expert testimony may be given in many forums including, but not limited to, the following:

- a. administrative hearings or other executive branch proceedings;
- b. arbitration or other extra-judicial proceedings;
- c. committee hearings or other legislative branch proceedings; and
- d. courts of law or other judicial branch proceedings, including depositions, declarations, and affidavits.

Actuarial testimony may be oral or written, direct or responsive, formal or informal. Actuaries may also be called upon to provide expert analysis or other litigation support in settings where they are not expected to testify.

Although actuaries sometimes provide expert testimony and support directly to a legislator, regulator, arbitrator, or judge, more typically the actuary's principal is a party to the proceedings at which testimony is to be given. Parties to such proceedings may be the shareholders of a corporation, the policyholders of an insurer, the electorate of a political jurisdiction, the employers who maintain a state fund, or another individual or group of persons. In most instances, the principal will have retained an attorney or other representative. Often, it is the attorney or representative who retains the actuary on the principal's behalf.

Actuaries may find themselves testifying in opposition to the opinions of other actuaries or other experts in another field (for example, accountants, statisticians, or economists) who are on opposite sides of a proceeding. At times, the opinions, assumptions, and/or conclusions expressed in expert testimony by others will be in conflict with those of the actuary. These situations may generate doubt in the minds of the audience as to which expert to believe. In such a situation, if asked to comment on the differences in testimony, actuaries attempt to demonstrate factually that the other expert's opinions, assumptions, and/or conclusions are based on flawed data or methods. Alternatively, depending on the circumstances, the actuary may seek to demonstrate that differences between the actuary's conclusions and those of the other expert are not material.

One challenge faced by actuaries testifying as experts is that often the audience lacks the

necessary background to readily understand an actuary's testimony. Individuals who are unfamiliar with actuarial concepts may be unable to understand communications that presuppose basic actuarial knowledge, particularly if such communications are presented using terms or acronyms with which they are unfamiliar. When an actuary testifies, it is generally important to explain technical terms and concepts so that, to the extent practicable, the audience can understand them, particularly if the audience is not sufficiently familiar with actuarial methods and assumptions to distinguish testimony that is precisely accurate but ultimately misleading. It is usually beneficial for the actuary to provide expert testimony as clearly as practicable.

Actuarial projections have a degree of uncertainty because they are based on the probability of occurrence of future contingent events. An important challenge for the testifying actuary, and arguably a most difficult one, is to convey the inherent uncertainty of actuarial estimates. Because a projection necessarily has a degree of uncertainty associated with it, actuaries may be called upon to explain the concept of uncertainty and to convey to the audience whether the actuary's own expectations for future results are within a range believed to be acceptable to most actuaries. Moreover, when providing expert testimony, actuaries generally defend against the characterization of actuarial science or specific actuarial opinions as "guesses," "guesstimates," or the like. Although there are uncertainties inherent in future projections and stochastic processes, that uncertainty does not make an actuarially sound analysis the equivalent of a "guess."

Attorneys may seek on cross-examination to attack actuarial opinions and judgments incrementally, a tactic that may be harmful to the credibility of a testifying actuary who does not respond appropriately to it. For example, if an actuary has testified to an opinion that a reasonable range for a specific liability is between \$5 and \$6 million, when asked on cross-examination whether \$4,999,999 would be a reasonable liability, an appropriate response would be along the lines of, "that number would fall outside of my range of reasonable estimates and would therefore be categorized as not being reasonable." A response such as "that liability is only one dollar below my range of reasonable estimates and, therefore, could be reasonable," is likely to generate further incremental attacks (for example, "what about \$4,999,998?") that weaken the credibility of the actuary's testimony.

Disclosure of pertinent information (including, but not limited to, the name of the principal, the actuarial methods used, the assumptions selected and support therefor, and any potential conflicts of interest) strengthens the credibility of the actuary's testimony. Such disclosure can be particularly important when testimony is subsequently discovered to be in error. The actuary testifying as an expert witness may not have access to all parties who have relied upon expert testimony subsequently discovered to be in error, but an actuary who discovers a material error in

testimony is usually prudent to correct the error, particularly if the actuary is recalled to the stand, and to document in writing the corrective steps taken.

Ultimately, the actuary seeks to provide the forum with a valid actuarial opinion based upon truthful expression of the underlying facts. This serves not only the actuary's principal, but others who may be directly or indirectly affected by the proceedings. These others may include the principal's opponent in a lawsuit, the current and potential policyholders in a rate hearing, the plan participants and their dependents in an employee benefit plan action, the creditors in bankruptcy court, or others. Actuaries benefit the public when they apply their professional skills in a manner that promotes the general welfare, and they enhance relations with their professional peers when they represent their work fairly and give credit where appropriate.

Appendix 2

Comments on the 2001 Exposure Draft and Task Force Responses

The exposure draft of this actuarial standard of practice (ASOP), titled *Expert Testimony by Actuaries*, was issued in March 2001, with a comment deadline of August 15, 2001. Eighteen comment letters were received. The Expert Witness Task Force, with the help of the General Committee, carefully considered all comments received. Summarized below are the significant issues and questions contained in the comment letters and the task force’s responses.

GENERAL COMMENTS	
Comment	Some commentators suggested that the standard should more explicitly address the actuary’s duty to the public and the actuarial profession by emphasizing objectivity and explicitly requiring the actuary to consider all material factors.
Response	The task force believes that the standard appropriately addresses the commentators’ concerns and made no change.
Comment	One commentator suggested establishing a hierarchy of actuarial standards of practice to address potential conflicts between standards.
Response	The task force believes that the actuarial standards of practice appropriately address potential conflicts and, in any event, that the establishment of such a hierarchy would be beyond the scope of this standard.
Comment	Several commentators suggested editorial changes in various sections of the standard.
Response	The task force implemented such suggestions if they enhanced clarity and did not alter the intent of the section.
SECTION 1. PURPOSE, SCOPE, CROSS-REFERENCES, AND EFFECTIVE DATE	
Section, 1.1, Purpose	
Comment	One commentator suggested changing “the actuary” to “actuaries” in this section.
Response	The task force adopted the commentator’s suggestion.
Section 1.2, Scope	
Comment	Some commentators expressed support for the scope of the proposed standard. One commentator suggested editorial changes to clarify this section. Another commentator suggested clarifying how an actuary might challenge existing precedent, law, or regulation.
Response	The task force adopted the commentators’ proposed changes as appropriate.
Comment	One commentator stated that an actuary who challenges existing precedent, law or regulation should note that fact as part of the testimony.
Response	The task force believes that section 3.2 adequately addresses this point.

SECTION 2. DEFINITIONS	
Comment	One commentator suggested adding a definition of “declaration.”
Response	The task force believes that this term is adequately defined in common legal usage and that, therefore, no definition is needed.
Comment	One commentator suggested restoring the definition of “actuarial literature.”
Response	The term “actuarial literature” is not used in the standard and it is not the practice of the ASB to define terms that do not appear in a standard. The task force made no change.
Section 2.3, Actuarial Opinion	
Comment	One commentator suggested revising the definition of “actuarial opinion” to be “an opinion drawn by an actuary from actuarial knowledge or from the application of one or more actuarial methods and actuarial assumptions that the actuary endorses to a body of data.”
Response	The task force disagreed and made no change.
Section 2.7, Principal	
Comment	One commentator suggested changing this definition to provide a broader description of client relationships and the actuary’s duty to other participants in litigation.
Response	The definition is consistent with the <i>Code of Professional Conduct</i> and the task force believes that section 3.5 of the standard adequately addresses the actuary’s responsibilities to the various participants in litigation. No changes were made in the definition.
SECTION 3. ANALYSIS OF ISSUES AND RECOMMENDED PRACTICES	
Section 3.1, Review and Compliance	
Comment	One commentator thought the reference to the <i>Code of Professional Conduct</i> should have spoken to the Codes of the five U.S.-based organizations representing actuaries.
Response	The task force disagreed, noting that all of the U.S.-based organizations have adopted the same <i>Code of Professional Conduct</i> .
Section 3.3, Conflict of Interest	
Comment	One commentator suggested that Precept 7 of the <i>Code of Professional Conduct</i> be reprinted in this section.
Response	The task force disagreed.
Section 3.4, Advocacy	
Comment	One commentator suggested revising this section to be more specific in addressing particular circumstances.
Response	Although the task force did not agree that particular circumstances needed to be addressed more specifically, the task force did revise section 3.4 to emphasize the actuary’s responsibilities under the <i>Code of Professional Conduct</i>
Section 3.5, Identity of Principal	
Comment	One commentator suggested clarifying revisions to this section.
Response	The task force adopted the commentator’s suggestion.

Section 3.6, Prescribed or Alternative Methods and Assumptions	
Comment	Two commentators observed that this section was unclear.
Response	The task force disagreed, finding the guidance in this section clear and appropriate.
Comment	One commentator suggested that this section might be interpreted to require the actuary to disclose an excessively broad range of results.
Response	The task force disagreed and made no change.
Comment	One commentator suggested that this section be revised to direct the actuary to explain why the opinion lies within the reasonable range of results rather than requiring the actuary to identify particular results that might differ.
Response	The task force believes that the guidance in the standard is appropriate and made no change.
Comment	One commentator suggested that this section might be inconsistent with section 3.9, Cross-Examination.
Response	The task force disagreed.
Section 3.7, Hypothetical Questions	
Comment	One commentator suggested adding guidance on how the actuary should respond if required to answer a hypothetical question.
Response	The task force disagreed and made no change.
Section 3.9, Cross-Examination	
Comment	Some commentators believed that this section gave the actuary too much leeway to withhold information inimical to the principal.
Response	The task force disagreed, concluding that the guidance offered in this section is appropriate when considered in conjunction with section 3.4, Advocacy.
Comment	One commentator suggested deleting the last sentence of this section as unnecessary.
Response	The task force agreed that this sentence was redundant with section 3.10 and deleted it.
Section 3.10, Consistency with Prior Statements	
Comment	One commentator believed that the guidance in this section was generic and should be moved to the appendix.
Response	The task force believed the guidance was appropriately placed within the standard and made no change.
Section 3.11, Discovery of Error	
Comment	Some commentators suggested that the actuary's responsibility to disclose error should extend beyond disclosure to the actuary's principal.
Response	The task force disagreed, concluding that the scope of the actuary's responsibility is appropriately stated and noting that the <i>Code of Professional Conduct</i> and other Actuarial Standards of Practice also provide guidance on this issue.

Section 3.12, Limitation of Expert Testimony (previously titled, “Nature of the Forum”)	
Comment	One commentator expressed discomfort with the actuary’s merely reviewing and explaining the standard with the principal. Another commentator offered clarifying language which focused on the actuary’s presentation within a forum and the appropriate actions to be taken when constraints occur.
Response	The task force adopted part of the second commentator’s suggested language and strengthened the language dealing with constraints, thereby addressing the concerns of the first commentator as well.
SECTION 4. COMMUNICATIONS AND DISCLOSURES	
Section 4.2, Oral Testimony (previously titled “Oral Reports and Testimony”)	
Comment	One commentator suggested that an actuary be required to provide a written actuarial report or memorandum to support all oral testimony.
Response	The task force disagreed and made no change.
Section 4.3, Prescribed Statement of Actuarial Opinion	
Comment	Some commentators objected to characterizing expert testimony as a “prescribed statement of actuarial opinion” for purposes of the <i>Qualification Standards for Prescribed Statements of Actuarial Opinion</i> . Other commentators agreed with the characterization, while still others expressed support for the more limited approach described in the transmittal memorandum accompanying the exposure draft.
Response	After carefully considering all comments received, the task force decided to adopt the more limited language described in the transmittal memorandum.



ACTUARIAL STANDARDS BOARD

**Actuarial Standard
of Practice
No. 23**

Revised Edition

Data Quality

**Developed by the
Data Quality Task Force of the
Actuarial Standards Board**

**Adopted by the
Actuarial Standards Board
December 2016**

Doc. No. 185

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December 2016

TO: Members of Actuarial Organizations Governed by the Standards of Practice of the Actuarial Standards Board and Other Persons Interested in Data Quality

FROM: Actuarial Standards Board (ASB)

SUBJ: Actuarial Standard of Practice (ASOP) No. 23

This document contains the final version of a revision of ASOP No. 23, *Data Quality*.

Background

The ASB originally adopted ASOP No. 23, *Data Quality*, in 1993. That ASOP was prepared by the Data Quality Task Force of the Specialty Committee of the ASB. The ASB revised ASOP No. 23 in 2004 to be consistent with the then-current ASOP format, to reflect then-current, generally accepted practice with respect to data quality, and to provide guidance concerning other information relevant to the use of data. ASOP No. 23 was further updated for deviation language, effective May 1, 2011.

In 2014, the ASB concluded that this ASOP should be revised to update language to keep pace with practice changes (for example, increasing use of non-traditional data sources for predictive models, and legislatively mandated data submissions). This revision is the result of that review.

Exposure Draft

The exposure draft was released in November 2015 with a comment deadline of February 29, 2016. Twenty-two comment letters were received. The task force considered all comments received and made appropriate changes where needed. For a summary of the substantive issues contained in the comment letters on the exposure draft and the responses, please see appendix 2.

Key Changes

No significant changes have been made, but the wording has been clarified in a number of sections, including the following:

1. Section 1.2 (Scope) has been modified to clarify that if an actuary prepares data, or is responsible for the preparation of data, that the actuary believes will be used by other actuaries in providing actuarial services, the actuary should apply the relevant portions of this standard as though the actuary were planning to use the data, taking into account the preparing actuary's understanding of the assignment for which the data will be used.
2. The defined term "comprehensive" has been replaced with the defined term "sufficient" (with the same definition), because that term fits more naturally with the definition.

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3. The definition of “data” has been changed to clarify that it includes information derived mathematically from data.
4. Section 3.2(b)(3) has been revised to clarify that, in selecting data, the actuary should consider whether the data are reasonable given external data and information only to the extent the external data and information are relevant, readily available, and known to the actuary.
5. Section 3.3 has been modified to clarify that if an actuary performs a review of data, the actuary should consider comparing the current data to data used in the prior analysis, if similar work has been previously performed for the same or recent periods, but only if such consistency can reasonably be expected.
6. Section 3.4(c) has been modified to indicate that, rather than adjusting data to compensate for data deficiencies, an actuary may adjust the results of the analysis (for example, by increasing the range of reasonable estimates).
7. Section 3.4(e) has been modified to clarify that an actuary may, with the consent of the principal, complete any parts of an assignment for which the actuary determines the data are suitable, even though the data may be inadequate to complete the full assignment.
8. Section 3.7 has been added to remind actuaries that confidential information should be handled consistent with Precept 9 of the *Code of Professional Conduct*.

The General Committee would like to thank former committee members Jeremy J. Brown, Charles F. Cook, John C. Lloyd, Cande J. Olsen, and Lance J. Weiss for their contribution to the development of this ASOP.

The ASB voted in December 2016 to adopt this standard.

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The ASB establishes and improves standards of actuarial practice. These ASOPs identify what the actuary should consider, document, and disclose when performing an actuarial assignment. The ASB's goal is to set standards for appropriate practice for the U.S.

ACTUARIAL STANDARD OF PRACTICE NO. 23

DATA QUALITY

STANDARD OF PRACTICE

Section 1. Purpose, Scope, Cross References, and Effective Date

- 1.1 Purpose—The purpose of this actuarial standard of practice (ASOP) is to provide guidance to the actuary when performing actuarial services involving **data**.
- 1.2 Scope—This ASOP provides guidance to actuaries when selecting **data**, performing a **review** of **data**, using **data**, or relying on **data** supplied by others, in performing actuarial services. The ASOP also applies to actuaries who are selecting or preparing **data**, or are responsible for the selection or preparation of **data**, that the actuary believes will be used by other actuaries in performing actuarial services, or when making appropriate disclosures with regard to **data** quality. Other actuarial standards of practice may contain additional considerations related to **data** quality that are applicable to particular areas of practice or types of actuarial assignment.

If an actuary prepares **data**, or is responsible for the preparation of **data**, to be used by other actuaries in performing actuarial services, the actuary should apply the relevant portions of this standard as though the actuary were planning to use the **data**, taking into account the preparing actuary’s understanding of the assignment for which the **data** will be used.

This standard does not apply to the generation of a wholly hypothetical **data** set.

This standard does not require the actuary to perform an **audit** of the **data**.

If the actuary departs from the guidance set forth in this standard in order to comply with applicable law (statutes, regulations, and other legally binding authority), or for any other reason the actuary deems appropriate, the actuary should refer to section 4.

- 1.3 Cross References—When this standard refers to the provisions of other documents, the reference includes the referenced documents as they may be amended or restated in the future, and any successor to them, by whatever name called. If any amended or restated document

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differs materially from the originally referenced document, the actuary should consider the guidance in this standard to the extent it is applicable and appropriate.

- 1.4 Effective Date—This standard will be effective for any actuarial work product for which **data** were provided to or developed by the actuary on or after April 30, 2017.

Section 2. Definitions

The terms below are defined for use in this actuarial standard of practice.

- 2.1 Appropriate Data—**Data** suitable for the intended purpose of an analysis and relevant to the system or process being analyzed.
- 2.2 Audit—A formal and systematic examination of **data** for the purpose of testing its accuracy and completeness.
- 2.3 Data—Numerical, census, or classification information, or information derived mathematically from such items, but not general or qualitative information. Assumptions are not **data**, but **data** are commonly used in the development of actuarial assumptions.
- 2.4 Data Element—An item of information, such as date of birth or risk classification.
- 2.5 Review—An examination of the obvious characteristics of **data** to determine if such **data** appear reasonable and consistent for purposes of the assignment. A **review** is not as detailed as an **audit** of **data**.
- 2.6 Sufficient—Containing enough **data elements** or records for the analysis.

Section 3. Analysis of Issues and Recommended Practices

- 3.1 Overview—**Appropriate data** that are accurate and complete may not be available. The actuary should use available **data** that, in the actuary's professional judgment, allow the actuary to perform the desired analysis. However, if significant **data** limitations are known to the actuary, the actuary should disclose those limitations and their implications in accordance with section 4.1(b). The following sections discuss such considerations in more detail.
- 3.2 Selection of Data—In undertaking an analysis, the actuary should determine what **data** to use. The actuary should take into account the scope of the assignment and the intended use of the analysis being performed to determine the nature of the **data** needed and the number of alternative **data**

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sets or **data** sources, if any, to be considered. The actuary should do the following:

- a. consider the **data elements** that are desired and possible alternative **data elements**; and
- b. select the **data** for the analysis with consideration of the following:
 1. whether the **data** constitute **appropriate data**, including whether the **data** are sufficiently current;
 2. whether the **data** are reasonable with particular attention to internal consistency;
 3. whether the **data** are reasonable given relevant external information that is readily available and known to the actuary;
 4. the degree to which the **data** are **sufficient**;
 5. any known significant limitations of the **data**;
 6. the availability of additional or alternative **data** and the benefit to be gained from such additional or alternative **data**, balanced against how practical it is to collect and compile such additional or alternative **data**; and
 7. sampling methods, if used to collect the **data**.

- 3.3 **Review of Data**—A **review** of **data** may not always reveal defects. Nevertheless, the actuary should perform a **review**, unless, in the actuary’s professional judgment, such **review** is not necessary or not practical. In exercising such professional judgment, the actuary should take into account the purpose and nature of the assignment, any relevant constraints, and the extent of any known checking, verification, or **audit** of the **data** that has already been performed.

If, in the actuary’s professional judgment, it is not appropriate to perform a **review** of the **data**, the actuary should disclose that the actuary has not performed such a **review**, the reason the actuary has not performed such a **review**, and any resulting limitations on the use of the actuarial work product, in accordance with section 4.1(c).

If the actuary performs a **review**, the actuary should do the following:

- a. make a reasonable effort to determine the definition of each **data element** used in the

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analysis; and

- b. make a reasonable effort to identify **data** values that are questionable or relationships that are significantly inconsistent. If the actuary believes questionable or inconsistent **data** values could have a significant effect on the analysis, the actuary should consider taking further steps, when practical, to improve the quality of the **data**. The actuary should disclose in summary form any unresolved questionable **data** values that the actuary believes could have a significant effect on the analysis, in accordance with section 4.1(d). The actuary also should disclose any significant steps the actuary has taken to improve the **data**, in accordance with section 4.1(e).

If the actuary performs a **review**, the actuary should also consider comparing current **data** with the **data** used in the prior analysis for consistency, if similar work has been previously performed for the same or recent periods and if such consistency can reasonably be expected. If the actuary does not have the prior **data**, the actuary should consider requesting the prior **data**.

3.4 Use of Data—Because **appropriate data** that are accurate and complete may not be available, the actuary should make a professional judgment about which of the following are applicable:

- a. the **data** are of acceptable quality to perform the analysis;
- b. the **data** require enhancement before the analysis can be performed, and it is practical to obtain additional or corrected **data** that will allow the analysis to be performed;
- c. judgmental adjustments or assumptions can be applied to the **data** that allow the actuary to perform the analysis. Any judgmental adjustments to **data** or assumptions should be disclosed in accordance with section 4.1(f). If the actuary judges that the use of the **data**, even with adjustments and assumptions applied, may cause the results to be highly uncertain or contain a significant bias, the actuary may choose to complete the assignment but should disclose the potential existence of the uncertainty or bias, and, if reasonably determinable, the nature and potential magnitude of such uncertainty or bias, in accordance with section 4.1(g). Alternatively, the actuary may compensate for the **data** deficiencies by adjusting the results, such as by increasing the range of reasonable estimates, and disclose the adjustments, in accordance with section 4.1(f);
- d. if the actuary believes that the **data** are likely to contain significant defects, the actuary should determine, if practical, the nature and extent of any checking, verification, or **audit** of the **data** that has been performed. Then, if, in the actuary's professional

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judgment, a more extensive **review** is needed, the actuary should arrange for such a **review** prior to completing the assignment; or

- e. if, in the actuary's professional judgment, the **data** are so inadequate that the **data** cannot be used to satisfy the purpose of the assignment, then the actuary should 1) obtain different **data**, 2) complete, with the consent of the principal, any parts of the assignment for which the actuary determines the **data** are suitable, or 3) decline to complete the assignment. However, if the actuary is required by a regulator or other governmental authority to use **data** that the actuary considers unsuitable for use in the actuary's analysis, the actuary may use the **data** subject to the disclosure requirements of section 4.

3.5 Reliance on Data Supplied by Others—In most situations, the **data** are provided to the actuary by others. The accuracy and completeness of **data** supplied by others are the responsibility of those who supply the **data**. The actuary may rely on **data** supplied by others, subject to the guidance in sections 3.3 and 3.4. The actuary should disclose reliance on **data** supplied by others in an appropriate actuarial communication, in accordance with section 4.1(h).

3.6 Reliance on Other Information Relevant to the Use of Data—In many situations, the actuary is provided with other information relevant to the appropriate use of **data**, such as contract provisions, plan documents, and reinsurance treaties. The validity and completeness of such information are the responsibility of those who supply such information. The actuary may rely on such information supplied by others, unless it is or becomes apparent to the actuary in the course of the assignment that the information is unsuitable for use in the actuary's analysis. The actuary should disclose reliance on such information supplied by others in an appropriate actuarial communication, in accordance with section 4.1(h).

If the actuary believes the information is unsuitable, or inconsistencies between the information and the **data** suggest that the information may be unsuitable, the actuary should make a professional judgment about whether to use the information. The actuary should consider disclosing when such relevant information that has been provided is not used.

If the information suggests that the **data** may be unsuitable, the actuary should make a professional judgment about whether to use the **data** based on the considerations described in sections 3.4 and 3.5.

3.7 Confidentiality—The actuary should be aware that **data** may contain confidential information. Such confidential information should be handled consistent with Precept 9 of the *Code of Professional Conduct*.

3.8 Limitation of the Actuary's Responsibility—The actuary is not required to do any of the

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following:

- a. determine whether **data** or other information supplied by others are falsified or intentionally misleading;
- b. compile additional **data** solely for the purpose of searching for questionable or inconsistent **data**; or
- c. perform an **audit** of the **data**.

Section 4. Communications and Disclosures

4.1 Communication and Disclosure—Any actuarial communication prepared to communicate the results of work subject to this standard should comply with the requirements of ASOP No. 41, *Actuarial Communications*. An actuarial communication can comply with some or all of the specific requirements of this section by making reference to information contained in other actuarial communications available to the intended users (as defined in ASOP No. 41), such as an annual actuarial valuation report. Such communication should contain the following disclosures when relevant and material:

- a. the source(s) of the **data**;
- b. any limitations on the use of the actuarial work product due to uncertainty about the quality of the **data** or other information relevant to the use of the **data**, as discussed in section 3.1;
- c. whether the actuary performed a **review** of the **data** and, if not, the reason for not reviewing the **data** and any resulting limitations on the use of the actuarial work product, as discussed in section 3.3;
- d. in summary form, unresolved concerns the actuary may have about questionable **data** values that are relevant to the use of the **data** and could have a significant effect on the actuarial work product, as discussed in section 3.3(b);
- e. in summary form, discussions of any significant steps the actuary has taken to improve the **data** due to identifying questionable **data** values or relationships, as discussed in section 3.3(b);
- f. in summary form, significant judgmental adjustments or assumptions that the actuary

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applied to the **data** or to the results, or are known by the actuary to have been applied to the **data**, to allow the actuary to perform the analysis, as discussed in section 3.4(c);

- g. the existence of results that are highly uncertain or have a potentially significant bias of which the actuary is aware due to the quality of the **data** or other information relevant to the use of the **data**, and the nature and potential magnitude of such uncertainty or bias, if they can be reasonably determined, as discussed in section 3.4(c);
- h. the extent of the actuary's reliance on **data** and other information relevant to the use of the **data** supplied by others, as discussed in sections 3.5 and 3.6;
- i. the disclosure in ASOP No. 41, section 4.2, if any material assumption or method was prescribed by applicable law (statutes, regulations, and other legally binding authority);
- j. the disclosure in ASOP No. 41, section 4.3, if the actuary states reliance on other sources and thereby disclaims responsibility for any material assumption or method selected by a party other than the actuary; and
- k. the disclosure in ASOP No. 41, section 4.4, if, in the actuary's professional judgment, the actuary has otherwise deviated materially from the guidance of this ASOP.

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Appendix 1

Background and Current Practices

Note: The following appendix is provided for informational purposes, but is not part of the standard of practice.

Background

An actuarial analysis is based upon an analysis of data, along with practical knowledge of the area of practice and training in actuarial theory, which together enable the actuary to perform and interpret the results of calculations. Throughout the analytic process, data play an important role. The accuracy and validity of the actuarial analysis are dependent on, among other things, the quality of the data used. Hence, an actuarial standard of practice concerning data quality is appropriate.

Data frequently contain errors, are not complete, and are not precisely appropriate for the intended analysis. Actuaries deal with these limitations, the majority of which are non-critical. However, actuaries are often called upon to perform actuarial services in situations where data limitations may be critical. Actuaries use professional judgment when determining whether and how to refine data or make modifications within the analysis.

Current Practices

Actuaries use informed judgment to determine what kinds of data are appropriate for a particular analysis. It is important that the data used are relevant to the system or process being analyzed.

Data have played an increasingly important role in actuarial practice in recent years. In addition to the traditional uses of data that have been in place for many years, actuaries and their principals have been using broader sources of data more recently to support improved business decisions. This has included more sophisticated data analytics to improve functions such as claims processes, underwriting, pricing, loss control, distribution management, and customer service. In addition, there has been expansion of use of sophisticated models for a wide range of purposes, and those models are heavily reliant on the data inputs. Because of their analytical skills, actuaries have been deeply involved in these advancements, including assessing the quality and sufficiency of data for use in various applications.

Persons or organizations responsible for generating, collecting, or publishing data may apply

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different standards of quality assurance, ranging from straightforward compilation of figures to extensive verification. Actuaries, in turn, deal with the question of the quality of data underlying their work products in a variety of ways and with varying levels of review or checking.

Actuaries are called upon to provide analyses for a broad range of audiences, from limited distribution within an organization to public exposure.

Important aspects of data use include documentation and disclosure of 1) the sources of data, 2) review of data, 3) significant biases resulting from data, 4) adjustments or corrections made to the data, and 5) the extent of reliance on data supplied by others. Typically, actuaries do not audit data.

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Appendix 2

Comments on the Exposure Draft and Responses

The exposure draft of this revision of ASOP No. 23, *Data Quality*, was issued in November 2015 with a comment deadline of February 29, 2016. Twenty-two comment letters were received, some of which were submitted on behalf of multiple commentators, such as by firms or committees. For purposes of this appendix, the term “commentator” may refer to more than one person associated with a particular comment letter. The Task Force carefully considered all comments received, and the General Committee and ASB reviewed (and modified, where appropriate) the proposed changes.

Summarized below are the significant issues and questions contained in the comment letters and the responses to each.

The term “reviewers” includes the Task Force, General Committee, and the ASB. Unless otherwise noted, the section numbers and titles used below refer to those in the exposure draft.

TRANSMITTAL MEMORANDUM	
Question 1: Does this proposed revision provide appropriate guidance for an actuary preparing data for another actuary’s use (for example, legislatively-mandated data submissions)?	
Comment	Most commentators who addressed the question felt the proposed revision provided appropriate guidance.
Comment	One commentator believed the ASOP should address the duty of care owed and the alignment of data with the data request.
Response	The reviewers believe these topics are adequately covered in the <i>Code of Professional Conduct</i> , and in sections 1.2 and 3.2 of this ASOP, and made no change.
Comment	Several commentators believed the ASOP should clarify whether it applies to an actuary preparing data for use by another actuary working in the same firm.
Response	The reviewers note that section 1.2 indicates that the standard applies when an actuary “prepares data or is responsible for the preparation of data to be used by other actuaries in performing actuarial services,” and provides no exception for actuaries working within the same firm, and made no change.
Question 2: Does this proposed revision provide appropriate guidance for working with nontraditional data sources (for example, predictive models)?	
Comment	Most commentators who addressed the question felt the proposed revision provided appropriate guidance.
Comment	One commentator suggested clarifying the extent to which derived data are included under this ASOP.
Response	The reviewers agree that some derived data is subject to this ASOP and clarified the definition of “data.”

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Question 3: Considering the guidance in section 3.6, which discusses the quality of other information relevant to data, is the title of the standard “Data Quality” appropriate?	
Comment	Most commentators who addressed the question felt that the standard was appropriately titled.
GENERAL COMMENTS	
Comment	Several commentators questioned the intent behind the replacement of the word “material” in the existing ASOP with the word “significant” in the revision.
Response	Where a change was made from “material” to “significant”, the reviewers believe that the use of the word “significant” is appropriate and consistent with its definition in ASOP No. 1, <i>Introductory Actuarial Standard of Practice</i> .
SECTION 1. PURPOSE, SCOPE, CROSS REFERENCES, AND EFFECTIVE DATE	
Section 1.1, Purpose	
Comment	One commentator suggested that this section be clarified to indicate that it applies to the performance of any of the activities described.
Response	The reviewers agree and modified the language.
Comment	Several commentators suggested that section 1.1(e) be clarified to apply only to situations in which an actuary is performing an actuarial service by preparing data for use by other actuaries in an actuarial work product.
Response	The reviewers disagree with the suggested change. Sections 1.1 and 1.2 have been reorganized and reworded to be clearer, and section 1.2 now provides that “If an actuary prepares data, or is responsible for the preparation of data, to be used by other actuaries in performing actuarial services, the actuary should apply the relevant portions of this standard as though the actuary were planning to use the data, taking into account the preparing actuary’s understanding of the assignment for which the data will be used.”
Comment	One commentator believed items (a)-(e) are not clear and would benefit from additional definitions or examples.
Response	Sections 1.1 and 1.2 have been reorganized and reworded to be clearer. The reviewers do not believe examples are needed.
Section 1.2, Scope	
Comment	One commentator suggested that the ASOP should apply to actuaries who assume responsibility for preparing data as well as to those who prepare the data.
Response	The reviewers agree and modified the language.
Comment	One commentator suggested that the term “wholly hypothetical data set” needed to be defined or better described.
Response	The reviewers believe the term is clear and made no change.
Comment	One commentator suggested deleting the sentence “This standard does not require the actuary to perform an audit of the data” because it is duplicative with section 3.8.
Response	The reviewers believe this sentence is helpful in understanding the scope and made no change.

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SECTION 2. DEFINITIONS	
Comment	One commentator suggested adding definitions for “reliable data” and “authoritative data,” and retaining the definition of “practical” from the existing ASOP.
Response	The reviewers disagree with adding the definitions and note that the term “practical” is defined in ASOP No. 1. Therefore, the reviewers made no change.
Comment	One commentator requested that a definition for “information” be added.
Response	The reviewers believe the term is used with its general meaning and does not require a definition. Therefore, the reviewers made no change.
Section 2.2, Audit	
Comment	Two commentators suggested that the definition specify that an audit of data should only be performed by a professional auditor.
Response	The reviewers note that the term “audit” has a specific definition in the ASOP that does not correspond with the term under U.S. GAAP and other accounting standards, and therefore made no change.
Section 2.3, Comprehensive (now section 2.6, Sufficient)	
Comment	Two commentators stated that the terms “comprehensive” and “complete” were not sufficiently distinguished from one another.
Response	The reviewers agree and changed “comprehensive” to “sufficient.”
Section 2.4, Data (now section 2.3)	
Comment	Two commentators felt that “qualitative information” should be included rather than excluded from the definition of “data.”
Response	The reviewers disagree and made no change.
Section 2.6, Review (now section 2.5)	
Comment	Two commentators suggested that the definition of “review” be expanded to include both formal and informal examinations of data, and that it be clarified that a review is not as detailed as an audit.
Response	The reviewers agree and removed the word “informal” from the definition, and added language to indicate that a review is not as detailed as an audit.
Comment	One commentator suggested that the meaning of the phrase “obvious characteristics” was not clear.
Response	The reviewers disagree and made no change.
SECTION 3. ANALYSIS OF ISSUES AND RECOMMENDED PRACTICES	
Comment	One commentator suggested adding a provision mandating compliance with applicable data confidentiality laws and regulations.
Response	The reviewers agree and added new section 3.7, Confidentiality, to address this comment.
Section 3.1, Overview	
Comment	Two commentators suggested that the standard address availability of data (e.g., proprietary data) in terms of practicality and the reasonableness of the effort required to obtain it.
Response	The reviewers clarified the language in section 3.2(b)(6).

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Section 3.2, Selection of Data	
Comment	One commentator requested that the phrase “sampling methods” be defined.
Response	The reviewers believe the meaning of the term is clear and made no change.
Comment	One commentator suggested that the word “desired” be replaced with “necessary for the scope of the assignment” because the commentator felt that “desired” seemed too vague and implied subjective preference rather than professional judgement. Another commentator suggested replacing “desired” with “needed” to distinguish between “the most desirable elements” and others that might be suitable.
Response	The reviewers believe that identifying data elements as “necessary” or “needed” for the assignment would be inconsistent with the guidance in section 3.2(a) that the actuary should consider “possible alternative data elements”, and made no change.
Comment	One commentator suggested replacing the first occurrence of “should consider” with “should determine” and the second occurrence with “should take into account.”
Response	The reviewers agree with the suggested wording changes and made the changes.
Comment	One commentator suggested that the meaning of “external consistency” in section 3.2(b) be clarified.
Response	The reviewers agree, removed the reference to “external consistency” from section 3.2(b), and added section 3.2(b)(3) to clarify.
Section 3.3, Review of Data	
Comment	One commentator suggested replacing the word “reason” with “justification” because the commentator believed that the word “justification” indicated a higher level of professionalism was involved in providing a justification.
Response	The reviewers believe that the word “reason” appropriately describes the intended disclosure and therefore made no change.
Comment	One commentator suggested that the standard allow “reasonableness” of the data to be established by reference to the results of using the data, rather than through a review of the data.
Response	The reviewers believe that the data should be evaluated for reasonableness, rather than only requiring that the results be reasonable, and made no change.
Comment	One commentator felt the actuary should be required to request prior data for similar work performed in earlier periods and perform a comparison. Another commentator felt an actuary should be required to perform a comparison with prior data if it is readily available, while other commentators felt the standard should not require a comparison with prior data where it is not relevant.
Response	The reviewers believe that consistency with prior data need only be considered when such consistency can reasonably be expected and changed the wording of section 3.3. The reviewers also note that section 3.3 indicates that the actuary should consider “comparing current data with the data used in the prior analysis for consistency,” and “should consider requesting the prior data,” but do not believe that the standard should be more prescriptive.
Comment	Two commentators felt that data provided by highly credible sources should not require a review.
Response	The reviewers believe this is appropriately covered by the current language in section 3.3, and made no change.

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Comment	One commentator asked whether impracticality was legitimate grounds for not performing a review.
Response	The reviewers believe that this is appropriately covered in section 3.3, including required disclosure in such situations, and made no change.
Comment	One commentator indicated that the last paragraph in this section is redundant and could be deleted.
Response	The reviewers disagree and made no change.
Comment	One commentator suggested that the standard refer to “external control totals.”
Response	The reviewers believe that level of specificity is unnecessary and made no change.
Comment	One commentator suggested that several instances of “should consider” are inconsistent with ASOP No. 1.
Response	The reviewers agree and modified the language.
Comment	One commentator suggested that this section also refer to the selection of data (not just to the preparation of data).
Response	The reviewers modified the language by deleting the reference to “preparation of data.”
Comment	One commentator felt that the review of the data should be performed by someone other than the actuary who selected or prepared the data.
Response	The reviewers do not believe that the guidance should prohibit the actuary who prepares the data from also reviewing the data, and made no change.
Comment	One commentator suggested that the actuary performing the data review must assess whether data are adequate for the purpose of the assignment.
Response	The reviewers believe the modified language in section 3.2 addresses this issue.
Comment	One commentator suggested clarifying section 3.3(b) by inserting “taking” before “further steps” (to read “the actuary should consider taking further steps, when practical, to improve the quality of the data”) and “the actuary has” between “steps” and “taken” (to read “The actuary also should disclose any significant steps the actuary has taken to improve the data”).
Response	The reviewers agree and modified the language.
Comment	One commentator suggested clarifying the responsibilities of the actuary who does not know what steps have been taken to improve the quality of the data.
Response	The reviewers note that sections 4.1(e) and 4.1(f) only require the actuary to disclose steps taken that the actuary knows about, and made no change.
Comment	One commentator felt that this section states that the actuary should review the data in determining whether a review is needed, which seems circular.
Response	The reviewers disagree that the section was circular, but modified the language to clarify.
Section 3.4, Use of Data	
Comment	One commentator suggested that the standard allow for the adjustment of results, rather than the adjustment of data, to compensate for deficiencies in the data.
Response	The reviewers agree and added a sentence to section 3.4(c).

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Comment	Two commentators suggested that completion of part of an assignment be permitted where the data were suitable for that portion of the assignment.
Response	The reviewers agree and modified the language in section 3.4(e).
Section 3.5, Reliance on Data Supplied by Others	
Comment	One commentator felt the standard should encourage positive assurance, and discourage negative assurance and blind reliance.
Response	The reviewers believe that the reference in this section to the requirements in sections 3.3 and 3.4 addresses this concern, and made no change.
Section 3.6, Reliance on Other Information Relevant to the Use of Data	
Comment	One commentator requested that the term “unsuitable” be defined and that the actuary be required to disclose mandated use of unsuitable data.
Response	The reviewers believe the meaning of the term “unsuitable” is clear. The reviewers agree that the actuary should be required to disclose mandated use of unsuitable data, and removed the language from section 3.5 and added it to section 3.4(e) to address this concern.
Comment	One commentator asked if contract provisions, plan documents, reinsurance treaties, etc. should be included in “data” rather than in the separate category of information.
Response	The reviewers believe the definition of data is appropriate as stated and made no change.
Comment	One commentator suggested that this section is redundant and could be deleted.
Response	The reviewers disagree and made no change.
Section 3.7 (now section 3.8), Limitations of the Actuary’s Responsibility	
Comment	One commentator suggested that the nature and extent of the “additional data compilations” referred to here be clarified.
Response	The reviewers agree and clarified the language in section 3.8(b).
Section 3.8, Documentation	
Comment	Several commentators questioned the need for this section and its consistency with other parts of this standard.
Response	The reviewers agree and deleted this section.
SECTION 4. COMMUNICATIONS AND DISCLOSURES	
Section 4.1, Communication and Disclosure	
Comment	One commentator suggested requiring disclosure of “specific outlier data points or data elements whose exclusion (inclusion) could result in materially different conclusions.”
Response	The reviewers disagree that this level of specificity is needed and made no change.
Comment	One commentator suggested changing section 4.1(b) to require disclosure of “the nature of the data review performed by the actuary” and to require disclosure of all adjustments to data, not just the significant ones.
Response	The reviewers disagree and made no change.
Comment	One commentator suggested changing section 4.1(d) to clarify the meaning of “in summary form.”
Response	The reviewers do not believe that additional specificity is needed and made no change.

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Comment	One commentator suggested changing “significant effect” to “impact” in section 4.1(f).
Response	The reviewers disagree and made no change in what is now section 4.1(d).
Comment	Two commentators suggested that the disclosure items need not be included in every actuarial communication. Another commentator requested clarification regarding what “issuing communications” means, and where disclosures in sections 3.3, 3.4, and 3.5 should be made. One commentator suggested incorporating the distinction between actuarial communications and actuarial report under ASOP No. 41, and clarifying which parts of ASOP No. 41 apply to each.
Response	The reviewers modified the beginning of this section to indicate that “An actuarial communication can comply with some or all of the specific requirements of this section by making reference to information contained in other actuarial communications available to the intended users.”, consistent with ASOP No. 41, <i>Actuarial Communications</i> . The reviewers do not believe additional explanation of the requirements of ASOP No. 41 should be added to this standard.
Comment	Several commentators suggested the sections that are now 4.1(i)-(k) are redundant with ASOP No. 41 and could be deleted.
Response	The reviewers note that the disclosure language in (i)-(k) is standard in all ASOPs and made no change.
Comment	One commentator suggested making this section consistent with section 3.3 by restoring the previously deleted wording “and any resulting limitations on the use of the actuarial work product.”
Response	The reviewers agree and made the change in what is now section 4.1(c).
Comment	One commentator questioned why “material” was changed to “significant” in some sections of 4.1 but not in (i), (j) and (k).
Response	The reviewers note that the disclosure language in (i)-(k) is standard in all ASOPs and made no change.
Comment	One commentator requested clarification regarding gathering data not related to actuarial services or communications, and another asked whether it was intended that this section apply ASOP No. 41 requirements even where an actuarial opinion is not the end product.
Response	The reviewers revised section 1.2 to clarify that the standard applies only when data is to be used in performing actuarial services to address this issue.



ACTUARIAL STANDARDS BOARD

**Actuarial Standard of
Practice No. 25**

Credibility Procedures

Revised Edition

**Developed by the
Credibility Task Force of the
General Committee of the
Actuarial Standards Board**

**Adopted by the
Actuarial Standards Board
December 2013**

Doc. No. 174

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ASOP No. 25—December 2013

December 2013

TO: Members of Actuarial Organizations Governed by the Standards of Practice of the Actuarial Standards Board and Other Persons Interested in Credibility Procedures

FROM: Actuarial Standards Board (ASB)

SUBJ: Actuarial Standard of Practice (ASOP) No. 25

This document is the final version of a revision of ASOP No. 25 now titled, *Credibility Procedures*.

Background

The original standard, adopted in 1996, was a product of the Health Committee and the Casualty Committee of the ASB. The scope of the standard was limited to accident and health, group term life, and property/casualty coverages.

In 2011, the ASB asked the Life Committee to consider whether the scope of ASOP No. 25 should be expanded to incorporate additional practice areas. The Life Committee agreed that the scope of the ASOP could be expanded. The Board asked that a multi-discipline task force be formed under the direction of the General Committee to begin drafting an exposure draft. A task force was then created that included actuaries from the life, health, pension, and property/casualty practice areas.

First Exposure Draft

The first exposure draft of this revised ASOP was issued in September 2012 with a comment deadline of December 31, 2012. The Credibility Task Force carefully considered the 20 comment letters received and made changes to the language in several sections in response. The most significant change from the first exposure draft was the revision of section 1.2, Scope, to clarify in what situations the standard applies. In addition, the purpose and use of credibility procedures was clarified, in particular regarding the continued need for professional judgment.

Second Exposure Draft

The second exposure draft of this ASOP was issued in June 2013, with a comment deadline of September 30, 2013. Nine comment letters were received. The Task Force carefully considered all comments received and made clarifying changes to the language in several sections. For a summary of the substantive issues contained in the second exposure draft comment letters and the task force's responses, please see appendix 2. In addition, the task force made a clarifying change to the wording of the scope section to keep it appropriately focused. There were no major changes from the second exposure draft.

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The ASB thanks everyone who took the time to contribute comments on the exposure drafts.

The ASB voted in December 2013 to adopt this standard.

ASOP No. 25—December 2013

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The ASB establishes and improves standards of actuarial practice. These ASOPs identify what the actuary should consider, document, and disclose when performing an actuarial assignment. The ASB's goal is to set standards for appropriate practice for the U.S.

ACTUARIAL STANDARD OF PRACTICE NO. 25

CREDIBILITY PROCEDURES

STANDARD OF PRACTICE

Section 1. Purpose, Scope, Cross References, and Effective Date

- 1.1 Purpose—The purpose of this actuarial standard of practice (ASOP) is to provide guidance to actuaries when performing professional services with respect to selecting or developing **credibility procedures** and the application of those procedures to sets of data.
- 1.2 Scope—This standard applies to actuaries when performing actuarial services involving **credibility procedures** in the following situations:
- a. when the actuary is required by applicable law (statutes, regulations, and other legally binding authority) to evaluate **credibility**;
 - b. when the actuary chooses to evaluate the **credibility** of **subject experience**, or states in any related actuarial communication that **credibility** has been evaluated in accordance with this ASOP;
 - c. when the actuary is blending **subject experience** with other experience; or
 - d. when the actuary represents the data being used as statistically or mathematically credible.

If the actuary determines that the guidance in this standard conflicts with ASOP No. 35, *Selection of Demographic and Other Noneconomic Assumptions for Measuring Pension Obligations*, ASOP No. 35 will govern.

If the actuary departs from the guidance set forth in this standard in order to comply with applicable law (statutes, regulations, and other legally binding authority), or for any other reason the actuary deems appropriate, the actuary should refer to section 4.

- 1.3 Cross References—When this standard refers to the provisions of other documents, the reference includes the referenced documents as they may be amended or restated in the future, and any successor to them, by whatever name called. If any amended or restated document differs materially from the originally referenced document, the actuary should consider the guidance in this standard to the extent it is applicable and appropriate.

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- 1.4 Effective Date—This standard will be effective for any professional services with respect to **credibility procedures** performed on or after May 1, 2014.

Section 2. Definitions

The terms below are defined for use in this actuarial standard of practice.

- 2.1 Credibility—A measure of the predictive value in a given application that the actuary attaches to a particular set of data (*predictive* is used here in the statistical sense and not in the sense of predicting the future).
- 2.2 Credibility Procedure—A process that involves the following:
- a. the evaluation of **subject experience** for potential use in setting assumptions without reference to other data; or
 - b. the identification of **relevant experience** and the selection and implementation of a method for blending the **relevant experience** with the **subject experience**.
- 2.3 Full Credibility—The level at which the **subject experience** is assigned full predictive value, often based on a selected confidence interval.
- 2.4 Relevant Experience—Sets of data, that include data other than the **subject experience**, that, in the actuary’s judgment, are predictive of the parameter under study (including but not limited to loss ratios, claims, mortality, payment patterns, persistency, or expenses). **Relevant experience** may include **subject experience** as a subset.
- 2.5 Risk Characteristics—Measurable or observable factors or characteristics that are used to assign each risk to one of the risk classes of a **risk classification system**.
- 2.6 Risk Classification System—A system used to assign risks to groups based upon the expected cost or benefit of the coverage or services provided.
- 2.7 Subject Experience—A specific set of data drawn from the experience under consideration for the purpose of predicting the parameter under study.

Section 3. Analysis of Issues and Recommended Practices

- 3.1 Purpose and Use of Credibility Procedures—**Credibility procedures** covered by this standard are used for two purposes: 1) to evaluate **subject experience** for potential use in setting assumptions without reference to other data; and 2) to improve the estimate of the parameter under study. **Credibility procedures** may be used for tasks such as pricing, ratemaking, prospective experience rating, and reserving.

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- 3.2 Selection or Development of Credibility Procedure—The actuary should use an appropriate **credibility procedure** when determining if the **subject experience** has **full credibility** or when blending the **subject experience** with the **relevant experience**. The procedure selected or developed may be different for different practice areas and applications. Additional review may be necessary to satisfy applicable law.

In selecting or developing a **credibility procedure**, the actuary should consider the following criteria:

- a. whether the procedure is expected to produce reasonable results;
- b. whether the procedure is appropriate for the intended use and purpose; and
- c. whether the procedure is practical to implement when taking into consideration both the cost and benefit of employing a procedure.

The actuary should apply **credibility procedures** that appropriately consider the characteristics of both the **subject experience** and the **relevant experience**. The actuary should consider the predictive value of more recent experience as compared to experience from earlier time periods.

- 3.3 Selection of Relevant Experience—The actuary should exercise professional judgment and use care in selecting and using **relevant experience**. Such **relevant experience** should have characteristics similar to the **subject experience**. Characteristics to consider include items such as demographics, coverages, frequency, severity, or other determinable **risk characteristics** that the actuary expects to be similar to the **subject experience**. If the proposed **relevant experience** does not meet and cannot be adjusted to meet such criteria, it should not be used.

The actuary should consider the extent to which **subject experience** is included in **relevant experience**. If **subject experience** is a material part of **relevant experience**, the actuary should use professional judgment in deciding whether and how to use that **relevant experience**.

In some instances, no **relevant experience** is available to the actuary. In this situation, the actuary should use professional judgment, considering available **subject experience**, in setting an estimate of the parameter under study.

- 3.4 Professional Judgment—The actuary should use professional judgment when selecting, developing, or using a **credibility procedure**. The use of **credibility procedures** is not always a precise mathematical process. For example, in some situations, an acceptable procedure for blending the **subject experience** with the **relevant experience** may be based on the actuary assigning full, partial, or zero **credibility** to the **subject experience** without using a rigorous mathematical model.

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- 3.5 Homogeneity of Data—In carrying out **credibility procedures**, the actuary should consider the homogeneity of both the **subject experience** and the **relevant experience**. Within each set of experience, there may be segments that are not representative of the experience set as a whole. The predictive value can sometimes be enhanced by separate treatment of these segments. The actuary should also consider the balance between the homogeneity of the data and the size of the data set.

Section 4. Communications and Disclosures

- 4.1 Disclosure—Whenever appropriate in the actuary’s professional judgment, the actuary should disclose the **credibility procedures** used and any material changes from prior **credibility procedures**. The actuary should also include the following, as applicable, in an actuarial communication:
- a. the disclosure in ASOP No. 41, *Actuarial Communications*, section 4.2, if any material assumption or method was prescribed by applicable law (statutes, regulations, and other legally binding authority);
 - b. the disclosure in ASOP No. 41, section 4.3, if the actuary states reliance on other sources and thereby disclaims responsibility for any material assumption or method selected by a party other than the actuary; and
 - c. the disclosure in ASOP No. 41, section 4.4, if, in the actuary’s professional judgment, the actuary has otherwise deviated materially from the guidance of this ASOP.

Appendix 1

Background

Note: This appendix is provided for informational purposes and is not part of the standard of practice.

Historical Development

The concept of credibility has been a fundamental part of actuarial practice since the beginning of the profession. Applications of credibility procedures have recognized the traditional concerns regarding the proper balance between responsiveness and stability. Early discussions of credibility tended to focus on estimating mean claim frequency using classical and empirical credibility procedures. The earliest recorded paper on this subject was, “How Extensive a Payroll Exposure Is Necessary to Give a Dependable Pure Premium,” by Albert H. Mowbray (see Volume I of the *Proceedings of the Casualty Actuarial and Statistical Society* published by the Casualty Actuarial Society in 1914). Later writers have developed formulas for the credibility of claim severity and for the credibility of total losses including Bayesian credibility procedures. Credibility concepts have also been used in other actuarial work.

Current Practices

A variety of approaches are used in credibility procedures. In some cases, the approach is based on judgment; in other cases, mathematical models are used. Some selected mathematical credibility procedures are discussed below.

Classical Credibility Procedures

Classical credibility procedures make assumptions as to the form of the underlying probability distribution. From this probability distribution function, the appropriate number of claims, amount of premium, or other measure of volume is calculated such that the probability that the subject loss experience is within a specified percentage (r) of the expected value is equal to a specified parameter (p). This measure of volume is the full credibility standard.

One such approach that assumes that claims follow a Normal distribution is Limited Fluctuation Credibility. In this approach, partial credibility assigned to the subject experience is based on the square root of the ratio of actual claims to the full credibility standard.

Empirical Credibility Procedures

Empirical credibility procedures measure the statistical relationships of the subject experience to its mean and to comparable experience of prior experience periods, without reference to the underlying distribution.

Bayesian Credibility Procedures

Bayesian analysis procedures merge prior distributions representing the statistical information of the relevant experience with the statistical information of the subject experience to produce posterior distributions that reflect both. Bayesian credibility procedures provide a least squares approximation to the mean of the *a posteriori* distribution that would result from a Bayesian analysis.

One example of the application of Bayesian credibility is Greatest Accuracy Credibility, which is also referred to as linear Bayesian credibility or Bühlmann credibility. In Greatest Accuracy Credibility, partial credibility is assigned to the subject experience using formulas of the form $n/(n+k)$, where n is the volume of subject experience and k is a parameter that may be derived from variances in the subject and relevant experience.

Emerging Practice Involving Statistical Models

More recent advancements in the application of credibility theory incorporate credibility estimation into generalized linear models or other multivariate modeling techniques. The most typical forms of these models are often referred to in literature as generalized linear mixed models, hierarchical models, and mixed-effects models. In such models, credibility can be estimated based on the statistical significance of parameter estimates, model performance on a holdout data set, or the consistency of either of these measures over time.

Credibility Bases

The most commonly used bases for determining credibility are numbers or amounts of claims, losses, premiums, and exposures.

Credibility Procedures for Ratemaking/Pricing

The sample size used for full credibility sometimes is based on the variance of an assumed underlying probability distribution. If using an assumed frequency distribution, the actuary usually adjusts the required sample size to recognize variation in claim size or other factors.

Credibility Procedures for Prospective Experience Rating

Prospective experience rating formulas assign credibility to actual experience of a single risk or a group of risks (the subject experience). In some instances, the subject experience may be subdivided into different components, for example, primary and excess losses, with different credibility levels appropriate for each piece.

More Information

Expanded discussion of the use of credibility procedures by actuaries setting assumptions can be found in various publications of the American Academy of Actuaries, the Society of Actuaries, the Casualty Actuarial Society, and other similar actuarial professional organizations.

ASOP No. 25—December 2013

Appendix 2

Comments on the Second Exposure Draft and Responses

The second exposure draft of ASOP No. 25, *Credibility Procedures*, was issued in June 2013 with a comment deadline of September 30, 2013. Nine comment letters were received, some of which were submitted on behalf of multiple commentators, such as by firms or committees. For purposes of this appendix, the term “commentator” may refer to more than one person associated with a particular comment letter. The Credibility Task Force and the General Committee of the Actuarial Standards Board carefully considered all comments received, and the General Committee and ASB reviewed (and modified, where appropriate) the changes proposed by the Task Force.

Summarized below are the significant issues and questions contained in the comment letters and the responses.

The term “reviewers” in appendix 2 includes the Task Force, General Committee, and the ASB. Also, unless otherwise noted, the section numbers and titles used in appendix 2 refer to those in the exposure draft.

GENERAL COMMENTS	
Comment	One commentator stated that the ASOP does not discuss instances when applicable law requires the actuary to depart from the guidance of the ASOP.
Response	The reviewers made no change and refer the commentator to the last paragraph of section 1.2 and section 4.1(a) as well as ASOP No. 41, <i>Actuarial Communications</i> .
Comment	One commentator suggested that the ASOP should contain more specific discussion on how to consider different data sources, how to assign predictive value and reliance, and other guidance.
Response	The reviewers made no change and note ASOPs are intended to give general guidance rather than specific “how to” instructions.
Comment	One commentator suggested that wording be added to require a disclosure when the credibility of data has not been evaluated.
Response	The reviewers made no change, as they believe this would broaden the ASOP to mean that actuaries always need to consider the use of credibility procedures when the intent of section 1.2 is to limit the applicability of the ASOP to certain situations. Note: ASOP No. 23, <i>Data Quality</i> , provides guidance on selection of data.

ASOP No. 25—December 2013

SECTION 2. DEFINITIONS	
Section 2.3, Full Credibility	
Comment	One commentator suggested specifying that “[a]t full credibility, the relevant experience is assigned no predictive value beyond what is already provided by subject experience.”
Response	The reviewers believe section 2.3 is sufficiently clear and made no change.
Comment	One commentator suggested that there should be a requirement that when the term “fully credible” is used, it should “be appropriately modified by describing the error tolerance and confidence level which was used to test for full credibility.”
Response	The reviewers believe the definition is sufficiently clear and made no change.
Section 2.4, Relevant Experience	
Comment	One commentator suggested defining the phrase “parameter under study.”
Response	The reviewers do not believe it is necessary to define this term.
Section 2.5, Risk Characteristics	
Comment	One commentator suggested changes to the definition.
Response	The reviewers believe that the definition is appropriate and also consistent with ASOP No. 12, <i>Risk Classification</i> , section 2.8, and, therefore, made no change.
Section 2.6, Risk Classification System	
Comment	Two commentators suggested changes to the definition.
Response	The reviewers note that the definition is appropriate and also consistent with ASOP No. 12, section 2.10 and, therefore, made no change.
SECTION 3. ANALYSIS OF ISSUES AND RECOMMENDED PRACTICES	
Section 3.1, Purpose and Use of Credibility Procedures	
Comment	One commentator suggested adding more guidance about the use of subject and relevant experience.
Response	The reviewers believe that section 3.3 provides appropriate guidance.
Comment	Two commentators point out that “valuation” is a life insurance term and suggest adding “reserving” to the list.
Response	The reviewers note that the list is not intended to be all inclusive, but note that “reserving” is likely to be correctly interpreted by all. Therefore, the reviewers are replacing the word valuation with reserving.
Comment	One commentator suggested substituting a new term for “expected value” in section 3.1, since the term is undefined and unused in the definition section.
Response	The reviewers agree and replaced the term with wording that is consistent with wording used in the definition section.

ASOP No. 25—December 2013

Section 3.2, Selection of Credibility Procedure	
Comment	One commentator suggests replacing “when blending” with “when blending or grading.” Another commentator suggests moving to “when combining.”
Response	The reviewers disagree and made no change as they believe that grading is the result of blending with factors that vary by duration.
Comment	One commentator believes the wording should be expanded to address predictive modeling.
Response	The reviewers disagree and made no change. The reviewers note that this standard addresses traditional credibility theory. While predictive modeling is addressed in the appendix, it is not explicitly referenced in the standard. To the extent traditional credibility theory per the scope of this standard is used as part of predictive modeling analysis, it is up to the actuary to determine if such work is covered by the standard.
Comment	One commentator suggests a cross reference to section 4.1(a) in regards to when methodology is prescribed by law.
Response	The reviewers note that the scope section includes a reference to section 4 for the case where methodology is prescribed by law, and made no change.
Comment	One commentator suggests moving “the actuary should consider the predictive value of more recent experience” to section 3.3.
Response	The reviewers made no change and note that this guidance applies to both subject experience and relevant experience.
Comment	One commentator suggested adding a sentence describing possible alternatives to credibility procedures, which may include statistical modeling approaches.
Response	The reviewers made no change and note that descriptions of various approaches are in appendix 1.
Section 3.3, Selection of Relevant Experience	
Comment	One commentator suggests adding underwriting to the list of considerations.
Response	The reviewers believe that underwriting is implicitly included in the category of “other determinable risk characteristics” and made no change.
Comment	One commentator questions how predictive modeling fits into the discussion.
Response	The reviewers note that predictive modeling is not explicitly addressed by this standard. However, to the extent credibility procedures within the scope of this standard are used as part of predictive modeling, the standard applies.
Comment	One commentator suggests that relevant experience be required to be fully credible.
Response	The reviewers disagree and note that fully credible experience does not always exist.
Comment	Many commentators addressed the appropriateness of the second paragraph in section 3.3.
Response	The reviewers believe that the consideration is an important one, but have removed specific guidance other than to note that professional judgment is called for.

ASOP No. 25—December 2013

Comment	One commentator suggested defining the word “material,” which appeared in front of the phrase “part of relevant experience.”
Response	The term “materiality” is discussed in ASOP No. 1, section 2.6, and therefore the term was not added to the definitions section in this standard.
Comment	One commentator suggested that wording should be added to “direct the actuary to assess the degree to which the relevant experience is predictive.”
Response	The reviewers disagree and made no change, and refer the commentator to section 3.4.
Section 3.4, Professional Judgment	
Comment	One commentator suggests removing the reference to zero credibility here and from the standard entirely.
Response	The reviewers disagree and note that the scope statement specifically includes certain cases of zero credibility.
Section 3.5, Homogeneity of Data	
Comment	One commentator suggests that additional wording be added to address the balance between the size of the data set and the homogeneity of the data.
Response	The reviewers agree and made the change.
APPENDIX 1	
Comment	One commentator objected to the use of the phrase “greatest accuracy credibility,” suggesting that it was not appropriate language and may sound grandiose to statisticians.
Response	The reviewers made no change to the terminology “greatest accuracy credibility” as this is the primary name given to the credibility approach that is also referred to as the Bühlmann approach (in multiple sections of the American Academy of Actuaries’ July 2008 Credibility Practice Note).
Comment	One commentator recommended changing the title “Emerging Practice Involving Generalized Linear Models” to “Emerging Practice Involving Statistical Models.”
Response	The reviewers agree and made the change.



ACTUARIAL STANDARDS BOARD

**Actuarial Standard
of Practice
No. 29**

**Expense Provisions in
Property/Casualty Insurance Ratemaking**

**Developed by the
Subcommittee on Ratemaking of the
Casualty Committee of the
Actuarial Standards Board**

**Adopted by the
Actuarial Standards Board
July 1997**

Updated for Deviation Language Effective May 1, 2011

(Doc. No. 147)

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August 1997

TO: Members of Actuarial Organizations Governed by the Standards of Practice of the Actuarial Standards Board and Other Persons Interested in Expense Provisions in Property/Casualty Insurance Ratemaking

FROM: Actuarial Standards Board (ASB)

SUBJ: Actuarial Standard of Practice No. 29

This booklet contains the final version of actuarial standard of practice (ASOP) No. 29, *Expense Provisions in Property/Casualty Insurance Ratemaking*.

Background

This standard was developed by the Subcommittee on Ratemaking of the ASB's Casualty Committee. The Casualty Actuarial Society's *Statement of Principles Regarding Property and Casualty Insurance Ratemaking* identifies and describes principles applicable to the determination and review of property/casualty insurance rates. These principles are limited to that portion of the ratemaking process involving the estimation of costs associated with the transfer of risk. For most lines of business, the expense component is a significant portion of the rate. For some lines of business, the expense component can actually exceed the loss component. For this reason, it is necessary to have a standard of practice to provide guidance to actuaries in the determination of a proper expense component.

Exposure Draft

This standard was exposed for review in October 1994, with a comment deadline of March 15, 1995. Thirty-one comment letters were received. The Subcommittee on Ratemaking reviewed all the comments carefully, and many of the suggestions were incorporated into the final standard. In particular, the subcommittee expanded the discussions concerning (1) residual market and statutory assessment provisions, (2) the provision for reinsurance, and (3) policyholder dividends. (For a detailed discussion of the issues raised in the comment letters, and the subcommittee's responses to such, please see appendix 2.)

Format Changes

A number of format changes have also been made since publication of the exposure draft. The ASB voted in May 1996 to change the format of all future actuarial standards of practice. Thus, sections 3 and 4 now form an appendix titled, Background and Current Practices. (Appendix 1 of this standard contains sections 3 and 4 of the exposure draft.) Further, sections 5 and 6 of the exposure draft have now been renumbered as sections 3 and 4. The "new" sections 3 and 4,

along with sections 1 and 2, now form the actual standard of practice. The heading *Preamble*, which used to apply to the first four sections of the standard, has been deleted. The board made these format changes to help the reader distinguish between a standard's substantive requirements and language intended for general information.

The Subcommittee on Ratemaking and the Casualty Committee thank everyone who provided input during the exposure process. The comments were helpful in making revisions. The Casualty Committee also thanks the following former subcommittee members, who made significant contributions to this work: Daniel J. Flaherty, Gary Grant, and Robert Lindquist. The ASB voted in July 1997 to adopt the final standard.

Subcommittee on Ratemaking of the Casualty Committee

Steven G. Lehmann, Chairperson	
Frederick F. Cripe	Marc B. Pearl
Robert W. Gossrow	Jonathan White
R. Michael Lamb	Paul E. Wulterkens

Casualty Committee of the ASB

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ACTUARIAL STANDARD OF PRACTICE NO. 29

EXPENSE PROVISIONS IN PROPERTY/CASUALTY INSURANCE RATEMAKING

STANDARD OF PRACTICE

Section 1. Purpose, Scope, Cross References, and Effective Date

- 1.1 Purpose—The purpose of this standard of practice is to provide guidance to actuaries in estimating costs for property/casualty insurance ratemaking other than (1) incurred losses, (2) the provision for profit and contingencies, (3) investment expenses, and (4) federal and foreign income taxes.
- 1.2 Scope—This standard of practice applies to all property/casualty insurance coverages. This standard also applies to property/casualty risk financing systems, such as self-insurance, that provide similar coverages. References in the standard to *risk transfer* should be interpreted to include risk financing systems that provide for risk retention in lieu of risk transfer.
- If the actuary departs from the guidance set forth in this standard in order to comply with applicable law (statutes, regulations, and other legally binding authority), or for any other reason the actuary deems appropriate, the actuary should refer to section 4.
- 1.3 Cross References—When this standard refers to the provisions of other documents, the reference includes the referenced documents as they may be amended or restated in the future, and any successor to them, by whatever name called. If any amended or restated document differs materially from the originally referenced document, the actuary should consider the guidance in this standard to the extent it is applicable and appropriate.
- 1.4 Effective Date—This standard will be effective with respect to work performed after December 1, 1997.

Section 2. Definitions

The definitions below are defined for use in this actuarial standard of practice.

- 2.1 Commission and Brokerage Fees—Compensation to agents and brokers.
- 2.2 Expense Limitations—Legislative or regulatory rules that disallow or limit certain categories of expenses in determining rates.

- 2.3 General Administrative Expenses—All operational and administrative expenses (other than investment expenses) not specifically defined elsewhere in this section.
- 2.4 Loss Adjustment Expenses (LAE)—All expenses incurred in investigating and settling claims.
- 2.5 Other Acquisition Expenses—All costs, other than commission and brokerage fees, associated with the acquisition of business.
- 2.6 Policyholder Dividends—Nonguaranteed returns of premium or distributions of surplus.
- 2.7 Premium-Related Expenses—Those expenses that vary in direct proportion to premium, e.g., premium taxes. These expenses are sometimes referred to as *variable expenses*.
- 2.8 Rate—An estimate of the expected value of future costs.
- 2.9 Residual Market Provision—A provision for the entity's costs that represents its share of residual market profits or losses.
- 2.10 Statutory Assessment Provision—A provision for the entity's costs stemming from any mandated assessment.
- 2.11 Taxes, Licenses, and Fees—All taxes and miscellaneous fees except federal and foreign income taxes.

Section 3. Analysis of Issues and Recommended Practices

- 3.1 Categorizing Expenses—The actuary should be familiar with the pertinent requirements for defining expenses, such as those prescribed in the *Instructions for Uniform Classification of Expenses*, published by the National Association of Insurance Commissioners (NAIC), or Regulation 30 of the New York State Insurance Department. The actuary should also be familiar with the entity's own methods of classifying and assigning expenses.
- 3.2 Determining Expense Provisions—The actuary should determine the provisions for loss adjustment expenses; commission and brokerage fees; other acquisition expenses; general administrative expenses; and taxes, licenses, and fees that are appropriate for the policies to be written or coverages provided during the time the rates are expected to be in effect. In addition, where appropriate, the actuary should consider subdividing the expense categories. Expense provisions should reflect the conditions expected during the time these policies or coverages are expected to be in effect and should include all expenses expected to be incurred in connection with the transfer of risk.

For expenses other than premium-related expenses, the actuary should consider estimating these expenses on a basis that is not directly proportional to premium, such as

per policy, per coverage, a percentage of claim losses, or per unit of exposure. Studies or actuarial judgment may support such estimates.

- 3.3 Start-Up Costs—The actuary may amortize start-up or development costs using an appropriate amortization period.
- 3.4 Expense Trending—In determining the future expense components of the rate, the actuary should be guided by Actuarial Standard of Practice (ASOP) No. 13, *Trending Procedures in Property/Casualty Insurance Ratemaking*.
- 3.5 Policyholder Dividends—The *Statement of Principles Regarding Property and Casualty Insurance Ratemaking* of the Casualty Actuarial Society (CAS) classifies policyholder dividends as an expense to operations. When the actuary determines that policyholder dividends are a reasonably expected expense and are associated with the risk transfer, the actuary may include a provision in the rate for the expected amount of policyholder dividends. In making this determination, the actuary should consider the following: the company's dividend payment history, its current dividend policy or practice, whether dividends are related to loss experience, the capitalization of the company, and other considerations affecting the payment of dividends.
- 3.6 Residual Market and Statutory Assessment Provisions—The actuary should include a provision in the rate for any residual market costs or statutory assessments expected to occur during the period of time the rates are expected to be in effect. If these costs are assessed retrospectively, it may be appropriate to include a provision to recover these costs to the extent they were not included in previous rates.
- 3.7 Provision for Reinsurance—The actuary may elect whether to include the cost of reinsurance as an expense provision. If a provision for reinsurance is included, the actuary should consider the amount to be paid to the reinsurer; ceding commissions or allowances; expected reinsurance recoveries; and other relevant information specifically relating to cost, such as a retrospective profit-sharing agreement and reinstatement premiums between the reinsured and the reinsurer.

Section 4. Communications and Disclosures

- 4.1 Conflict with Law or Regulation—The rate filed with a regulator may differ from an actuarially determined rate because of expense limitations. If a law or regulation conflicts with the provisions of this standard, the actuary should develop a rate in accordance with the law or regulation, and disclose any material difference between the rate so developed and the actuarially determined rate to the client or employer.
- 4.2 Documentation—The actuary should be guided by the provisions of ASOP No. 9, *Documentation and Disclosure in Property and Casualty Insurance Ratemaking, Loss Reserving, and Valuations*.

4.3 Disclosures—The actuary should include the following, as applicable, in an actuarial communication:

- a. in addition to the disclosure covered in section 4.1, the disclosure in ASOP No. 41, *Actuarial Communications*, section 4.2, if any material assumption or method was prescribed by applicable law (statutes, regulations, and other legally binding authority);
- b. the disclosure in ASOP No. 41, section 4.3, if the actuary states reliance on other sources and thereby disclaims responsibility for any material assumption or method selected by a party other than the actuary; and
- c. the disclosure in ASOP No. 41, section 4.4, if, in the actuary's professional judgment, the actuary has otherwise deviated materially from the guidance of this ASOP.

Appendix 1

Background and Current Practices

Note: This appendix is provided for informational purposes, but is not part of the standard of practice.

Background

Inflation—Prior to the relatively high inflation of the 1970s, a predominant ratemaking technique involved including expenses, other than loss adjustment expenses, as a percentage of premium. In doing so, it was assumed that the expense portion of the rate was subject to the same trend (usually very low) to which the loss and loss adjustment expense portions were subjected. However, higher levels of inflation had a rather significant impact on the expected change in the various components of the rate. By the 1970s, the assumption that the trend in expenses would approximate the trend in losses was being questioned. Although the actuarially determined loss trend may have been applied to the loss and loss adjustment expenses as usual, a separate analysis and trend may have been necessary to properly reflect the anticipated change in certain other expenses.

Expense Flattening—Expense flattening techniques assign expenses to policies or other units of exposure rather than in proportion to premium or losses. Thus, expense flattening is a procedure sometimes used to determine that portion of the rate that does not vary in direct proportion to premium or losses.

Expense Trending—Expense trending reflects how changes over time affect expenses. Over the years, separate trending of expenses has become a more common ratemaking technique. However, including expenses as a proportion of premium is still used.

Actuarial Literature—Although the property/casualty actuarial literature is relatively sparse on the topic of expense provisions in ratemaking, techniques for separately trending losses and expenses and alternatives to premium-related expense provisions have been included in such literature. Also included are discussions about the inappropriateness, in some cases, of assuming proportional expenses for administrative ease when, in fact, some expense categories do not vary in direct proportion to premium.

Regulation—Beginning in the late 1970s, some regulators have applied expense limitations in either limiting or disallowing certain expenses and in requiring expense flattening.

Current Practices

Categories—Expenses other than investment expenses are generally divided into five broad categories to determine the expense component of the rate. These expenses are (1) loss adjustment expenses, (2) commission and brokerage fees, (3) other acquisition expenses, (4) general administrative expenses, and (5) taxes, licenses, and fees. Studies may be conducted to determine which expenses vary in direct proportion to premium, losses, number of policies, or other units of exposure, and which expenses may be independent.

Loss Adjustment Expenses—Loss adjustment expenses are generally of two types: allocated and unallocated. Allocated loss adjustment expenses (ALAE) are sometimes combined with and, thus, treated the same as, incurred losses (IL). ALAE are combined with unallocated loss adjustment expenses (ULAE) for some lines of business. ULAE may be expressed as a function of IL plus ALAE, but may also be expressed as a function of premium. For lines of business in which all loss adjustment expenses are combined, the loss adjustment expenses are generally expressed as a function of either IL or premium.

Commissions and Premium Taxes—Commissions and premium taxes are typically paid as a percentage of direct written premium. Such expenses are generally treated as premium-related expenses.

General Administrative Expenses and Other Acquisition Expenses—General administrative expenses and other acquisition expenses may be expressed as a function of premium; or may be partially related to premium, partially related to the number of policies, and partially related to the number of exposures.

Current Information—Historical expenses are generally analyzed in light of current relevant information to determine whether they will be representative of future costs.

Budgeted versus Historical Expenses—Because of the prospective nature of ratemaking, certain expenses, such as commissions, are generally based on budgets rather than determined from historical data.

Expense Trending—Historical expenses may be adjusted to reflect changes over time.

Residual Market and Statutory Assessment Provisions—Residual market costs and statutory assessments are often included as expenses. For those classes of business written in the voluntary market that caused the insurer to receive a share of the residual market, the residual market provision may be separately identified or embedded in the rate.

Appendix 2

Comments on the Exposure Draft and Subcommittee Responses

The proposed standard of practice was approved for release as an exposure draft in October 1994, with a comment deadline of March 15, 1995. Thirty-one comment letters were received and reviewed by the Subcommittee on Ratemaking of the ASB's Casualty Committee. Summarized below are the substantive issues raised and questions contained in the comment letters, printed in lightface. The subcommittee's responses to those issues appear in **boldface**.

Note also that, as mentioned in the transmittal memorandum to this standard of practice (see page vi), the ASB adopted on May 1, 1996, a new format for all actuarial standards of practice. Thus, the section numbers below refer to section numbers in the exposure draft, unless otherwise noted (some section numbers have remained the same).

Section 1. Purpose, Scope, and Effective Date

Section 1.1, Purpose—Several comments were received asking for clarification of the issues covered by the standard. **The subcommittee added the phrase *for property/casualty insurance ratemaking* to clarify that the standard is limited to ratemaking. Further, the section was revised to note that the subject of federal and foreign income taxes is clearly *excluded* by the standard. The subject of investment expenses was also specifically excluded since the subcommittee agreed that the subject should not be considered in this standard.** One commentator questioned whether allocated loss adjustment expenses were included in the standard. **The subcommittee revised the section to make it clear that all loss adjustment expenses are included in this standard.**

Section 1.2, Scope—A few commentators noted that this section is ambiguous in its use of examples. **The subcommittee modified the text to clearly note that the standard applies to all property/casualty coverages.**

Section 2. Definitions

Section 2.1, Allocated Loss Adjustment Expenses—**This definition was deleted since it is not used in the standard.**

Section 2.4, General Administrative Expenses (now section 2.3)—Several comments were received regarding reinsurance expenses. **The subcommittee added a new section, Provision for Reinsurance (see section 3.7), to discuss the treatment of reinsurance expenses. No changes were made to the definition of *general administrative expenses*.**

Section 2.5, Guaranty Fund Assessments (now section 2.10 and titled, Statutory Assessment Provision)—**The subcommittee developed a broader definition that refers to all statutory assessments in order to reflect guaranty fund assessments, and emerging statutory insurance and reinsurance mechanisms, such as the Florida Hurricane Catastrophe Fund, the Florida Windstorm Underwriting Association, and the California Earthquake**

Authority, as well as various administrative and special fund expenses for which entities are assessed. The subcommittee also replaced the word *insurer* with *entity* to further broaden the application.

Section 2.8, Policyholder Dividends (now section 2.6)—One comment letter noted that this was a weak definition. **Although the definition was slightly modified, the subcommittee believes that the revised definition is the most descriptive and definitive one available. The subcommittee deleted the phrase *charged to operations* at the end of the definition and added the phrase *or distributions of surplus*.**

Section 2.9, Rate (now section 2.8)—**No change was made. This definition is the same as the one found in the CAS *Statement of Principles Regarding Property and Casualty Insurance Ratemaking*.**

Section 2.10, Residual Market Provision (now section 2.9)—**Per comments received, the entire second sentence of the section was moved to section 4.9 of the exposure draft, which can now be found in appendix 1 under the title, Residual Market and Statutory Assessment Provisions.**

Section 2.11, Taxes, Licenses, and Fees—**Based on comments received and on an analysis of the insurance expense exhibit breakout, the subcommittee inserted the words *federal and foreign* before *income taxes* to make clear that state income, municipal, police department, fire department, etc., premium taxes should be considered.**

Section 2.12, Unallocated Loss Adjustment Expenses—Some commentators noted that since some companies contract claim handling as a percentage of each claim cost, some types of claim costs could be classified as “allocated” for one company and “unallocated” for another. **This definition was deleted since it is not used in the standard.**

Section 2.13, Variable Expenses (now section 2.7 and titled Premium-Related Expenses)—One commentator suggested that this section be titled, Premium Variable Expenses. **The subcommittee agreed in concept and changed the title to, Premium-Related Expenses.**

Other commentators suggested that the standard define *nonvariable expenses*, since the term is used in section 4.8 (this section can now be found in appendix 1, Current Practices, with the title, Expense Trending) and section 5.4, Measurement Base. **The subcommittee deleted use of this term. Thus, no definition is necessary. Expenses that are not related to premiums are treated in the second paragraph of section 3.2, Determining Expense Provisions, in this standard.**

Section 3. Background and Historical Issues (Now in Appendix 1 under Background)

Section 3.1, Inflation and Price Controls (this section can now be found in appendix 1 under the title, Inflation)—It was noted that *price controls* are not mentioned elsewhere in the section. **This phrase was deleted. The subcommittee also modified the wording in the last sentence of the paragraph to make the application of the loss trend less restrictive.**

Section 3.2, Expense Flattening (this section can now be found in appendix 1)—It was suggested that the word *policies* be expanded to *policies or other units of exposure*. **The subcommittee agreed and made the modification. In addition, the wording in the last sentence was changed to make the definition of *expense flattening* more explicit.**

Section 3.3, Expense Trending (this section can now be found in appendix 1 under Background)—It was noted that the phrase *expense trending* does not need to be italicized. **The subcommittee deleted the italics and replaced *measures* with *reflects*, since expense trending is not a true measure of changes.**

Section 3.4, Actuarial Literature (this section can now be found in appendix 1)— **In the first sentence, the subcommittee replaced the word *expenses* with the phrase *expense provisions in ratemaking* to make it consistent with the subject of the standard of practice. In the last sentence, the wording was modified to be consistent with the section, Expense Flattening.**

Section 3.5, Regulation (this section can now be found in appendix 1)—It was suggested that the second sentence (*These expense limitations should be taken into account when establishing the premium rate filed with the regulator.*) reflects procedure rather than background. **The subcommittee deleted this sentence from the section, and modified the wording in section 4.1 of the standard to reflect this change.**

Section 4. Current Practices and Alternatives (Now in Appendix 1 under Current Practices)

Section 4.1, Categories (this section can now be found in appendix 1)—Suggestions included rearranging this section to remove the reference to specific loss adjustment expenses and inserting this reference into section 4.2. It was also suggested that the draft may be too limiting regarding current practice. **The subcommittee moved a portion of this section to the section directly below it (i.e., the old section 4.2, Loss Adjustment Expenses), and rewrote the remaining text to broaden the scope of current practice. Also, the word *special*, describing the studies that could be conducted, was deleted.**

Section 4.2, Loss Adjustment Expenses (this section can now be found in appendix 1)—It was suggested that the third and fourth sentences were inconsistent. **The subcommittee revised the third and fourth sentences of this section to clarify that unallocated expenses may be expressed as a function of premium.**

Section 4.3, Commissions and Premium Taxes (this section can now be found in appendix 1)—A concern was expressed that this section did not mention “truly variable commissions, e.g., ones that include profit-sharing based on loss ratios.” In addition, minor editorial changes were recommended. **The subcommittee is satisfied that this section is broad enough to allow the actuary to work with variable commissions. The editorial suggestions were adopted.**

Section 4.4, General Administrative Expenses and Other Acquisition Expenses (this section can now be found in appendix 1)—One commentator suggested that this section is inconsistent with sections 4.1 and 5.1 of the exposure draft. In addition, minor editorial suggestions were offered.

The subcommittee does not agree that an inconsistency exists among the sections, but it did incorporate the suggested editorial changes.

Section 4.5, Specific Jurisdiction versus Nationwide—Minor editorial changes were suggested. **After further consideration, the subcommittee concluded that this section was not necessary and deleted it.**

Section 4.8, Nonvariable Expenses (this section can now be found in appendix 1, Current Practices, with the title, Expense Trending)—Concern was expressed that this section restricts expense trending to only nonvariable expenses. It was also suggested that this section be broadened to include a discussion of the prospective treatment of expenses. **The subcommittee renamed this section Expense Trending, modifying the text to acknowledge that expenses may need to be adjusted to reflect changes over time.**

Section 4.9, Residual Market Provisions and Guaranty Fund Assessments (this section can now be found in appendix 1 with the title, Residual Market and Statutory Assessment Provisions)—A few comment letters requested making this section more general by removing references to *guaranty funds* and removing the reference to *state-specific residual market costs*. **The phrase *guaranty fund* was replaced with the term *statutory* in the title, and the phrase *state-specific* was eliminated from the section. The subcommittee also added language to identify an appropriate treatment of a residual market provision.**

Section 5. Analysis of Issues and Recommended Practices (Now Section 3)

Section 5.1, Categorizing Expenses (now section 3.1)—Concerns were expressed that requiring the actuary to be familiar with the *Instructions for Uniform Classification of Expenses* and with the entity's own methods of classifying expenses is too onerous. **This information (i.e., that contained in the NAIC publication and the entity's own methods) is important to the selection of an appropriate expense methodology. The section was left unchanged.** It was also suggested that the National Council on Compensation Insurance statistical plan be added to the list of expense definitions. **The subcommittee believes that the requirement to be “familiar with the entity's own methods” covers this issue.**

Section 5.2, Determining Expense Components (now section 3.2 and titled Determining Expense Provisions)—Several concerns were expressed about the discussion of ULAE and ALAE. Also, several comments requested that residual market costs be discussed in a separate section. **The discussion of ULAE and ALAE was deleted. Also, the subcommittee added a new section, Residual Market and Statutory Assessment Provisions (see section 3.6), and a new paragraph providing direction for handling expenses that do not vary directly with premium. This new paragraph replaces section 5.4 of the exposure draft.**

Section 5.3, Start-Up Costs (now section 3.3)—Comments were received that start-up costs should be more precisely defined. **The subcommittee believes that the determination of which costs are start-up costs and which are not should be made by the actuary in each unique situation. The subcommittee changed the language to include development costs, and made**

other editorial changes, but did not think it appropriate to more explicitly define these costs.

Section 5.4, Measurement Base—Several comment letters stated that the term *nonvariable expenses* needs to be defined. It was also suggested that the reference to *premium discounts or expense constants* be deleted. **As noted earlier regarding comments on section 5.2, the subcommittee deleted this section and moved the discussion of expenses that do not vary directly with premium to the second paragraph of section 3.2 of this standard.**

Section 5.5, Expense Trending (now section 3.4)—It was suggested that this section specifically identify the pertinent sections of ASOP No. 13, so that actuaries would not need to review the other standard of practice. **ASOP No. 13, *Trending Procedures in Property/Casualty Insurance Ratemaking*, should be reviewed whenever an actuary is engaged in ratemaking. No changes were made to this section.**

Section 5.6, Policyholder Dividends (now section 3.5)—Concerns were expressed that this section is unclear as to when policyholder dividends are (or are not) associated with the transfer of risk. **The subcommittee rewrote this section for clarification and to provide additional guidance.**

Note, as well, that two new sections have been added: section 3.6, Residual Market and Statutory Assessment Provisions (see the comments above regarding section 5.2 of the exposure draft), and section 3.7, Provision for Reinsurance (see the comments above regarding section 2.4 of the exposure draft).

Section 6. Communications and Disclosure (Now Section 4)

Section 6.1, Conflict with Law or Regulation (now section 4.1)—It was suggested that the actuary should quantify the economic impact of any limitations or exclusions. It was also suggested that conflicts should be disclosed to the regulator, in addition to the client or employer. **The subcommittee revised this section to note that, if a law or regulation conflicts with the provisions of this standard, the actuary should develop a rate in accordance with the law or regulation, and disclose any material difference between the rate so developed and the actuarially determined rate to the client or employer. In those situations where the regulator is neither a client nor an employer, it could be inappropriate for an actuary to disclose information directly to the regulator. Thus, the section was modified accordingly.**

Section 6.2, Documentation—One comment letter suggested that this section should simply reference ASOP No. 9, *Documentation and Disclosure in Property and Casualty Insurance Ratemaking, Loss Reserving, and Valuations*. **The subcommittee made the suggested change.** The Subcommittee on Ratemaking of the Casualty Committee thanks everyone who took the time and made the effort to write comment letters. The input was helpful in developing the final standard.



ACTUARIAL STANDARDS BOARD

**Actuarial Standard
of Practice
No. 30**

**Treatment of Profit and Contingency Provisions and the Cost of
Capital in Property/Casualty Insurance Ratemaking**

**Developed by the
Task Force on Rate of Return of the
Casualty Committee of the
Actuarial Standards Board**

**Adopted by the
Actuarial Standards Board
July 1997**

Updated for Deviation Language Effective May 1, 2011

(Doc. No. 148)

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August 1997

TO: Members of Actuarial Organizations Governed by the Standards of Practice of the Actuarial Standards Board and Other Persons Interested in Profit and Contingency Provisions and the Cost of Capital in Property/Casualty Insurance Ratemaking

FROM: Actuarial Standards Board (ASB)

SUBJ: Actuarial Standard of Practice No. 30

This booklet contains the final version of Actuarial Standard of Practice (ASOP) No. 30, *Treatment of Profit and Contingency Provisions and the Cost of Capital in Property/Casualty Insurance Ratemaking*.

First and Second Exposure Drafts

The first draft of this standard was exposed for review in October 1994, with a comment deadline of March 15, 1995. Thirty-one comment letters were received. The second draft of this standard was exposed for review in August 1996, with a comment deadline of December 2, 1996. Ten comment letters were received on the second exposure draft. (For a copy of either exposure draft, please contact the ASB office.) The Task Force on Rate of Return of the ASB's Casualty Committee reviewed and carefully considered all comments received on both exposure drafts. As was the case after the first exposure, the task force revised the second exposure draft after participating in many conference calls and listening to comments made during question-and-answer sessions held at various Casualty Actuarial Society (CAS) meetings.

Substantive Issues

Following the first exposure draft, the task force received a number of comment letters regarding the discussion of rates versus prices. Although several changes were made in the second exposure draft to more clearly indicate that the proposed standard intended only to address the evaluation of costs (i.e., rates), some of the commentators' letters on the second exposure draft still expressed confusion on this point. In response, the task force further revised several sections to make clear that the standard does not address considerations such as marketing goals, competition, and legal restrictions that may affect price.

In addition to the "rates versus prices" issue, several commentators questioned whether the cost of capital is truly equivalent for stock, mutual, and other insurance organizations. After extensive discussion, the task force changed the language of the standard to focus the practitioner on assessing the cost of capital as an opportunity cost and to recognize that all risk transfers have an opportunity cost. The task force also combined section 3.8 with section 3.2 to indicate that the cost of capital may differ for various capital providers due to their differing risk characteristics,

and that such differences play a role in assessing the cost of capital for a specific capital provider. (For a detailed discussion of the comments and the task force's responses to such, please see appendix 2 of this standard.)

The task force is grateful to the many individuals who contributed written comments or participated in the numerous discussions of the proposed standard at CAS meetings. The task force believes that the final standard benefitted significantly from this professional debate.

The ASB voted in July 1997 to adopt the final standard.

Task Force on Rate of Return of the Casualty Committee

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David Appel	Claus S. Metzner
Robert A. Bailey	Michael J. Miller
Robert P. Butsic	Richard G. Woll
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ACTUARIAL STANDARD OF PRACTICE NO. 30

TREATMENT OF PROFIT AND CONTINGENCY PROVISIONS AND THE COST OF CAPITAL IN PROPERTY/CASUALTY INSURANCE RATEMAKING

STANDARD OF PRACTICE

Section 1. Purpose, Scope, Cross References, and Effective Date

- 1.1 Purpose—According to the *Statement of Principles Regarding Property and Casualty Insurance Ratemaking* (hereafter the *Statement of Principles*) of the Casualty Actuarial Society, insurance rates should provide for the cost of capital through underwriting profit and contingency provisions. This standard of practice provides guidance to actuaries in estimating the cost of capital and evaluating underwriting profit and contingency provisions.
- 1.2 Scope—This standard of practice applies to all property/casualty insurance coverages. This standard also applies to property/casualty risk financing systems, such as self-insurance, that provide similar coverages. References in the standard to *risk transfer* should be interpreted to include risk financing systems that provide for risk retention in lieu of risk transfer. Further, as is true of the *Statement of Principles*, this standard is limited to defining a *rate* as the estimation of future *costs* and does not address other considerations that may affect a *price*, such as marketing goals, competition, and legal restrictions.
- If the actuary departs from the guidance set forth in this standard in order to comply with applicable law (statutes, regulations, and other legally binding authority), or for any other reason the actuary deems appropriate, the actuary should refer to section 4.
- 1.3 Cross References—When this standard refers to the provisions of other documents, the reference includes the referenced documents as they may be amended or restated in the future, and any successor to them, by whatever name called. If any amended or restated document differs materially from the originally referenced document, the actuary should consider the guidance in this standard to the extent it is applicable and appropriate.
- 1.4 Effective Date—This standard will be effective with respect to work performed after December 1, 1997.

Section 2. Definitions

The definitions below are defined for use in this actuarial standard of practice.

- 2.1 Capital—The funds intended to assure payment of obligations from insurance contracts, over and above those funds backing the liabilities.
- 2.2 Contingency Provision—A provision for the expected differences, if any, between the estimated costs and the average actual costs, that cannot be eliminated by changes in other components of the ratemaking process.
- 2.3 Cost of Capital—The rate of return that capital could be expected to earn in alternative investments of equivalent risk; also known as *opportunity cost*.
- 2.4 Insurance Cash Flows—Funds from premiums and miscellaneous (non-investment) income from insurance operations, and payments for losses, expenses, and policyholder dividends. Associated income taxes are recognized when the analysis is on a post-tax basis.
- 2.5 Insurance Risk—The extent to which the level or timing of actual insurance cash flows is likely to differ from expected insurance cash flows.
- 2.6 Investment Income—Proceeds (other than the return of principal) derived from the investment of assets, minus investment expenses. Associated income taxes are recognized when the analysis is on a post-tax basis.
- 2.7 Investment Income from Insurance Operations—The income associated with the investment of insurance cash flows. (This is sometimes referred to as *investment income on policyholder-supplied funds*.)
- 2.8 Investment Risk—The extent to which the level or timing of actual investment proceeds is likely to differ from what is expected.
- 2.9 Leverage—A measure of the relative amount of risk to which capital is exposed, typically expressed as the ratio of an exposure measure (such as premium or liabilities) to the capital amount.
- 2.10 Operating Profit—The sum of underwriting profit, miscellaneous (non-investment) income from insurance operations, and investment income from insurance operations. Associated income taxes are recognized when the analysis is on a post-tax basis.
- 2.11 Rate—An estimate of the expected value of future costs.
- 2.12 Total Return—The sum of operating profit and investment income on capital, usually after income taxes, often expressed in percentage terms.
- 2.13 Underwriting Expenses—All expenses except losses, loss adjustment expenses, investment expenses, policyholder dividends, and income taxes.

- 2.14 Underwriting Profit—Premiums less losses, loss adjustment expenses, underwriting expenses, and policyholder dividends.
- 2.15 Underwriting Profit Provision—The provision for underwriting profit in the actuarially developed rate, typically expressed as a percentage of the rate.

Section 3. Analysis of Issues and Recommended Practices

- 3.1 Estimating the Cost of Capital and the Underwriting Profit Provision—Property/casualty insurance rates should provide for all expected costs, including an appropriate cost of capital associated with the specific risk transfer. This cost of capital can be provided for by estimating that cost and translating it into an underwriting profit provision, after taking leverage and investment income into account. Alternatively, the actuary may develop an underwriting profit provision and test that profit provision for consistency with the cost of capital. The actuary may use any appropriate method, as long as such method is consistent with the considerations in this standard.

For historical and practical reasons, this standard separately discusses the underwriting profit provision, investment income from insurance operations, and investment income on capital. The actuary should keep in mind that evaluation of whether the cost of capital is appropriately recognized does not necessarily require these distinctions.

- 3.2 Basis for Cost of Capital Estimates—In estimating the cost of capital, the actuary should consider the relationship between risk and return. The methods used for estimating the cost of capital should reflect the risks involved in the risk transfer under consideration. These risks may include insurance, investment, inflation, and regulatory risks, as well as diversification, debt structure, leverage, reinsurance, market structure, and other appropriate aspects of the social, economic, and legal environments.

Thus, the cost of capital is likely to vary from one insurer to another. The actuary should recognize that the capital which is needed to support any risk transfer has an opportunity cost regardless of the source of capital or the structure of the insurer.

- 3.3 Estimates of Future Costs—Since all components of a rate should be estimates of future costs relating to the risk transfer during the prospective period of time to which the rate applies, capital costs, investment income, income taxes, cash flows, and leverage factors used in calculating the profit provision should all be based on expected future values.
- 3.4 Parameters of the Risk Transfer —The actuary should recognize that the cost of capital associated with an individual risk transfer may vary, based on the specific parameters of the transfer. To the extent that deductibles, dividend or return of premium plans, reinsurance, etc., affect the risk of the insurer, the cost of capital and the amount of capital needed to support the transaction may be affected.
- 3.5 Investment Income—There are two elements of investment income that the actuary

should consider: investment income from insurance operations and investment income on capital.

The actuary should assess the investment risk, since the amount and cost of capital should reflect investment risk as well as the risk associated with the insurance cash flows. Investment risk addresses the cost of default, reinvestment risk, and other investment uncertainties. Such risks can result in a significantly different yield than the stated yield rate.

Any of several general approaches may be used by the actuary to estimate investment income, as long as the assumptions are reasonable and appropriate. The investment yield rates used should be appropriate for the cash flow patterns associated with the coverages under consideration. If historical balance sheet and cash flow data are used to project investment income, the data should be adjusted to represent future investment income from the associated coverages.

The actuary may use any of a number of methods for recognizing investment income from insurance operations. Two such approaches are as follows:

- a. Methods that estimate investment income based on projected insurance cash flows. The insurance cash flows are projected for each future period, and the expected investment yield rate appropriate for each future period is applied to the insurance cash flow for that period. The investment yield rates should be appropriate for the cash flow patterns associated with the coverages under consideration.
- b. Methods that apply an expected investment yield rate to assets representing the liabilities for losses, loss adjustment expenses, and unearned premium net of agents' balances and prepaid expenses. If historic liability-to-premium relationships are used, they should be adjusted to reflect expected future relationships between liabilities and premiums. The actuary should also consider, for example, the effects of growth, changes in expected loss or expense patterns, and the effect of the delayed receipt of investment income. The investment yield rate selected should represent the expected investment yield for the insurer during the period the rates are expected to be in effect.

3.6 Income Taxes—To the extent income taxes are not included in the expense provision, the actuary should use provisions for expected income taxes that are consistent with the earnings expected from the insurance transaction being evaluated.

3.7 Contingency Provision—The actuary should include a contingency provision if the assumptions used in the ratemaking process produce cost estimates that are not expected to equal average actual costs, and if this difference cannot be eliminated by changes in other components of the ratemaking process.

While the estimated costs are intended to equal the average actual costs over time, differences between the estimated and actual costs of the risk transfer are to be expected in any given year. If a difference persists, the difference should be reflected in the ratemaking calculations as a contingency provision. The contingency provision is not intended to measure the variability of results and, as such, is not expected to be earned as profit.

- 3.8 Use of Different Bases—The cost of capital can be expressed as a percentage of capital, a percentage of assets, a percentage of premium, or other appropriate base. The actuary may choose any such appropriate base. Actuaries may use different bases, which can be converted from one to another. Regardless of which base is used to reflect the cost of capital, the actuary should clearly identify the base used and should document the relevant assumptions.
- 3.9 Accounting Rules for Comparing the Cost of Capital—The accounting rules employed within any model should be internally consistent. When comparing one industry with another, the actuary should make any necessary adjustments so that costs of capital of industries with different accounting methods can be properly compared.

Section 4. Communications and Disclosures

- 4.1 Conflict with Law or Regulation—If a law or regulation conflicts with the provisions of this standard, the actuary should develop a rate in accordance with the law or regulation, and disclose any material difference between the rate so developed and the actuarially determined rate to the client or employer.
- 4.2 Documentation—The actuary should be guided by the provisions of ASOP No. 9, *Documentation and Disclosure in Property and Casualty Insurance Ratemaking, Loss Reserving, and Valuations*.
- 4.3 Disclosures—The actuary should include the following, as applicable, in an actuarial communication:
- a. in addition to the disclosure covered in section 4.1, the disclosure in ASOP No. 41, *Actuarial Communications*, section 4.2, if any material assumption or method was prescribed by applicable law (statutes, regulations, and other legally binding authority);
 - b. the disclosure in ASOP No. 41, section 4.3, if the actuary states reliance on other sources and thereby disclaims responsibility for any material assumption or method selected by a party other than the actuary; and
 - c. the disclosure in ASOP No. 41, section 4.4, if, in the actuary's professional judgment, the actuary has otherwise deviated materially from the guidance of this ASOP.

Appendix 1

Background and Current Practices

Note: This appendix is provided for informational purposes, but is not part of the standard of practice.

Background

Historical Procedures—Until the 1970s, it was common practice to include in rate calculations a standard underwriting profit and contingency provision of 2.5% for workers compensation insurance and 5% for other property/casualty lines of insurance (6% for some property lines). These provisions did not explicitly reflect investment income, since there was general agreement at the time that these standard provisions implicitly reflected investment income and insurance risk in a reasonable fashion. However, economic and structural changes in the insurance industry over time began to lead to the explicit recognition of investment income in calculating insurance rates.

Historical Issues—A number of issues have historically accompanied the development and evaluation of the underwriting profit and contingency provisions: (1) how to measure risk and reflect it in the underwriting profit provision, (2) how or whether to measure any systematic variation from expected costs and reflect it in the contingency provision, (3) which accounting rules should be used to measure insurance returns and to compare them with returns in other industries, (4) how or whether to allocate investment income and capital, and (5) how to relate underwriting profit provisions in rates to the cost of capital.

Role of Capital—Capital plays several roles in an insurance transaction, including providing the initial investment in physical plant and equipment and providing working capital. However, the primary role is to assure payment of obligations from insurance contracts, over and above those funds backing the liabilities.

Capital has a value and its use entails a cost. The cost is the expected return the capital could earn in alternative investments of equivalent risk. Judicial decisions dealing with the cost of capital and profit provisions (see, e.g., *Federal Power Commission v. Hope Natural Gas*, 320 U.S. 591 (1944)) provide background and definitions for the determination of the cost of capital in a regulatory setting.

Role of the Underwriting Profit Provision—The underwriting profit provision, together with all other cost and revenue components as defined in section 2.12, provides the risk taker with an expected total return to cover the cost of capital.

Role of the Contingency Provision—A common assumption underlying property/casualty insurance ratemaking is that the expected costs included in the rate calculations will equal the actual costs over the long run. If not, and the expected difference cannot be explicitly attributed

to a specific component of the rate (and thereby eliminated), then this difference is incorporated in the ratemaking process by including a contingency provision.

Current Practices

A method commonly used to develop or test the underwriting profit provision in insurance rates is to estimate the cost of capital and translate that cost into an underwriting profit provision. Some methods currently used to estimate the cost of capital, and financial models to relate that cost to the underwriting profit provision, are described below.

Underwriting profit provisions can also be developed using models that do not directly relate the cost of capital to the underwriting profit provision. Some of these models are also described below.

Inclusion of a particular model in this appendix should not be interpreted as an endorsement, but rather a recognition that such a model is used. Some applications of these models may not be consistent with section 3 of this standard.

Estimating the Cost of Capital—Several techniques are used to estimate the cost of capital. These include, but are not limited to, the following:

1. **Comparable Earnings Model**—The comparable earnings model is used to analyze historical returns on equity for entities or industries of comparable risk. The cost of capital is related to the average rate of return over a historical period.
2. **Discounted Cash Flow Model**—One form of the discounted cash flow (DCF) model, the dividend discount model, is used to analyze the current prices and dividend levels of publicly traded securities that pay dividends. The cost of capital is calculated as the sum of the expected first-year dividend yield plus the expected annual growth rate in dividends.
3. **Risk Premium Model**—The risk premium model is used to analyze the spread in returns for investments of different risk. The cost of capital is estimated as the sum of the expected return on a reference investment plus a margin to reflect relative risk. One widely used form of risk premium analysis is known as the capital asset pricing model (CAPM), in which the reference security is a risk free Treasury security, and the risk margin is determined using a measure of risk known as *beta*, defined as the covariance of an investment's return with returns in capital markets as a whole.

Relating the Cost of Capital to the Underwriting Profit Provision—This section describes various models currently used regarding the relation of the cost of capital to the underwriting profit provision.

1. Models that directly develop an underwriting profit provision are as follows:

- a. Net Present Value Model—The net present value (NPV) model is used to discount the estimated net cash flow to the capital provider at a rate equal to the cost of capital. For the purpose of these calculations, *net cash flow* is defined as the residual amounts of cash that flow to and from the equity account, after all policy obligations are met. The net cash flow reflects the timing of each of the individual cash flows, including the commitment and release of capital in support of the insurance transaction. The internal rate of return (IRR) model, a specific application of the general NPV model, uses an iteration technique to calculate the rate(s) of return that will set the net present value of a risk transfer's cash inflows and outflows equal to zero.
 - b. Other Discounting Models—Other discounting models can be used to estimate the present value of the individual cash flows from the insurance transaction. The present value of the premium and miscellaneous (non-investment) income, before profit, is set equal to the present value of the associated losses, expenses, policyholder dividends, and income taxes. The present values are estimated using appropriate prospective investment yield rates. A margin can be added to the present value of the premium so that the margin plus the expected investment income on capital generate a post-tax return that, when divided by the required capital, equals the cost of capital.
 - c. Total Financial Needs Model—Total financial needs models are used to develop the underwriting profit provision such that the sum of underwriting profit, miscellaneous (non-investment) income, investment income from insurance operations, and investment income on capital, after income taxes, will equal the cost of capital. Each of these components is explicitly quantified.
2. Models that do not directly relate the cost of capital to the underwriting profit provision are as follows:
- a. State X Model—The State X model (originally appearing in some Insurance Services Office, Inc. rate filings as the *State X method*) is used to estimate the investment income from insurance operations. The method does not, in itself, allow for development of the total return or of a profit provision; it is used merely to develop one component of the total rate of return—the estimated investment income from insurance operations.
 - b. Risk Adjusted Net Present Value Model—The risk adjusted net present value (RANPV) model is used to estimate the risk adjusted present value of the insurance cash flows. Each of the flows is analyzed for its specific risk, and the otherwise attainable prospective investment yield rate is adjusted by the risk component prior to calculating the present value. Using the RANPV model, one calculates the premium directly, so that the risk adjusted present value of the premium and miscellaneous (non-investment) income equals the risk adjusted present value of the losses, expenses, policyholder dividends, and associated in-

come taxes. The expected underwriting profit in the premium can be derived from the RANPV model by summing all components using their undiscounted values.

- c. **Growth Requirement Model**—The growth requirement model is used to set the level of retained earnings based on the expected future growth rate of the entity or industry.
- d. **Additional Models**—Other models that do not directly relate the cost of capital to the underwriting profit provision include options pricing models, arbitrage pricing models, models based on ruin theory, models based on utility theory, and shareholder value models.

Developing and Evaluating a Contingency Provision—Contingency provisions have been developed in practice using methods that measure differences between expected and actual costs.

Appendix 2

Comments on the 1996 Second Exposure Draft and Task Force Responses

The second draft of this standard was exposed for review in August 1996, with a comment deadline of December 2, 1996. Ten comment letters were received and reviewed carefully by the Task Force on Rate of Return of the ASB's Casualty Committee. Summarized below are the significant issues and questions contained in the comment letters, printed in lightface. The task force's responses appear in **boldface**.

General Observations

Of the ten comment letters received on the second exposure draft, most of the comments were favorable. Even those commentators who provided suggestions for changes seemed pleased with the overall direction the task force took in developing the second exposure draft. Samples of such satisfaction were found in comments such as follows: "I think this is an example of the type of standards that the profession should be developing," "[t]his draft represents an overall improvement over the initial exposure draft," and "the [task force] has taken great pains in carefully defining many critical concepts that our standards omit today." Most of the suggestions for revising text were to further clarify concepts already present within the second exposure draft.

However, it was also evident from the comments that some confusion still exists surrounding the "rate versus price" issue. For example, one commentator believes that the standard should not limit actuarial practice in setting profit margins that are either explicit or implicit in actual prices in the marketplace. The commentator further raises potential legal issues were the actuarial profession to engage in limiting actuarial practice in this area. **The task force agrees with the commentator that the standard does not apply to final (market) prices— the standard is entirely focused on the evaluation of costs. In fact, the task force has consistently and consciously focused on costs (not on prices) in its deliberations in consideration of the legal environment and has obtained competent legal advice as appropriate.**

The commentator also questions whether a consensus on acceptable actuarial practice currently exists in this area. **The task force believes such consensus exists and is embodied in the standard. The current syllabus upon which actuarial examinations are based is one indicator that a consensus exists. The extensive presentations and discussions of the proposed standard at Casualty Actuarial Society (CAS) meetings and seminars is another indication that such a consensus exists.**

Section 1. Purpose, Scope, and Effective Date

Section 1.1, Purpose—One commentator thought that the use of the phrase *include the cost of capital* in the first sentence of this section implied that the *Statement of Principles Regarding*

Property and Casualty Insurance Ratemaking of the CAS requires that an explicit provision for the cost of capital be included in rates. **The task force revised the text by replacing *include* with *provide for* to more closely match its understanding of the *Statement of Principles*.**

Section 1.2, Scope—**The task force revised this section to more clearly distinguish between *rate* and *price*. In addition, the task force added language to clarify that the standard applies to property/casualty risk financing systems, such as self-insurance.**

Section 2. Definitions

Section 2.2, Contingency Provision—One commentator suggested clarifying the language in this section to note that, in addition to quantification, a contingency provision might be provided for in other ways. **The task force reworded the section, making it more consistent with section 3.7.** Another commentator questioned the definition's lack of consideration of the potential variance in results. **The task force did not expand the definition, since it believes that the profit provision more appropriately should reflect variance in results.**

Section 2.3, Cost of Capital—Two commentators suggested changes. One suggested inclusion of specific components in the definition; the second suggested that *cost of capital* be defined as the *cost of capital desired by the capital provider*. **The task force did not modify the definition, as section 3.2 references a number of influences on the cost of capital. The task force did, however, revise section 3.2 by including additional explanatory language and believes these revisions to section 3.2 address the concerns raised by the second commentator.**

Section 2.4, Insurance Cash Flows—One commentator suggested changing the title of this section to Net Insurance Cash Flows, while another suggested referencing the treatment of taxes directly rather than indirectly. **The task force modified the language to clarify that miscellaneous (non-investment) income is from insurance operations. The revised section 2.4 also presents the components of insurance cash flow as items in a list to avoid the appearance of a calculation and directly references the treatment of income taxes.**

Section 2.6, Investment Income—Two commentators suggested clarifying the language with respect to the treatment of income taxes. **The task force adopted the suggestions and also adopted consistent language in sections 2.4 and 2.10.**

Section 2.8, Investment Risk—Two commentators pointed out an inconsistency in the usage of the terms *proceeds* and *income* in other definitions. **The task force clarified the text by using the term *proceeds* consistently.**

Section 2.10, Operating Profit, and Section 2.13, Underwriting Profit (now sections 2.10, Operating Profit; 2.13, Underwriting Expenses; and 2.14, Underwriting Profit)—Three commentators questioned the usage of the terms included (or excluded) in these definitions. There also appeared to be some confusion as to which expense items were included in the term *expenses*. **After careful review and discussion of the comments, the task force made changes in these definitions and added a new section (2.13, Underwriting Expenses). The intent of**

the commentators was incorporated in the three definitions, and the task force believes the revisions achieve the clarity and consistency suggested. These definitions are consistent with the categories used in the underwriting and investment exhibit statement of income in the National Association of Insurers Commissioners (NAIC) annual statement blank for property and casualty insurers. Specifically, the definition of *underwriting profit* is consistent with the definition of *net underwriting gain (or loss)* from the NAIC statement blank.

Section 2.12, Total Return—One commentator suggested that the definition include some examples of commonly used bases of total return. **The task force did not make any changes, since it believes the definition is clear as stated.**

Section 3. Analysis of Issues and Recommended Practices

Section 3.1, Estimating the Cost of Capital and the Underwriting Profit Provision—One commentator wanted to change the beginning of the third sentence of this section from *Similarly* to *Alternatively*. **The task force made the change.**

Section 3.2, Basis for Cost of Capital Estimates—One commentator suggested that in the second sentence, the phrase *business activity* be changed to *risk transfer*. **The task force made this change.** Another commentator suggested adding *currency* to the list of risks included and noted that the list could be construed as “limiting or as a checklist of specific requirements.” **The task force disagrees. Since the types of risk to consider are many and diverse, the task force believes that it is necessary to provide a reasonable set of examples. The language of the standard (i.e., *These risks may include*) clearly indicates that the list is not exhaustive.**

Another commentator suggested that the reference to the *Hope Natural Gas* case be placed in the background section, i.e., in appendix 1. **The task force agrees and moved the reference accordingly (see the section titled, Role of Capital).**

Note as well that a new paragraph was added to section 3.2 (see the discussion below regarding comments received on section 3.8).

Section 3.3, Estimates of Future Costs—Several commentators disagreed that capital costs should be based upon expected future values, since the cost is dependent on the risk or variability to which it is exposed. **The task force agrees that risk or variability is an element of capital costs. Risk or variability is appropriately considered in deriving the expected value; therefore, no change in the language used is necessary.**

Section 3.4, Risk Sharing (now titled Parameters of the Risk Transfer)—One commentator suggested that the title of this section should be changed, noting that insurance is a risk transfer device, and not a risk sharing device. This commentator also suggested alternative wording to clarify the roles of the two main parties to the insurance transaction: the insured and the insurer. **The task force agrees with the commentator and rewrote the section to indicate that the cost of capital may vary with the specific parameters of the risk transfer.**

Another commentator noted that deductibles, limits, etc., affect the *structure* of the risk transfer rather than the parties involved. **The task force agrees that these factors affect the structure of the risk transfer and believes that the revised language addresses this concern.**

Section 3.5, Investment Income—One commentator suggested a revised second sentence in paragraph two as follows: *Investment risk includes the estimated cost of default and reinvestment risk on the assets associated with the proposed transaction, since such costs can result in a significantly different yield than the stated yield rate.* **The task force agrees with the commentator and changed the text to be substantially similar to the suggested revision.**

This commentator also suggested revising paragraph (b) to add *retention of business* as a subject for the actuary's consideration. **The task force agrees that retention of business may be a consideration, but the standard is not intended to provide an exhaustive list of considerations. The phrase *for example* was added to clarify that the section does not provide a complete list.**

Section 3.6, Income Taxes—One commentator suggested adding the following sentence: *The income tax position of the risk assuming entity, such as tax loss carry forwards, and alternative minimum taxes, may also be relevant to accepting or rejecting the proposed risk transfer.* **The task force disagrees with this suggestion, because it believes this suggestion addresses considerations that are not relevant to the cash flows for the risks being transferred. Therefore, no change was made.**

Section 3.7, Contingency Provision—One commentator suggested adding a sentence which would state that the actuary need not explicitly identify the contingency provision separate from the profit provision, and that the contingency provision is not intended as a risk margin for catastrophic events. **The task force believes the definition of *contingency provision* makes it clear that it is *not* a risk margin for catastrophic events. The task force disagrees that a contingency provision can implicitly be combined with a profit provision, because the two provisions are distinctly different, both subject to explicit determination.**

Another commentator suggested that the use and meaning of a contingency provision was unclear and needed to be clarified in the standard. **The task force believes that, with the clarifying changes made to the second paragraph of this section, the standard adequately explains the use of the contingency provision as a correction factor when the ratemaking process has produced in the past, and is expected to produce in the future, cost estimates not equal to average actual costs.**

Section 3.8, Structure of Insurer—This section of the second exposure draft addressed the structure of the insurer, such as stock, mutual, etc. Several commentators expressed concern that the requirements of the capital providers should be taken into account when considering the cost of the insurance product, and that non-stock organizations might have different requirements than stock companies. One commentator specifically suggested making a greater distinction between the cost of capital and the desired return on capital. **The task force rewrote the text of this section to place greater emphasis on the economic concept of *opportunity cost*, which**

refers specifically to the value of capital in its next best alternative use. Under this definition, the proper cost of capital is the return that the capital could earn in an alternative investment of equivalent risk. The task force does not believe that this differs depending on the ownership structure (i.e., stock, mutual, or other) of the insurer per se. However, as discussed in section 3.4, the actuary's estimate of the cost of capital should reflect characteristics of the risk transfer that may arise due to ownership structure (such as, for example, the availability of policyholder dividends). Note, in addition, that the text of this section was moved to section 3.2 in order to enhance clarity.

One commentator who questioned section 3.8 also wished to add to the standard a new section, which would read as follows:

Several of the models used for estimating the underwriting profit provision also permit the actuary to rank potential risk transfer undertakings. An actuary should be prepared to rank the risk versus the reward (the total return, from underwriting and from investment income) for various scenarios involving the allocation of capital towards a certain line of insurance or a specific product.

The commentator's rationale for this suggestion is that “the actuary of the future may often be called upon to estimate not only the reward (the total return from allocating capital towards a certain line of insurance or a specific product), and not only the associated risk, but also to rank several risk/reward scenarios for a client or employer.” **The task force agrees that an actuary can be asked to estimate and rank various risk/reward scenarios for a client or an employer. However, the task force thinks that while this is implicit in the role an actuary plays, the matter is beyond the scope of the standard.**

Appendix 1—Background and Current Practices

Role of the Underwriting Profit Provision—One commentator found the references to *all other cost and revenue components* too vague. **The task force agrees that the reference is not precise, but the next clause of the sentence refers to *total [rate of] return*, which is precisely defined in section 2.12. Hence, no change was made.**

Estimating the Cost of Capital—One commentator suggested adding a parenthetical phrase, (*generally a risk free investment*), to the description of the risk premium model (in the second sentence of item (3), after the phrase, *reference investment*). **The task force disagrees with this change. In the typical (perhaps the most common) implementation of the risk premium method, the reference security is a long-term utility bond, which is not risk free. Thus, the second sentence was left unchanged. However, the task force did modify the next sentence as follows: *One widely used form of risk premium analysis is known as the capital asset pricing model (CAPM), in which the reference security is a risk free Treasury security, and the risk margin is determined....* This correctly identifies that in the CAPM variant of risk premium analysis, the reference security is risk free.**

Relating the Cost of Capital to the Underwriting Profit Provision—One commentator expressed concern about the use of the singular *rate* in the last sentence of the section that discusses the net present value model, and another suggested alternative wording for clarity, in the definition of the IRR model. **The task force changed *rate* to *rate(s)*, and adopted the proposed wording to note that the IRR calculates the rate(s) of return by setting the net present value of a risk transfer's cash inflows and outflows equal to zero.**

The task force thanks everyone who took the time and made the effort to write comment letters. The input was helpful in developing the final standard.



ACTUARIAL STANDARDS BOARD

**Actuarial Standard
of Practice
No. 38**

**Using Models Outside the Actuary's Area of Expertise
(Property and Casualty)**

**Developed by the
Task Force on Complex Models of the
Casualty Committee of the
Actuarial Standards Board**

**Adopted by the
Actuarial Standards Board
June 2000**

Updated for Deviation Language Effective May 1, 2011

(Doc. No. 155)

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June 2000

TO: Members of Actuarial Organizations Governed by the Standards of Practice of the Actuarial Standards Board and Other Persons Interested in the Use of Models Outside the Actuary's Area of Expertise in Property and Casualty Insurance

FROM: Actuarial Standards Board (ASB)

SUBJ: Actuarial Standard of Practice (ASOP) No. 38.

This booklet contains the final version of ASOP No. 38, *Using Models Outside the Actuary's Area of Expertise (Property and Casualty)*.

Background

The Casualty Practice Council of the American Academy of Actuaries requested that the ASB consider drafting an actuarial standard of practice concerning the use of complex models. In submitting to the ASB its proposal for a new ASOP, the council expressed concern over the use of catastrophe models when estimating catastrophe costs. Catastrophe models are developed by groups of scientists, engineers, and actuaries working together to simulate catastrophic events. While most actuaries conceptually agree that catastrophe models may provide more realistic measures of catastrophic risk than those provided by analyzing the latest twenty to fifty years of catastrophe losses, most actuaries are not experts in many of the underpinnings of these models.

Of course, catastrophe models are not the only models with which actuaries work. Actuaries also may utilize interest rate models, investment return models, credit scoring models, asbestos and pollution models, and dynamic financial analysis models, to name a few. The standard would not apply to models that incorporate specialized knowledge within the actuary's own area of expertise, since working with these components is part of the normal actuarial effort and is covered by other ASOPs.

In order to feel comfortable with relying on models that incorporate specialized knowledge outside the actuary's area of expertise, actuaries seek guidance in defining their *duty of care* in understanding and relying upon these models. This was another reason for the development of the standard, and why the ASB created the Task Force on Complex Models, under its Casualty Committee, to initiate the project.

The task force intended that the standard should define the guidelines that an actuary should follow when working with models outside of the actuary's own area of expertise. In providing such guidance, the standard makes it clear that an actuary may rely upon a model evaluation by another actuary who has performed his or her evaluation in accordance with this standard, and

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that the standard is not intended to discourage the use of new methodologies in advancement of the profession.

First Exposure Draft

The first draft of a proposed standard, titled *The Use of Models with Nonactuarial Components*, was exposed for review in a document dated May 1998. As originally proposed in this first exposure draft, the standard would have applied to models in all areas of actuarial practice. In response to the fifty-two comment letters and forty-two comment postcards received, the scope of the standard was narrowed to apply only to property and casualty practice. In addition, the standard was refocused to apply to models that incorporate specialized knowledge outside the actuary's own area of expertise. Each actuary must determine what this boundary means to him or her. The title of the standard was changed accordingly. The significant issues and questions contained in the comment letters on the first exposure draft as well as the task force's responses to them are summarized in appendix 2 of the second exposure draft titled *Using Models Outside the Actuary's Area of Expertise (Property and Casualty)* dated September 1999.

Second Exposure Draft

The second draft of the standard was exposed for review in a document dated September 1999, with a comment deadline of March 1, 2000. Ten comment letters were received. The task force considered the issues and questions raised in these letters and made some editorial changes to the text, but no substantive changes were necessary. For a summary of the issues contained in these ten comment letters and the task force's responses, please see appendix 2.

The Task Force on Complex Models and the Casualty Committee thank everyone who took the time to contribute comments and suggestions on both exposure drafts.

The Casualty Committee would like to thank Godfrey Perrott and Kurt Reichle for their assistance in the initial drafting of this standard.

The ASB voted in June 2000 to adopt this standard.

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Task Force on Complex Models of the Casualty Committee

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ACTUARIAL STANDARD OF PRACTICE NO. 38

**USING MODELS OUTSIDE THE ACTUARY'S AREA OF EXPERTISE
(PROPERTY AND CASUALTY)**

STANDARD OF PRACTICE

Section 1. Purpose, Scope, Cross References, and Effective Date

1.1 **Purpose**—The purpose of this standard is to provide guidance to the actuary in using models that incorporate specialized knowledge outside of the actuary's own area of expertise when developing an actuarial work product. This guidance addresses the actuary's obligation to review the model and make appropriate disclosures.

1.2 **Scope**—This standard applies to actuaries who use models that incorporate specialized knowledge outside of the actuary's own area of expertise when performing professional services in connection with property and casualty insurance coverages (including risk financing systems, such as self-insurance and securitization products, that provide similar coverages). This standard applies to the use of all models whether or not they are proprietary in nature.

If the actuary departs from the guidance set forth in this standard in order to comply with applicable law (statutes, regulations, and other legally binding authority), or for any other reason the actuary deems appropriate, the actuary should refer to section 4.

1.3 **Cross References**—When this standard refers to the provisions of other documents, the reference includes the referenced documents as they may be amended or restated in the future, and any successor to them, by whatever name called. If any amended or restated document differs materially from the originally referenced document, the actuary should consider the guidance in this standard to the extent it is applicable and appropriate.

1.4 **Effective Date**—This standard will be effective for work performed on or after December 15, 2000.

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Section 2. Definitions

The terms below are defined for use in this actuarial standard of practice.

- 2.1 Expert—One who is qualified by knowledge, skill, experience, training, or education to render an opinion concerning the matter at hand.
- 2.2 Model—An information structure, such as a set of mathematical equations, logic, or algorithms, that is used to represent the behavior of specified phenomena.

Section 3. Analysis of Issues and Recommended Practices

- 3.1 Introduction—In performing actuarial work, an actuary may find it appropriate to use models that incorporate specialized knowledge outside of the actuary's own area of expertise. When using such a model, the actuary should do all of the following:
 - a. determine appropriate reliance on experts;
 - b. have a basic understanding of the model;
 - c. evaluate whether the model is appropriate for the intended application;
 - d. determine that appropriate validation has occurred; and
 - e. determine the appropriate use of the model.

The actuary's level of effort in understanding and evaluating a model should be consistent with the intended use of the model and its materiality to the results of the actuarial analysis.

- 3.2 Appropriate Reliance on Experts—An actuary may rely on experts concerning those aspects of a model that are outside of the actuary's own area of expertise. The experts relied upon may either be the experts who provided the model or other experts. In determining the appropriate level of reliance, the actuary should consider the following:
 - a. whether the individual or individuals upon whom the actuary is relying are experts in the applicable field;
 - b. the extent to which the model has been reviewed or opined on by experts in the applicable field, including any known significant differences of opinion among experts concerning aspects of the model that could be material to the actuary's use of the model; and

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- c. whether there are standards that apply to the model or to the testing or validation of the model, and whether the model has been certified as having met such standards.
- 3.3 Understanding of the Model—The actuary should be reasonably familiar with the basic components of the model and understand both the user input and the model output, as discussed below.
- 3.3.1 Model Components—The actuary should be reasonably familiar with the basic components of the model and have a basic understanding of how such components interrelate within the model. In addition, the actuary should identify which fields of expertise were used in developing or updating the model, and should make a reasonable effort to determine if the model is based on generally accepted practices within the applicable fields of expertise. The actuary should also be reasonably familiar with how the model was tested or validated and the level of independent expert review and testing.
 - 3.3.2 User Input—Certain user input may be required to produce model output for the specific application. The actuary should understand the user input that is required to produce the model output. This understanding includes the level of detail required in the user input to produce results that are consistent with the intended use of the model.
 - 3.3.3 Model Output—The actuary should determine that the model output is consistent with the actuary’s intended use of the model.
- 3.4 Appropriateness of the Model for the Intended Application—The actuary should evaluate whether the model is appropriate for the particular actuarial analysis, and consider limitations of the model, modifications to the model, and the assumptions needed in order to apply the model output.

Some additional considerations include the following:

- a. Applicability of Historical Data—To the extent historical data are used in the development of the model or the establishment of model parameters, the actuary should consider the adequacy of the historical data in representing the range of reasonably expected outcomes consistent with current knowledge about the phenomena being analyzed.
- b. Developments in Relevant Fields—The actuary should make a reasonable effort to be aware of significant developments in relevant fields of expertise. The

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actuary should evaluate whether such developments are likely to materially affect the current actuarial analysis.

- 3.5 Appropriate Validation—The actuary should evaluate the user input and the reasonableness of the model output, as discussed below.
- 3.5.1 User Input—With respect to the quality and availability of the user input data to be used in the model, the actuary should refer to ASOP No. 23, *Data Quality*.
- 3.5.2 Model Output—In view of the intended use of the model, the actuary should examine the model output for reasonableness, considering factors such as the following:
- a. the results derived from alternate models or methods, where available and appropriate;
 - b. how historical observations, if applicable, compare to results produced by the model;
 - c. the consistency and reasonableness of relationships among various output results; and
 - d. the sensitivity of the model output to variations in the user input and model assumptions.
- 3.6 Appropriate Use of the Model—Having completed the analysis described in sections 3.2–3.5 above, the actuary should use his or her professional judgment to determine whether it is appropriate to use the model results, subject to any appropriate adjustments. The actuary should disclose any such adjustments in accordance with section 4.3.
- 3.7 Reliance on Model Evaluation by Another Actuary—The actuary may rely on another actuary who has, for a particular model, conducted some or all of the evaluations and processes described in this standard. However, the relying actuary should be satisfied that the other actuary’s evaluation was performed in accordance with this standard and is appropriate for the intended application. The actuary should document the extent of such reliance in accordance with section 4.1.

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Section 4. Communications and Disclosures

- 4.1 Documentation—This standard requires documentation whether or not a legal or regulatory requirement exists. The actuary should maintain appropriate documentation on the evaluation of the model and the use of the model output in the analysis. Documentation should demonstrate how the actuary has met the requirements of sections 3.2–3.7 above.
- 4.2 Proprietary Information—If the model has proprietary aspects or contains proprietary information, the actuary should document the steps taken to comply with this standard in light of the proprietary aspects or information.
- 4.3 Disclosures—In communicating the results of actuarial work using a model that incorporates specialized knowledge outside of the actuary’s own area of expertise, the actuary should disclose the model(s) used and any adjustments made to the model results as described in section 3.6.

In addition, the actuary should include the following, as applicable, in an actuarial communication:

- a. the disclosure in ASOP No. 41, *Actuarial Communications*, section 4.2, if any material assumption or method was prescribed by applicable law (statutes, regulations, and other legally binding authority);
- b. the disclosure in ASOP No. 41, section 4.3, if the actuary states reliance on other sources and thereby disclaims responsibility for any material assumption or method selected by a party other than the actuary; and
- c. the disclosure in ASOP No. 41, section 4.4, if, in the actuary’s professional judgment, the actuary has otherwise deviated materially from the guidance of this ASOP.

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Appendix 1

Background and Current Practices

Note: This appendix is provided for informational purposes, but is not part of the standard of practice.

Background

Actuaries have always used models. Most of the models used by actuaries are developed using expertise that is common to actuaries, and their use by actuaries is addressed by existing standards of practice and statements of principles.

However, actuaries have also used models that contain components that are outside the actuary's own area of expertise. For example, certain catastrophe models, interest rate models, dynamic financial analysis models, credit scoring models, and pollution models contain components that are outside the expertise of many of the actuaries who use them. Although in retrospect the use of models may have posed the need for a specific standard of practice, it was not until recently, as actuaries grappled with the financial issues surrounding various natural catastrophes, that the need for such a standard was recognized and acted on by the Actuarial Standards Board.

Specifically, Hurricane Andrew in 1992 and the Northridge Earthquake in 1994 led actuaries involved in evaluating hurricane and earthquake exposures to recognize the severe inadequacy of the traditional, empirical actuarial methods used for ratemaking for these exposures. In recognition of the need to replace these methods, many actuaries began using stochastic computer simulation models for their actuarial analysis of hurricane and earthquake exposure. Computer simulation models had been commonly used for some time by actuaries and others for the purpose of evaluating probable maximum loss but had not been widely used for ratemaking.

Computer simulation models are now widely used by actuaries for calculating expected losses due to hurricane and earthquake perils. The accuracy of these models is heavily dependent on the accuracy of meteorological, seismological, or engineering assumptions, areas clearly outside the expertise of most actuaries.

Because models sometimes contain components that incorporate specialized knowledge outside the actuary's own area of expertise, this raises the question as to what is required of an actuary before he or she makes use of model output in his or her actuarial analysis. This standard addresses such requirements. Although the development of this standard originated with the problem of providing accurate actuarial analysis of hurricane and earthquake exposure, the standard applies to *any model*

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that incorporates specialized knowledge outside the actuary's own area of expertise used in connection with property and casualty insurance coverages.

Current Practices

The use of output from models is an evolving area of actuarial theory and practice. To date, current practices have been governed by the former *Guides and Interpretative Opinions as to Professional Conduct*, and their successor documents, the Code of Professional Conduct and the *Qualification Standards for Prescribed Statements of Actuarial Opinion*. Practices have varied according to individual interpretations of the *Guides* and the Code.

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Appendix 2

Comments on the Second Exposure Draft and Task Force Responses

The second exposure draft of this actuarial standard of practice (ASOP) was exposed for review in September 1999, with a comment deadline of March 1, 2000. Ten letters of comment were received on the second exposure draft. Summarized below are the significant issues and questions contained in the comment letters, printed in roman type. The task force's responses appear in **boldface**.

General Observations

Two basic concerns were raised as general observations. One commentator believed the phrase “outside an actuary’s area of expertise” was not clear enough to define when the standard applies and when it doesn’t. An actuary has some training in econometric techniques but may not be familiar with state of the art methods and protocols. Are econometric models outside the actuary’s area of expertise or not? Does the standard apply?

The task force believes this example clearly shows the need for this standard. Actuaries performing professional services must determine if they are qualified to practice in that area. As such, they are making a determination of their area of expertise and if using models should then determine if this standard applies. Since the situation will differ for every individual actuary, the task force believes the ASOP can not be made more specific and no changes were made.

The other commentator making a general observation questioned if the ASOP applies when “commercial models” such as @Risk, BestFit, and Evolver are used. The commentator asked “is it not enough to know that these are commercially available products...and have general acceptance as tools...without contacting the vendor to ask questions about the fields of expertise used to develop these models?”

This standard applies when using any model outside the actuary’s area of expertise. The extent of the effort applied will be dependent on the individual circumstances and application of each model. The task force does not believe an unreasonable effort is required on the part of the actuary to apply this standard to the use of “commercial models.” In fact, the task force believes that in most cases, the actuary is probably already complying with the standard with perhaps the exception of the documentation requirement.

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Section 1. Purpose, Scope, Cross References, and Effective Date

Section 1.2, Scope—Some commentators questioned the application of the standard to health companies and some forms of health coverages. They implied the standard should define property and casualty. **The ASOP does not apply to companies but rather to actuaries “performing professional services in connection with property and casualty insurance coverages.” The task force does not believe a definition of property and casualty is possible since it is not static and will tend to change over time. Actuaries will have to determine if the work they are doing is “in connection with property and casualty insurance coverages.”**

One commentator questioned the intent of the phrase “if a conflict exists between this standard and applicable law.” If a regulator requires something that is not either a regulation or a law, does this fall under section 4.5, Deviation from Standard [clause] or is it exempt because of the conflict clause? **The task force believes this depends on the individual circumstances of the situation and made no changes to the text.**

Section 3. Analysis of Issues and Recommended Practices

Section 3.1, Introduction—One commentator believed the use of the word “basic” in section 3.1(b) sets too high of a standard and suggested replacing it with “general.” **The task force discussed this issue and determined that the requirement to have a basic understanding of the model is appropriate. No change was made.**

Section 3.2, Appropriate Reliance on Experts—Some commentators were concerned with this section. One believed it was confusing and did not provide the actuary with sufficient guidance, others believed it was unreasonable to expect the actuary to know “the extent to which significant differences of opinion exist among experts....” **The task force reviewed the suggested changes from these commentators and made two changes to this section. A sentence was added to clarify that “experts relied upon may either be the experts who provided the model or other experts.” Secondly, the reference to “differences of opinion among experts” was deleted as a separate item and included with section 3.2 (b), “the extent to which the model has been reviewed or opined on by experts in the applicable field.”**

Section 3.3, Understanding of the Model—Some commentators believed the requirement in section 3.3.1, Model Components, stating “The actuary should be aware of the extent to which the model is based on contested or new theory” is unnecessary. They believed it was duplicative since the actuary is required in section 3.2(b) to consider “whether the model has been reviewed or opined on by expert....” and consider “the extent to which significant differences of opinion

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exist.” **The task force agrees that the language in section 3.2 provides sufficient guidance and deleted the sentence**

from section 3.3.1 that read, “The actuary should be aware of the extent to which the model is based on contested or new theory.”

Section 3.4, Appropriateness of the Model for the Intended Application—In section 3.4(b), a few commentators believed it was unreasonable to expect the actuary to “[make a reasonable effort to] be aware of significant developments in relevant fields of expertise.” **The task force disagrees with this concern and made no changes to the text.**

Section 3.5, Appropriate Validation—Section 3.5.2, Model Output, provides a list of items to consider when checking the model output for reasonableness. One commentator believed the list was not necessary as it implies that the actuary must perform all checks on the list. **The task force believes the list of examples provides valuable guidance with regard to the intent of the statement. The task force modified the introductory language to clarify that the list of examples is illustrative. The actuary, however, is not relieved from the duty to check for reasonableness.**

In section 3.5.2(d), one commentator expressed concern that considering “the sensitivity of the model output to variations in the assumptions” was too broad of a requirement. **The task force revised the section to narrow the scope of the sensitivity consideration to “variations in the user input and model assumptions.”**

Section 4. Communications and Disclosures

Section 4.1, Documentation—One commentator was confused by the intent of the documentation requirement. **The task force clarified that the “documentation should demonstrate how the actuary met the requirements of sections 3.2–3.7.”**

Section 4.2, Proprietary Information—One commentator offered alternative language for this section to clarify the intent. **The task force shortened the wording without changing the intent or meaning of the section.**

Section 4.3, Disclosure—**To clarify the disclosure requirement, wording was added to this section specifying that the actuary should disclose the model(s) used and any adjustments made to the model results as described in section 3.6.**



ACTUARIAL STANDARDS BOARD

**Actuarial Standard
of Practice
No. 39**

**Treatment of Catastrophe Losses in
Property/Casualty Insurance Ratemaking**

**Developed by the
Subcommittee on Ratemaking of the
Casualty Committee of the
Actuarial Standards Board**

**Adopted by the
Actuarial Standards Board
June 2000
Updated for Deviation Language Effective May 1, 2011**

(Doc. No. 156)

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June 2000

TO: Members of Actuarial Organizations Governed by the Standards of Practice of the Actuarial Standards Board and Other Persons Interested in the Treatment of Catastrophe Losses in Property/Casualty Insurance Ratemaking

FROM: Actuarial Standards Board (ASB)

SUBJ: Actuarial Standard of Practice (ASOP) No. 39

This booklet contains the final version of Actuarial Standard of Practice No. 39, *Treatment of Catastrophe Losses in Property/Casualty Insurance Ratemaking*.

Background

Many property/casualty insurance products are, by their nature, subject to large aggregate losses resulting from relatively infrequent events or natural phenomena, i.e., from catastrophes. These losses can cause extreme volatility in historical insurance data and generally require separate and different treatment from other losses in ratemaking methodologies. Historically, the most common method was to calculate the ratio of actual catastrophe losses to noncatastrophe losses over a longer experience period, and apply that ratio to expected noncatastrophe losses in the ratemaking formula.

In 1992 and 1994, two events occurred that changed the actuarial profession's view of catastrophe losses. The Hurricane Andrew and Northridge Earthquake catastrophes clearly demonstrated the limitations of relying exclusively on historical insurance data in estimating the financial impact of potential future events. In addition, property/casualty insurers (including self-insurers) and their actuaries began to focus on the impact that large individual events or sequences of events could have on the insurers' solvency, cash flow, and earnings.

This actuarial standard of practice is intended to provide guidance to actuaries in evaluating catastrophe exposure and in determining a provision for catastrophe losses and loss adjustment expenses in property/casualty insurance ratemaking.

Exposure Draft

This standard was exposed for review in February 1999, with a comment deadline of June 15, 1999. Fourteen comment letters were received. The Subcommittee on Ratemaking reviewed all the comments carefully, and many of the suggestions were incorporated in the final standard. In particular, the subcommittee did the following: (1) revised the title and the scope of the standard to more explicitly recognize that the standard applied to ratemaking; (2) revised the text to

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indicate that the actuary was estimating a catastrophe provision not estimating actual catastrophe losses; and (3) more explicitly recognized that, in the end, the procedure that the actuary uses must reflect the expected frequency and severity distribution of catastrophes, as well as the anticipated class, coverage, geographic and other relevant exposure distributions. For a summary of the substantive issues contained in these fourteen comment letters and the task force's responses, please see appendix 2.

The subcommittee and Casualty Committee thank all those who commented on the exposure draft.

The subcommittee also thanks former member Robert W. Gossrow for his contributions during the development of this proposed ASOP.

The ASB voted in June 2000 to adopt this standard.

Subcommittee on Ratemaking of the Casualty Committee

Patrick B. Woods, Chairperson

Mark S. Allaben	R. Michael Lamb
Charles H. Boucek	Marc B. Pearl
Frederick F. Cripe	Jonathan White
Gregory L. Hayward	Paul E. Wulterkens

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ACTUARIAL STANDARD OF PRACTICE NO. 39

TREATMENT OF CATASTROPHE LOSSES IN
PROPERTY/CASUALTY INSURANCE RATEMAKING

STANDARD OF PRACTICE

Section 1. Purpose, Scope, Cross References, and Effective Date

- 1.1 Purpose—The *Statement of Principles Regarding Property and Casualty Insurance Ratemaking* of the Casualty Actuarial Society states that consideration should be given to the impact of catastrophes and that procedures should be developed to include an allowance for catastrophe exposure in the rate. The purpose of this actuarial standard of practice (ASOP) is to provide guidance to actuaries in evaluating catastrophe exposure and in determining a provision for catastrophe losses and loss adjustment expenses in property/casualty insurance ratemaking.
- 1.2 Scope—This standard provides guidance to actuaries when performing professional services in connection with ratemaking for property/casualty insurance coverages including property/casualty risk financing systems, such as self-insurance or securitization products, which provide similar coverage.
- If the actuary departs from the guidance set forth in this standard in order to comply with applicable law (statutes, regulations, and other legally binding authority), or for any other reason the actuary deems appropriate, the actuary should refer to section 4.
- 1.3 Cross References—When this standard refers to the provisions of other documents, the reference includes the referenced document as it may be amended or restated in the future, and any successor to it, by whatever name called. If the amended or restated document differs materially from the originally referenced document, the actuary should consider the guidance in this standard to the extent it is applicable and appropriate.
- 1.4 Effective Date—This standard will be effective for work performed on or after December 15, 2000.

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Section 2. Definitions

The definitions below are defined for use in this actuarial standard of practice.

- 2.1 Catastrophe—A relatively infrequent event or phenomenon that produces unusually large aggregate losses.
- 2.2 Catastrophe Ratemaking Procedures—Ratemaking procedures that adjust for the impact of catastrophe losses in the experience data and determine a provision for catastrophe losses and loss adjustment expenses.
- 2.3 Contagion—A lack of independence between the occurrence of losses among different entities.
- 2.4 Demand Surge—A sudden and usually temporary increase in the cost of materials, services, and labor due to the increased demand for them following a catastrophe.

Section 3. Analysis of Issues and Recommended Practices

In evaluating catastrophe exposure and in determining a provision for catastrophe losses and loss adjustment expenses in property/casualty insurance ratemaking, the actuary should be guided by the following sections.

- 3.1 Identification of Catastrophe Perils or Events—The actuary should take reasonable steps to identify the perils or events that have the potential to generate catastrophe losses that differ materially from the expected aggregate losses or the expected distribution of losses. These perils or events have at least one of the following characteristics:
 - a. The Potential to Display Contagion—Examples of perils that display contagion include windstorms, earth movement, and freezing.
 - b. Infrequent Occurrence—Some events that occur infrequently have the potential to produce losses that can significantly distort the historical experience. An example of such an event is an explosion that results in the release of toxic material. If the experience data contain such events, using this experience data without adjustment may overstate the catastrophe provision in the rates. If the experience data do not contain such events, using this experience data without adjustment may understate the catastrophe provision in the rates.
- 3.2 Identification of Catastrophe Losses—The actuary should identify, where practicable, the catastrophe losses in the historical insurance data. In doing so, the actuary should consider how accurately the catastrophe losses can be identified, and the extent to which they may have a material impact on the results of the analysis.

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3.3 The Use of Data in Determining a Provision for Catastrophe Losses—The actuary may use historical insurance data and noninsurance data, as described in sections 3.3.1 and 3.3.2 below.

3.3.1 Use of Historical Insurance Data—The actuary should consider the following when using data available from insurance sources:

- a. Evaluating Historical Insurance Data—The actuary should consider comparing historical insurance data to noninsurance data to determine the extent to which the available historical insurance data are fully representative of the long-term frequency and severity of the perils or events identified in section 3.1 that produced the catastrophe losses. Thus, in determining a provision for catastrophe losses, the actuary should consider the sensitivity of the provision to changes in the historical insurance data relating to the following: (1) the frequency of catastrophes; (2) the severity of catastrophes; and (3) the geographic location of catastrophes.
- b. The Applicability of Historical Insurance Data—The actuary should consider the applicability of historical insurance data for the insured coverage. This includes determining (1) whether catastrophe losses are likely to differ significantly among elements of the rate structure, such as construction type and location; (2) whether such differences should be reflected in the ratemaking procedures; and (3) how to reflect such differences, taking into account both homogeneity and the volume of data. In addition, the actuary should consider whether there is a sufficient number of years of comparable, compatible historical insurance data.
- c. Adjustments to Historical Insurance Data to Reflect Future Conditions—The actuary should consider making adjustments to the historical insurance data to reflect conditions likely to prevail during the period in which the rate will be in effect. Such adjustments should take into account the impact of changes in the exposure to loss, including coverage differences, the underlying portfolio of insured risks, building codes and the enforcement of these codes, and building practices; population shifts; costs; and demand surge during both the historical period and the period for which the rate will be in effect. These considerations become more important when a longer experience period is used because they can have a greater effect over longer time periods.
- d. Stability of Outcomes Based on Historical Insurance Data—The actuary should consider the extent to which the provision for catastrophe losses would change if the catastrophe ratemaking procedure were to be carried out using different historical experience periods. If, in the actuary's judgment, the procedure is too sensitive to the inclusion or exclusion of an

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individual catastrophe or sets of years, the actuary should consider modifying the procedure to reduce the sensitivity.

- e. Differing Trends in Loss Data—Historical insurance data used to determine a provision for catastrophe losses will often extend over much longer time periods than data used in most other ratemaking procedures; thus, the effect of small differences in annual trend rates will be magnified. The actuary should consider the potential for catastrophe losses to trend at a rate materially different than the noncatastrophe losses and reflect such differences in the ratemaking process as appropriate.
- f. Consistent Definition of a Catastrophe—In utilizing a catastrophe ratemaking procedure, the actuary often uses two sets of historical insurance data. The first set may be comprised of data from the ratemaking experience period from which the catastrophe losses have been removed. The second set may contain longer term experience for catastrophe losses. Collecting a greater volume of data for this second data set may be accomplished in various ways, such as by using a greater number of relevant years or by using relevant data for a broader segment of business.

The actuary should consider the catastrophe definition pertaining to, and the catastrophe potential in, both of these data sets to ensure that the definitions are not materially inconsistent. Specific areas to consider are consistency of the thresholds used to determine catastrophe losses and consistency in identifying specific catastrophes.

3.3.2 Use of Noninsurance Data and Models—If, after considering the items contained in section 3.3.1(a–f), the actuary believes that the available historical insurance data do not sufficiently represent the exposure to catastrophe losses, the actuary should consider doing one of the following:

- 1. use noninsurance data to adjust the historical insurance data;
- 2. use noninsurance data (including models based thereon) as input to ratemaking procedures; or
- 3. use models based on a combination of historical insurance data and noninsurance data.

The actuary should be satisfied that the resulting ratemaking procedures appropriately reflect the expected frequency and severity distribution of catastrophes, as well as anticipated class, coverage, geographic, and other relevant exposure distributions.

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- 3.4 Using a Provision for Catastrophe Losses—In ratemaking, actuaries generally use historical data or modeled losses to form the basis for determining future cost estimates. The presence or absence of catastrophes in any historical data used to form future cost estimates can create biases that diminish the appropriateness of using that data as the basis for future cost estimates. The actuary should address such biases by adjusting the historical data used to form future cost estimates and determining a provision for catastrophe losses (after consideration of the issues and practices found in sections 3.1–3.3).

The actuary may employ other considerations and methods to adjust for catastrophes associated with casualty coverages. For example, such adjustments may include limiting losses in the underlying data and using increased limits factors or excess loss factors based on industry data or other sources, or adjusting for legislative changes, legal decisions, changes in the distribution of policy limits, and coverage provisions. In addition, other adjustments, such as supplementing state-specific data with countrywide data or company-specific data with industry information, may be appropriate.

- 3.5 Loss Adjustment Expenses—The actuary should be aware that the relationship of loss adjustment expense to incurred loss can be significantly different for catastrophe losses and for noncatastrophe losses. In some cases, the historical relationships of overall loss adjustment expense to overall incurred losses may produce inappropriate loss adjustment expense estimates for catastrophe losses. Similarly, the historical relationship of overall loss adjustment expense to overall incurred losses may produce inappropriate loss adjustment expense estimates for noncatastrophe losses if the historical period was impacted by catastrophe losses. The actuary should modify the loss adjustment expense procedure where necessary to develop a reasonable estimate of prospective loss adjustment expense for both catastrophe and non-catastrophe losses.

Section 4. Communications and Disclosures

- 4.1 Conflict with Law or Regulation—If a law or regulation conflicts with the provisions of this standard, the actuary should develop a rate in accordance with the law or regulation, and disclose any material difference between the rate so developed and the actuarially-determined rate to the client or employer.
- 4.2 Documentation and Disclosure—The actuary should be guided by the provisions of ASOP No. 9, *Documentation and Disclosure in Property and Casualty Insurance Ratemaking, Loss Reserving, and Valuations*. If the actuarial work product includes mathematical modeling developed by someone other than the actuary, the documentation should include the source of the model and how the model was used in the analysis. In addition, if the model is outside the actuary’s area of expertise, the actuary should be guided by the documentation and disclosure requirements of ASOP No. 38, *Using Models Outside the Actuary’s Area of Expertise*.

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- 4.3 Disclosures—The actuary should include the following, as applicable, in an actuarial communication:
- a. in addition to the disclosure covered in section 4.1, the disclosure in ASOP No. 41, *Actuarial Communications*, section 4.2, if any material assumption or method was prescribed by applicable law (statutes, regulations, and other legally binding authority);
 - b. the disclosure in ASOP No. 41, section 4.3, if the actuary states reliance on other sources and thereby disclaims responsibility for any material assumption or method selected by a party other than the actuary; and
 - c. the disclosure in ASOP No. 41, section 4.4, if, in the actuary's professional judgment, the actuary has otherwise deviated materially from the guidance of this ASOP.

Appendix 1

Background and Current Practices

Note: This appendix is provided for informational purposes, but is not part of the standard of practice.

Background

Historical Procedures—Prior to Hurricanes Hugo and Andrew, the predominant ratemaking procedures used to determine a catastrophe provision involved calculating the long-term ratio of such losses to noncatastrophe losses over a twenty- to thirty-year span. Catastrophes were identified either by some industry-dollar or loss-ratio threshold, and typically represented weather-related perils such as hurricanes, tornadoes, or snow storms. Other physical catastrophes such as floods and earthquakes were usually covered by separate policies designed to specifically include such perils. A provision for casualty-related catastrophes was typically not included separately in the rates, but was implicitly included with the contingency provision.

Issues—In the late 1980s and early 1990s, catastrophes produced record levels of damage, and it became evident that adjustments to historical ratemaking procedures were necessary. Hurricanes Hugo, Andrew, and Iniki produced aggregate losses exceeding previously expected possibilities. These huge losses brought to light other issues such as population shifts, non-adherence to building codes, and exposure concentration, none of which had been addressed previously. In addition, the occurrence of earthquakes in both San Francisco and Northridge, and a major flood in the Midwest during this period heightened the need for development of improved ratemaking procedures for these perils. Finally, catastrophes that had not been contemplated previously, such as the World Trade Center bombing and the Oakland Hills fires, raised other questions concerning how to provide for such losses in the rate.

In addressing these issues, catastrophe models, which previously were used by companies to determine their probable maximum loss under various scenarios, were adjusted for use in ratemaking. However, since these models were often multidisciplinary in nature or proprietary, it was often difficult to (1) ascertain the underlying assumptions of the model, and (2) obtain regulatory approval of rates based on these models.

Other issues have also emerged, making assessment of catastrophe exposure even more difficult. Examples of such issues include coverage changes, such as the greater use of guaranteed replacement cost on homeowner policies or the use of separate wind deductibles; the emergence of state-run catastrophe funds; and the availability of catastrophe options.

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Current Practices

Subsequent to Hurricanes Hugo and Andrew, numerous enhancements and alternatives have been developed that improve on the traditional, long-term catastrophe ratemaking procedure.

One procedure uses the traditional excess wind approach but supplements or replaces the historical insurance data with hypothetical losses from an infrequent event (for example, a fifty-year event) as calculated by a catastrophe simulation model. Historical events of greater severity than the modeled fifty-year event are eliminated. Separate excess factors are calculated from the historical insurance data and for a hypothetical year constructed to include the modeled fifty-year event. The excess factor is calculated as a weighted average of those two separate factors.

A second procedure involves loading catastrophe reinsurance costs into the rate calculation. With this procedure, the rates are initially calculated using losses net of the catastrophe reinsurance. The company's overall catastrophe reinsurance costs are allocated to state and line, and those allocated costs are added to the calculated rate net of reinsurance.

A third procedure separates catastrophes into hurricane and nonhurricane components and treats each separately. This enables the actuary to focus on the particular difficulties, low frequency and high severity, in estimating hurricane losses. One specific procedure that is used for nonhurricane catastrophes is to relate catastrophe losses to amount of insurance years. A long-term ratio of catastrophe losses to amount of insurance years is calculated and used to load the ratemaking experience period for expected catastrophe losses. This procedure has also been used for hurricanes, using noninsurance data such as long-term hurricane frequencies to adjust the historical insurance data.

A fourth procedure that has been used for nonhurricane catastrophes is based on frequency. With this procedure, daily frequencies are calculated over a long period and each day is ranked using that frequency. A set percentage of days with the highest frequencies is considered excess. The losses incurred on those excess days are compared to the losses incurred on all other days in order to calculate an excess factor.

In considering earthquakes and hurricanes, the predominant approach currently used to calculate expected catastrophe losses is computer simulation models. These models make extensive use of noninsurance data to estimate the overall frequency of these events, as well as the frequency of the key defining characteristics of these events. Based on these estimated frequencies, a large number of catastrophes are simulated across a broad geographic area. For each simulated catastrophe, the model translates the event or phenomenon into a specific "hazard" parameter, such as wind speed or ground shaking, at all locations impacted by the event. Based on engineering analysis and prior catastrophe losses, the hazard parameter is translated into a damage ratio, i.e., ratio of losses to amount of insurance. These damage ratios are applied to the current or projected amounts of insurance and, when adjusted by the estimated frequencies of the specific catastrophes, produce the expected catastrophe losses.

Since our knowledge of catastrophes is not complete and is still evolving, computer simulation models are also evolving. The expected catastrophe losses calculated from these models can be

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subject to significant variation, since different models (i.e., both models from different developers and different versions of models from the same developer) will obviously provide different answers.

All of these procedures may or may not be supplemented with a risk load calculated in accordance with ASOP No. 30, *Treatment of Profit and Contingency Provisions and the Cost of Capital in Property/Casualty Insurance Ratemaking*.

Appendix 2

Comments on the 1999 Exposure Draft and Subcommittee Responses

The exposure draft of this actuarial standard of practice (ASOP)—formerly titled *Treatment of Catastrophe Losses in Property/Casualty Insurance*—was issued in February 1999, with a comment deadline of June 15, 1999. Fourteen comment letters were received. The Subcommittee on Ratemaking carefully considered all comments received. Summarized below are the significant issues and questions contained in the comment letters, printed in roman type. The subcommittee's responses are printed in **boldface**.

General Comments

One commentator notes that, in the end, the definition of a catastrophe is driven by frequency. High frequency loss processes should produce credible estimates of future losses without adjustment. Low frequency events do not provide these estimates and adjustments are needed. **The subcommittee disagrees and believes that the most important facts are that the event or phenomenon not only should be relatively infrequent but should also produce unusually large aggregate losses.**

Two commentators suggested that the title of the standard should be *Treatment of Catastrophe Losses in Property/Casualty Insurance Ratemaking*. **The subcommittee agreed and changed the title.**

Two commentators believed that the standard too often specified what the actuary *should* do, suggesting the use of *may* as more appropriate. **The subcommittee disagrees, since the standard generally is specifying what the actuary needs to consider. The standard does not say the actuary needs to do something after the consideration if the item has no material impact on the results. In performing this work, the actuary needs to consider all items that may materially impact or bias the results.**

One commentator noted that the standard permits the actuary to rely on the work of nonactuaries without proper review and disclosure, particularly as it pertains to models developed by others. **The subcommittee disagrees that an actuary can rely on the work of a nonactuary without review and disclosure. The subcommittee prepared this standard fully aware of ASOP No. 38, *Using Models Outside the Actuary's Area of Expertise (Property and Casualty)*, which was being exposed concurrently.**

One commentator suggested that the definitions and explanations should be phrased more in statistical terms whenever possible. **The subcommittee believes that, given the wide variation in available methodologies, a statistically-based definition would too narrowly restrict current acceptable practices.**

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Another commentator suggested that the term *procedures* should be replaced by *models*. **The subcommittee believes that *procedures* is appropriate, particularly since *models*, in this case, could be too narrowly read to mean computer models.**

One commentator stated that the standard does nothing to help an actuary who uses a computer model to develop estimated catastrophe losses and is challenged by individuals who refuse to accept the validity of these models. **The subcommittee disagrees. The standard provides the analytical steps that the actuary should follow in examining the available data. Based on the analysis, the actuary can determine and demonstrate to others whether the data need to be supplemented by additional data or, alternatively, whether models that consider various sources of data should be used.**

Transmittal Memorandum

The transmittal memorandum of the exposure draft asked readers to address several key questions. One question asked, “Is the application of the standard to casualty (i.e., nonproperty) insurance appropriate, and has the subject been addressed adequately?” One commentator stated that catastrophes should be limited to first party coverages, particularly since the considerations listed in 3.3.1 and 3.3.2 were property related in nature. The commentator also noted that the methodologies referenced were predominantly for property coverages. The commentator did suggest, that if the standard were to apply to casualty coverages, it would need to include considerations such as limiting losses to basic limits; using excess loss factors; adjusting for changes in limits, coverages, or reinsurance; and supplementing state data with countrywide data. **The subcommittee intends that the requirements of this ASOP should also apply to casualty catastrophe losses when such a catastrophe is identified. The subcommittee has included the suggested language for casualty catastrophes in section 3.4.**

The subcommittee also drew its readers’ attention to several provisions in particular: section 2.1, Catastrophe; section 3.1, Identification of Catastrophe Perils or Events; section 3.3.2, Use of Noninsurance Data; and section 4.1, Conflict with Law or Regulation. Please see those sections below for discussion of any pertinent readers’ comments and subcommittee responses.

Section 1. Purpose, Scope, and Effective Date

Section 1.1, Purpose—One commentator stated that no guidance has been given regarding a unique or separate loss adjustment expense for catastrophe. The commentator suggested that the standard delete reference to loss adjustment expenses or provide explicit guidance on this aspect. **The subcommittee agreed and added section 3.5, Loss Adjustment Expenses, to address the issues surrounding loss adjustment expenses.**

Section 1.2, Scope—One commentator noted that the purpose section specifically makes reference to insurance ratemaking, but the scope section says that the standard applies to many more professional services. The commentator asked, “Does this standard apply to those entities cited in the scope section, only when they are related to property/casualty ratemaking?” **The**

standard has been retitled to specify that it applies to property/casualty insurance ratemaking. The services referred to for risk financing systems, such as self-insurance and securitization products, are considered to be ratemaking when estimates for future costs are being determined.

Section 2. Definitions

Section 2.1, Catastrophe—One commentator believed that the definition of catastrophe should relate to how the event or phenomenon violated the general insurance ratemaking model assumption of independent events. **The subcommittee believes that the use of a qualitative definition is more broadly applicable and useful in terms of current accepted practices.**

Another commentator believed that the phrase “or natural phenomenon” should be removed, as the phrase “relatively infrequent events” included natural and manmade phenomena. **The subcommittee agreed and deleted the word “natural” from the definition.**

Another commentator believed that “relatively” should modify high amounts, instead of infrequent events. **The subcommittee believes that it is more important to emphasize the frequency aspects of the definition as opposed to the amount of loss dollars.**

Another commentator stated that serious damage to a very large risk would be considered a catastrophe according to the definition. In the commentator’s view, this did not seem appropriate since a large number of claims might not have resulted. **The subcommittee does not believe that the event needs to produce a large number of claims in order for it to be defined as a catastrophe.**

One commentator believed that the definition need not include the adjective “insured” to modify losses. **The subcommittee agrees and removed it.**

Another commentator suggested the definition eliminate the phrase, “the potential to” produce, as an event either is or is not a catastrophe. **The subcommittee agreed and eliminated the phrase “the potential to” in the definition.**

Section 2.2, Catastrophe Ratemaking Procedures—One commentator believed that the use of the term “adjust” was defensive in nature and that the definition should be something like “to provide a better expected value estimate than could be developed with the limited actual history.” **The subcommittee believes that the original definition is more descriptive of the actual practices in use, while still being consistent with the more theoretical expression of the commentator.**

Another commentator expressed the concern that the current use of the word “adjust” would limit the ability of the actuary to consider any method that includes supplementing or credibility-weighting the losses. **The subcommittee believes that the current wording does not limit the ability of the actuary to use any techniques that, in the opinion of the actuary, produce appropriate estimates of catastrophes losses.**

Two commentators suggested editorial changes in the definition to clarify the timing of the catastrophe losses. **The subcommittee agreed with the suggestions and revised the definition.**

Section 2.3, Contagion—One commentator expressed the concern that some casualty catastrophes may result in claims against a single entity. **The subcommittee is aware of this issue and believes that the standard addresses the issue by providing guidance in section 3.4.**

Section 2.4, Demand Surge—Several commentators suggested editorial changes to sharpen the definition. **The subcommittee changed the definition to reflect the fact that demand surge is a sudden and temporary increase, not only in material and labor but also in services.**

Section 3. Analysis of Issues and Recommended Practices

Section 3.1, Identification of Catastrophe Perils or Events—Several commentators expressed concern about the original language, which seemed to require the actuary to identify all perils or events that might have the potential to generate insured catastrophe losses. **The subcommittee agreed and revised the language to include the idea that the actuary should take reasonable steps to identify the perils or events that would generate material losses.** Another commentator believed that it was appropriate to add a condition of suddenness, either in the discovery or occurrence of loss to the list of characteristics. **The subcommittee did not think that any additional characteristics were needed.**

Some commentators suggested clarifications to section 3.1(b). One commentator suggested replacing the last two sentences with the phrase “the presence or absence of such events in the experience period may result in materially different perceptions of future loss estimates.” **While the subcommittee agrees that the original two sentences were awkward, the revision retains the parallel treatment because the subcommittee believes that a more explicit explanation of the impacts is appropriate.** Another commentator suggested that *infrequent occurrence* should be defined in terms like the frequency of the event over a longer time period than the experience period. **The subcommittee concluded that it was important for the actuary to be able to evaluate the materiality of the loss and frequency of events relative to the long term in the context of the methodology being used.**

Section 3.2, Identification of Catastrophe Losses—Two commentators suggested that the language should be clarified to indicate that the actuary may not be able to identify the catastrophe losses in all the historical data used. **The subcommittee agreed and modified this section to reflect such a possible limitation.** Another commentator believed that the standard provided no guidance to the actuary as to how to identify catastrophe losses in the historical insurance data. **The subcommittee believes that the perils insured and the events covered provide sufficient guidance for the identification of catastrophe losses.**

Section 3.3, The Use of Data in Determining a Provision for Catastrophe Losses—The subcommittee made an editorial revision to the order of the items (a), (b), (c) and (d). Item (d)

was placed first and relabeled as (a) to emphasize the importance of the frequency component of historical data in making use of the historical data in determining a provision for catastrophe losses. One commentator noted that computer simulations are not data. **The subcommittee agreed and revised this section.** Another commentator believed that sections 3.3.1(b) and 3.3.1(a), and 3.3.1(c) and 3.3.1(e), could be combined. **The subcommittee notes that 3.3.1(b) refers to a comparison over time within the set of insurance data, whereas 3.3.1(a) addresses a comparison of the insurance data to external sources. With regard to 3.3.1(c) and 3.3.1(e), the subcommittee believes that 3.3.1(c) refers to the distribution of the exposure to loss in the experience period, compared to the prospective period, whereas 3.3.1(e) refers to possible differing trends in the costs by peril over the available period.**

Two commentators noted that the language in section 3.3.1(a) created an obligation that may not be possible to satisfy in all cases. **The subcommittee agreed and revised this section to say that the actuary should consider comparing historical insurance data to noninsurance data.** Another commentator noted that this section implies that one uses historical data only if the data give comparable results to modeling, since use of modeling will give the full spectrum of loss distribution. **The subcommittee notes that this section is alerting the actuary to be sure that he or she believes that the data underlying his or her procedure sufficiently reflect the long-term frequency and severity of events producing insured catastrophe losses. If the actuary does not believe that the data are sufficient, section 3.3.2 states that the actuary should consider using a modeling procedure.**

In section 3.3.1(b), one commentator suggested changing the language to say “whether catastrophe losses are likely to differ significantly among elements.” **The subcommittee agreed and made the change.**

In section 3.3.1(c), one commentator suggested the use of a bullet-point list to highlight the importance of each element, particularly items related to coverage, such as limits, co-insurance, deductibles, etc. **The subcommittee agrees that it is important to highlight aspects of coverage and has explicitly mentioned changes in coverage as a consideration.**

In section 3.3.1(d), one commentator believed that if the indicated rate change is sensitive to the number of years in the historical experience period, then one should not use the historical period at all. The commentator believed that this section implies one would modify the current procedure, not switch to using computer simulation. **The subcommittee disagrees. In fact, the subcommittee views modifying procedures to include adopting computer simulation models.**

In section 3.3.1(e), one commentator noted that the section should be revised to say “when noncatastrophe losses are expected to change at a rate materially different from that for catastrophe losses.” **The subcommittee agreed with this and revised the text to cover the potential aspects as referring to past and future time periods.**

Another commentator stated that the phrase “most catastrophe ratemaking procedures” should be revised to “traditional catastrophe ratemaking procedures,” since generally the standard is

referring to procedures that have existed in the past. **The subcommittee revised this section to remove the reference to any specific type of procedure.**

One commentator suggested several editorial changes for section 3.3.1(f) that generalized the section as well as broadened the suggested conditions for increasing the amount of data in the second set. **The subcommittee agreed with this comment and revised the text.**

Two commentators suggested that the term “consistent” be replaced by “not materially inconsistent.” **The subcommittee agreed with this suggestion and made the revision.** Another commentator suggested that the last sentence should be revised to remove the word “dollar” and changing the “or” to “and.” **The subcommittee agreed and revised the text.**

Section 3.3.2, Use of Noninsurance Data—One commentator suggested that the standard is giving the false impression that one should adjust past insurance data for all catastrophe perils. This commentator suggests that the adjustments are impossible to do adequately, giving false hope that meaningful results can be obtained. The commentator suggested that the standard be restructured to separate the treatment of catastrophes, such as hurricanes and earthquakes, from all others. **The subcommittee disagrees with these comments. The standard provides the actuary with a framework for evaluating the usability of the available data and developing appropriate catastrophe treatments. The standard identifies the issues for the actuary and gives sufficient freedom for the actuary to demonstrate the appropriateness of the resolution of the issues.**

The exposure draft contained sections 3.3.2(a) and (b). The revisions made as a result of comments received combined parts (a) and (b). All responses to comments received in this section refer to the original section references.

In section 3.3.2(a), one commentator suggested the addition of the phrase “and other relevant.” **The subcommittee agreed with this suggestion.** The same commentator suggested that the section be modified to say “expected” frequency and catastrophes “for the current or prospective periods.” **The subcommittee disagreed as the expected frequency and severity of catastrophes was felt to be sufficiently descriptive.**

In section 3.3.2(b), two commentators believed the section implied that the actuary was capable of making decisions on when the historical insurance data best capture the range of frequency and severity of catastrophes. **The subcommittee recognizes that an actuary may not know these facts without consultation with outside experts. The subcommittee believes that the actuary could become aware of the issues by referring to such experts, and make intelligent decisions about the representativeness of the data.**

One commentator suggested that in section 3.3.2(b) the phrase “if the results of the simulation” was inappropriate. The commentator’s point was that the process—not the results—was most important here. **The subcommittee agreed and has deleted any reference to results of the simulation and has focused the actuary on addressing the appropriateness of the procedures used.**

ASOP No. 39—June 2000

Section 3.4, Using a Provision for Estimated Catastrophe Losses—One commentator believed that the section demanded that the actuary *always* replace the actual data with estimated data, and suggested that the phrase “should adjust” be changed to “may consider adjusting.” **The subcommittee disagrees and believes that if the actuary has biased data, the actuary needs to estimate what the values should be excluding the bias.**

Section 4. Communications and Disclosures

Section 4.1, Conflict with Law or Regulation—Several commentators felt that the requirement that the actuary disclose material differences between the rate developed in accordance with law or regulation and the actuarially-determined rate was unnecessarily burdensome. One commentator suggested that this disclosure burden was unique among all ASOPs. **The subcommittee believes that the potential range of differences could be so large that disclosing the difference to the client or employer would be necessary. The subcommittee also notes that this same requirement exists in ASOP No. 30, *Treatment of Profit and Contingency Provisions and the Cost of Capital in Property/Casualty Insurance Ratemaking.***



ACTUARIAL STANDARDS BOARD

**Actuarial Standard
of Practice
No. 41**

Actuarial Communications

Revised Edition

**Developed by the
General Committee of the
Actuarial Standards Board**

**Adopted by the
Actuarial Standards Board
December 2010**

(Doc. No. 120)

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December 2010

TO: Members of Actuarial Organizations Governed by the Standards of Practice of the Actuarial Standards Board and Other Persons Interested in Actuarial Communications

FROM: Actuarial Standards Board (ASB)

SUBJ: Actuarial Standard of Practice (ASOP) No. 41

This document contains the final version of the revision of ASOP No. 41, *Actuarial Communications*.

Background

The current version of ASOP No. 41 has been in effect for eight years, and applies to all U.S. actuaries in all areas of practice. During that time, the ASB has received comments regarding a lack of clarity in the document and confusion in respect to its wording and structural arrangement. One of the ASB's priorities is to make sure that all ASOPs are clear and unambiguous.

First Exposure Draft

In September 2008, the ASB approved the first exposure draft of a revised ASOP No. 41 with a comment deadline of December 31, 2008. Twenty-three comment letters were received. Most had multiple comments, many of which were substantive. The majority of commentators were supportive of the effort to revise this ASOP, and most comments were positive in nature, but some indicated that the first draft needed significant revision.

In September 2008, the ASB also adopted "Revision of Deviation Language for Standards and Removal of References to PSAOs from Standards" pending the issuance of ASOP No. 41 as a final revision. Due to the passage of time since that adoption, the ASB will update this document to reflect changes in ASOP No. 41, as well as to update references for other new and revised ASOPs. It is expected that the ASB will adopt this document as a final revision at its March meeting, with an effective date of May 1, 2011, consistent with the effective date of this revised standard.

Second Exposure Draft

In December 2009, the ASB approved a second exposure draft of a revised ASOP No. 41, reflecting significant modifications of the first draft, with a comment deadline of March 31, 2010. Thirty-seven comment letters were received in response. For a summary of the substantive issues contained in the second exposure draft comment letters and the responses, please see appendix 2.

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Changes from Second Exposure Draft

The review and revision of the second exposure draft focused on the dominant issue raised in 19 of 37 comment letters; namely, the apparent requirement for an actuary to complete an actuarial report with full disclosures in nearly all circumstances. This was not the intent of the second exposure draft, but the reviewers were sensitive to this possible interpretation. Accordingly, this final version reflects clarification to the guidance within this standard, in particular to recognize that in some internal and informal settings, complete disclosure of all applicable supporting information is neither practical nor necessary. Section 3.3 (formerly section 3.5) has been moved and expanded to provide guidance in these situations. Additional discussion has also been added to appendix 1.

In response to other comments some definitions have been added and other clarifying modifications have been made.

Summary of Key Changes from Current ASOP

1. The concept of a single formal actuarial report, which is required to contain all necessary disclosures, has been removed. Instead, the concept that communication is an ongoing and interactive process and that an actuarial report with all necessary disclosure elements may comprise several different pieces of communication, perhaps delivered in different forms, has been adopted. The standard directs the actuary to identify all applicable documents whenever multiple documents are used to satisfy all of the disclosure requirements of an actuarial report.
2. Section 3.4.4 makes it clear that the actuary is responsible for all actuarial assumptions and methods utilized in producing the actuarial communication, unless the actuary discloses otherwise.
3. Section 3 has been reorganized. All disclosure requirements have been moved to section 4, while additional guidance relating to disclosures remains in section 3.4.
4. The treatment of deviations from the guidance of any ASOP (including situations where assumptions are not set by the actuary) is also codified in section 4.
5. Reference to Prescribed Statements of Actuarial Opinion (PSAOs) has been removed.
6. The ASB has decided that specifying what material should be retained and for how long is not appropriate for this standard (except as may be provided in section 3.8).

The General Committee thanks everyone who took the time to contribute comments and suggestions on both exposure drafts.

The ASB voted in December 2010 to adopt this standard.

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General Committee of the ASB

Thomas K. Custis, Chairperson

Michael S. Abroe

William J. Schreiner

Peter Hendee

Martin M. Simons

Godfrey Perrott

Chester J. Szczepanski

Actuarial Standards Board

Albert J. Beer, Chairperson

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The ASB establishes and improves standards of actuarial practice. These ASOPs identify what the actuary should consider, document, and disclose when performing an actuarial assignment. The ASB's goal is to set standards for appropriate practice for the U.S.

ACTUARIAL STANDARD OF PRACTICE NO. 41

ACTUARIAL COMMUNICATIONS

STANDARD OF PRACTICE

Section 1. Purpose, Scope, Cross References, and Effective Date

- 1.1 Purpose—This actuarial standard of practice (ASOP) provides guidance to actuaries with respect to actuarial communications.
- 1.2 Scope—This standard applies to actuaries issuing actuarial communications within any practice area. This standard does not apply to communications that do not include an actuarial opinion or other actuarial findings (for example, this standard does not apply to brochures, fee quotes, or invoices).

This standard provides guidance for preparing actuarial communications, including those that may be required by the *Qualification Standards* or by other ASOPs. If such other guidance contains communication requirements that are additional to or inconsistent with this standard, the requirements of such other guidance supersede the guidance of this ASOP. However, the guidance in this ASOP applies to the extent it is not inconsistent with such other guidance.

Law, regulation, or another profession's standards may prescribe the form and content of a particular actuarial communication (such as a government form). In such situations, the actuary should comply with the guidance in this standard to the extent not prohibited by applicable law, regulation, or standard.

If the actuary departs from the guidance set forth in this standard in order to comply with applicable law (statutes, regulations, and other legally binding authority), or for any other reason, the actuary should refer to section 4 regarding deviation.

- 1.3 Cross References—When this standard refers to the provisions of other documents, the reference includes the referenced documents as they may be amended or restated in the future, and any successor to them, by whatever name called. If any amended or restated document differs materially from the originally referenced document, the actuary should consider the guidance in this standard to the extent it is applicable and appropriate.
- 1.4 Effective Date—This standard is effective for actuarial communications issued on or after May 1, 2011.

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Section 2. Definitions

The terms below are defined for use in this actuarial standard of practice.

- 2.1 Actuarial Communication—A written, electronic, or oral communication issued by an actuary with respect to actuarial services.
- 2.2 Actuarial Document—An actuarial communication in any recorded form (such as paper, e-mail, spreadsheets, presentations, audio or video recordings, web sites, and court or hearing transcripts). Notes taken by someone other than the actuary are not considered actuarial documents.
- 2.3 Actuarial Finding—The result (including advice, recommendations, opinions, or commentary on another actuary’s work) of actuarial services.
- 2.4 Actuarial Report—The set of actuarial documents that the actuary determines to be relevant to specific actuarial findings that is available to an intended user.
- 2.5 Actuarial Services—Professional services provided to a principal by an individual acting in the capacity of an actuary. Such services include the rendering of advice, recommendations, findings, or opinions based upon actuarial considerations.
- 2.6 Deviation—The act of departing from the guidance of an ASOP.
- 2.7 Intended User—Any person who the actuary identifies as able to rely on the actuarial findings.
- 2.8 Oral Communication—An actuarial communication made orally that has not, to the knowledge of the actuary, been recorded or transcribed verbatim. Such an oral communication is an actuarial communication, but is not an actuarial document.
- 2.9 Other User—Any recipient of an actuarial communication who is not an intended user.
- 2.10 Principal—A client or employer of the actuary.

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Section 3. Analysis of Issues and Recommended Practices

- 3.1 Requirements for Actuarial Communications—The performance of a specific actuarial engagement or assignment typically requires significant and ongoing communications between the actuary and the intended users regarding the following: the scope of the requested work; the methods, procedures, assumptions, data, and other information required to complete the work; and the development of the communication of the actuarial findings.
- 3.1.1 Form and Content—The actuary should take appropriate steps to ensure that the form and content of each actuarial communication are appropriate to the particular circumstances, taking into account the intended users.
- 3.1.2 Clarity—The actuary should take appropriate steps to ensure that each actuarial communication is clear and uses language appropriate to the particular circumstances, taking into account the intended users.
- 3.1.3 Timing of Communication—The actuary should issue each actuarial communication within a reasonable time period, unless other arrangements as to timing have been made. In setting the timing of the communication, the needs of the intended users should be considered.
- 3.1.4 Identification of Responsible Actuary—An actuarial communication should clearly identify the actuary responsible for it. When two or more individuals jointly issue a communication (at least some of which is actuarial in nature), the communication should identify all responsible actuaries, unless the actuaries judge it inappropriate to do so. The name of an organization with which each actuary is affiliated also may be included in the communication, but the actuary's responsibilities are not affected by such identification. Unless the actuary judges it inappropriate, the actuary issuing an actuarial communication should also indicate the extent to which the actuary is available to provide supplementary information and explanation.
- 3.2 Actuarial Report—The actuary should complete an actuarial report if the actuary intends the actuarial findings to be relied upon by any intended user. The actuary should consider the needs of the intended user in communicating the actuarial findings in the actuarial report.

An actuarial report may comprise one or several documents. The report may be in several different formats (such as formal documents produced on word processing, presentation or publishing software, e-mail, paper, or web sites). Where an actuarial report for a specific intended user comprises multiple documents, the actuary should communicate which documents comprise the report.

In the actuarial report, the actuary should state the actuarial findings, and identify the methods, procedures, assumptions, and data used by the actuary with sufficient clarity

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that another actuary qualified in the same practice area could make an objective appraisal of the reasonableness of the actuary's work as presented in the actuarial report.

- 3.3 Specific Circumstances—The content of an actuarial report may be constrained by circumstances. The actuary should follow the guidance of this standard to the extent reasonably possible within such constraints. When those constraints exist, it may be appropriate not to include some of the otherwise required content in the actuarial report. However, limiting the content of an actuarial report may not be appropriate if that report or the findings in that report may receive broad distribution.

If the actuary believes circumstances are such that including certain content is not necessary or appropriate, the actuary must be prepared to identify such circumstances and justify limiting the content of the actuarial report.

- 3.4 Disclosures Within an Actuarial Report—Consideration of the items to be disclosed is an important part of the preparation of any actuarial communication. The actuary should review the list of required disclosure items included in section 4 of this ASOP, and in any other relevant ASOP. Further discussion regarding some of these disclosure items follows:

3.4.1 Uncertainty or Risk—The actuary should consider what cautions regarding possible uncertainty or risk in any results should be included in the actuarial report.

3.4.2 Conflict of Interest—An actuary who is not financially, organizationally, or otherwise independent concerning any matter related to the subject of an actuarial communication should disclose any pertinent information that is not apparent. This includes any situation where the actuary acts, or may appear to be acting, as an advocate. However, applicable financial disclosure is limited in accordance with Precept 6 of the *Code of Professional Conduct* to sources of material compensation that are known to, or are reasonably ascertainable by, the actuary.

3.4.3 Reliance on Other Sources for Data and Other Information—An actuary who makes an actuarial communication assumes responsibility for it, except to the extent the actuary disclaims responsibility by stating reliance on other sources. Reliance on other sources for data and other information means making use of those sources without assuming responsibility for them. An actuarial communication making use of any such reliance should define the extent of reliance, for example by stating whether or not checks as to reasonableness have been applied. An actuary may rely upon other sources for information, except where limited or prohibited by applicable standards of practice or law or regulation. Further guidance on when such reliance is appropriate, and what the actuary's responsibilities are when such reliance is stated, is found in ASOP No.23, *Data Quality*.

3.4.4 Responsibility for Assumptions and Methods—An actuarial communication

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should identify the party responsible for each material assumption and method. Where the communication is silent about such responsibility, the actuary who issued the communication will be assumed to have taken responsibility for that assumption or method. The actuary's obligation when identifying the other party who selected the assumption or method depends upon how the assumption or method was selected.

- a. If the assumption or method is specified by applicable law (statutes, regulations, and other legally binding authority), the actuary should include the disclosures identified in section 4.2. These disclosures should be made whether or not the actuary believes the assumption or method is reasonable for the purpose of the communication. The actuary should also follow the guidance in paragraph (b) below whenever required by another ASOP.
- b. If a material assumption or method is selected by another party, the actuary has three choices:
 1. If the assumption or method does not conflict significantly with what, in the actuary's professional judgment, would be reasonable for the purpose of the assignment, the actuary has no disclosure obligation;
 2. If the assumption or method significantly conflicts with what, in the actuary's professional judgment, would be reasonable for the purpose of the assignment, the actuary must disclose that fact and the additional information specified in section 4.3; and
 3. If the actuary has been unable to judge the reasonableness of the assumption or method without performing a substantial amount of additional work beyond the scope of the assignment, or if the actuary was not qualified to judge the reasonableness of the assumption, the actuary should disclose that fact as specified in section 4.3.
- c. In all other situations, the actuary is responsible for all assumptions and methods utilized in the preparation of a communication unless the actuary discloses otherwise within the communication by including the disclosures identified in section 4.4.

3.4.5 Information Date of Report—The actuary should communicate to the intended user the date(s) through which data or other information has been considered in developing the findings included in the report.

3.4.6 Subsequent Events—The actuary should disclose any relevant event that meets the following conditions:

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- a. it becomes known to the actuary after the latest information date described in section 3.4.5;
- b. it becomes known to the actuary before the report is issued;
- c. it may have a material effect on the actuarial findings if it were reflected in the actuarial findings; and
- d. it is impractical to revise the report before it is issued.

If the actuary learns of changes to data or other information (on or before the information date) after some findings have been communicated, but before the report is completed, the actuary should communicate those changes, and their implications, to any intended user to whom the actuary has communicated findings.

- 3.5 Explanation of Material Differences—If a later actuarial communication produced by the same actuary, which opines on the same issue, includes materially different results or expresses a different opinion from the former communication, then the later communication should make it clear that the earlier results or opinion are no longer valid and explain why they have changed. If the later communication is oral, the actuary should follow-up with a document that clarifies the reason(s) for the changes.
- 3.6 Oral Communications—When the actuary is providing an oral communication, the actuary should consider the extent to which (if any) the disclosures listed under section 3.4 should be included in the oral communication and include each such disclosure if appropriate in the particular circumstances. Where the actuary has a concern that the oral communication may be passed on to other parties, the actuary should consider following up with an actuarial document.
- 3.7 Responsibility to Other Users—An actuarial document may be used in a way that may influence persons who are not intended users. The actuary should recognize the risks of misquotation, misinterpretation, or other misuse of such a document and should take reasonable steps to ensure that the actuarial document is clear and presented fairly. To help prevent misuse, the actuary may include language in the actuarial document that limits its distribution to other users (for example, by stating that it may only be provided to such parties in its entirety or only with the actuary’s consent).

Nothing in this standard creates an obligation for the actuary to communicate with any person other than the intended users.

- 3.8 Retention of Other Materials—An actuary may choose to keep file material other than that which is to be disclosed under this ASOP. Nothing in this ASOP requires the actuary to disclose such additional materials to any party.

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If, as may be appropriate in accordance with section 3.3., a report does not include all of the supporting information identified in this ASOP, the actuary should consider retaining the supporting information that was not included in the report. The actuary is not required to create additional documentation for this purpose.

An actuary should consider retaining sufficient information for any recurring project so that another actuary could assume the assignment.

Section 4. Communications and Disclosures

- 4.1 Disclosures in any Actuarial Communication—Disclosures in any actuarial communication should include the following:
- 4.1.1 Identification of Responsible Actuary—Any actuarial communication should identify the actuary who is responsible for the actuarial communication (see section 3.1.4).
 - 4.1.2 Identification of Actuarial Documents—Any actuarial document should include the date and subject of the document with any additional modifier (such as “version 2” or time of day) to make this entire description unique.
 - 4.1.3 Disclosures in Actuarial Reports—In addition to the information necessary to satisfy section 3.2, any actuarial report should disclose the following information, unless the actuary determines that it is inappropriate to do so (see section 3.3):
 - a. the intended users of the actuarial report;
 - b. the scope and intended purpose of the engagement or assignment;
 - c. the acknowledgement of qualification as specified in the *Qualification Standards*;
 - d. any cautions about risk and uncertainty (see section 3.4.1);
 - e. any limitations or constraints on the use or applicability of the actuarial findings contained within the actuarial communication including, if appropriate, a statement that the communication should not be relied upon for any other purpose;
 - f. any conflict of interest as described in section 3.4.2;
 - g. any information on which the actuary relied that has a material impact on the actuarial findings and for which the actuary does not assume responsibility (see section 3.4.3);

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- h. the information date as described in section 3.4.5;
- i. subsequent event(s) (if any) as described in section 3.4.6.; and
- j. if appropriate, the documents comprising the actuarial report.

Note that other ASOPs that apply to a particular assignment may have additional disclosure requirements that should also be followed.

4.2 Certain Assumptions or Methods Prescribed by Law—Where any material assumption or method was prescribed by applicable law (statutes, regulations, and other legally binding authority), the actuary should disclose the following in the actuarial report:

- a. the applicable law under which the report was prepared;
- b. the assumptions or methods that are prescribed by the applicable law; and
- c. that the report was prepared in accordance with the applicable law.

If the actuarial report is in a prescribed form that does not accommodate these disclosures, the actuary should make these disclosures in a separate communication (such as a cover letter to the principal), requesting that both communications be disseminated together where practicable.

4.3 Responsibility for Assumptions and Methods—In any situation not covered under section 4.2, where the actuary states reliance on other sources (as described in section 3.4.4(b) 2 and 3) and thereby disclaims responsibility for any material assumption or method, the actuary should disclose the following in the actuarial report, unless it is inappropriate to do so (see section 3.3):

- a. the assumption or method that was set by another party;
- b. the party who set the assumption or method;
- c. the reason that this party, rather than the actuary, has set the assumption or method; and
- d. either
 - 1. that the assumption or method significantly conflicts with what, in the actuary's professional judgment, would be reasonable for the purpose of the assignment; or
 - 2. that the actuary was unable to judge the reasonableness of the assumption or method without performing a substantial amount of additional work beyond the scope of the assignment, and did not do so, or that the actuary

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was not qualified to judge the reasonableness of the assumption.

If the actuarial report is in a prescribed form that does not accommodate these disclosures, the actuary should make these disclosures in a separate communication (such as a cover letter to the principal), requesting that both communications be disseminated together where practicable.

- 4.4 Deviation from the Guidance of an ASOP—If, in the actuary’s professional judgment, the actuary has deviated materially from the guidance set forth in an applicable ASOP, other than as covered under sections 4.2 or 4.3 of this standard, the actuary can still comply with that ASOP by providing an appropriate statement in the actuarial communication with respect to the nature, rationale, and effect of such deviation.

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Appendix 1

Background and Current Practices

Note: This appendix is provided for informational purposes, but is not part of the standard of practice.

Background

The current version of ASOP No. 41, adopted in March 2002, was adapted from and superseded Interpretative Opinion No. 3, *Professional Communications of Actuaries*. Interpretive Opinion No. 3 was itself adopted by the American Academy of Actuaries in 1981. The 2002 version of ASOP No. 41 conformed to the format adopted by the Actuarial Standards Board in May 1996 for all actuarial standards of practice, and while this standard generally followed Interpretative Opinion No. 3, it also expanded upon, clarified, and eliminated portions of that opinion.

This standard offers guidance to complement the requirements imposed by the *Code of Professional Conduct*. It was drafted and is still intended to help actuaries apply the *Code of Professional Conduct* when making professional communications (by written, electronic, or oral means) to clients, employers, regulators, policyholders, plan participants, investors, and other users of actuarial services. Actuaries commonly deal with confidential or proprietary information. The *Code of Professional Conduct* clearly precludes the actuary from disclosing this type of information to inappropriate parties.

This revision has used definitions that are consistent with those found in the *Code of Professional Conduct* and in the recently revised *Qualification Standards for Actuaries Issuing Statements of Actuarial Opinions*. This revision also incorporates language in section 4 that is the foundation of the ASB's new approach to creating consistency in the treatment of deviation language within all ASOPs.

It should be noted that all recorded forms of communication (including—but not limited to—paper, e-mail, spreadsheets, presentations, audio or video recordings, web sites, and court or hearing transcripts) could be considered records of such communications and may be, therefore, discoverable in legal proceedings.

Current Practices

Actuaries are currently guided by the *Code of Professional Conduct*, by ASOP No. 41, and by other actuarial standards of practice, depending on the nature of the work at hand.

In general, actuarial communications are provided in order to answer questions or address specific needs of one or more intended users. Actuarial communications may be made available to a variety of users of actuarial work products including clients, employers, regulators, policyholders, plan participants, and investors, as well as external audiences such as the general public. Actuarial communications may be delivered in many forms, including written, electronic,

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or oral; and may stand alone or be part of a broader pattern of communication. While preparing an actuarial communication, an actuary should be mindful of the needs and concerns of each of the intended users. In certain situations, some intended users may receive different actuarial documents. Thus, an actuarial report for one intended user may differ from the report for a different intended user. Even the least comprehensive version of an actuarial report is subject to the guidance of this standard.

An actuary, while functioning in a professional capacity, may be involved in informal communication with others. Actuarial findings may be communicated under circumstances that make inclusion of all supporting information impractical or unnecessary. This may be particularly common in a company environment. Other circumstances such as severe time constraints (for example, union negotiations, mergers and acquisitions) may make inclusion of all recommended disclosure items impractical, if not impossible. In these instances, the content of the actuarial report is often limited. These situations are addressed in section 3.3.

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Appendix 2

Comments on the Second Exposure Draft and Responses

The second exposure draft of this ASOP, *Actuarial Communications*, was issued in December 2009 with a comment deadline of March 31, 2010. Thirty-seven comment letters were received, some of which were submitted on behalf of multiple commentators, such as by firms or committees. For purposes of this appendix, the term “commentator” may refer to more than one person associated with a particular comment letter. The General Committee carefully considered all comments received, reviewed the exposure draft and proposed changes. The ASB reviewed the proposed changes and made modifications where appropriate.

Summarized below are the significant issues and questions contained in the comment letters and the responses.

The term “reviewers” in appendix 2 includes the General Committee and the ASB. Also, unless otherwise noted, the section numbers and titles used in appendix 2 refer to those in the second exposure draft.

GENERAL COMMENTS	
Comment	Several commentators raised the issue of a potential deficiency in guidance should the proposed ASOP No. 41 be adopted as final at the same time current ASOP No. 9, <i>Documentation and Disclosure in Property and Casualty Insurance Ratemaking, Loss Reserving, and Valuations</i> , is withdrawn.
Response	The reviewers do not believe that this issue can or should be resolved within ASOP No. 41.
Comment	One commentator believed that the distinction between the guidance for “oral only communication” (for example, a phone call) and guidance for e-mail may not be practical.
Response	The reviewers disagree. E-mail creates a permanent record that can be discovered and referred to in subsequent proceedings (legal or otherwise). Accordingly, the reviewers believe that it is appropriate to consider e-mail as a “document” and subject to the applicable guidance.
Comment	Several commentators expressed concern that the guidance in the second exposure draft was slanted to the consulting environment and not practical within many company situations.

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Response	The reviewers did not intend this interpretation. In rewriting the final version of ASOP No. 41 the reviewers have attempted to be more sensitive to this issue. It is not the intention of this ASOP to impose unnecessary burdens on the internal communications of an organization.
TRANSMITTAL MEMORANDUM	
Question 1: Is the revised concept of an actuarial report reflected in this draft both clear and appropriate?	
Comment	Nineteen commentators responded to this question; only one responded in the affirmative. Most interpreted the second exposure draft to significantly “raise the bar,” requiring a full-fledged report in many situations where it would be neither necessary nor practical.
Response	This interpretation was not the intent of the second exposure draft. The reviewers have been sensitive to these concerns in this revision. Section 3.3 of this standard has been expanded to clarify the guidance in those circumstances where it is not necessary or practical to include all supporting information. Additional discussion was added to appendix 1.
Question 2: Is the revised ASB position on documentation appropriate?	
Comment	A few commentators felt it was appropriate. The ones that disagreed were those that raised concerns about the withdrawal of ASOP No. 9 (see the first “General” comment above).
Response	After considering the comments, the reviewers still believe that the general approach is appropriate. Some modifications have been made to section 3.8 to incorporate guidance in those situations where full supporting information is not supplied within the document(s) of an actuarial report.
Question 3: Does this revised draft incorporate an appropriate emphasis on the need for the actuary to consider the needs of the intended users?	
Comment	The few commentators that did respond to this question answered in the affirmative. One suggested that the second exposure draft may have gone too far in this regard.
Response	The reviewers believe that the purpose of an actuarial communication is to satisfy the needs of the intended user. Accordingly, this final version has retained this perspective.

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SECTION 1. PURPOSE, SCOPE, CROSS REFERENCES, AND EFFECTIVE DATE	
Comment	Two commentators made suggestions with respect to the description of the standard’s guidance.
Response	The description has been revised.
Comment	One commentator expressed concern that the term “actuarial opinion” is not defined.
Response	The reviewers believe that “actuarial opinion” is well understood and did not add a definition.
Comment	One commentator suggested an expansion of the commentary on which communications did not fall within the purview of the standard.
Response	The reviewers believe that the wording is satisfactory.
SECTION 2. DEFINITIONS	
Comment	Several commentators suggested that the definitions in the ASOP adopt the definitions in the Qualification Standards.
Response	The reviewers agreed and adopted the Qualification Standards’ definitions for “actuarial communication” and “actuarial services.”
Comment	One commentator suggested that “actuarial services” be clearly defined.
Response	A definition consistent with the Qualification Standards has been added. Furthermore, the definition of “actuarial finding” was modified to tie more consistently to this definition.
Comment	One commentator suggested that definitions be added for “data,” “methods,” and “procedures.”
Response	The reviewers concluded that the meanings of these terms were well understood and specific definitions were not needed.
Comment	Several commentators were concerned that the proposed standard can be read to imply that any notes taken by an actuary may be considered an actuarial document.

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Response	The reviewers do not believe that an actuary’s notes constitute an actuarial communication unless they are provided to an intended user. If an actuary does not distribute his/her notes to an intended user, there is no actuarial communication and the personal notes taken by the actuary are not subject to the requirements of ASOP No. 41. If either the notes or the material contained in the notes is distributed to an intended user or becomes part of the actuarial report, this creates an actuarial communication and the resulting documents would be subject to the requirements of the standard.
Section 2.1, Actuarial Communication	
Comment	A few commentators suggested that the word “electronic” be deleted from definition 2.1, stating that actuarial communications may be written or oral. Either type (written or oral) can be in electronic or hard copy form. One commentator noted the definition of “actuarial communication” deleted the current reference to a principal.
Response	The reviewers retained the definition to remain consistent with the <i>Code of Professional Conduct</i> and the Qualification Standards.
Section 2.6, Intended Audience	
Comment	Several commentators suggested deletion of the definition “intended audience” and that definitions be provided for “principal” and “actuarial services.”
Response	The reviewers agree with these suggestions and have removed the definition of “intended audience” and provided definitions for “principal” and “actuarial services.”
SECTION 3. ANALYSIS OF ISSUES AND RECOMMENDED PRACTICES	
Section 3.1, Requirements for Actuarial Communications	
Comment	One commentator requested the definition of “principal” be retained; another questioned the usage in sections 3.1.3 and 3.2.
Response	The reviewers agreed. The definition of “principal” from the <i>Code of Professional Conduct</i> was added, and it was used only when appropriate in the context of the guidance throughout the standard.
Comment	One commentator requested wording in section 3.1 and the addition of a section 3.1.5 to make it clear that, when an actuary communicates to the designated representative of a group of intended users, the actuary is deemed to have communicated to the group.

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Response	The reviewers considered this a non-actuarial issue and made no change.
Section 3.1.2, Clarity	
Comment	One commentator felt the phrase “language appropriate to the particular circumstances, taking into account the intended audience” needed further guidance.
Response	The reviewers believe this language is sufficient; not all circumstances can be anticipated.
Section 3.1.3, Timing of Communication	
Comment	Several commentators questioned the wording of section 3.1.3, while one commentator preferred the “guidance” in appendix 1 of the Qualification Standards.
Response	The reviewers agreed and revised section 3.1.3. The reviewers note that appendix 1 of the Qualification Standards is not guidance, and made no change on this account.
Section 3.1.4, Identification of Responsible Actuary	
Comment	Several commentators suggested revised wording for section 3.1.4.
Response	The reviewers were generally satisfied with the wording in the exposure draft but did incorporate minor changes.
Section 3.2, Actuarial Report	
Comment	Several commentators felt that the ASB had “raised the bar” too much in section 3.2 or that the wording seemed only to address consulting situations.
Response	The reviewers modified and expanded former section 3.5 and moved it to section 3.3 to clarify that an actuarial report may be abbreviated in certain situations.
Comment	One commentator felt that the requirement to provide adequate information so that another actuary could assess the reasonableness of the findings was more than was needed if the report was directed to non-actuaries.
Response	Absent circumstances allowing for an abbreviated report under section 3.3, the reviewers believe that information sufficient to make an objective appraisal of the work is a valuable standard. This information does not have to detract from the understandability of a report; it can be presented separately, such as in an appendix.

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Comment	One commentator indicated that the principal, as well as the actuary, should be able to determine what was relevant to an actuarial report.
Response	The reviewers disagreed and did not include such authority for the principal.
Section 3.3 (formerly 3.5), Specific Circumstances	
Comment	Two commentators suggested that further examples or clarification of time pressure was needed.
Response	The reviewers believe this is accomplished as part of the modification of this section for clarity, and the additional discussion added to appendix 1.
Section 3.4.2 (formerly 3.3.2), Conflict of Interest	
Comment	One commentator requested a definition of “information.”
Response	The reviewers did not feel such a definition was needed and made no change.
Section 3.4.4 (formerly 3.3.4), Responsibility for Assumptions and Methods	
Comment	One commentator felt that the actuary is always responsible for the assumptions and methods; that the lead paragraph of 3.4.4 should so state and that 3.4.4.c. should be deleted. A second commentator suggested that the ASOP should allow the actuary to simply disclose that the assumption or method was not set by the actuary and does not represent the actuary’s professional judgment.
Response	The reviewers disagree with both commentators. The first position is not practical in all situations. The second position would be an overly broad exception enabling an actuary to inappropriately avoid professional responsibility. The reviewers believe that the revisions to section 3.4.4 in this version of the standard strike the proper balance between professional responsibility and real-life practicality.
Comment	Two commentators wondered whether “specified by law” (section 3.4.4(a)) could be interpreted to include situations (FAS 87) where assumptions are specified by a third party under some binding authority.
Response	The reviewers believe the language and intent are clear. FAS 87 situations (and all circumstances where the assumption or method is not specified within law) fall under section 3.4.4(b).
Section 3.4.4(b) (formerly 3.3.4(b), Responsibility for Assumptions and Methods	

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Comment	One commentator suggested rewording to accommodate assumptions the actuary is not qualified to make.
Response	The reviewers agreed and changed the wording of 3.4.4(b)(3) and 4.3(d)(2) to reflect this.
Comment	One commentator thought that the actuary should be required to provide an affirmative statement of agreement with assumptions that “do not conflict significantly with what the actuary considers to be reasonable.”
Response	The reviewers believe this would be an impractical and unnecessary requirement.
Section 3.4.4(c) (formerly 3.3.4(c), Responsibility for Assumptions and Methods	
Comment	One commentator suggested removing the word “prominently.”
Response	The reviewers agreed and removed it.
Section 3.4.5 (formerly 3.3.5), Information Date of Report	
Comment	One commentator suggested making dates plural as different information may have different dates.
Response	The reviewers agreed and changed the word to “date(s).”
Section 3.4.6 (formerly 3.3.6), Subsequent Events	
Comment	Two commentators suggested wording changes.
Response	The reviewers agreed and changed some words.
Comment	One commentator suggested that if an actuary is aware of an event that has a material effect on the findings, then it is possible that the actuary would need to submit a revised report.
Response	The reviewers agree, but recognize that this is not always possible. Section 3.4.6(d) has been added to clarify this situation.
Section 3.5 (formerly 3.4), Reconciliation of Material Differences	
Comment	Several commentators suggested “reconcile” was too strong a requirement, and “same assignment” was imprecise.
Response	The reviewers agreed and revised this section.
Section 3.6, Oral Communications	

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Comment	One commentator expressed concern that “passed on to other parties” was too broad, and should be restricted to intended users.
Response	The reviewers disagreed and made no change.
Section 3.8, Documentation	
Comment	One commentator felt the actuary should take reasonable steps to ensure that another qualified actuary could take over the work if necessary.
Response	The reviewers agreed and revised this section.
SECTION 4. COMMUNICATIONS AND DISCLOSURES	
Section 4.1.2, Identification of Actuarial Documents	
Comment	One commentator suggested that this provision seems overly broad and cumbersome, and should be removed.
Response	The reviewers disagreed, feeling identification of documents is important, and made no change.
Section 4.1.3, Disclosures in Actuarial Reports	
Comment	One commentator felt that a report provided by the actuary will be so laden down by disclosures that clear and concise communications will be difficult.
Response	The reviewers disagreed and made no change. They noted that disclosures could be in a separate section of the report from the findings, and so do not prevent clarity of communication.
Comment	One commentator felt section 4.1.3 should be expanded to include disclosures required by section 3.4.4.
Response	The reviewers disagreed and made no change. The disclosures required by section 3.4.4 are addressed in sections 4.2 and 4.3.
Comment	One commentator felt section 4.1.3 should reference the exceptions addressed in section 3.3.
Response	The reviewers agreed and referenced section 3.3 in section 4.1.3.
Comment	One commentator felt where the actuarial report consists of more than one document, the actuary should disclose the documents that comprise the full report.

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Response	The reviewers agreed and added paragraph j. to section 4.1.3.
Comment	One commentator felt that “on which the actuary relied” should be moved to immediately after “any information.”
Response	The reviewers agreed and made this change.
Comment	One commentator felt it would be helpful to include examples to clarify the phrase “unless it is inappropriate to do so.”
Response	The reviewers felt that incorporating a list of examples may limit the actuary’s judgment, and made no change.
Section 4.2, Certain Assumptions or Methods Prescribed by Law	
Comment	One commentator requested that section 4.2 should be expanded to clarify that assumptions and methods prescribed by or under the authority of FASB, should be treated as “prescribed by law.”
Response	The reviewers disagreed in part and made no change. An assumption or method prescribed by FASB would come under section 4.2 (assuming FASB is “other binding authority”). An assumption or method prescribed by a third party under the authority of FASB would not be covered by section 4.2.
Section 4.3, Responsibility for Assumptions and Methods	
Comment	One commentator questioned whether every assumption or method used for a monthly valuation had to be addressed in each actuarial report, or could reference be made to a master document?
Response	The reviewers made no change as this is the intent of section 3.2, which recognizes that an actuarial report often consists of multiple documents. The master document referred to in the comment fits this concept well.
Comment	One commentator questioned the need to disclose in an internal document “the reason why the other party set the assumption or method”
Response	The reviewers agreed and qualified section 4.3 by reference to section 3.3.
Comment	One commentator suggested adding a section 4.3(d)(3) with language such as “that the actuary agreed with the assumption or method.”
Response	The reviewers made no change, since section 4.3 is only triggered if the actuary disowns the assumption or method.

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Comment	One commentator pointed out that the guidance in this section is different than the guidance for similar situations under section 5.4.5 of ASOP No. 20.
Response	The reviewers believe the guidance in this section is appropriate to the general situation and have made no change. Section 1.2 of this standard states that where guidance of other standards conflicts with the guidance in this standard, the other standard applies.
Section 4.4, Deviation From the Guidance of an ASOP	
Comment	One commentator objected to the revision of section 4.4 (from the existing ASOP) and requested the original language be retained.
Response	The reviewers disagreed and made no change. The reviewers believe that the disclosures required under section 4.4 are adequately strong to address the concerns of the commentator. The revised section 4.4 is part of the ASB initiative to move all substantive guidance on deviation into ASOP No. 41 (and thus achieve consistency across ASOPs.) Part of this initiative is to clarify that “deviation” means deviating from the guidance of an ASOP. Compliance with the ASOP is still possible through adequate disclosure.



ACTUARIAL STANDARDS BOARD

**Actuarial Standard
of Practice
No. 43**

Property/Casualty Unpaid Claim Estimates

**Developed by the
Subcommittee on Reserving of the
Casualty Committee of the
Actuarial Standards Board**

**Adopted by the
Actuarial Standards Board
June 2007
Updated for Deviation Language Effective May 1, 2011**

(Doc. No. 159)

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June 2007

TO: Members of Actuarial Organizations Governed by the Standards of Practice of the Actuarial Standards Board and Other Persons Interested in Property/Casualty Unpaid Claim Estimates

FROM: Actuarial Standards Board (ASB)

SUBJ: Actuarial Standard of Practice (ASOP) No. 43

This booklet contains the final version of ASOP No. 43, *Property/Casualty Unpaid Claim Estimates*.

Background

Currently, no ASOP exists to provide guidance to actuaries developing unpaid claim estimates. ASOP No. 36, *Statements of Actuarial Opinion Regarding Property/Casualty Loss and Loss Adjustment Expense Reserves*, provides guidance to the actuary in issuing a written statement of actuarial opinion but not in developing an unpaid claim estimate. The Casualty Actuarial Society's *Statement of Principles Regarding Property and Casualty Loss and Loss Adjustment Expense Reserves* contains some guidance. However, that document is currently under review and the revised document is expected to contain significantly less guidance than the current version. Therefore, to address this issue, the ASB charged the Subcommittee on Reserving of the ASB Casualty Committee with creating an ASOP to provide guidance to actuaries regarding property/casualty unpaid claim estimates.

First Exposure Draft

The first exposure draft of this ASOP was approved for exposure in February 2006 with a comment deadline of June 30, 2006. Thirty-two comment letters were received and considered in developing modifications that were reflected in the second exposure draft.

Second Exposure Draft

The second exposure draft of this ASOP was approved for exposure in February 2007 with a comment deadline of May 1, 2007. The Subcommittee on Reserving carefully considered the nine comment letters received and made changes to the language in several sections in response. For a summary of the issues contained in these comment letters, please see appendix 2.

Due to the volume of comments received throughout the exposure period on the Actuarial Central Estimate concept, an additional appendix (see appendix 3) was added to address the

comments.

The Subcommittee on Reserving thanks everyone who took the time to contribute comments and suggestions on both exposure drafts.

The ASB voted in June 2007 to adopt this standard.

Subcommittee on Reserving of the Casualty Committee

Raji Bhagavatula, Chairperson

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Edward W. Ford	David S. Powell
Louise A. Francis	Jason L. Russ
Margaret Wendy Germani	Lee R. Steeneck
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ACTUARIAL STANDARD OF PRACTICE NO. 43

PROPERTY/CASUALTY UNPAID CLAIM ESTIMATES

STANDARD OF PRACTICE

Section 1. Purpose, Scope, Cross References, and Effective Date

- 1.1 Purpose—This actuarial standard of practice (ASOP) provides guidance to actuaries when performing professional services relating to the estimation of loss and loss adjustment expense for unpaid claims for property/casualty coverages. Any reference to “unpaid claims” in this standard includes (unless explicitly stated otherwise) the associated unpaid claim adjustment expense even when not accompanied by the estimation of unpaid claims.
- 1.2 Scope—This standard applies to actuaries when performing professional services related to developing unpaid claim estimates only for events that have already occurred or will have occurred, as of an accounting date, exclusive of estimates developed solely for ratemaking purposes. This standard applies to the actuary when estimating unpaid claims for all classes of entities, including self-insureds, insurance companies, reinsurers, and governmental entities. This standard applies to estimates of gross amounts before recoverables (such as deductibles, ceded reinsurance, and salvage and subrogation), estimates of amounts after such recoverables, and estimates of amounts of such recoverables.

This standard applies to the actuary only with respect to unpaid claim estimates that are communicated as an actuarial finding (as described in ASOP No. 41, *Actuarial Communications*) in written or electronic form. Actions taken by the actuary’s principal regarding such estimates are beyond the scope of this standard.

The terms “reserves” and “reserving” are sometimes used to refer to “unpaid claim estimates” and “unpaid claim estimate analysis.” In this standard, the term “reserve” is limited to its strict definition as an amount booked in a financial statement. Services described above are covered by this standard, regardless as to whether the actuary refers to the work performed as “reserving,” “estimating unpaid claims” or any other term.

This standard does not apply to the estimation of items that may be a function of unpaid claim estimates or claim outcomes, such as (but not limited to) loss-based taxes, contingent commissions and retrospectively rated premiums.

This standard does not apply to unpaid claims under a “health benefit plan” covered by ASOP No. 5, *Incurred Health and Disability Claims*, or included as “health and disability liabilities” under ASOP No. 42, *Determining Health And Disability Liabilities Other Than Liabilities for Incurred Claims*. However, this standard does apply to health benefits

associated with state or federal workers compensation statutes and liability policies.

With respect to discounted unpaid claim estimates for property/casualty coverages, this standard addresses the determination of the undiscounted value of such estimates. The actuary should be guided by ASOP No. 20, *Discounting of Property and Casualty Loss and Loss Adjustment Expense Reserves*, to address additional considerations to reflect the effects of discounting.

An actuary may develop an unpaid claim estimate in the context of issuing a written statement of actuarial opinion regarding property/casualty loss and loss adjustment expense reserves. This standard addresses the determination of the unpaid claim estimate. The actuary should be guided by ASOP No. 36, *Statements of Actuarial Opinion Regarding Property/Casualty Loss and Loss Adjustment Expense Reserves*, to address additional considerations associated with the issuance of such a statement.

If the actuary departs from the guidance set forth in this standard in order to comply with applicable law (statutes, regulations, and other legally binding authority), or for any other reason the actuary deems appropriate, the actuary should refer to section 4.

- 1.3 Cross References—When this standard refers to the provisions of other documents, the reference includes the referenced documents as they may be amended or restated in the future, and any successor to them, by whatever name called. If any amended or restated document differs materially from the originally referenced document, the actuary should consider the guidance in this standard to the extent it is applicable and appropriate.
- 1.4 Effective Date—This standard will be effective for any actuarial work product covered by this standard’s scope produced on or after September 1, 2007.

Section 2. Definitions

The terms below are defined for use in this actuarial standard of practice.

- 2.1 Actuarial Central Estimate—An estimate that represents an expected value over the range of reasonably possible outcomes.
- 2.2 Claim Adjustment Expense—The costs of administering, determining coverage for, settling, or defending claims even if it is ultimately determined that the claim is invalid.
- 2.3 Coverage—The terms and conditions of a plan or contract, or the requirements of applicable law, that create an obligation for claim payment associated with contingent events.
- 2.4 Event—The incident or activity that triggers potential for claim or claim adjustment expense payment.

- 2.5 Method—A systematic procedure for estimating the unpaid claims.
- 2.6 Model—A mathematical or empirical representation of a specified phenomenon.
- 2.7 Model Risk—The risk that the methods are not appropriate to the circumstances or the models are not representative of the specified phenomenon.
- 2.8 Parameter Risk—The risk that the parameters used in the methods or models are not representative of future outcomes.
- 2.9 Principal—The actuary’s client or employer. In situations where the actuary has both a client and an employer, as is common for consulting actuaries, the facts and circumstances will determine whether the client or the employer (or both) is the principal with respect to any portion of this standard.
- 2.10 Process Risk—The risk associated with the projection of future contingencies that are inherently variable, even when the parameters are known with certainty.
- 2.11 Unpaid Claim Estimate—The actuary’s estimate of the obligation for future payment resulting from claims due to past events.
- 2.12 Unpaid Claim Estimate Analysis—The process of developing an unpaid claim estimate.

Section 3. Analysis of Issues and Recommended Practices

- 3.1 Purpose or Use of the Unpaid Claim Estimate—The actuary should identify the intended purpose or use of the unpaid claim estimate. Potential purposes or uses of unpaid claim estimates include, but are not limited to, establishing liability estimates for external financial reporting, internal management reporting, and various special purpose uses such as appraisal work and scenario analyses. Where multiple purposes or uses are intended, the actuary should consider the potential conflicts arising from those multiple purposes and uses and should consider adjustments to accommodate the multiple purposes to the extent that, in the actuary’s professional judgment, it is appropriate and practical to make such adjustments.
- 3.2 Constraints on the Unpaid Claim Estimate Analysis—Sometimes constraints exist in the performance of an actuarial analysis, such as those due to limited data, staff, time or other resources. Where, in the actuary’s professional judgment, the actuary believes that such constraints create a significant risk that a more in-depth analysis would produce a materially different result, the actuary should notify the principal of that risk and communicate the constraints on the analysis to the principal.
- 3.3 Scope of the Unpaid Claim Estimate—The actuary should identify the following:
 - a. the intended measure of the unpaid claim estimate;

1. Examples of various types of measures for the unpaid claim estimate include, but are not limited to, high estimate, low estimate, median, mean, mode, actuarial central estimate, mean plus risk margin, actuarial central estimate plus risk margin, or specified percentile.

As defined in section 2.1, the actuarial central estimate represents an expected value over the range of reasonably possible outcomes. Such range of reasonably possible outcomes may not include all conceivable outcomes, as, for example, it would not include conceivable extreme events where the contribution of such events to an expected value is not reliably estimable. An actuarial central estimate may or may not be the result of the use of a probability distribution or a statistical analysis. This description is intended to clarify the concept rather than assign a precise statistical measure, as commonly used actuarial methods typically do not result in a statistical mean.

The terms “best estimate” and “actuarial estimate” are not sufficient identification of the intended measure, as they describe the source or the quality of the estimate but not the objective of the estimate.

2. The actuary should consider whether the intended measure is appropriate to the intended purpose or use of the unpaid claim estimate.
 3. The description of the intended measure should include the identification of whether any amounts are discounted.
 - b. whether the unpaid claim estimate is to be gross or net of specified recoverables;
 - c. whether and to what extent collectibility risk is to be considered when the unpaid claim estimate is affected by recoverables;
 - d. the specific types of unpaid claim adjustment expenses covered in the unpaid claim estimate (for example, coverage dispute costs, defense costs, and adjusting costs);
 - e. the claims to be covered by the unpaid claim estimate (for example, type of loss, line of business, year, and state); and
 - f. any other items that, in the actuary’s professional judgment, are needed to describe the scope sufficiently.
- 3.4 Materiality—The actuary may choose to disregard items that, in the actuary’s professional judgment, are not material to the unpaid claim estimate given the intended purpose and use. The actuary should evaluate materiality based on professional judgment, taking into account the requirements of applicable law and the intended purpose of the unpaid claim estimate.

- 3.5 Nature of Unpaid Claims—The actuary should have an understanding of the nature of the unpaid claims being estimated. This understanding should be based on what a qualified actuary in the same practice area could reasonably be expected to know or foresee as being relevant and material to the estimate at the time of the unpaid claim estimate analysis, given the same purpose, constraints, and scope. The actuary need not be familiar with every aspect of potential unpaid claims.

Examples of aspects of the unpaid claims (including any material trends and issues associated with such elements) that may require an understanding include the following:

- a. coverage;
- b. conditions or circumstances that make a claim more or less likely or the cost more or less severe;
- c. the underlying claim adjustment process; and
- d. potential recoverables.

- 3.6 Unpaid Claim Estimate Analysis—The actuary should consider factors associated with the unpaid claim estimate analysis that, in the actuary’s professional judgment, are material and are reasonably foreseeable to the actuary at the time of estimation. The actuary is not expected to become an expert in every aspect of potential unpaid claims.

The actuary should consider the following items when performing the unpaid claim estimate analysis:

- 3.6.1 Methods and Models—The actuary should consider methods or models for estimating unpaid claims that, in the actuary’s professional judgment, are appropriate. The actuary should select specific methods or models, modify such methods or models, or develop new methods or models based on relevant factors including, but not limited to, the following:

- a. the nature of the claims and underlying exposures;
- b. the development characteristics associated with these claims;
- c. the characteristics of the available data;
- d. the applicability of various methods or models to the available data; and
- e. the reasonableness of the assumptions underlying each method or model.

The actuary should consider whether a particular method or model is appropriate in light of the purpose, constraints, and scope of the assignment. For example, an

unpaid claim estimate produced by a simple methodology may be appropriate for an immediate internal use. The same methodology may be inappropriate for external financial reporting purposes.

The actuary should consider whether, in the actuary's professional judgment, different methods or models should be used for different components of the unpaid claim estimate. For example, different coverages within a line of business may require different methods.

The actuary should consider the use of multiple methods or models appropriate to the purpose, nature and scope of the assignment and the characteristics of the claims unless, in the actuary's professional judgment, reliance upon a single method or model is reasonable given the circumstances. If for any material component of the unpaid claim estimate the actuary does not use multiple methods or models, the actuary should disclose and discuss the rationale for this decision in the actuarial communication.

In the case when the unpaid claim estimate is an update to a previous estimate, the actuary may choose to use the same methods or models as were used in the prior unpaid claim estimate analysis, different methods or models, or a combination of both. The actuary should consider the appropriateness of the chosen methods or models, even when the decision is made not to change from the previously applied methods or models.

- 3.6.2 Assumptions—The actuary should consider the reasonableness of the assumptions underlying each method or model used. Assumptions generally involve significant professional judgment as to the appropriateness of the methods and models used and the parameters underlying the application of such methods and models. Assumptions may be implicit or explicit and may involve interpreting past data or projecting future trends. The actuary should use assumptions that, in the actuary's professional judgment, have no known significant bias to underestimation or overestimation of the identified intended measure and are not internally inconsistent. Note that bias with regard to an expected value estimate would not necessarily be bias with regard to a measure intended to be higher or lower than an expected value estimate.

The actuary should consider the sensitivity of the unpaid claim estimates to reasonable alternative assumptions. When the actuary determines that the use of reasonable alternative assumptions would have a material effect on the unpaid claim estimates, the actuary should notify the principal and attempt to discuss the anticipated effect of this sensitivity on the analysis with the principal.

When the principal is interested in the value of an unpaid claim estimate under a particular set of assumptions different from the actuary's assumptions, the actuary may provide the principal with the results based on such assumptions, subject to appropriate disclosure.

- 3.6.3 Data—The actuary should refer to ASOP No. 23, *Data Quality*, with respect to the selection of data to be used, relying on data supplied by others, reviewing data, and using data.
- 3.6.4 Recoverables—Where the unpaid claim estimate analysis encompasses multiple types of recoverables, the actuary should consider interaction among the different types of recoverables and should adjust the analysis to reflect that interaction in a manner that the actuary deems appropriate.
- 3.6.5 Gross vs. Net—The scope of the unpaid claim estimate analysis may require estimates both gross and net of recoverables. Gross and net estimates may be viewed as having three components, which are the gross estimate, the estimated recoverables, and the net estimate. The actuary should consider the particular facts and circumstances of the assignment when choosing which components to estimate.
- 3.6.6 External Conditions—Claim obligations are influenced by external conditions, such as potential economic changes, regulatory actions, judicial decisions, or political or social forces. The actuary should consider relevant external conditions that are generally known by qualified actuaries in the same practice area and that, in the actuary’s professional judgment, are likely to have a material effect on the actuary’s unpaid claim estimate analysis. However, the actuary is not required to have detailed knowledge of or consider all possible external conditions that may affect the future claim payments.
- 3.6.7 Changing Conditions—The actuary should consider whether there have been significant changes in conditions, particularly with regard to claims, losses, or exposures, that are likely to be insufficiently reflected in the experience data or in the assumptions used to estimate the unpaid claims. Examples include reinsurance program changes and changes in the practices used by the entity’s claims personnel to the extent such changes are likely to have a material effect on the results of the actuary’s unpaid claim estimate analysis. Changing conditions can arise from circumstances particular to the entity or from external factors affecting others within an industry. When determining whether there have been known, significant changes in conditions, the actuary should consider obtaining supporting information from the principal or the principal’s duly authorized representative and may rely upon their representations unless, in the actuary’s professional judgment, they appear to be unreasonable.
- 3.6.8 Uncertainty—The actuary should consider the uncertainty associated with the unpaid claim estimate analysis. This standard does not require or prohibit the actuary from measuring this uncertainty. The actuary should consider the purpose and use of the unpaid claim estimate in deciding whether or not to measure this uncertainty. When the actuary is measuring uncertainty, the actuary should consider the types and sources of uncertainty being measured and choose the methods, models, and

assumptions that are appropriate for the measurement of such uncertainty. For example, when measuring the variability of an unpaid claim estimate covering multiple components, consideration should be given to whether the components are independent of each other or whether they are correlated. Such types and sources of uncertainty surrounding unpaid claim estimates may include uncertainty due to model risk, parameter risk, and process risk.

- 3.7 Unpaid Claim Estimate—The actuary should take into account the following with respect to the unpaid claim estimate:
- 3.7.1 Reasonableness—The actuary should assess the reasonableness of the unpaid claim estimate, using appropriate indicators or tests that, in the actuary’s professional judgment, provide a validation that the unpaid claim estimate is reasonable. The reasonableness of an unpaid claim estimate should be determined based on facts known to, and circumstances known to or reasonably foreseeable by, the actuary at the time of estimation.
 - 3.7.2 Multiple Components—When the actuary’s unpaid claim estimate comprises multiple components, the actuary should consider whether, in the actuary’s professional judgment, the estimates of the multiple components are reasonably consistent.
 - 3.7.3 Presentation—The actuary may present the unpaid claim estimate in a variety of ways, such as a point estimate, a range of estimates, a point estimate with a margin for adverse deviation, or a probability distribution of the unpaid claim amount. The actuary should consider the intended purpose or use of the unpaid claim estimate when deciding how to present the unpaid claim estimate.
- 3.8 Documentation—The actuary should consider the intended purpose or use of the unpaid claim estimate when documenting work, and should refer to ASOP No. 41, *Actuarial Communications*.

Section 4. Communications and Disclosures

- 4.1 Actuarial Communication—When issuing an actuarial communication subject to this standard, the actuary should consider the intended purpose or use of the unpaid claim estimate and refer to ASOP Nos. 23 and 41.

In addition, consistent with the intended purpose or use, the actuary should disclose the following in an appropriate actuarial communication:

- a. the intended purpose(s) or use(s) of the unpaid claim estimate, including adjustments that the actuary considered appropriate in order to produce a single work product for multiple purposes or uses, if any, as described in section 3.1;
- b. significant limitations, if any, which constrained the actuary’s unpaid claim estimate analysis such that, in the actuary’s professional judgment, there is a significant risk that a more in-depth analysis would produce a materially different result, as described in section 3.2;
- c. the scope of the unpaid claim estimate, as described in section 3.3;
- d. the following dates: (1) the accounting date of the unpaid claim estimate, which is the date used to separate paid versus unpaid claim amounts; (2) the valuation date of the unpaid claim estimate, which is the date through which transactions are included in the data used in the unpaid claim estimate analysis; and (3) the review date of the unpaid claim estimate, which is the cutoff date for including information known to the actuary in the unpaid claim estimate analysis, if appropriate. An example of such communication is as follows: “This unpaid claim estimate as of December 31, 2005 was based on data evaluated as of November 30, 2005 and additional information provided to me through January 17, 2006.”;
- e. specific significant risks and uncertainties, if any, with respect to whether actual results may vary from the unpaid claim estimate;
- f. significant events, assumptions, or reliances, if any, underlying the unpaid claim estimate that, in the actuary’s professional judgment, have a material effect on the unpaid claim estimate, including assumptions provided by the actuary’s principal or an outside party or assumptions regarding the accounting basis or application of an accounting rule. If the actuary depends upon a material assumption, method, or model that the actuary does not believe is reasonable or cannot determine to be reasonable, the actuary should disclose the dependency of the estimate on that assumption/method/model and the source of that assumption/method/model. The actuary should use professional judgment to determine whether further disclosure would be appropriate in light of the purpose of the assignment and the intended users

of the actuarial communication;

- g. the disclosure in ASOP No. 41, section 4.2, if any material assumption or method was prescribed by applicable law (statutes, regulations, and other legally binding authority);
- h. the disclosure in ASOP No. 41, section 4.3, if the actuary states reliance on other sources and thereby disclaims responsibility for any material assumption or method selected by a party other than the actuary; and
- i. the disclosure in ASOP No. 41, section 4.4, if, in the actuary's professional judgment, the actuary has otherwise deviated materially from the guidance of this ASOP.

4.2 Additional Disclosures—In certain cases, consistent with the intended purpose or use, the actuary may need to make the following disclosures in addition to those in section 4.1:

- a. In the case when the actuary specifies a range of estimates, the actuary should disclose the basis of the range provided, for example, a range of estimates of the intended measure (each of such estimates considered to be a reasonable estimate on a stand-alone basis); a range representing a confidence interval within the range of outcomes produced by a particular model or models; or a range representing a confidence interval reflecting certain risks, such as process risk and parameter risk.
- b. In the case when the unpaid claim estimate is an update of a previous estimate, the actuary should disclose changes in assumptions, procedures, methods or models that the actuary believes to have a material impact on the unpaid claim estimate and the reasons for such changes to the extent known by the actuary. This standard does not require the actuary to measure or quantify the impact of such changes.

Appendix 1

Background and Current Practices

Note: This appendix is provided for informational purposes but is not part of the standard of practice.

Background

This standard defines issues and considerations that an actuary should take into account when estimating unpaid claim and claim adjustment expense for property and casualty coverages or hazard risks. The *Statement of Principles Regarding Property and Casualty Loss and Loss Adjustment Expense Reserves* was adopted by the Board of Directors of the Casualty Actuarial Society in May 1988. The *Statement of Principles* has served as the primary guidance regarding estimation of unpaid property and casualty claim and claim adjustment expense amounts providing both principles and considerations related to practice. In conjunction with the development of this standard, the *Statement of Principles* is undergoing revision to focus on principles rather than also discussing considerations.

A decision was made to exclude unpaid claim estimates developed for ratemaking purposes from the scope of this standard. This was done to avoid placing inappropriate requirements on unpaid claim estimates in the ratemaking context, and to keep the scope workable by excluding additional considerations only applicable to the ratemaking context. Ratemaking requires more of a hypothetical analysis of possible future events than an analysis of the cost of past events. Hence, the selection and evaluation of assumptions and methods for ratemaking purposes may be different from the selection and evaluation of such for past event unpaid claim estimates.

Current Practices

Actuaries are guided by the *Statement of Principles Regarding Property and Liability Loss and Loss Adjustment Expense Reserves* of the Casualty Actuarial Society. Other ASOPs issued by the Actuarial Standards Board pertaining to claim and claim adjustment expense estimates have included ASOP No. 9, *Documentation and Disclosure in Property and Casualty Insurance Ratemaking, Loss Reserving, and Valuations*; ASOP No. 20, *Discounting of Property and Casualty Loss and Loss Adjustment Expense Reserves*; ASOP No. 23, *Data Quality*; ASOP No. 36, *Statement of Opinion Regarding Property/Casualty Loss and Loss Adjustment Expense Reserves*, and ASOP No. 41, *Actuarial Communications*. In addition, since 1993, the Casualty Practice Council of American Academy of Actuaries has published practice notes addressing current National Association of Insurance Commissioners' requirements for the statement of actuarial opinion. The practice notes describe some current practices and show illustrative wording for handling issues and problems. While these practice notes (and future practice notes issued after the effective date of this standard) can be updated to react in a timely manner to new concerns or requirements, they are not binding, and they have not gone through the exposure and adoption process of the standards of actuarial practice promulgated by the Actuarial Standards

Board.

There are also numerous educational papers in the public domain relevant to the topic of unpaid claim estimates, including those published by the Casualty Actuarial Society. Some of these are refereed and others are not. While these may provide useful educational guidance to practicing actuaries, none is an actuarial standard.

Appendix 2

Comments on the Second Exposure Draft and Responses

The second exposure draft of this ASOP, *Property/Casualty Unpaid Claim Estimates*, was issued in February 2007 with a comment deadline of May 1, 2007. Nine comment letters were received, some of which were submitted on behalf of multiple commentators, such as by firms or committees. For purposes of this appendix, the term “commentator” may refer to more than one person associated with a particular comment letter. The Subcommittee on Reserving carefully considered all comments received and the Casualty Committee and ASB reviewed (and modified, where appropriate) the proposed changes.

Summarized below are the significant issues and questions contained in the comment letters and the responses.

The term “reviewers” in appendix 2 includes the subcommittee, the Casualty Committee, and the ASB. Also, unless otherwise noted, the section numbers and titles used in appendix 4 refer to those in the second exposure draft.

GENERAL COMMENTS	
Comment	Two commentators requested that the standard comment on what would constitute reasonable review of a previous estimate. Specifically, they were concerned with actuaries reviewing an earlier estimate with the benefit of hindsight, particularly in a litigation situation.
Response	A sentence has been added to section 3.7.1, Reasonableness, to address this issue.
SECTION 1. PURPOSE, SCOPE, CROSS REFERENCES, AND EFFECTIVE DATE	
Section 1.2, Scope	
Comment	One commentator suggested a clarification to section 1.2, inserting the words “or will have occurred” immediately after the words “for events that have already occurred.”
Response	The reviewers agree and made the change.
Comment	One commentator was concerned that the development of unpaid claim estimates for ratemaking purposes would benefit from much of what is in this standard, despite the ratemaking scope exclusion in this standard. The recommendation was to retain the ratemaking exclusion in this standard but to then begin work on a revision that would remove such an exclusion.
Response	The reviewers agree with retaining the ratemaking scope exclusion for this standard but believe the ratemaking situation is outside their current charge.

Comment	One commentator suggested adding the words “specific types of” before the word “recoverables” in the first paragraph of section 1.2, as otherwise it might imply that all types of recoverables are being discussed.
Response	The reviewers disagree with the suggestion, as the intent is to potentially include all types of recoverables related to unpaid claims, relying on the actuary in section 3.3, Scope of the Unpaid Claim Estimate, to identify the particular recoverables (if any) applicable to the given purpose or use of the unpaid claim estimate(s) being developed. The reviewers made no change.
Comment	Two commentators were concerned that some may be confused by the use of the term “unpaid claim estimates” rather than “reserves.”
Response	The reviewers added a paragraph to section 1.2 for clarity.
Comment	One commentator was concerned that the scope exclusion for items that “may be a function of unpaid claim estimates” would inadvertently exclude recoverables that are included in unpaid claims.
Response	The reviewers believe that the standard is sufficiently clear (as reflected in the first paragraph, last sentence of section 1.2) that such recoverables are covered by the standard.
Comment	One commentator suggested adding “pricing” and “premiums” to the list of items that are a function of unpaid claim estimates or claim outcomes but not included in this standard’s scope.
Response	The reviewers do not feel this is necessary, as ratemaking is already excluded in the section’s first paragraph, and this list is not meant to be all inclusive.
Comment	Two commentators expressed concern that health insurance written by companies filing property/casualty annual statements may be included in the scope. One of these commentators recommended addressing this by explicitly excluding health insurance from the scope. The other commentator recommended that there was no need for a separate property casualty standard on unpaid claim estimates, as the property/casualty perspective could probably be addressed in the current ASOP No. 5, <i>Incurred Health and Disability Claims</i> . The latter commentator also suggested a definition of “property/casualty” be provided if a separate property/casualty standard was to be adopted.
Response	The reviewers agree that such confusion may exist, and added a paragraph to section 1.2, Scope.
Comment	One commentator stated the end of section 1.2 dealing with conflict with applicable law, etc. is not necessary, and that the term “provision” (found in section 1.3, Cross References) is also used in some jurisdictions in place of policy or loss reserves.
Response	The reviewers disagree as this wording is standard for all ASOPs and made no change.

SECTION 2. DEFINITIONS	
Section 2.1, Actuarial Central Estimate	
Comment	One commentator objected to the term “actuarial central estimate,” due to the concern that it would be a truncated mean in most situations, biased low relative to the expected value, and recommended that if absolutely needed in the standard that it be relabeled without the word “actuarial” as part of the label.
Response	The reviewers disagree with the deletion of the term “actuarial” and made no change. Refer to appendix 3.
Comment	One commentator was concerned that the use of the term “expected value” in the definition of “actuarial central estimate” would imply a statistical mean. The commentator suggested changing “expected value” to “central tendency...such as an average or an expected value.”
Response	The reviewers considered similar wording in the drafting process and made no change. Refer to appendix 3.
Comment	One commentator suggested that different terms be used to describe the results from methods vs. models. Specifically, the commentator suggested the term “actuarial central estimate” be limited to describing a result from a method, while the term “actuarial distribution estimate” or some other term be used to describe the results of a model.
Response	The reviewers believe the standard allows the actuary to describe the results using whatever term the actuary sees fit to use (the term “actuarial central estimate” is provided as just one of many possible terms that can be used) and made no change.
Section 2.3, Coverage	
Comment	One commentator was concerned that the definition of “coverage” did not include self-insured first party claims.
Response	The reviewers could not envision a situation where a “liability” or claim would exist with regard to first party self-insured losses. Rather, this was viewed as more of a reduction in asset value. As such, the reviewers did not agree with the need to address self-insured first party claims and made no change.
Section 2.5, Method and 2.6, Model	
Comment	One commentator stated, “There are definite differences between ‘methods’ and ‘models’ that are much more substantial and fundamental than” what is in the proposed standard. The commentator suggested that more complete definitions be taken from the CAS Working Party paper on reserve variability.
Response	The definitions in the standard are abbreviated versions of what is in the referenced Working Party paper. The reviewers believe that further elaboration is unnecessary, although reference to various CAS publications has been added to appendix 1.
Section 2.7. Model Risk	
Comment	One commentator believed that combining reference to methods and models in the definition of “model risk” in section 2.7 caused grammatical problems. The suggested fix was to create a new term, “method risk,” which would also lead to a slight change in paragraph 3.6.8, Uncertainty.
Response	The reviewers believe that common usage is to include what was described as “method risk” in the category of “model risk.” Hence, a change was made to the definition, but a separate term (and definition) for “method risk” was not added.

Section 2.8, Parameter Risk	
Comment	One commentator objected to the reference to “methods” in the definition of “parameter” risk, due to a belief that “since a ‘method’ does not have an underlying distribution there are no parameters to estimate.”
Response	The reviewers believe that this is within the purview of common usage of the terms “methods” and “parameters,” and made no change.
Comment	One commentator suggested adding a definition of “parameter” for consistency purposes.
Response	The reviewers believe that such a definition is unnecessary and made no change.
Section 2.11, Unpaid Claim Estimates	
Comment	One commentator suggested modifying this definition (and the unpaid claim estimate analysis definition) to clarify that unpaid claim estimates are synonymous with loss reserve estimates or unpaid claim liability estimates in financial reporting contexts.
Response	The reviewers added language to section 1.2, Scope, for clarity.
SECTION 3. ANALYSIS OF ISSUES AND RECOMMENDED PRACTICES	
Section 3.1, Purpose or Use of the Unpaid Claim Estimate	
Comment	One commentator agreed with the use of the term “unpaid claim estimate” rather than “reserve” to avoid the financial reporting context, but believed that reference to the “intended purpose” of the estimate forced the discussion back solely to reserves and financial reporting. The suggested fix was to remove any discussion of “intended purpose” in the standard, and focus solely on estimating the distribution of possible future outcomes in the standard. (This concern also led to minor changes suggested in section 1.2, Scope.)
Response	The reviewers disagree that the only “intended purposes” would be those relating to financial reporting. Other “intended purposes” (some of which are listed in section 3.1) include merger/acquisition-related valuations, scenario analyses for risk management purposes, valuations as part of commutation discussions, etc. The reviewers made no change.
Comment	The last sentence of this section states “the actuary...should consider adjustments to accommodate the multiple purposes to the extent...it is appropriate and practical” to do so. One commentator asked if the intent was for the actuary to adjust the estimate or to provide different estimates for each purpose/use.
Response	The reviewers discussed different possible approaches to addressing this situation and decided that the standard should be silent on whether to produce multiple estimates, produce a single estimate that attempts to accommodate both purposes (assuming that this is possible), or some other option. Instead, the standard requires the actuary to consider some adjustment and leaves it up to the actuary’s professional judgment as to whether or what kind of adjustment to make. The reviewers made no change.

Section 3.2, Constraints on the Unpaid Claim Estimate Analysis	
Comment	One commentator suggested replacing “staff” with “resources” in this section as to be more general.
Response	The reviewers agree and changed the language.
Comment	One commentator suggested replacing “result” with “estimate” in this section so that it is more consistent with the rest of the ASOP.
Response	The reviewers disagree. As worded, “result” could incorporate other parts of the analysis beyond the estimate, such as analysis of uncertainty (if included in the assignment’s scope). The reviewers made no change.
Comment	Where there is a significant risk of the type described in this section, one commentator recommended that this situation be a required disclosure.
Response	The reviewers disagree noting that required disclosure is already addressed in section 4.1(b) and made no change.
Section 3.3, Scope of the Unpaid Claim Estimate	
Comment	One commentator was concerned that the wording in 3.3(a)(1) may cause actuaries to limit themselves to only the alternatives listed. Alternate wording was suggested.
Response	The reviewers agree and changed the wording in response.
Comment	One commentator suggested an editorial change for section 3.3(c), whereby “is to be considered” would be changed to “is considered.”
Response	The reviewers disagree with the suggestion, as section 3.3 addresses identification of the scope of the work in advance of the actual analysis. Hence, “is to be” is more appropriate than “is” in this context. The reviewers made no change.
Comment	One commentator suggested replacing the phrase “any other items” in section 3.3(f) with “other items” or “any other significant items,” due to a concern that the current wording would be too all inclusive and could result in excessive procedures.
Response	The reviewers disagree, as the reference at the end of the paragraph (“needed to describe the scope sufficiently”) already addresses the stated concern, and made no change.
Comment	One commentator suggested replacing “material to the actuary” with “material to the estimate” in section 3.5, Nature of Unpaid Claims, first paragraph.
Response	The reviewers agree and made the change.
Section 3.6, Unpaid Claim Estimate Analysis	
Comment	One commentator was concerned with the possible ambiguity with the term “factors” in this paragraph.
Response	The reviewers believe that this possible ambiguity is sufficiently addressed by the discussion in section 3.6.

Comment	One commentator suggested that additional guidance on unpaid claim adjustment expenses be provided for situations involving prepaid expenses and third party administrators (TPAs).
Response	The standard already includes claim adjustment expenses in its scope, as “unpaid claims” is defined in section 1.1, Purpose, as including the related claim adjustment expenses. The reviewers also believe that prepayments to TPAs for the expense of adjusting claims is a specific situation and, as such, is too detailed for the general guidance in this standard. The reviewers made no change.
Section 3.6.1, Methods and Models	
Comment	One commentator stated that “we should be doing all we can to foster the rigorous use of stochastic models in favor of traditional deterministic methods” and objected to the use of “methods” and “models” as essentially interchangeable terms.
Response	The reviewers consider judgment to be a major component of the application of both methods and models. As such, the reviewers do not consider one to be clearly superior to the other in all situations. The reviewers made no change.
Comment	In section 3.6.1, in the phrase that says, “For example, different coverages within a line of business may require different methods,” one commentator questioned whether the word “require” was appropriate.
Response	The reviewers believe that the word “require” is appropriate in this context, given that it is used in the context of an example and not in providing a direct requirement. The reviewers made no change.
Comment	One commentator suggested wording with regard to required disclosure if multiple methods were not used for “any component.” The suggestion limited the disclosure to only material components. The same commentator also asked for clarification of the term “component.”
Response	The reviewers reworded the section to clarify that the requirement only existed for material components. The suggested clarification of the term “component” was not adopted, as the reviewers felt that it would lead to a list of component examples that would never be complete for all applications.
Section 3.6.3, Data	
Comment	One commentator suggested adding guidance that “additional liabilities may be necessary if the data does not balance to recorded claim expenses, i.e., if there is a timing difference between when a claim is shown as paid in the actuarial data and when it is recorded by the principal.”
Response	The reviewers believe that this is a specific situation and is covered by the general guidance in section 3.6.1(c). The reviewers made no change.
Section 3.6.6, External Conditions	
Comment	One commentator suggested that section 3.6.6, External Conditions, focused on past or current conditions, while section 3.6.7, Changing Conditions, focused on current or future conditions, and that these time horizons might be clarified in the standard.
Response	The reviewers do not agree that the time horizons in the two sections are constrained as suggested by the commentator and made no change.

Section 3.6.7, Changing Conditions	
Comment	Two commentators suggested that the actuary should be required to evaluate the reasonableness of management’s representations (as referred to in section 3.6.7) under certain circumstances. One of these commentators stated the reference to “reasonable representations” in section 3.6.7 already implies the actuary is required to perform such an evaluation but suggested the standard state this requirement explicitly.
Response	The reviewers disagreed that the standard should require an actuary to perform an evaluation affirming the reasonableness of management’s representations and have revised the language to indicate the actuary may rely upon their representations unless, in the actuary’s professional judgment, they appear to be unreasonable.
Section 3.6.8, Uncertainty	
Comment	One commentator suggested that examples of uncertainty measures be provided.
Response	The reviewers did not believe that such a list was necessary and made no change.
Comment	One commentator suggested that the original reference to the covariance of multiple component’s estimates implied particular statistical tests or relationships that may not be amenable to testing. Replacement wording was suggested.
Response	The reviewers acknowledge the concern and developed new wording that addressed the concern expressed.
Comment	One commentator stated that since the concept of a risk margin is implied by this section, this section should discuss risk margins explicitly.
Response	The reviewers disagree that discussion of uncertainty requires discussion of a risk margin and made no change.
Section 3.7.1, Reasonableness	
Comment	One commentator asked if the actuary should also be assessing the reasonableness of the estimate relative to its intended purpose.
Response	The reviewers believe that the required disclosures in section 4.1, Actuarial Communications, and ASOP No. 41, <i>Actuarial Communications</i> , sufficiently address the commentator’s concerns and made no change.

Section 3.7.2, Multiple Components	
Comment	One commentator stated, “I am not certain how ‘estimates of the multiple components’ can be consistent. I can see how the assumptions used can be consistent, the methods can be consistent, or they can be consistently developed.” As a result, the commentator suggested that this section be clarified.
Response	The reviewers believe that the correct focus is on consistency of the estimates of the multiple components as stated. It is not always apparent whether or not the assumptions and/or models/methods underlying the estimates are consistent until the results of those assumptions/models/methods are evaluated. For example, an estimate of gross claim liabilities and a separate estimate of net claim liabilities may each seem to be reasonable when evaluated individually based on the underlying assumptions/models/methods used in their estimation, but the resulting relationship between gross and net estimates may be found to be unreasonable, indicating that the estimates were not reasonably consistent. The reviewers made no change.
Section 3.7.3, Presentation	
Comment	One commentator recommended that the standard require that the methods and/or models be appropriate to the intended purpose of the estimate, and that this is more important than requiring such of the estimate presentation.
Response	The wording in section 3.6.1, Methods and Models, already addresses this issue and no change was made.
Section 4. Communications and Disclosures	
Section 4.1, Actuarial Communications	
Comment	One commentator noted that the definition of “valuation date” found in section 4.1(d) differed from that found in ASOP No. 41, <i>Actuarial Communications</i> , “the date as of which the liabilities are determined.”
Response	The reviewers believe that the definition in section 4.1(d) of this standard conforms with standard usage of the term among casualty actuaries and made no change.
Comment	One commentator suggested further elaborating on this disclosure requirement by requiring “specific comments regarding the major factors or particular conditions applicable to the unpaid claim estimate.” Otherwise, the commentator was concerned that this would result in too many boilerplate disclosures about the risk.
Response	The reviewers acknowledge the concern and addressed it by adding the word “specific” before “significant” in section 4.1(e).
Section 4.2, Additional Disclosures	
Comment	Where the unpaid claim estimate is an update of a previous estimate, one commentator suggested requiring that the amount of change in estimate be disclosed, with reasons provided whenever the change was significant and the reasons for the change were known.
Response	The reviewers did not agree and made no change.

Appendix

Appendix 1—Background

Comment	One commentator suggested a change to appendix 1 regarding the proposed revision to the CAS <i>Statement of Principles Regarding Property and Casualty Loss and Loss Adjustment Expense Reserves</i> . The commentator recommended that the wording be changed from “focus more narrowly on principles” to “focus more broadly on principles.”
Response	The reviewers disagree, as the proposed revision would remove various sections in the current Principles statement, including extensive discussion on Considerations, and made no change.

Appendix 3

Note: This appendix is provided for informational purposes but is not part of the standard of practice.

Comments on “Actuarial Central Estimate”

During this standard’s development, the “actuarial central estimate” concept and definition elicited the most comments of any of the topics covered. The subcommittee believes that the issues raised by this topic are worthy of expanded discussion. The following is meant to provide additional clarity to these key concepts.

This appendix is organized by first providing a background as to the originally proposed wording regarding the actuarial central estimate, followed by a summary of comments received on the actuarial central estimate proposal and subcommittee responses.

Background

The term “actuarial central estimate” was originally created by the subcommittee due to a desire to have a “default” intended measure for the unpaid claim estimate.

The standard requires that the actuary identify (and disclose) the intended measure. The subcommittee had debated whether or not to require disclosure of the estimate’s intended measure in all cases, or to allow for a default intended measure.¹ If a default did exist, the subcommittee felt that it needed to allow for many of the traditional actuarial estimation methods. But many traditional actuarial methods do not explicitly define the intended measure that results from their application. Implicitly, they attempt to produce a central estimate² of some sort with regard to the distribution of possible outcomes, but the resulting intended measure does not have a well-defined statistical definition. Hence, if the standard were to include a default intended measure, the subcommittee believed that it would have to create a new term and a corresponding definition.

As to the definition of the term, it is generally agreed that most traditional actuarial methods are meant to produce some measure of central tendency. But what measure? There are several different measures of central tendency, including (for example) mean, median, mode, and truncated mean. The subcommittee believed that “mean” best represented the central tendency measure implicitly underlying most traditional actuarial methods, even if such traditional methods are not statistical in nature. (For further discussion, this will be referred to as a “conceptual mean” rather than a “statistical mean.”)

Next, the subcommittee considered the issue of whether this conceptual mean is intended to

¹ Note that several accounting frameworks use the term “measurement objective” for this concept, rather than “intended measure.”

² Note that “central estimate” does not imply a midpoint. One respondent suggested using the words “medium or intermediate” estimate to avoid any incorrect interpretation that a “central estimate” must be a midpoint.

incorporate the entire range of all possible outcomes. In some lines of business, the subcommittee felt that this would be problematic due to the potential for doomsday and/or systemic shocks in the tail of the distribution. For example, it is doubtful whether any actuarial estimate (stochastic or deterministic) in 1999 considered the liability for Y2K events to the extent they were forecasted at that time. Many of those Y2K-event liability estimates proved to be overly pessimistic, and most financial statement preparers did not incorporate such estimates in their financial statements prior to January 1, 2000. Similarly, estimates of future mass torts that have yet to be identified (for example, “the next asbestos”) are generally viewed as not reliably estimable. Hence, the subcommittee felt that requiring that the entire range of all possible outcomes be considered in the estimation of the mean is unrealistic.

In looking for other approaches for dealing with this situation, the subcommittee looked at developments in other parts of the world. The subcommittee found that the term “central estimate” was being used in various locations to describe the intended measure of traditional methods.^{3 4} Initial drafts of this standard also used the same term, but it was eventually decided that the phrase “central estimate” was too generic, with risk of confusion and misinterpretation due to common meanings of the term “central.” The subcommittee felt that a new term needed to be developed that conveyed the same concepts but without the same risk of misinterpretation. This led to the term “Actuarial Central Estimate,” which was designed to be non-generic, and hence capable of being defined solely by this standard.

As a result of the deliberations discussed above, the subcommittee had developed a rudimentary definition (“conceptual mean,” excluding remote or speculative outcomes) and a name for a default intended measure consistent with the desired default. The resulting paragraph in the first exposure draft was as follows:

2.1 *Actuarial Central Estimate*—An estimate that represents a mean excluding remote or speculative outcomes that, in the actuary’s professional judgment, is neither optimistic nor pessimistic. An actuarial central estimate may or may not be the result of the use of a probability distribution or a statistical analysis. This definition is intended to clarify the concept rather than assign a precise statistical measure, as commonly used actuarial methods typically do not result in a statistical mean.

3 “‘Central Estimate’: an estimate that contains no deliberate or conscious over or under estimation,” from <http://www.actuaries.org.nz/publications/PS4%20General%20Insurance.pdf#search=%22central%20estimate%20actuarial%22>, September 5, 2006

4 As the recently modified AASB1023 now requires companies to disclose the central estimate of their liabilities (that is the 50% PoS or “best estimate” figure). INFORMATION FOR OBSERVERS, IASB Meeting: 19 April 2005, London, Topic: Insurance Contracts - Education session (Agenda item 3)

Comments and Responses

The comments from this standard's first exposure draft on "actuarial central estimate" and its later usage could generally be grouped into the following five categories:

- Concern with the use of the term "mean" in the "actuarial central estimate" definition, as doing so may imply statistical approaches and distributions regardless of the caveats of such in the proposed definition.
- Concern with the exclusion of "remote or speculative" outcomes in the "actuarial central estimate" definition, as doing so may lead to an estimate biased low (relative to a mean reflecting the entire distribution of possible outcomes).
- Desire for the default to allow for or possibly even promote conservatism.
- Desire that the standard promote statistical techniques.
- Preference for the term "best estimate" over "actuarial central estimate."

As a result of the comments that were received, the subcommittee decided to eliminate the concept of prescribing a default measure since opinions differed widely on what the default measure ought to be. It was felt that requiring the actuary to identify the intended measure in all circumstances allowed the actuary to describe the intended measure in the actuary's own words. However, the subcommittee felt that it was important to have terminology for the measure that results from traditional actuarial methods where the actuary is conceptually aiming for a mean estimate. The subcommittee therefore retained the term "actuarial central estimate," revised the definition and included it as an example of an intended measure in the non-exhaustive list that was provided in section 3.3(a)(1).

More detailed responses to the comments are shown below:

Comment:

Some commentators objected to the use of the term "mean" in the definition of "actuarial central estimate," as they believed that it was impossible to use the term without conveying an implied statistical approach.

Response:

The final definition replaced the term "mean" with "expected value." Additional clarification is provided in 3.3(a)(1), where it states that the "description [of actuarial central estimate] is intended to clarify the concept rather than assign a precise statistical measure, as commonly used actuarial methods typically do not result in a statistical mean."

Comment:

Some commentators had a concern with the exclusion of “remote or speculative” outcomes in the originally proposed “actuarial central estimate” definition, as they felt that this would lead to estimates that were biased low (relative to a statistical mean reflecting the entire distribution).

Response:

The subcommittee believes that nearly all methods currently in use for estimating unpaid claims, whether stochastic or deterministic, do not reflect all possible outcomes, nor should they necessarily do so. The major concern of the subcommittee in this area are those outcomes where reliable determination of the outcomes’ contribution to a mean estimate are so problematic as to be speculative and which are not expected to be normal or recurring on a regular basis. Examples include the Y2K concerns prior to January 1, 2000, and estimates of future mass torts that have yet to be identified (for example, “the next asbestos”). This concern is also limited to those outcomes that could be material to an expected value estimate.

The exposure draft did not and the final standard does not require exclusion of such outcomes in the determination of the unpaid claim estimate, but the subcommittee believes that the actuary should consider whether truly all possible outcomes are included in the actuary’s unpaid claim estimate (where the intended measure purports to reflect the entire distribution of possible outcomes). With regard to the “actuarial central estimate” definition, the subcommittee has eliminated the terms “speculative” and “remote,” and has replaced them with wording that focused more directly on the concern that reliable estimates of such outcomes cannot be produced.

Comment:

Some commentators were concerned that the “actuarial central estimate” definition precluded the use of conservatism (described in some instances as a margin for adverse deviation) in the unpaid claim estimate intended measure.

Response:

This standard was meant to apply to work done in a variety of situations. In many of those situations, the purpose and/or use of the unpaid claim estimate will dictate whether a margin for adverse deviation is required, allowed or prohibited. The subcommittee does not believe it is the role of the actuary or ASB to dictate a certain singular treatment of margins for adverse deviation for all unpaid claim estimates. In fact, in certain instances the subcommittee believes that the treatment of such in the unpaid claim estimate is clearly not part of the role of the actuary.

The subcommittee also believes that the actuary should clearly disclose the basis of the unpaid claim estimate regarding all the items listed in section 3.3. Hence, in those instances where the unpaid claim estimate includes a margin for adverse deviation, the presence of such margin should be explicitly disclosed.

Comment:

Some of the commentators wanted the standard to advocate only certain techniques for calculating any unpaid claim estimate, regardless of the intended measure. In particular, these comments wanted the standard to dictate the use of stochastic models.

Response:

The subcommittee believes the choice of methodology should be determined by the actuary.

PREFILED TESTIMONY
OF
JAMES H. VANDER WEIDE

2017 PRIVATE PASSENGER NONFLEET
AUTOMOBILE INSURANCE RATE FILING
BY THE NORTH CAROLINA RATE BUREAU

Q. WHAT IS YOUR NAME, OCCUPATION, AND BUSINESS ADDRESS?

A. My name is James H. Vander Weide. I am President of Financial Strategy Associates, a firm that provides strategic and financial consulting services to corporate clients. My business address is 3606 Stoneybrook Drive, Durham, North Carolina 27705.

Q. PLEASE DESCRIBE YOUR EDUCATIONAL BACKGROUND AND PRIOR ACADEMIC EXPERIENCE.

A. I graduated from Cornell University with a Bachelor's Degree in Economics and then attended Northwestern University where I earned a Ph.D. in Finance. I joined the faculty of the School of Business at Duke University where I was subsequently named Assistant Professor, Associate Professor, Professor, and Research Professor. I have published research in the areas of finance and economics and taught courses in these fields at Duke for more than thirty-five years. I am now retired from my teaching duties at Duke.

I have taught courses in corporate finance, investment management, and management of financial institutions. I also taught a graduate seminar on the theory of public utility pricing and lectured in executive development seminars on the cost of capital, financial analysis, capital budgeting, mergers and acquisitions, cash management, short-run financial planning, and competitive strategy.

I have served as Program Director and taught in numerous executive education programs at Duke, including the Duke Advanced Management Program, the Duke Management Challenge, the Duke Executive Program in Telecommunications, Competitive Strategies in Telecommunications, and the Duke Program for Manager Development for managers from the former Soviet Union. I have also taught in tailored programs developed for corporations such as ABB, Accenture, Allstate, AT&T, Progress Energy, GlaxoSmithKline, Lafarge, MidAmerican Energy, Norfolk Southern, The Rank Group, Siemens, TRW, and Wolseley PLC.

In addition to my teaching and executive education activities, I have written research papers on such topics as portfolio management, the cost of capital, capital budgeting, the effect of regulation on the performance of

public utilities, and cash management. My articles have been published in *American Economic Review*, *Financial Management*, *International Journal of Industrial Organization*, *Journal of Finance*, *Journal of Financial and Quantitative Analysis*, *Journal of Bank Research*, *Journal of Accounting Research*, *Journal of Cash Management*, *Management Science*, *The Journal of Portfolio Management*, *Atlantic Economic Journal*, *Journal of Economics and Business*, and *Computers and Operations Research*. I have written a book titled *Managing Corporate Liquidity: an Introduction to Working Capital Management*, a chapter for *The Handbook of Modern Finance*, "Financial Management in the Short Run," and a chapter for the book, *The Handbook of Portfolio Construction: Contemporary Applications of Markowitz Techniques*, "Principles for Lifetime Portfolio Selection: Lessons from Portfolio Theory."

Q. HAVE YOU PREVIOUSLY PRESENTED EVIDENCE ON THE COST OF CAPITAL AND OTHER REGULATORY ISSUES?

A. Yes. As an expert on financial and economic theory and practice, I have participated in approximately five hundred regulatory and legal proceedings before the U.S. Congress, the Canadian Radio-Television and Telecommunications Commission, the Federal Communications Commission, the National Telecommunications and Information Administration,

the Federal Energy Regulatory Commission, the National Energy Board (Canada), the public utility commissions of forty-five states and four Canadian provinces, the insurance commissions of five states, the Iowa State Board of Tax Review, the National Association of Securities Dealers, and the North Carolina Property Tax Commission. In addition, I have prepared expert testimony in proceedings before the U.S. Tax Court, the U.S. District Court for the District of Nebraska; the U.S. District Court for the District of New Hampshire; the U.S. District Court for the District of Northern Illinois; the U.S. District Court for the Eastern District of North Carolina; the Montana Second Judicial District Court, Silver Bow County; the U.S. District Court for the Northern District of California; the Superior Court, North Carolina; the U.S. Bankruptcy Court for the Southern District of West Virginia; the U. S. District Court for the Eastern District of Michigan; and the Supreme Court of the State of New York.

Q. WHAT IS THE PURPOSE OF YOUR TESTIMONY?

A. I have been asked by the North Carolina Rate Bureau to make an independent appraisal of the aggregate cost of equity capital for the companies writing auto insurance in North Carolina and to recommend a rate of return on equity that is fair, that allows those companies in the aggregate to

attract and retain capital on reasonable terms, that is commensurate with returns on investments of comparable risk, and that maintains the financial integrity of those companies in the aggregate.

Q. WHAT DO YOU MEAN BY THE PHRASE "COST OF EQUITY CAPITAL?"

A. A firm's cost of equity capital is the rate of return expectation that is required in the marketplace on equity investments of comparable risk. If an investor does not expect to earn a return on an equity investment in a firm that is at least as large as the return the investor could expect to earn on other investments of comparable risk, then the investor will not invest in that firm's shares. Thus, a firm's cost of equity capital is also the rate of return expectation that is required in the marketplace in order to induce equity investors to purchase shares in that firm.

Q. IS THE COST OF EQUITY CAPITAL THE SAME AS THE RETURN ON EQUITY?

A. No. The cost of equity capital is a market-based concept that reflects investors' future expectations, while the return on equity is an accounting concept that measures results of past performance. The return on equity is equal

to income available for common equity divided by the book value of common equity.

Q. HAVE YOU FORMED AN OPINION REGARDING THE COST OF EQUITY CAPITAL FOR THE AVERAGE COMPANY WRITING AUTO INSURANCE IN NORTH CAROLINA?

A. Yes.

Q. WHAT IS YOUR OPINION IN THAT REGARD?

A. The cost of equity capital for such a company is in the range 8.4 percent to 12.3 percent.

Q. WHAT ECONOMIC PRINCIPLES DID YOU CONSIDER IN ARRIVING AT THAT OPINION?

A. There are two primary economic principles relevant to my appraisal of the cost of equity capital. The first, relating to the demand for capital, states that a firm should continue to invest in its business only so long as the return on its investment is greater than or equal to its cost of capital. In the context of a regulated firm, this principle suggests that the regulatory agency should establish revenue levels which will offer the firm an opportunity to earn a return on its investment that is at least equal to its cost of capital.

The second principle, relating to the supply of capital, states that rational investors are maximizing their total return on capital only if the returns they expect to receive on investments of comparable risk are equal. If these returns are not equal, rational investors will reduce or completely eliminate investments in those activities yielding lower expected returns for a given level of risk and will increase investments in those activities yielding higher expected returns. The second principle implies that regulated firms will be unable to obtain the capital required to expand service on reasonable terms unless they are able to provide investors returns equal to those expected on investments of comparable risk.

Q. DO THESE ECONOMIC PRINCIPLES APPLY TO THE SETTING OF INSURANCE RATES?

A. Yes. These are general economic principles that apply to investing in any business activity, including insurance.

Q. HOW DID YOU GO ABOUT DETERMINING THE COST OF EQUITY CAPITAL FOR THE AVERAGE COMPANY WRITING AUTO INSURANCE IN NORTH CAROLINA?

A. I used two generally accepted methods to estimate the cost of equity: (1) the Discounted Cash Flow (DCF) Model, and (2) the Risk Premium Approach.

Q. PLEASE DESCRIBE THE DCF MODEL.

A. The DCF Model suggests that investors value an asset on the basis of the future cash flows they expect to receive from owning the asset. Thus, investors value an investment in a bond because they expect to receive a sequence of semi-annual coupon payments over the life of the bond and a terminal payment equal to the bond's face value at the time the bond matures. Likewise, investors value an investment in a firm's stock because they expect to receive a sequence of dividend payments and, perhaps, expect to sell the stock at a higher price sometime in the future.

A second fundamental principle of the DCF approach is that investors value a dollar received in the future less than a dollar received today. This is because, if they had the dollar today, they could invest it in an interest earning account and increase their wealth. This principle is called the time value of money.

Applying the two fundamental DCF principles noted above to an investment in a bond suggests that investors should value their investment in the bond on the basis of the present value of the bond's future cash flows. Thus, the price of the bond should be equal to:

Equation 1

$$P_B = \frac{C}{(1+i)} + \frac{C}{(1+i)^2} + \dots + \frac{C+F}{(1+i)^n}$$

where:

- P_B = Bond price;
 C = Cash value of the coupon payment (assumed for notational convenience to occur annually rather than semi-annually);
 F = Face value of the bond;
 I = The rate of interest the investor could earn by investing his money in an alternative bond of equal risk; and
 n = The number of periods before the bond matures.

Applying these same principles to an investment in a firm's stock suggests that the price of the stock should be equal to:

Equation 2

$$P_s = \frac{D_1}{(1+k)} + \frac{D_2}{(1+k)^2} + \dots + \frac{D_n + P_n}{(1+k)^n}$$

where:

- P_s = Current price of the firm's stock;
 $D_1, D_2 \dots D_n$ = Expected annual dividend per share on the firm's stock;
 P_n = Price per share of stock at the time the investor expects to sell the stock; and
 k = Return the investor expects to earn on alternative investments of the same risk, i.e., the investor's required rate of return.

Equation (2) is frequently called the Annual Discounted Cash Flow (DCF) Model of stock valuation.

Q. HOW DO YOU USE THE DCF MODEL TO DETERMINE THE COST OF EQUITY CAPITAL?

A. The "k" in the equation is the cost of equity capital. We make certain simplifying assumptions regarding the other factors in the equation and then mathematically solve for "k."

Q. WHAT ARE THE ASSUMPTIONS YOU MAKE?

A. Most analysts make three simplifying assumptions. First, they assume that dividends are expected to grow at the constant rate ("g") into the indefinite future. Second, they assume that the stock price at time "n" is simply the present value of all dividends expected in periods subsequent to "n." Third, they assume that the investors' required rate of return, "k," exceeds the expected dividend growth rate, "g."

Q. DOES THE ANNUAL DCF MODEL OF STOCK VALUATION PRODUCE APPROPRIATE ESTIMATES OF A FIRM'S COST OF EQUITY CAPITAL?

A. No. The Annual DCF Model of stock valuation produces appropriate estimates of a firm's cost of equity capital only if the firm pays dividends just once a year. Since

most firms pay dividends quarterly, the Annual DCF Model produces downwardly biased estimates of the cost of equity. Investors can expect to earn a higher annual effective return on an investment in a firm that pays quarterly dividends than in one which pays the same amount of dollar dividends once at the end of each year. A complete analysis of the implications of the quarterly payment of dividends on the DCF Model is provided in Exhibit RB-20. For the reasons cited there, I employed the Quarterly DCF Model throughout my calculations.

Q. PLEASE DESCRIBE THE QUARTERLY DCF MODEL YOU USED.

A. The Quarterly DCF Model I used is described by Equation 10 on page 11 in Exhibit RB-20. This equation shows that the cost of equity is: the sum of the dividend yield and the growth rate, where the dividend in the dividend yield is the equivalent dividend at the end of the year, and the growth rate is the expected growth in dividends or earnings per share.

Q. HOW DO YOU APPLY THE DCF APPROACH TO OBTAIN THE COST OF EQUITY CAPITAL FOR THE COMPANIES WRITING AUTO INSURANCE IN NORTH CAROLINA?

A. I apply the DCF approach to two groups of companies: Value Line's group of property/casualty insurance companies and the S&P 500.

Q. WHY DO YOU APPLY THE DCF APPROACH TO THE S&P 500 AS WELL AS TO VALUE LINE'S PROPERTY/CASUALTY INSURANCE COMPANIES?

A. As I noted previously, the cost of equity is defined as the rate of return investors expect to earn on investments in other companies of comparable risk. I apply the DCF approach to the S&P 500 because they are a large group of companies that, on average, are typically viewed as being comparable in risk to the property/casualty insurance industry. The use of a larger set of comparable risk companies should provide an accurate estimate of the cost of equity for the companies writing auto insurance in North Carolina.

Q. DO YOU INCLUDE ALL THE VALUE LINE PROPERTY/CASUALTY INSURANCE COMPANIES?

A. No. Among the Value Line property/casualty insurance companies, I only include companies which pay a quarterly dividend, have not lowered their dividends, and have a positive five-year earnings growth forecast available from I/B/E/S (formerly known as the Institutional Brokers Estimate System, now part of Thomson Reuters). The Value

Line property/casualty companies I use are shown in Exhibit RB-21.¹

Q. DO ANY OF THE PROPERTY/CASUALTY INSURANCE COMPANIES INCLUDED IN YOUR EXHIBIT HAVE A SIGNIFICANT PERCENTAGE OF REVENUES FROM PRIVATE PASSENGER AUTOMOBILE INSURANCE?

A. Yes. The following companies have a significant percentage of revenues from private passenger automobile insurance (and at available I/B/E/S estimates of long-term growth): Allstate, Erie Indemnity, Mercury General, and Travelers. Thus, I show DCF results for this subset of property/casualty insurance companies on Exhibit RB-22.

Q. WHAT CRITERIA DO YOU USE TO SELECT COMPANIES IN THE S&P 500?

A. I include those firms which pay dividends and which have at least three five-year earnings forecasts available from I/B/E/S. I exclude the insurance companies in the S&P 500, as identified by I/B/E/S Thomson Reuters, because I have already calculated DCF results for the Value Line

¹ I have previously included only companies that had three or more long-term earnings growth forecasts. However, at this time, the criterion requiring at least three long-term earnings growth forecasts would produce a group of only three Value Line property/casualty insurance companies. Therefore, at this time, I report DCF results for all property casualty insurance companies that have a positive long-term earnings growth forecast from I/B/E/S and pay quarterly dividends.

property/casualty insurance companies. The S&P 500 companies I use are shown in Exhibit RB-23.

Q. WHY DO YOU ELIMINATE ANY COMPANY WHICH HAS RECENTLY LOWERED ITS DIVIDEND OR WHICH FAILS TO PAY DIVIDENDS?

A. I eliminate those companies because it is difficult to make a reliable estimate of the future dividend growth rate for companies that have recently lowered their dividends or do not pay dividends. If a company has recently lowered its dividend, investors do not know whether the company will again lower its dividend in the future, or whether the company will attempt to increase its dividend back toward its previous level. If a company does not pay a dividend, one cannot mathematically apply the DCF approach.

Q. HOW DO YOU ESTIMATE THE GROWTH COMPONENT OF THE QUARTERLY DCF MODEL?

A. I use the average of analysts' estimates of future earnings per share (EPS) growth reported by I/B/E/S. As part of their research, financial analysts working at Wall Street firms periodically estimate EPS growth for each firm they follow. The EPS forecasts for each firm are then published. The forecasts are used by investors who are contemplating purchasing or selling shares in individual companies.

Q. WHAT IS I/B/E/S?

A. I/B/E/S is a collection of analysts' forecasts for a broad group of companies expressed in terms of a mean forecast and a standard deviation of forecast for each firm. The mean forecast is used by investors as an estimate of future firm performance.

Q. WHY DO YOU USE THE I/B/E/S GROWTH ESTIMATES?

A. The I/B/E/S growth rates (1) are widely circulated in the financial community, (2) include the projections of a large number of reputable financial analysts who develop estimates of future growth, (3) are reported on a timely basis to investors, and (4) are widely used by institutional and other investors. For these reasons, I believe these estimates represent unbiased estimates of investors' expectations of each firm's long-term growth prospects and, accordingly, are incorporated by investors into their return requirements. Consequently, in my opinion, they provide the best available estimate of investors' long-term growth expectations.

Q. WHY DO YOU RELY EXCLUSIVELY ON ANALYSTS' PROJECTIONS OF FUTURE EPS GROWTH IN ESTIMATING THE INVESTORS' EXPECTED GROWTH RATE RATHER THAN LOOKING AT PAST HISTORICAL GROWTH RATES?

A. There is considerable empirical evidence that analysts' forecasts are more highly correlated with stock prices than are firms' historical growth rates, and, thus, that investors actually use these forecasts.

Q. HAVE YOU PERFORMED ANY STUDIES CONCERNING THE USE OF ANALYSTS' FORECASTS AS THE BEST ESTIMATE OF INVESTORS' EXPECTED GROWTH RATE, G?

A. Yes, I prepared a study with Willard T. Carleton, Professor of Finance Emeritus at the University of Arizona, on why analysts' forecasts provide the best estimate of investors' expectations of future long-term growth. This study is described in a paper entitled "Investor Growth Expectations: Analysts vs. History," published in *The Journal of Portfolio Management*.

Q. PLEASE SUMMARIZE THE RESULTS OF YOUR STUDY.

A. First, we performed a correlation analysis to identify the historically-oriented growth rates which best described a firm's stock price. Then we did a regression study comparing the historical growth rates with the consensus analysts' forecasts. In every case, the regression equations containing the average of analysts' forecasts statistically outperformed the regression equations containing the historical growth estimates. These results

are consistent with those found by Cragg and Malkiel, the early major research in this area. These results are also consistent with the hypothesis that investors use analysts' forecasts, rather than historically-oriented growth calculations, in making buy and sell decisions. They provide overwhelming evidence that the analysts' forecasts of future growth are superior to historically-oriented growth measures in predicting a firm's stock price.

Q. WHAT PRICE DO YOU USE IN YOUR DCF MODEL?

A. I use a simple average of the monthly high and low stock prices for each firm for the three-month period, September, October, and November 2016. These high and low stock prices are obtained from Thomson Reuters.

Q. WHY DO YOU USE THE THREE-MONTH AVERAGE STOCK PRICE, P_0 , IN APPLYING THE DCF METHOD?

A. I use a three-month average stock price in applying the DCF method because stock prices fluctuate daily, while financial analysts' forecasts for a given company are generally changed less frequently, often on a quarterly basis. Thus, to match the stock price with an earnings forecast, it is appropriate to average stock prices over a three-month period.

Q. PLEASE EXPLAIN YOUR INCLUSION OF FLOTATION COSTS.

A. All firms that have sold securities in the capital markets have incurred some level of flotation costs, including underwriters' commissions, legal fees, printing expense, etc. These costs are paid from the proceeds of the stock sale and must be recovered over the life of the equity issue. Costs vary depending upon the size of the issue, the type of registration method used and other factors, but in general these costs range between four percent and five percent of the proceeds from the issue.

In addition to these costs, the underwriter's offer price is set below the most recent closing price before the public offering in order to reduce the risk that the underwriters will be unable to sell the entire offering at the offer price. The difference between the offer price and the recent closing price is generally in the range two percent to three percent. Thus, the total flotation cost, including both issuance expense and underwriter discount, could range anywhere from five percent to eight percent of the proceeds of an equity issue. These cost ranges have been developed and confirmed in a number of generally accepted studies. I believe a combined five percent allowance for flotation costs is a conservative estimate

that should be used in applying the DCF model in this proceeding.

Q. PLEASE SUMMARIZE THE RESULTS OF YOUR APPLICATION OF THE DCF METHOD TO THE PROPERTY/CASUALTY INSURANCE COMPANIES AND THE S&P 500.

A. As shown in Exhibits RB-21 and RB-22, the average DCF cost of equity capital for my groups of Value Line property/casualty companies is 12.3 percent and 11.5 percent; and for the S&P 500 companies shown in Exhibit RB-23, 12.0 percent.

Q. WHAT CONCLUSION DO YOU REACH FROM YOUR DCF ANALYSIS ABOUT THE COST OF EQUITY CAPITAL FOR COMPANIES WRITING AUTO INSURANCE IN NORTH CAROLINA?

A. On the basis of my DCF analysis, I would conclude that for companies writing auto insurance in North Carolina the cost of equity is in the range 11.5 percent to 12.3 percent.

Q. YOU NOTE THAT THE SECOND METHOD YOU USE TO ESTIMATE THE COST OF EQUITY CAPITAL FOR COMPANIES WRITING AUTO INSURANCE IN NORTH CAROLINA IS A RISK PREMIUM APPROACH. PLEASE DESCRIBE THAT APPROACH.

A. I perform a study of the comparable returns received by bond and stock investors over the last ninety years. I

estimate the returns on stock and bond portfolios, using stock price and dividend yield data on the S&P 500 stock portfolio and bond yield data on Moody's A-rated utility bonds.

My study consists of analyzing the historically achieved returns on broadly based stock and bond portfolios going back to 1926. For stocks, I use the S&P 500 stock portfolio; and for bonds, I use Moody's A-rated utility bonds. The resulting annual returns on the stock and bond portfolios purchased in each year from 1926 through 2015 are shown on Exhibit RB-24. The difference between the stock return and the bond return over that period of time on an arithmetic average basis is 4.5 percentage points.

Q. WHAT CONCLUSIONS DO YOU DRAW FROM YOUR RISK PREMIUM ANALYSES?

A. My own studies, combined with my analysis of other studies, provide strong evidence for the belief that investors today require an equity return of approximately 4.53 percentage points above the expected yield on A-rated long-term debt issues.

Interest rates on Moody's seasoned A-rated utility bonds during the three months September through November 2016

range from 3.66 percent to 4.08 percent. On the basis of this information and my knowledge of bond market conditions, I conclude that the long-term yield on A-rated utility bonds is approximately 3.84 percent. Adding a 4.53 percentage point risk premium to the 3.84 percent expected yield on A-rated utility bonds, I obtain an expected return on equity of 8.4 percent.

Q. ARE THERE REASONS TO BELIEVE THAT THE RESULT OF YOUR EX POST RISK PREMIUM ANALYSIS MAY UNDERESTIMATE THE COST OF EQUITY AT THIS TIME?

A. Yes. The ex post risk premium model may produce an unrealistically low result because the model result is highly sensitive to the estimate of the bond yield. At this time, bond yields are unusually low, reflecting policy decisions of the U.S. government and the U.S. Federal Reserve Bank to keep interest rates low in order to stimulate the economy. Since the ex post risk premium cost of equity result is the sum of the risk premium and the bond yield, the use of an unusually low bond yield in the model may cause the ex post risk premium model result to underestimate the cost of equity. Because the cost of equity is a forward-looking concept, it would be reasonable to apply the ex post risk premium model using a forecast of the expected bond yield, rather than a recent bond yield.

Because bond yields are expected to increase over the next several years, the use of a forecasted bond yield would produce a significantly higher ex post risk premium estimate of the cost of equity. Thus, I consider my ex post risk premium model result to be conservative.

Q. BASED ON YOUR ANALYSES, WHAT IS YOUR OPINION AS TO THE COST OF CAPITAL FOR THE AVERAGE INSURANCE COMPANY WRITING AUTO INSURANCE IN NORTH CAROLINA?

A. Based on my review and studies, I believe that the cost of common equity capital for the average insurance company writing auto insurance in North Carolina is in the range 8.4 percent to 12.3 percent.

THE QUARTERLY DCF MODEL

The simple DCF Model assumes that a firm pays dividends only at the end of each year. Since firms in fact pay dividends quarterly and investors appreciate the time value of money, the annual version of the DCF Model generally underestimates the value investors are willing to place on the firm's expected future dividend stream. In this appendix, we review two alternative formulations of the DCF Model that allow for the quarterly payment of dividends.

When dividends are assumed to be paid annually, the DCF Model suggests that the current price of the firm's stock is given by the expression:

$$P_0 = \frac{D_1}{(1+k)} + \frac{D_2}{(1+k)^2} + \dots + \frac{D_n + P_n}{(1+k)^n} \quad (1)$$

where

- P_0 = current price per share of the firm's stock,
- D_1, D_2, \dots, D_n = expected annual dividends per share on the firm's stock,
- P_n = price per share of stock at the time investors expect to sell the stock, and
- k = return investors expect to earn on alternative investments of the same risk, i.e., the investors' required rate of return.

Unfortunately, expression (1) is rather difficult to analyze, especially for the purpose of estimating k . Thus, most analysts make a number of simplifying assumptions. First, they assume that dividends are expected to grow at the constant rate g into the indefinite future. Second, they assume that the stock price at time n is simply the present value of all dividends expected in periods subsequent to n . Third, they assume that the investors' required rate of return, k , exceeds the expected dividend growth rate g . Under the above simplifying assumptions, a firm's stock price may be written as the following sum:

$$P_0 = \frac{D_0(1+g)}{(1+k)} + \frac{D_0(1+g)^2}{(1+k)^2} + \frac{D_0(1+g)^3}{(1+k)^3} + \dots, \quad (2)$$

where the three dots indicate that the sum continues indefinitely.

As we shall demonstrate shortly, this sum may be simplified to:

$$P_0 = \frac{D_0(1+g)}{(k-g)}$$

First, however, we need to review the very useful concept of a geometric progression.

Geometric Progression

Consider the sequence of numbers 3, 6, 12, 24,..., where each number after the first is obtained by multiplying the preceding number by the factor 2. Obviously, this sequence of numbers may also be expressed as the sequence 3, 3 x 2, 3 x 2², 3 x 2³, ... This sequence is an example of a geometric progression.

Definition: A geometric progression is a sequence in which each term after the first is obtained by multiplying some fixed number, called the common ratio, by the preceding term.

A general notation for geometric progressions is: a, the first term, r, the common ratio, and n, the number of terms. Using this notation, any geometric progression may be represented by the sequence:

$$a, ar, ar^2, ar^3, \dots, ar^{n-1}.$$

In studying the DCF Model, we will find it useful to have an expression for the sum of n terms of a geometric progression. Call this sum S_n. Then

$$S_n = a + ar + \dots + ar^{n-1} . \quad (3)$$

However, this expression can be simplified by multiplying both sides of equation (3) by r and then subtracting the new equation from the old. Thus,

$$rS_n = ar + ar^2 + ar^3 + \dots + ar^n$$

and

$$S_n - rS_n = a - ar^n \quad ,$$

or

$$(1 - r) S_n = a (1 - r^n) \quad .$$

Solving for S_n , we obtain:

$$S_n = \frac{a(1-r^n)}{(1-r)} \quad (4)$$

as a simple expression for the sum of n terms of a geometric progression. Furthermore, if $|r| < 1$, then S_n is finite, and as n approaches infinity, S_n approaches $a \div (1 - r)$. Thus, for a geometric progression with an infinite number of terms and $|r| < 1$, equation (4) becomes:

$$S = \frac{a}{1 - r} \quad (5)$$

Application to DCF Model

Comparing equation (2) with equation (3), we see that the firm's stock price (under the DCF assumption) is the sum of an infinite geometric progression with the first term

$$a = \frac{D_0(1+g)}{(1+k)}$$

and common factor

$$r = \frac{(1+g)}{(1+k)}$$

Applying equation (5) for the sum of such a geometric progression, we obtain

$$S = a \cdot \frac{1}{(1-r)} = \frac{D_0(1+g)}{(1+k)} \cdot \frac{1}{1 - \frac{1+g}{1+k}} = \frac{D_0(1+g)}{(1+k)} \cdot \frac{1+k}{k-g} = \frac{D_0(1+g)}{k-g}$$

as we suggested earlier.

Quarterly DCF Model

The Annual DCF Model assumes that dividends grow at an annual rate of $g\%$ per year (see Figure 1).

Figure 1

Annual DCF Model

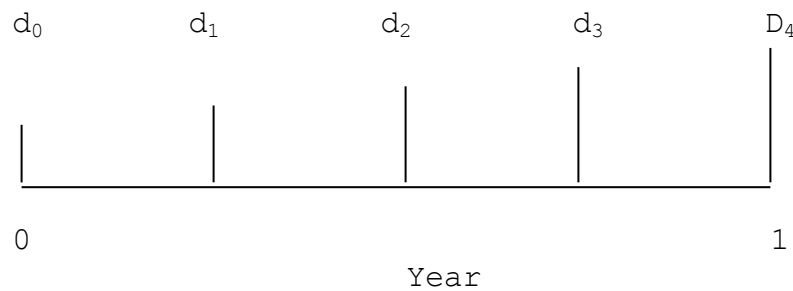


$$D_0 = 4d_0$$

$$D_1 = D_0(1 + g)$$

Figure 2

Quarterly DCF Model (Constant Growth Version)



$$d_1 = d_0(1+g)^{.25}$$

$$d_2 = d_0(1+g)^{.50}$$

$$d_3 = d_0(1+g)^{.75}$$

$$d_4 = d_0(1+g)$$

In the Quarterly DCF Model, it is natural to assume that quarterly dividend payments differ from the preceding quarterly dividend by the factor $(1 + g)^{.25}$, where g is expressed in terms of percent per year and the decimal .25 indicates that the growth has only occurred for one quarter of the year. (See Figure 2.) Using this assumption, along with the assumption of constant growth and $k > g$, we obtain a new expression for the firm's stock price, which takes account of the quarterly payment of dividends. This expression is:

$$P_0 = \frac{d_0(1+g)^{\frac{1}{4}}}{(1+k)^{\frac{1}{4}}} + \frac{d_0(1+g)^{\frac{2}{4}}}{(1+k)^{\frac{2}{4}}} + \frac{d_0(1+g)^{\frac{3}{4}}}{(1+k)^{\frac{3}{4}}} + \dots \quad (6)$$

where d_0 is the last quarterly dividend payment, rather than the last annual dividend payment. (We use a lower case d to remind the reader that this is not the annual dividend.)

Although equation (6) looks formidable at first glance, it too can be greatly simplified using the formula [equation (4)] for the sum of an infinite geometric progression. As the reader can easily verify, equation (6) can be simplified to:

$$P_0 = \frac{d_0(1+g)^{\frac{1}{4}}}{(1+k)^{\frac{1}{4}} - (1+g)^{\frac{1}{4}}} \quad (7)$$

Solving equation (7) for k , we obtain a DCF formula for estimating the cost of equity under the quarterly dividend assumption:

$$k = \left[\frac{d_0(1+g)^{\frac{1}{4}}}{P_0} + (1+g)^{\frac{1}{4}} \right]^4 - 1 \quad (8)$$

An Alternative Quarterly DCF Model

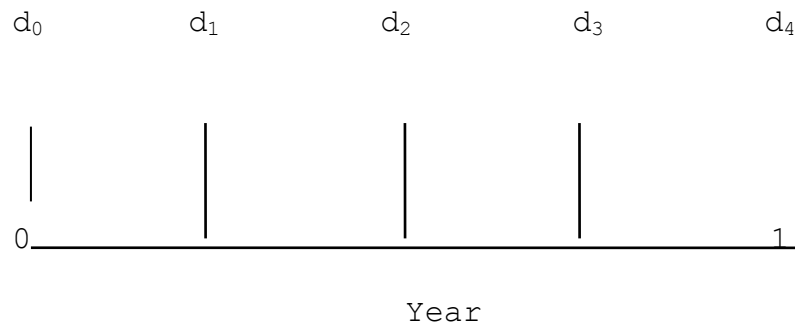
Although the constant growth Quarterly DCF Model [equation (8)] allows for the quarterly timing of dividend payments, it does require the assumption that the firm increases its dividend payments each quarter. Since this assumption is difficult for some analysts to accept, we now discuss a second Quarterly DCF Model that allows for constant quarterly dividend payments within each dividend year.

Assume then that the firm pays dividends quarterly and that each dividend payment is constant for four consecutive quarters. There are four cases to consider, with each case distinguished by varying assumptions about where we are evaluating the firm in relation to the time of its next dividend increase. (See Figure 3.)

Figure 3

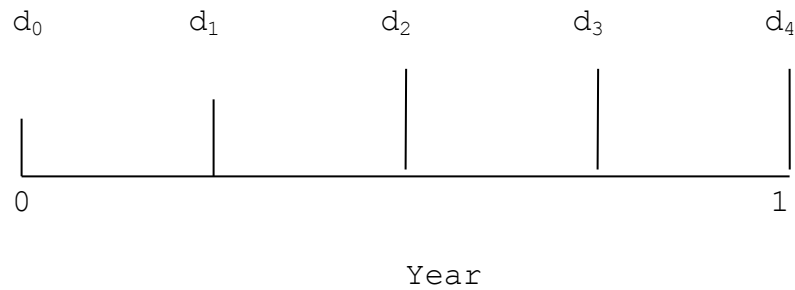
Quarterly DCF Model (Constant Dividend Version)

Case 1



$$d_1 = d_2 = d_3 = d_4 = d_0(1+g)$$

Case 2

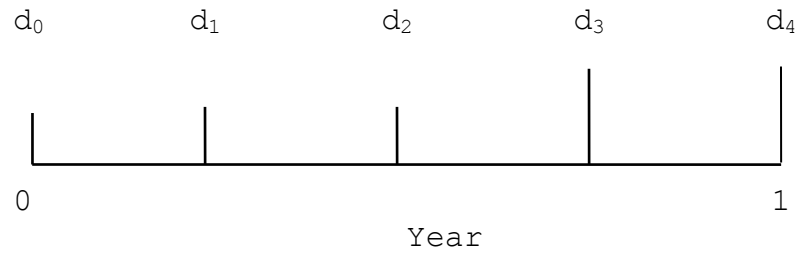


$$d_1 = d_0$$

$$d_2 = d_3 = d_4 = d_0(1+g)$$

Figure 3 (continued)

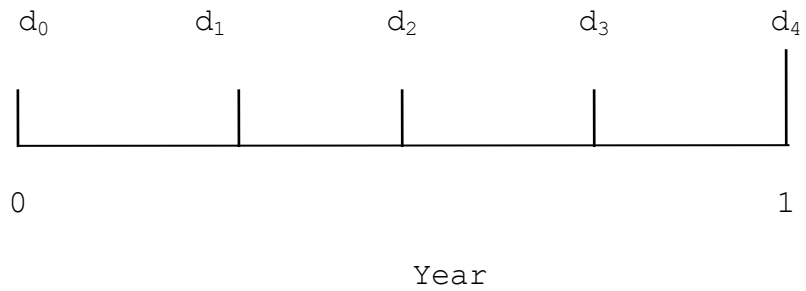
Case 3



$$d_1 = d_2 = d_0$$

$$d_3 = d_4 = d_0(1+g)$$

Case 4



$$d_1 = d_2 = d_3 = d_0$$

$$d_4 = d_0(1+g)$$

If we assume that the investor invests the quarterly dividend in an alternative investment of the same risk, then the amount accumulated by the end of the year will in all cases be given by

$$D_1^* = d_1 (1+k)^{3/4} + d_2 (1+k)^{1/2} + d_3 (1+k)^{1/4} + d_4$$

where d_1 , d_2 , d_3 and d_4 are the four quarterly dividends. Under these new assumptions, the firm's stock price may be expressed by an Annual DCF Model of the form (2), with the exception that

$$D_1^* = d_1 (1 + k)^{3/4} + d_2 (1 + k)^{1/2} + d_3 (1 + k)^{1/4} + d_4 \quad (9)$$

is used in place of $D_0(1+g)$. But, we already know that the Annual DCF Model may be reduced to

$$P_0 = \frac{D_0(1+g)}{k-g}$$

Thus, under the assumptions of the second Quarterly DCF Model, the firm's cost of equity is given by

$$k = \frac{D_1^*}{P_0} + g \quad (10)$$

with D_1^* given by (9).

Although equation (10) looks like the Annual DCF Model, there are at least two very important practical differences. First,

since D_1^* is always greater than $D_0(1+g)$, the estimates of the cost of equity are always larger (and more accurate) in the Quarterly Model (10) than in the Annual Model. Second, since D_1^* depends on k through equation (9), the unknown "k" appears on both sides of (10), and an iterative procedure is required to solve for k .

SUMMARY OF DISCOUNTED CASH FLOW ANALYSIS FOR
PROPERTY/CASUALTY INSURANCE COMPANIES

	COMPANY	MOST RECENT QUARTERLY DIVIDEND (d_0)	STOCK PRICE (P_0)	FORECAST OF FUTURE EARNINGS GROWTH	DCF MODEL RESULT
1	Allstate Corp.	0.330	68.835	11.39%	13.8%
2	Amer. Financial Group	0.313	76.102	8.00%	9.8%
3	AmTrust Financial Svcs.	0.170	26.401	11.00%	13.9%
4	Chubb Ltd.	0.690	125.778	1.93%	4.3%
5	CNA Fin'l	0.250	35.875	13.16%	16.7%
6	Erie Indemnity	0.730	102.032	10.00%	13.5%
7	Mercury General	0.620	54.964	8.60%	14.0%
8	RLI Corp.	0.200	63.340	9.80%	11.3%
9	Travelers Cos.	0.670	112.375	2.11%	4.6%
10	XL Group plc	0.200	34.855	17.99%	21.1%
11	Average				12.3%

Notes:

d_0	=	Latest quarterly dividend.
d_1, d_2, d_3, d_4	=	Expected next four quarterly dividends, calculated by multiplying the last four quarterly dividends by the factor $(1 + g)$.
P_0	=	Average of the monthly high and low stock prices for the three months ending November 2016 per Thomson Reuters.
FC	=	Flotation costs.
g	=	I/B/E/S forecast of future earnings growth November 2016.
k	=	Cost of equity using the quarterly version of the DCF Model and a five percent allowance for flotation costs and market pressure (selling costs) as shown by the formula below:

$$k = \frac{d_1(1+k)^{75} + d_2(1+k)^{50} + d_3(1+k)^{25} + d_4}{P_0(1-FC)} + g$$

SUMMARY OF DISCOUNTED CASH FLOW ANALYSIS FOR
PROPERTY/CASUALTY INSURANCE COMPANIES

	COMPANY	MOST RECENT QUARTERLY DIVIDEND (D ₀)	STOCK PRICE (P ₀)	FORECAST OF FUTURE EARNINGS GROWTH	DCF MODEL RESULT
1	Allstate Corp.	0.330	68.835	11.39%	13.8%
2	Erie Indemnity	0.730	102.032	10.00%	13.5%
3	Mercury General	0.620	54.964	8.60%	14.0%
4	Travelers Cos.	0.670	112.375	2.11%	4.6%
5	Average				11.5%

Notes:

d ₀	=	Latest quarterly dividend.
d ₁ , d ₂ , d ₃ , d ₄ ,	=	Expected next four quarterly dividends, calculated by multiplying the last four quarterly dividends by the factor (1 + g).
P ₀	=	Average of the monthly high and low stock prices for the three months ending November 2016 per Thomson Reuters.
FC	=	Flotation costs.
g	=	I/B/E/S forecast of future earnings growth November 2016.
k	=	Cost of equity using the quarterly version of the DCF Model and a five percent allowance for flotation costs and market pressure (selling costs) as shown by the formula below:

$$k = \frac{d_1(1+k)^{75} + d_2(1+k)^{50} + d_3(1+k)^{25} + d_4}{P_0(1-FC)} + g$$

SUMMARY OF DISCOUNTED CASH FLOW ANALYSIS FOR
S&P 500 COMPANIES

	COMPANY	STOCK PRICE (P ₀)	D ₀	FORECAST OF FUTURE EARNINGS GROWTH	MODEL RESULT
1	3M	175.94	4.44	8.93%	11.9%
2	ABBOTT LABORATORIES	42.29	1.04	9.36%	12.2%
3	ACCENTURE CLASS A	116.45	2.42	10.07%	12.5%
4	ADV.AUTO PARTS	153.85	0.24	10.61%	10.8%
5	AETNA	114.69	1.00	12.06%	13.1%
6	AGILENT TECHS.	46.31	0.46	10.70%	11.9%
7	ALLEGION	68.91	0.48	12.74%	13.6%
8	ALLERGAN	236.46	2.80	13.49%	14.9%
9	ALLIANCE DATA SYSTEMS	210.95	2.08	13.33%	14.5%
10	AMERICAN EXPRESS	64.41	1.28	7.72%	10.0%
11	AMERICAN WATER WORKS	75.22	1.50	7.60%	9.9%
12	AMERISOURCEBERGEN	82.26	1.36	10.63%	12.6%
13	AMETEK	46.98	0.36	9.95%	10.8%
14	AMGEN	166.19	4.00	7.93%	10.7%
15	ANTHEM	125.15	2.60	10.96%	13.4%
16	APPLE	110.65	2.28	7.85%	10.2%
17	ARCHER-DANLS.-MIDL.	43.05	1.20	6.33%	9.5%
18	ARCONIC	22.34	0.27	8.65%	10.0%
19	AT&T	40.44	1.96	8.19%	13.8%
20	AUTOMATIC DATA PROC.	88.21	2.12	10.50%	13.3%
21	AVERY DENNISON	76.01	1.64	11.03%	13.6%
22	BALL	78.08	0.52	9.70%	10.5%
23	BANK OF AMERICA	15.65	0.30	7.39%	9.6%
24	BAXTER INTL.	47.61	0.52	14.22%	15.5%
25	BB&T	37.89	1.20	6.32%	9.9%
26	BECTON DICKINSON	173.96	2.64	13.37%	15.2%
27	BEST BUY	37.70	1.12	11.30%	14.8%
28	BLACKROCK	361.93	9.16	11.09%	14.1%
29	BOEING	133.65	4.36	11.13%	15.0%
30	BORGWARNER	34.40	0.52	10.55%	12.3%
31	BROADCOM	170.15	2.04	15.97%	17.4%
32	C R BARD	220.40	1.04	10.87%	11.4%
33	CARDINAL HEALTH	76.83	1.80	11.33%	14.1%
34	CATERPILLAR	84.52	3.08	5.56%	9.7%
35	CENTERPOINT EN.	22.95	1.03	5.26%	10.3%
36	CENTURYLINK	29.09	2.16	0.06%	8.1%
37	CH ROBINSON WWD.	68.86	1.72	8.56%	11.4%
38	CHURCH & DWIGHT CO.	48.58	0.71	9.85%	11.5%
39	CIGNA	127.34	0.04	11.47%	11.5%
40	CINTAS	112.27	1.33	10.04%	11.4%
41	CISCO SYSTEMS	30.98	1.04	9.34%	13.3%
42	CITIZENS FINANCIAL GROUP	24.51	0.48	8.52%	10.8%
43	CME GROUP	105.22	2.40	9.24%	11.9%

	COMPANY	STOCK PRICE (P ₀)	D ₀	FORECAST OF FUTURE EARNINGS GROWTH	MODEL RESULT
44	COACH	37.66	1.35	8.78%	12.9%
45	COLGATE-PALM.	73.30	1.56	7.47%	9.9%
46	COMCAST 'A'	65.36	1.10	12.89%	14.9%
47	CONAGRA BRANDS	46.33	1.00	7.28%	9.7%
48	COSTCO WHOLESALE	156.11	1.80	9.13%	10.5%
49	CSX	29.43	0.72	5.43%	8.2%
50	CVS HEALTH	90.78	1.70	14.58%	16.9%
51	DELPHI AUTOMOTIVE	67.95	1.16	12.63%	14.7%
52	DENTSPLY SIRONA	60.31	0.31	11.11%	11.7%
53	DISCOVER FINANCIAL SVS.	57.09	1.20	8.28%	10.7%
54	DOLLAR GENERAL	74.60	1.00	13.65%	15.3%
55	DOMINION RESOURCES	74.80	2.80	5.98%	10.2%
56	DOVER	70.78	1.76	10.29%	13.2%
57	DOW CHEMICAL	53.28	1.84	8.07%	12.1%
58	DR PEPPER SNAPPLE GROUP	91.95	2.12	9.45%	12.1%
59	DTE ENERGY	94.36	3.08	5.34%	9.0%
60	DUKE ENERGY	81.18	3.42	4.35%	9.1%
61	E I DU PONT DE NEMOURS	68.74	1.52	8.15%	10.7%
62	EASTMAN CHEMICAL	66.72	1.84	5.22%	8.3%
63	EATON	64.78	2.28	8.12%	12.2%
64	ECOLAB	119.75	1.40	11.79%	13.2%
65	ELI LILLY	79.38	2.04	13.06%	16.1%
66	EMERSON ELECTRIC	52.80	1.92	5.66%	9.8%
67	EQUIFAX	130.89	1.32	12.00%	13.2%
68	ESTEE LAUDER COS.'A'	89.14	1.36	10.50%	12.3%
69	EVERSOURCE ENERGY	55.01	1.78	5.66%	9.3%
70	EXPEDITOR INTL.OF WASH.	50.75	0.80	7.79%	9.6%
71	FASTENAL	41.69	1.20	9.26%	12.6%
72	FEDEX	168.02	1.60	11.78%	12.9%
73	FLOWSERVE	46.10	0.76	8.57%	10.5%
74	FLUOR	50.99	0.84	11.44%	13.4%
75	FMC	47.09	0.66	10.36%	12.0%
76	FOOT LOCKER	65.88	1.10	9.14%	11.1%
77	FORD MOTOR	12.23	0.60	6.50%	12.1%
78	GAP	24.34	0.92	5.72%	10.0%
79	GENERAL DYNAMICS	151.90	3.04	7.50%	9.8%
80	GENERAL ELECTRIC	30.25	0.92	12.48%	16.1%
81	GENERAL MILLS	66.72	1.92	6.66%	9.9%
82	HALLIBURTON	44.67	0.72	14.35%	16.3%
83	HANESBRANDS	25.82	0.44	12.34%	14.4%
84	HARLEY-DAVIDSON	52.59	1.40	9.70%	12.8%
85	HARMAN INTL.INDS.	83.24	1.40	14.73%	16.8%
86	HERSHEY	100.87	2.47	7.97%	10.8%
87	HOME DEPOT	130.98	2.76	13.95%	16.5%
88	HONEYWELL INTL.	113.40	2.66	9.23%	12.0%
89	HUMANA	174.55	1.16	14.63%	15.4%

	COMPANY	STOCK PRICE (P ₀)	D ₀	FORECAST OF FUTURE EARNINGS GROWTH	MODEL RESULT
90	HUNT JB TRANSPORT SVS.	80.09	0.88	12.97%	14.3%
91	ILLINOIS TOOL WORKS	117.60	2.60	8.28%	10.8%
92	INGERSOLL-RAND	66.46	1.60	9.02%	11.8%
93	INTERCONTINENTAL EX.	272.54	3.40	12.93%	14.4%
94	INTERNATIONAL PAPER	47.50	1.85	5.31%	9.7%
95	INVESCO	30.23	1.12	10.33%	14.7%
96	J M SMUCKER	139.28	3.00	9.07%	11.6%
97	JOHNSON & JOHNSON	119.07	3.20	6.52%	9.6%
98	JUNIPER NETWORKS	23.69	0.40	12.62%	14.6%
99	KANSAS CITY SOUTHERN	94.12	1.32	9.65%	11.3%
100	KELLOGG	79.27	2.08	7.13%	10.1%
101	KOHL'S	42.88	2.00	7.92%	13.3%
102	KROGER	31.40	0.48	8.04%	9.8%
103	L BRANDS	73.51	2.40	10.00%	13.8%
104	LAM RESEARCH	94.27	1.20	10.56%	12.0%
105	MASTERCARD	99.86	0.76	15.25%	16.2%
106	MCCORMICK & COMPANY NV.	98.83	1.72	8.87%	10.9%
107	MCDONALDS	115.57	3.76	9.34%	13.1%
108	MCKESSON	168.36	1.12	9.71%	10.5%
109	MEAD JOHNSON NUTRITION	81.69	1.65	6.36%	8.6%
110	MEDTRONIC	85.47	1.72	8.10%	10.4%
111	MERCK & COMPANY	61.50	1.84	6.27%	9.7%
112	MICROSOFT	57.72	1.56	8.53%	11.7%
113	MONDELEZ INTERNATIONAL CL.A	43.62	0.76	11.35%	13.4%
114	MOODY'S	106.42	1.48	8.69%	10.3%
115	NASDAQ	68.52	1.28	10.68%	12.9%
116	NETAPP	33.37	0.76	12.00%	14.7%
117	NEWELL BRANDS	52.07	0.76	14.58%	16.4%
118	NEXTERA ENERGY	124.08	3.48	7.19%	10.4%
119	NIELSEN	51.80	1.24	12.17%	15.0%
120	NIKE 'B'	54.83	0.64	14.08%	15.5%
121	NORFOLK SOUTHERN	92.71	2.36	10.78%	13.8%
122	NORTHERN TRUST	69.27	1.52	11.07%	13.7%
123	NORTHROP GRUMMAN	216.42	3.60	8.25%	10.2%
124	ORACLE	39.88	0.60	7.84%	9.6%
125	PARKER-HANNIFIN	121.91	2.52	9.22%	11.6%
126	PAYCHEX	58.43	1.84	9.60%	13.3%
127	PEPSICO	107.20	3.01	7.10%	10.3%
128	PERKINELMER	54.17	0.28	10.57%	11.2%
129	PERRIGO	90.97	0.58	7.98%	8.7%
130	PFIZER	34.32	1.20	6.52%	10.5%
131	PG&E	62.10	1.96	5.70%	9.3%
132	PHILIP MORRIS INTL.	98.56	4.16	8.27%	13.2%
133	PNC FINL.SVS.GP.	88.84	2.20	5.75%	8.5%
134	PPG INDUSTRIES	102.04	1.60	8.86%	10.7%

	COMPANY	STOCK PRICE (P ₀)	D ₀	FORECAST OF FUTURE EARNINGS GROWTH	MODEL RESULT
135	PPL	34.70	1.52	3.24%	8.1%
136	PRAXAIR	119.33	3.00	6.14%	9.0%
137	PROCTER & GAMBLE	87.37	2.68	6.77%	10.3%
138	QUEST DIAGNOSTICS	83.26	1.60	7.63%	9.8%
139	RALPH LAUREN CL.A	100.20	2.00	6.54%	8.8%
140	REPUBLIC SVS.'A'	50.84	1.28	9.30%	12.2%
141	REYNOLDS AMERICAN	49.59	1.84	11.93%	16.4%
142	ROBERT HALF INTL.	37.40	0.88	8.25%	11.0%
143	ROCKWELL COLLINS	83.14	1.32	7.84%	9.7%
144	ROPER TECHNOLOGIES	176.02	1.20	11.13%	11.9%
145	ROSS STORES	63.07	0.54	11.57%	12.6%
146	S&P GLOBAL	123.48	1.44	12.15%	13.5%
147	SCANA	72.05	2.30	5.60%	9.2%
148	SCHLUMBERGER	79.72	2.00	7.11%	10.0%
149	SCRIPPS NETWORKS INTACT. 'A'	63.36	1.00	11.17%	13.0%
150	SEALED AIR	45.90	0.64	9.08%	10.7%
151	SEMPRA EN.	106.71	3.02	6.78%	10.0%
152	SHERWIN-WILLIAMS	277.70	3.36	10.09%	11.5%
153	SOUTHERN	51.61	2.24	3.16%	8.0%
154	SOUTHWEST AIRLINES	38.13	0.40	13.94%	15.2%
155	ST.JUDE MEDICAL	79.03	1.24	10.92%	12.8%
156	STANLEY BLACK & DECKER	120.93	2.32	10.33%	12.6%
157	STRYKER	114.35	1.52	10.20%	11.8%
158	SYMANTEC	23.93	0.30	10.10%	11.6%
159	SYNCHRONY FINANCIAL	27.52	0.52	6.10%	8.2%
160	SYSCO	50.63	1.24	10.06%	12.9%
161	T ROWE PRICE GROUP	67.35	2.16	8.08%	11.8%
162	TARGET	70.13	2.40	8.00%	11.9%
163	TEXAS INSTRUMENTS	69.24	2.00	10.00%	13.4%
164	THERMO FISHER SCIENTIFIC	153.37	0.60	10.47%	10.9%
165	TIFFANY & CO	69.83	1.80	7.89%	10.8%
166	TIME WARNER	80.64	1.61	14.42%	16.8%
167	TJX	76.73	1.04	10.70%	12.3%
168	TRACTOR SUPPLY	76.33	0.96	14.10%	15.6%
169	TWENTY-FIRST CENTURY FOX CL.A	25.05	0.36	13.85%	15.6%
170	TWENTY-FIRST CENTURY FOX CL.B	25.05	0.36	13.85%	15.6%
171	UNION PACIFIC	93.82	2.20	7.35%	10.0%
172	UNITED PARCEL SER.'B'	108.37	3.12	9.62%	13.0%
173	UNITED TECHNOLOGIES	103.95	2.64	8.24%	11.2%
174	UNITEDHEALTH GROUP	138.88	2.50	14.95%	17.1%
175	UNIVERSAL HEALTH SVS.'B'	122.64	0.40	8.60%	9.0%
176	V F	58.15	1.68	9.18%	12.5%
177	VERIZON COMMUNICATIONS	52.06	2.31	3.12%	8.0%
178	VISA 'A'	81.51	0.66	16.07%	17.1%

	COMPANY	STOCK PRICE (P ₀)	D ₀	FORECAST OF FUTURE EARNINGS GROWTH	MODEL RESULT
179	WALGREENS BOOTS ALLIANCE	80.92	1.50	12.98%	15.2%
180	WALT DISNEY	94.05	1.42	10.74%	12.5%
181	WASTE MANAGEMENT	64.18	1.64	9.39%	12.4%
182	WELLS FARGO & CO	47.29	1.52	8.67%	12.4%
183	WESTERN UNION	20.53	0.64	7.64%	11.2%
184	WW GRAINGER	221.12	4.88	6.20%	8.7%
185	XCEL ENERGY	41.65	1.36	5.42%	9.1%
186	XILINX	52.58	1.32	5.07%	7.9%
187	XYLEM	49.86	0.62	11.33%	12.8%
188	YUM! BRANDS	64.00	2.04	12.18%	16.0%
189	ZIMMER BIOMET HDG.	125.20	0.96	10.98%	11.9%
190	ZIONS BANCORP.	30.19	0.32	11.04%	12.3%
191	ZOETIS	50.85	0.38	12.57%	13.5%
192	Average				12.0%

Notes: In applying the DCF Model to the S&P 500, I include in the DCF analysis only those companies in the S&P 500 group which pay a dividend, have a positive growth rate, and have at least three analysts' long-term growth estimates. In addition, I exclude all companies in the I/B/E/S group of insurance companies. I also eliminate those companies with DCF results that vary from the mean by one standard deviation or more.

Notes:

- D₀ = Latest dividend per Thomson Reuters.
d₀ = Latest quarterly dividend.
P₀ = Average of monthly high and low stock prices for the three months ending November 2016 per Thomson Reuters.
FC = Selling and flotation costs.
g = I/B/E/S forecast of future earnings growth November 2016.
k = Cost of equity using the quarterly version of the DCF Model and a five percent allowance for flotation costs and market pressure (selling costs) as shown by the formula below:

$$k = \left[\frac{d_0(1+g)^{\frac{1}{4}}}{P_0(1-FC)} + (1+g)^{\frac{1}{4}} \right]^4 - 1$$

COMPARATIVE RETURNS ON S&P 500 STOCKS
AND MOODY'S A-RATED UTILITY BONDS 1926-2015

LINE NO.	YEAR	S&P 500 STOCK PRICE	STOCK DIVIDEND YIELD	STOCK RETURN	A-RATED BOND PRICE	BOND RATE OF RETURN	RISK PREMIUM
1	2016	1,918.60	0.0222		\$95.48		
2	2015	2,028.18	0.0208	-3.32%	\$107.65	-7.59%	4.26%
3	2014	1,822.36	0.0210	13.39%	\$89.89	24.20%	-10.81%
4	2013	1,481.11	0.0220	25.24%	\$97.45	-3.65%	28.89%
5	2012	1,300.58	0.0214	16.02%	\$94.36	7.52%	8.50%
6	2011	1,282.62	0.0185	3.25%	\$77.36	27.14%	-23.89%
7	2010	1,123.58	0.0203	16.18%	\$75.02	8.44%	7.74%
8	2009	865.58	0.0310	32.91%	\$68.43	15.48%	17.43%
9	2008	1,378.76	0.0206	-35.16%	\$72.25	0.24%	-35.40%
10	2007	1,424.16	0.0181	-1.38%	\$72.91	4.59%	-5.97%
11	2006	1,278.72	0.0183	13.20%	\$75.25	2.20%	11.01%
12	2005	1,181.41	0.0177	10.01%	\$74.91	5.80%	4.21%
13	2004	1,132.52	0.0162	5.94%	\$70.87	11.34%	-5.40%
14	2003	895.84	0.0180	28.22%	\$62.26	20.27%	7.95%
15	2002	1,140.21	0.0138	-20.05%	\$57.44	15.35%	-35.40%
16	2001	1,335.63	0.0116	-13.47%	\$56.40	8.93%	-22.40%
17	2000	1,425.59	0.0118	-5.13%	\$52.60	14.82%	-19.95%
18	1999	1,248.77	0.0130	15.46%	\$63.03	-10.20%	25.66%
19	1998	963.36	0.0162	31.25%	\$62.43	7.38%	23.87%
20	1997	766.22	0.0195	27.68%	\$56.62	17.32%	10.36%
21	1996	614.42	0.0231	27.02%	\$60.91	-0.48%	27.49%
22	1995	465.25	0.0287	34.93%	\$50.22	29.26%	5.68%
23	1994	472.99	0.0269	1.05%	\$60.01	-9.65%	10.71%
24	1993	435.23	0.0288	11.56%	\$53.13	20.48%	-8.93%
25	1992	416.08	0.0290	7.50%	\$49.56	15.27%	-7.77%
26	1991	325.49	0.0382	31.65%	\$44.84	19.44%	12.21%
27	1990	339.97	0.0341	-0.85%	\$45.60	7.11%	-7.96%
28	1989	285.41	0.0364	22.76%	\$43.06	15.18%	7.58%
29	1988	250.48	0.0366	17.61%	\$40.10	17.36%	0.25%
30	1987	264.51	0.0317	-2.13%	\$48.92	-9.84%	7.71%
31	1986	208.19	0.0390	30.95%	\$39.98	32.36%	-1.41%
32	1985	171.61	0.0451	25.83%	\$32.57	35.05%	-9.22%
33	1984	166.39	0.0427	7.41%	\$31.49	16.12%	-8.72%
34	1983	144.27	0.0479	20.12%	\$29.41	20.65%	-0.53%
35	1982	117.28	0.0595	28.96%	\$24.48	36.48%	-7.51%
36	1981	132.97	0.0480	-7.00%	\$29.37	-3.01%	-3.99%
37	1980	110.87	0.0541	25.34%	\$34.69	-3.81%	29.16%
38	1979	99.71	0.0533	16.52%	\$43.91	-11.89%	28.41%
39	1978	90.25	0.0532	15.80%	\$49.09	-2.40%	18.20%
40	1977	103.80	0.0399	-9.06%	\$50.95	4.20%	-13.27%
41	1976	96.86	0.0380	10.96%	\$43.91	25.13%	-14.17%
42	1975	72.56	0.0507	38.56%	\$41.76	14.75%	23.81%
43	1974	96.11	0.0364	-20.86%	\$52.54	-12.91%	-7.96%
44	1973	118.40	0.0269	-16.14%	\$58.51	-3.37%	-12.77%

COMPARATIVE RETURNS ON S&P 500 STOCKS
AND MOODY'S A-RATED UTILITY BONDS 1926-2015

LINE NO.	YEAR	S&P 500 STOCK PRICE	STOCK DIVIDEND YIELD	STOCK RETURN	A-RATED BOND PRICE	BOND RATE OF RETURN	RISK PREMIUM
45	1972	103.30	0.0296	17.58%	\$56.47	10.69%	6.89%
46	1971	93.49	0.0332	13.81%	\$53.93	12.13%	1.69%
47	1970	90.31	0.0356	7.08%	\$50.46	14.81%	-7.73%
48	1969	102.00	0.0306	-8.40%	\$62.43	-12.76%	4.36%
49	1968	95.04	0.0313	10.45%	\$66.97	-0.81%	11.26%
50	1967	84.45	0.0351	16.05%	\$78.69	-9.81%	25.86%
51	1966	93.32	0.0302	-6.48%	\$86.57	-4.48%	-2.00%
52	1965	86.12	0.0299	11.35%	\$91.40	-0.91%	12.26%
53	1964	76.45	0.0305	15.70%	\$92.01	3.68%	12.02%
54	1963	65.06	0.0331	20.82%	\$93.56	2.61%	18.20%
55	1962	69.07	0.0297	-2.84%	\$89.60	8.89%	-11.73%
56	1961	59.72	0.0328	18.94%	\$89.74	4.29%	14.64%
57	1960	58.03	0.0327	6.18%	\$84.36	11.13%	-4.95%
58	1959	55.62	0.0324	7.57%	\$91.55	-3.49%	11.06%
59	1958	41.12	0.0448	39.74%	\$101.22	-5.60%	45.35%
60	1957	45.43	0.0431	-5.18%	\$100.70	4.49%	-9.67%
61	1956	44.15	0.0424	7.14%	\$113.00	-7.35%	14.49%
62	1955	35.60	0.0438	28.40%	\$116.77	0.20%	28.20%
63	1954	25.46	0.0569	45.52%	\$112.79	7.07%	38.45%
64	1953	26.18	0.0545	2.70%	\$114.24	2.24%	0.46%
65	1952	24.19	0.0582	14.05%	\$113.41	4.26%	9.79%
66	1951	21.21	0.0634	20.39%	\$123.44	-4.89%	25.28%
67	1950	16.88	0.0665	32.30%	\$125.08	1.89%	30.41%
68	1949	15.36	0.0620	16.10%	\$119.82	7.72%	8.37%
69	1948	14.83	0.0571	9.28%	\$118.50	4.49%	4.79%
70	1947	15.21	0.0449	1.99%	\$126.02	-2.79%	4.79%
71	1946	18.02	0.0356	-12.03%	\$126.74	2.59%	-14.63%
72	1945	13.49	0.0460	38.18%	\$119.82	9.11%	29.07%
73	1944	11.85	0.0495	18.79%	\$119.82	3.34%	15.45%
74	1943	10.09	0.0554	22.98%	\$118.50	4.49%	18.49%
75	1942	8.93	0.0788	20.87%	\$117.63	4.14%	16.73%
76	1941	10.55	0.0638	-8.98%	\$116.34	4.55%	-13.52%
77	1940	12.30	0.0458	-9.65%	\$112.39	7.08%	-16.73%
78	1939	12.50	0.0349	1.89%	\$105.75	10.05%	-8.16%
79	1938	11.31	0.0784	18.36%	\$99.83	9.94%	8.42%
80	1937	17.59	0.0434	-31.36%	\$103.18	0.63%	-31.99%
81	1936	13.76	0.0327	31.10%	\$96.46	11.12%	19.99%
82	1935	9.26	0.0424	52.84%	\$82.23	22.17%	30.66%
83	1934	10.54	0.0336	-8.78%	\$66.78	29.13%	-37.91%
84	1933	7.09	0.0542	54.08%	\$79.55	-11.03%	65.11%
85	1932	8.30	0.0822	-6.36%	\$70.67	18.23%	-24.59%
86	1931	15.98	0.0550	-42.56%	\$84.49	-11.63%	-30.93%
87	1930	21.71	0.0438	-22.01%	\$81.19	8.99%	-31.00%
88	1929	24.86	0.0336	-9.31%	\$83.95	1.48%	-10.79%

COMPARATIVE RETURNS ON S&P 500 STOCKS
AND MOODY'S A-RATED UTILITY BONDS 1926-2015

LINE NO.	YEAR	S&P 500 STOCK PRICE	STOCK DIVIDEND YIELD	STOCK RETURN	A-RATED BOND PRICE	BOND RATE OF RETURN	RISK PREMIUM
89	1928	17.53	0.0431	46.12%	\$86.71	1.43%	44.69%
90	1927	13.40	0.0502	35.84%	\$83.28	8.92%	26.92%
91	1926	12.65	0.0446	10.39%	\$80.81	8.01%	2.38%
91	Average 1926 - 2015			11.33%		6.79%	4.53%

Note: See Page 4 for an explanation of how stock and bond returns are derived and the source of the data presented.

COMPARATIVE RETURNS ON S&P 500 STOCKS
AND MOODY'S A-RATED UTILITY BONDS 1926-2015

RISK PREMIUM APPROACH

SOURCE OF DATA

Stock price and yield information is obtained from Standard & Poor's Security Price publication. Standard & Poor's derives the stock dividend yield by dividing the aggregate cash dividends (based on the latest known annual rate) by the aggregate market value of the stocks in the group. The bond price information is obtained by calculating the present value of a bond due in thirty years with a \$4.00 coupon and a yield to maturity of a particular year's indicated Moody's A-rated Utility bond yield. The values shown on the ex post risk premium schedule are the January values of the respective indices.

CALCULATION OF STOCK AND BOND RETURNS

Sample calculation of "Stock Return" column:

$$\text{Stock Return (2015)} = \left[\frac{\text{Stock Price (2016)} - \text{Stock Price (2015)} + \text{Dividend (2015)}}{\text{Stock Price (2015)}} \right]$$

where Dividend (2015) = Stock Price (2015) x Stock Div. Yield (2015)

Sample calculation of "Bond Return" column:

$$\text{Bond Return (2015)} = \left[\frac{\text{Bond Price (2016)} - \text{Bond Price (2015)} + \text{Interest (2015)}}{\text{Bond Price (2015)}} \right]$$

where Interest = \$4.00.

**PREFILED TESTIMONY
OF
DAVID APPEL**

**2017 PRIVATE PASSENGER NONFLEET
AUTOMOBILE INSURANCE RATE FILING
BY THE NORTH CAROLINA RATE BUREAU**

I. QUALIFICATIONS AND SUMMARY

Q. Please state your name and present business address.

A. My name is David Appel, and my business address is 1 Pennsylvania Plaza, New York, NY.

Q. What is your occupation?

A. I am Senior Consultant with the firm of Milliman, Inc.

Q. What is Milliman, Inc.?

A. Milliman (formerly Milliman & Robertson) is one of the nation's largest independently owned firms of actuaries and consultants. The company has more than 3200 employees, and operates offices in over 60 cities in the U.S., Europe, Asia, Africa, Australia and Latin America. Our clients number in the thousands: they include insurers, self-insured entities, Federal and State Governments, private corporations, non-profit organizations, unions, and many others.

Q. Please describe your educational and employment history.

A. A complete statement of my educational, employment and academic credentials is included as Exhibit RB-26 filed with this testimony.

To summarize, I have a B.A. in economics from Brooklyn College, City University of New York, and M.A. and Ph.D. degrees in economics from Rutgers University. Prior to 1980, I was an instructor in economics at Rutgers University. For the following nine years, I was employed by the National Council on Compensation Insurance (NCCI), the nation's largest workers compensation insurance statistical, research and ratemaking organization. I joined NCCI as Research Economist in 1980, and ultimately became Vice President for research beginning in July 1985. In 1989 I left NCCI to establish the Economics Consulting practice for Milliman. For the next 27 years I directed the activities of that practice, until stepping down as practice manager in 2016.

Q. Would you please describe some of your other professional activities?

A. Yes. Throughout my professional career, I have participated in a variety of academic and business activities related to insurance. I have twice been a member of the Board of Directors of the American Risk and Insurance Association, the leading learned society of insurance academics. For many years I was a member of the editorial board of the Journal of Insurance Regulation (the official research publication of the National Association of Insurance Commissioners), as well as the journal Benefits Quarterly, and I acted as a peer referee for a number of scholarly journals in economics and insurance. In addition, I was, for twelve years, an Adjunct Professor of Economics at Rutgers University.

Q. Have you ever published any papers or books?

A. Yes. During my career, I have authored many papers on various aspects of insurance that have been published in refereed books or scholarly journals. In addition, I have published a large number of papers in non-refereed journals as well. I have also co-edited three volumes of research papers dealing with various aspects of workers compensation and property-casualty insurance. My refereed publications are listed in Exhibit RB-26 filed with this testimony.

Q. Are you a member of any professional associations?

A. Yes, I am a member of the American Risk and Insurance Association, and an elected fellow of the National Academy of Social Insurance. I have also been an elected fellow of the National Academy of Social Insurance, a member of the panel of neutrals of the American Arbitration Association, and a certified arbitrator and umpire of ARIAS, the world's leading insurance and reinsurance arbitration society.

Q. Have you ever testified in insurance rate regulatory proceedings?

A. Yes. I have testified on many occasions in such proceedings, including numerous occasions in North Carolina. A complete list is contained in Exhibit RB-26 filed with this testimony.

Q. What was the general nature of your testimony in these cases?

A. I have addressed a wide variety of insurance issues during public testimony, including such diverse topics as the impact of economic and demographic factors on insurance costs, the effects of regulation on insurance availability, the use of econometric and statistical models in insurance forecasting, and the use of modern financial theory in developing insurance prices. In North Carolina auto insurance matters, my testimony has focused primarily on the last of these issues, specifically on matters relating to the cost of capital and the expected returns attributable to the business of insurance.

Q. Have you been retained by the North Carolina Rate Bureau as a consultant with respect to the subject of profitability in this rate case?

A. Yes. I have considered the following specific matters in connection with this case:

1. Whether Dr. Vander Weide's analysis provides a reasonable estimate of the cost of capital.
2. Whether other factors – notably interest rate sensitivity and the small firm size typical of auto insurers in North Carolina – create additional sources of risk which affect insurers' cost of capital.
3. The returns insurers would expect to earn from underwriting auto insurance in North Carolina, given that the filed underwriting profit provision is realized.

I have performed various studies and analyses on these matters.

Q. Have you reached any conclusions in regard to these matters?

A. Yes. I will summarize them in bullet form here, and then discuss them each more fully later in the testimony.

1. I have reviewed Dr. Vander Weide's cost of capital estimates, which rely on the two most widely recognized models used for this purpose, and find them to be reasonable. However, Dr. Vander Weide's estimates are based on the implicit assumption that insurers present investors with roughly average risk, relative to all possible investment activities. I believe that investors in the property-casualty insurance industry are subject to an above average degree of risk, and therefore I think it would be prudent to view Dr. Vander Weide's estimates as a conservative estimate of the return to which insurers are entitled.
2. I have also considered the impact of two factors on the risk and required return for insurers – interest rate sensitivity and firm size. These factors affect the required return for insurers generally, regardless of the line of business. As regards interest rate sensitivity, because of the high degree of financial leverage and the substantial share of medium and long term bonds in insurer asset portfolios, insurers are particularly subject to interest rate risk that cannot be diversified away. Based on my previous analyses, I have found that investors must be compensated for this risk in the form of an additional risk premium above that required for the average security. As regards firm size, I have on many occasions studied the size distribution of insurers in North Carolina and found that the firms providing insurance coverage in the state tend to be smaller than those used in Dr. Vander Weide's cost of capital analysis. Since there is conclusive evidence that, over the long run, smaller firms have earned higher returns, this finding must be considered evidence that investors expect higher returns from small firms.

These analyses provide support for my opinion that Dr. Vander Weide's cost of capital estimates should be viewed as a conservative estimate of the return to which insurers are entitled.

3. In order to test the underwriting profit provisions selected and filed by the NCRB, I have estimated the returns insurers would expect to earn from North Carolina auto liability and physical damage coverages assuming the filed underwriting profit provisions are fully earned. I am aware that North Carolina law provides that insurers are entitled to expect to earn a return equal to the returns of industries of comparable risk, and that in calculating that expected return, investment income from capital and surplus funds is not to be considered. I refer to that operating return as the statutory return. However, as is evident from the attached exhibits, I have estimated insurer pro forma returns both including and excluding expected investment income from capital and surplus. (I refer to the return including investment income on surplus as the total return.) I have done this to demonstrate that if the filed underwriting profits are actually realized, and even if investment income on surplus is considered, insurer returns will not be excessive. Obviously, if returns are not excessive including investment income from capital and surplus, they will be non-excessive excluding such income.

Based on my calculations, the selected underwriting profit provisions generate statutory returns on net worth of 7.9% for the liability coverages and 7.9% for the physical damage coverages. In addition, the total returns on net worth (i.e., including investment income on surplus) are 10.2% for the liability coverages and 10.2% for the physical damage coverages. Since all these returns, even those that include investment income on surplus funds, are below the midpoint of Dr. Vander Weide's range for the fair rate of return, I conclude that the underwriting profit provisions are clearly not excessive.

II. COST OF CAPITAL REVIEW

- Q. You said your first assignment was to review Dr. Vander Weide's estimate of the cost of capital. Are you familiar with Dr. Vander Weide's approach to estimating the cost of capital in insurance rate cases?
- A. Yes. I am aware of the methodology upon which Dr. Vander Weide relies to estimate the cost of capital and have reviewed it on a number of occasions in the course of previous rate cases in North Carolina. Dr. Vander Weide has used the most widely recognized and accepted models for this purpose, namely the Discounted Cash Flow (DCF) model and the risk premium method. These models, when taken together and properly applied to a reasonably selected data set, provide acceptable estimates of the cost of capital for regulated insurers.
- Q. What has Dr. Vander Weide concluded with respect to the fair rate of return in this case?
- A. Dr. Vander Weide has concluded that the fair rate of return for insurers is in the range of 8.4% -12.3% on net worth as determined under generally accepted accounting principles (GAAP).

- Q. In your opinion, is this an appropriate estimate of the required rate of return?
- A. Yes, however as I indicated a moment ago, I believe that Dr. Vander Weide may have been conservative in his estimates, since he has assumed that the property-casualty industry presents investors with average risk. Based on research I have conducted, I conclude the following:
1. There is evidence that the industry is considerably above average with respect to the volatility of the returns that it provides to investors. This higher volatility of returns makes the property-casualty industry an investment of above average risk.
 2. Since investors require higher returns from smaller firms, and since the firms in Dr. Vander Weide's cost of capital analysis are significantly larger than the average property-casualty insurer in the North Carolina auto insurance market, his approach tends to underestimate the true cost of capital for North Carolina auto insurers.

III. ADDITIONAL FACTORS AFFECTING RISK

- Q. Your comments suggest that Dr. Vander Weide's cost of capital may be understated for insurers writing auto insurance in North Carolina. Can you please elaborate on this?
- A. Certainly. As mentioned in the summary, I have considered whether other factors not addressed in the standard cost of capital analysis conducted by Dr. Vander Weide might indeed affect the risk and therefore the required return in this case. In fact, there were two such factors – interest rate risk and the small size of firms writing auto insurance in the state - that I have been studying for a number of years and which clearly increase the cost of capital, or required return, in this case. Based on analyses I have conducted for previous rate hearings in North Carolina, I have concluded that both these factors create additional risks that require additional compensation above that demanded for the average security.
- Q. You have made reference to the term interest rate risk. Can you please define this term?
- A. Yes. Interest rate risk refers to the risk that the value of fixed income investments (such as bonds) will fluctuate with changes in interest rates. This means that there is a risk associated with holding bonds, particularly those with a relatively long term to maturity. While investments in equities are still considerably riskier than investments in long term bonds, as evidenced by the fact that returns to large company stocks have had a much higher mean and standard deviation than returns on long term government bonds over the past 80+ years, bonds investments impose risk as well.
- Q. Does interest rate risk affect investments in property-casualty insurance stocks?

A. Yes. Property-casualty insurance companies invest large amounts of funds in bonds issued by both corporations and governmental bodies. The risk that investors face is that when interest rates change, the values of the bonds also change, and hence their investments in property-casualty stocks are subject to interest rate risk. This fact is widely recognized by the financial community. Since investors cannot diversify away interest rate risk, only the prospect of higher returns will induce them to purchase interest-sensitive stocks. That is, investors must be compensated for purchasing interest-sensitive stocks because they are increasing their exposure to interest rate risk. This is a risk separate and apart from the market risk investors face.

Q. Why is interest rate risk different from market risk?

A. In general, risk that is not diversifiable is known as systematic risk, or market risk. Systematic risk stems from events that take place on an economy-wide basis. Investors can only diversify away risks that have offsetting factors somewhere else in the economy. For instance, if one company has a bad year due to reasons specific to it alone, it is highly likely that another company will have a good year which will offset the bad performance. That sort of risk is diversifiable. However, the risk associated with events that take place economy-wide without offsetting factors is not diversifiable. It is this risk that is referred to as systematic risk or market risk.

Interest rate risk is a separate source of volatility for insurance stocks. Interest rates often change as a result of changes in expectations of future inflation. These changes primarily affect firms that hold what are called nominal assets and liabilities. Nominal assets and liabilities have cash flows that are fixed in nominal terms (for example, accounts receivable, most contracts, and bonds) and are thus subject to erosion in value due to inflation. On the other hand, the cash flows associated with manufacturing and service operations tend to fluctuate with the price level. Since most non-financial firms hold relatively few nominal assets and liabilities, their stocks are not particularly sensitive to changes in interest rates that are due to changes in expected inflation. Therefore interest rate risk adds additional risk to insurance stocks, above and beyond market risk, that is not diversifiable.

Changes in interest rates that are not associated with changes in expected inflation will affect all stocks. This accounts for the moderate degree of correlation between changes in long term interest rates and returns to common stocks. However, the fact that most stocks are not very sensitive to changes in interest rates that are due to changes in expected inflation means that interest rate risk is not fully captured in measures of market risk.

Q. Is it possible to measure interest rate risk?

A. Yes, and in the past I have conducted a number of studies designed specifically to address this issue. The principal conclusions of those studies is that since insurer assets on average have a substantially longer financial duration than insurance liabilities, when interest rates

change, the value of insurer equity is subject to potentially wide fluctuation. While the market risk for insurers as measured by beta is roughly average, the degree of interest rate risk to which the industry is exposed is considerably higher than average. Since this risk cannot be entirely diversified away, the overall risk associated with an investment in property/casualty insurance is greater than average. As a consequence, insurers are entitled to a rate of return above that allowed for the average risk investment in the U.S. economy. I believe that there are three main reasons for this conclusion.

First, as noted, the high degree of financial leverage and mismatched durations of assets and liabilities contributes to the volatility of returns to investors in insurance stocks.

Second, the insurance industry is in the business of bearing risk. Individuals and corporations transfer to property-casualty insurers the potential liability for a wide range of possible adverse events, ranging from property damage to professional liability. In light of the unforeseen events that can occur, and, in the recent past, actually have occurred, investors in property-casualty insurance stocks are subject to considerable risk.

Finally, insurance is in the unique position of being a highly competitive industry that is also subject to a high degree of regulation. This combination of regulation and competition creates an environment in which insurers are subject not only to the demands of the market but also to the pressures of the political process. There is substantial evidence that regulation can increase risk for a regulated enterprise, and when that is combined with an aggressively competitive industrial structure, risk is increased.

Q. You said that the combination of regulation and competition increased risk for insurers. Can you describe what you mean?

A. Yes. Traditionally, direct price and rate of return regulation has been imposed on industries known as "public utilities," such as generation and transmission of electric power, distribution of natural gas, provision of local water and sewer service and the like. Because of the nature of the production process, these industries are characterized as "natural monopolies," meaning that it is most efficient for a single producer to provide the service in question. In such circumstances, the state normally grants a monopoly to a single provider and then regulates that firm directly to prevent abuse of monopoly power.

Property-casualty insurance differs dramatically from this model. Rather than a single firm providing service, there are in most states literally hundreds of firms competing in the market, none of which typically have significant market power. These firms compete aggressively to increase market share and attract the best insureds by offering a variety of price and quality combinations that are best tailored to their business objectives. This vigorous competition provides discipline in the marketplace, and, when combined with direct rate of return regulation, the risk for insurers is increased.

I should note that, historically, a number of competitively structured industries (such as airlines, trucking, and telecommunications) were subject to regulation, but in the past

several decades there has been a movement to deregulate these activities. This is due in part to the widespread agreement that competition itself is an adequate regulator.

Q. You also said that you considered whether the size distribution of North Carolina insurers should impact the cost of capital in this case. Can you please describe this issue briefly and discuss its implications for this case?

A. Yes. It is a well established fact of empirical finance that small stocks tend to outperform large stocks. Ibbotson Associates, for instance, reports that firms in the ninth and tenth deciles of stocks listed on the principal U.S. stock exchanges have outperformed the market as a whole by approximately 4.5 percentage points over the period 1926 to 2015, even after accounting for the fact that these firms have above average betas. Therefore an adjustment should be made to the cost of capital to the extent that the property-casualty insurance industry is composed of small stocks.

Q. Have you conducted any studies with respect to the significance of the small stock effect?

A. Yes. As with interest rate risk, I have conducted a number of studies of this issue in previous years, and in each instance I found that (1) investors have earned higher returns from small stocks than from large stocks, and (2) the insurers in Dr. Vander Weide's cost of capital analysis are among the larger companies in the U.S. economy. The insurers in Dr. Vander Weide's analysis are larger, on average, than the companies in the property-casualty insurance industry, and they are larger, on average, than the companies writing auto insurance in North Carolina.

These facts suggest that the cost of capital for insurers writing auto insurance in North Carolina should be higher than for those firms contained in Dr. Vander Weide's cost of capital analysis. This reaffirms my conclusion that the cost of capital Dr. Vander Weide has presented is conservative.

Q. Can you please summarize your testimony on the cost of capital of the property-casualty insurance industry?

A. Yes. Dr. Vander Weide has assumed that the property-casualty insurance industry presents investors with risks comparable to the average investment in equities. My analysis has shown that property-casualty insurance stocks are subject to additional volatility due to interest rate sensitivity, and they are relatively small when compared with the broad cross section of publicly traded firms in the U.S. economy. Since each of these additional risks require compensation in the form of a higher return, I conclude that Dr. Vander Weide has been conservative in his calculation of the required rate of return on property-casualty insurance investments.

IV. UNDERWRITING PROFIT AND EXPECTED RETURN ON INSURANCE OPERATIONS

Q. Earlier you said that you had calculated the statutory and total returns insurers would expect from underwriting auto insurance in North Carolina. Would you please describe your analysis?

A. Yes. I developed a model using traditional insurance profitability analyses and have calculated the pro-forma statutory and total returns on equity that would be expected to arise assuming that actual underwriting and investment results materialize exactly as projected in this filing. The results are contained in Exhibits RB-27 and RB-28 filed with this testimony.

Q. What do you mean when you say you use the term pro forma in the exhibits calculating the rate of return?

A. The rate of return presented in these exhibits is based on a series of assumptions regarding such inputs as underwriting profit, investment gain, leverage, and the like. If these assumptions actually materialize, then the rates of return calculated in the exhibits will prevail. However, to the extent that these assumptions are not realized, the rate of return will differ from that calculated in the exhibits. Therefore, I want to stress that these results are conditional on the assumptions underlying the analysis. To emphasize that fact, I use the term “pro forma” in connection with the rate of return calculations.

Q. Are you aware of the provisions of G.S. 58-36-10, providing that in making rates the NCRB is to consider investment income earned and realized on unearned premium and loss reserves?

A. Yes, and I understand that investment income on capital and surplus is not included in the statute and is not to be considered. As I have already indicated, I have estimated and presented the returns that can be expected if the filed underwriting profit provisions are fully earned and realized, both excluding and including investment income on capital and surplus, and all of those returns are either below or within the low end of Dr. Vander Weide’s range for the industry’s fair rate of return. Since the NCRB’s filed underwriting profit provisions generate expected returns that are not excessive even if the investment income on capital and surplus is included, the expected returns which exclude that investment income cannot be excessive.

Q. Can you please now describe the components of the model you developed?

A. Yes. The model really consists of a single page for each line of business, which calculates the rate of return on equity attributable to undertaking the insurance activity. It sets forth estimates of income derived from underwriting, installment fees and investment of reserves and estimates of costs, comprised of losses, expenses and taxes. This exhibit is supported by several other exhibits which provide calculations of investment yield rates, tax rates, premium to surplus and net worth to surplus ratios, and installment fee income. I will describe the principal elements of these exhibits below.

1. Underwriting profit is the difference between earned premiums at manual rates and incurred losses and expenses, expressed as a percent of manual premium.
2. Installment fee income is projected based on historical installment revenues.
3. Taxes are calculated assuming that the regular corporate tax rate applies to statutory underwriting (plus installment fee) income, and that an additional tax liability applies due to the reserve discounting and revenue offset provisions that are applicable to property casualty insurers. Taxes on investment income are calculated assuming that the current statutory tax rates apply to the various classes of investment income earned.
4. Investment gain on the insurance transaction is estimated as the product of an investment yield rate and the investible funds available from loss, loss adjustment expense and unearned premium reserves (*i.e.*, policyholder supplied funds). The investment yield rate is derived as the average of the "embedded yield" and the "current yield," based on the actual portfolios of securities held by insurers. This estimated yield rate includes income from interest, dividends, real estate, and other assets, as well as realized capital gains. The investible funds are estimated using the well known ISO State-X calculation, modified as described below.

Q. In previous testimony in North Carolina, you identified certain changes you made to the traditional rate of return analysis that is performed using this model. Did you continue these changes for this year's filing?

A. Yes, I modified the rate of return calculation from the traditional analysis in two ways.

First, I removed the reduction of investible funds by the amount of agents' balances from the ISO State-X calculation. However, it continues to be true that the funds represented by agents' balances are not available for investment by insurers. Therefore, in the rate of return calculation, the investment income from this modified State-X calculation is reduced by the investment income attributable to agents' balances. This calculation recognizes (1) that the majority of agents' balances represent premiums not yet paid by insureds because of installment payment plans, and hence is unavailable for investment and (2) that for the minority of premiums collected by agents but not yet remitted to the companies, the investment income on that premium is additional compensation to the agents and a cost to the companies as part of the insurance transaction.

In addition, I adjusted the trended loss, LAE and fixed expense ratios to reflect the proposed rate change. That is to say, I have divided the trended loss and expense ratios at present rates by one plus the proposed rate change to reflect the changes in these ratios that occur when rates are changed.

Q. Could you please clarify how the underwriting profit provision contained in the rate filing was determined?

- A. Yes. The issue of how that Rate Bureau determines the underwriting profit and contingency factor has routinely arisen in rate hearings in North Carolina over the past several years. Although it is evident from my exhibits that the Rate Bureau selects an underwriting profit and contingency provision to be included in the rates, there has been lengthy cross examination on this issue in every rate hearing in recent memory. Therefore, to clarify this matter, I will briefly discuss the procedure used by the Rate Bureau to determine the underwriting profit and contingency factor that is included in the proposed rates.

Each year, the Auto Committee of the Rate Bureau meets to review data and determine values for a number of the important components of the proposed rates. One of these components is the underwriting profit factor. To determine this value, a procedure is followed in which I provide the committee with the estimated returns on equity (both statutory returns as well as returns adjusted to include investment income on surplus) associated with alternative underwriting profit provisions, and the committee then selects a provision that is consistent with the cost of capital that has been developed by Dr. Vander Weide. Thus, the process is best described as one in which I test alternative underwriting profit provisions, and the committee selects a value based on these tests.

- Q. How do you know what values of the underwriting profit provision to test?

- A. I have been performing this type of analysis on behalf of the NCRB for many years, and I am quite familiar with the dynamics of these models. Therefore, it is relatively easy to know the general range of values around which the underwriting profit is likely to fall. Normally, for each line of business, I will select approximately five or six values of the underwriting profit provision to test, that comprise a range of perhaps two to three percentage points, and the committee typically selects a value within that range. (For example, for this filing, I believe I tested underwriting profit provisions for liability in one-half percentage point increments ranging from 12.0% to 15.0%, and the committee selected a value of 13.5%.) Of course, if the committee is not satisfied with the range of values I propose, it is relatively straightforward to calculate returns associated with alternative values proposed by the committee.

- Q. From what you've said, it appears that the NCRB *selects* an underwriting profit provision, rather than *deriving* such a provision from the cost of capital. Is that correct, and if so, isn't it true that actuarial standards of practice require that the underwriting profit provision be *derived* from an underlying cost of capital?

- A. It is correct that the Rate Bureau committee selects an underwriting profit provision and then tests whether that provision results in an expected rate of return on net worth that is consistent with the cost of capital. However, despite what has been suggested in the past by DOI witnesses, it is *not true* that actuarial standards of practice require that an underwriting profit be derived from the cost of capital. In fact, that issue is addressed explicitly in ASOP # 30, entitled "Treatment of Underwriting Profit and Contingency Factors and the Cost of Capital in Property/Casualty Insurance Ratemaking." Section 3.1 of that ASOP states the following:

Estimating the Cost of Capital and the Underwriting Profit Provision –
Property/casualty insurance rates should provide for all expected costs, including an appropriate cost of capital associated with the specific risk transfer. This cost of capital can be provided for by estimating that cost

and translating it into an underwriting profit provision, after talking leverage and investment income into account. Alternatively, the actuary may develop an underwriting profit provision and test that profit provision for consistency with the cost of capital. The actuary may use any appropriate method, as long as such method is consistent with the considerations in this standard.

The procedure utilized by the Rate Bureau is exactly the approach articulated in this section (i.e., “the actuary may develop an underwriting profit provision and test that profit provision for consistency with the cost of capital”).

Q. Could you please clarify how you selected your investment yield rate and premium to surplus ratio?

A. Yes. To select the investment yield rate, I was asked by the Rate Bureau to compute the average of what are known as the "embedded" and "current" yields, where each was based on the actual asset portfolios insurers currently hold. The Commissioner adopted an approach of averaging the embedded and current yields in his 1994 automobile decision, and in his decision in the 1996 case, he selected a yield which approximated the yield obtained from this approach. Since that time, the Rate Bureau has chosen to follow that methodology.

To estimate the embedded yield, I calculated the ratio of 2015 investment income divided by average invested assets and added to that an estimate of the ten year average ratio of realized capital gains to invested assets. The sum of these two is the estimated embedded yield.

To estimate the current yield, I determined the yields available in today's capital markets for the portfolio of securities currently held by the property-casualty insurance industry. I then calculated a weighted average of these yield rates based on the proportion of assets held by the industry in each of the various securities such as stocks, bonds, real estate and the like.

As far as the premium to surplus ratio is concerned, I also relied on information which reflects the actual degree of leverage for insurers writing auto insurance in North Carolina. My premium to surplus ratio is calculated by using the ten year (2006-2015) average premium to surplus ratio for the top 30 company groups which wrote auto insurance in North Carolina over the past ten years.

Q. Can you please provide the results of your calculations regarding the projected rate of return to the insurance transaction if your underlying assumptions are realized?

A. Yes. For the liability line of coverage, I estimate that insurers should expect to earn a statutory return on GAAP equity (excluding investment income on surplus) of 7.9%. If one includes consideration of investment income on surplus, the expected total rate of return on GAAP equity equals 10.2%.

For the physical damage line of coverage, the expected returns are identical after rounding: the expected statutory rate of return on GAAP equity is 7.9%, while the total rate of return including investment income on surplus is 10.2%.

As is evident, the total returns are below the midpoint of Dr. Vander Weide's cost of capital range, while the statutory returns are below the lower bound of the range.

Q. It appears that in developing the filed manual rate change, the Rate Bureau has incorporated an assumption that insurers will provide savings to policyholders (i.e., deviations) in the amount of 5% of premium. Is that correct?

A. Yes. In developing the rates proposed in this filing, the Rate Bureau has again utilized all the data relating to non-fleet private passenger automobile insurance in North Carolina, regardless of whether the data reflects insureds written at manual rates, downward deviated rates, Facility rates or through consent-to-rate rates. In doing so, the Bureau recognizes that the market price for insurance coverage will vary from the manual rates for some insureds due to the granting of deviations, payment of Facility rates or payment of higher rates for physical damage coverage under the consent to rate provisions of the law. To the extent that actual market prices are anticipated to depart from the manual rates in the future, it is appropriate and necessary to consider these variations when setting those manual rates.

Q. How did the Rate Bureau determine the 5% provision for net deviations that is included in this year's filed rates?

A. The Rate Bureau reviewed the most recent six years of historical data on the amount of revenue lost due to downward deviations, and the amount of revenue gained due to surcharges on other-than-clean Facility risks, Facility clean risk recoupment provisions and the use of consent to rate provisions on physical damage risks. These data are displayed on Exhibit RB-3 in the filing. As is evident from that exhibit, the net amount of these various departures from manual rates is significant, and has been growing steadily in recent years. For example, in 2015 the net result of downward deviations on voluntary market business and surcharges on Facility business was that actual market premium was 10.42% lower than the premium that would have been collected had every exposure been written at the Bureau's manual rates (i.e., a net deviation factor of -10.42%). Similarly, for physical damage coverages, the net result of downward deviations and surcharges under the consent to rate provisions of the law was that actual market premium was 14.46% lower than the premium that would have been collected had every exposure been written at the Bureau's manual rates (a factor of -14.46%). The six year average for these values was -8.50% for liability coverages and -9.83% for physical damages coverages.

Q. All of the values you reported above are significantly higher than the 5% provision for net deviations that you said was included in this year's rate development. Why did the Bureau select a 5% provision for net deviations?

A. The Rate Bureau decided to temper the indicated rate level changes by using the lower 5% provision. A 5% provision was used in a similar manner in some previous filings and was based in part on a decision by the Commissioner of Insurance on a filing in the late 1990's. In that previous decision, the then Commissioner of Insurance indicated his belief that the manual rates included sufficient funds such that insurers could provide policyholder

savings of 5% of premium. This belief was based on an actuarial analysis of individual insurer losses and expenses compared to the statewide average losses and expenses used in ratemaking; the Commissioner found that insurers with lower than average losses and expenses could reduce their rates by 5% and still achieve the target profits included in the rates. As a result, the Rate Bureau selected this value for use in the filing, notwithstanding the fact that the level of net deviations has been significantly greater than 5% in recent years.

I believe that, by adopting this approach, the Bureau has given due to consideration to deviations (or savings to policyholders), as is required under the law. However, I would reiterate that, if insurers grant deviations in excess of the 5% assumed in the rate filing, the rate of return they actually achieve will fall below that estimated in my analysis.

Q. I also see that there is a provision of 0.3% of premium in the rates for policyholder dividends. Is that correct?

A. Yes. Although they are relatively small, the data reflect that North Carolina automobile insurers have in fact paid dividends consistently, and in amounts that cannot be characterized as immaterial. As is shown on Exhibit RB-1. Page D-35, the amount of policyholder dividends paid on both liability and physical damage coverages has consistently been about 0.3% of premium over the past six years. Given this information, the Rate Bureau has elected to include a modest provision of 0.3% of premium to reflect anticipated dividends. I believe this is a reasonable assumption that is consistent with historical data.

VI. CONCLUSION

Q. Based on the studies you have conducted, have you come to any conclusions regarding the underwriting profit provisions that have been filed by the NCRB in this case?

A. Yes. Based on my evaluation of Dr. Vander Weide's cost of capital estimates, my consideration of insurer specific risk characteristics, and my estimation of projected and expected returns, I believe that the underwriting profit provisions comply with North Carolina law and the returns expected to be realized by insurers will not be excessive.

Q. Does this conclude your testimony?

A. Yes, it does.

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1989 to present 2017 1989 to 2016	MILLIMAN, INC. Senior Consultant Principal & Director - Economics Consulting Responsible for the formation, development and management of a national consulting practice in insurance economics.
1980 to 1989 1985 to 1989 1983	NATIONAL COUNCIL ON COMPENSATION INSURANCE Economic and Social Research Division Vice President Assistant Vice President Responsible for all economic and social research of NCCI
1982 1981 1980	Director of Economic and Social Research Senior Research Economist Associate Research Economist
1976 to 1997	RUTGERS UNIVERSITY
1981-97	Associate of the Graduate Faculty, Department of Economics, Newark, New Jersey
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1980	Ph.D., Economics, Rutgers University
1976	M.A., Economics, Rutgers University
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"Framing, Firm Size and Financial Incentives in Workers' Compensation Insurance" (with Richard J. Butler and John D. Worrall)

"Application of NAIC Profitability Models to Long Tailed Lines of Insurance" (with James Gerofsky)

INVITED PRESENTATIONS

Huntington Beach, California, March 11, 2013

CAS RPM Seminar

“Risk Loads for Property Catastrophe Covers: Primary and Reinsurer Perspectives”

Huntington Beach, California, March 11, 2013

CAS RPM Seminar

“The Actuary as Expert Witness”

Philadelphia, Pennsylvania, March 20, 2012

CAS Ratemaking Seminar

“How Reinsurers Consider Risk Loads and Cost of Capital for Property Cat Covers”

Chicago, IL , March 17, 2010

CAS Ratemaking Seminar

“Logic, Fallacies and Paradoxes in Risk/Profit Loading in Ratemaking: A Socratic Dialogue”

Chicago, IL , March 16, 2010

CAS Ratemaking Seminar

“Quantifying Risk Loads for Property Catastrophe Exposure”

Las Vegas, NV, March 10, 2009

CAS Ratemaking Seminar

“Using Catastrophe Bonds to Infer Risk Loads/Profit Margins/Reinsurance Costs”

Boston, MA, March 17, 2008

CAS Ratemaking Seminar

“Using Catastrophe Bonds to Infer Risk Loads/Profit Margins/Reinsurance Costs”

Pinehurst, North Carolina, May 21, 2007

Workers Compensation Insurance Organizations Annual Meeting

“Enterprise Risk Management: What Is It and Why Is It Important?”

Salt Lake City, Utah, March 13, 2006

CAS Ratemaking Seminar

“Including Reinsurance Costs in Primary Insurance Rates”

New Orleans, Louisiana, March 11, 2005

CAS Ratemaking Seminar

“Including Reinsurance Costs in Primary Insurance Rates”

Philadelphia, Pennsylvania, March 11, 2004

CAS Ratemaking Seminar

“The Consideration of Risk Loads and Reinsurance Costs in Primary Insurance Ratemaking”

New York, New York, December 12, 2003

Goldman Sachs Insurance Conference

“Interest Rate Changes and Insurance Underwriting”

San Antonio, Texas, March 28, 2003

CAS Ratemaking Seminar

"The Consideration of Risk Loads and Reinsurance Costs in Primary Insurance Ratemaking"

San Antonio, Texas, March 27, 2003

CAS Ratemaking Seminar

"Rate of Return Models in Insurance Ratemaking"

San Diego, California, May 20, 2002
CAS Annual Meeting
"The Actuary as an Expert Witness"

Tampa, Florida, March 7, 2002
CAS Ratemaking Seminar
"Parameterizing Rate of Return Models in Insurance Ratemaking"

Chicago, Illinois, December 10, 2001
NAIC Meeting
"The Impact of Proposition 103 in California"

Kansas City, Missouri, April 30, 2001
NAIC Meeting
"Personal Lines Regulation"

Las Vegas, Nevada, March 12, 2001
CAS Ratemaking Seminar
"Parameterizing Rate of Return Models in Insurance Ratemaking"

Washington DC, January 18, 2001
Brookings Institution Conference on Insurance Regulation
"Auto Insurance Experience in California"

Bermuda, September 14, 2000
Ace Insurance Worldwide Actuarial Conference
"Rate of Return Models In Property Casualty Insurance Ratemaking"

Orlando, Florida, June 9, 1998
Florida Managed Care Institute Annual Conference
"Issues in Integrated Health Care"

Seattle, Washington, July 21, 1997
CAS Dynamic Financial Analysis Seminar
"Dynamic Financial Analysis of a Workers Compensation Insurer"

Boston, Massachusetts, March 14, 1997
CAS Ratemaking Seminar
"Discounted Cash Flow Models in Insurance Ratemaking"

East Lansing, Michigan, July 15, 1996
National Symposium on Workers Compensation
"Managed Care in Workers Compensation"

New Orleans, Louisiana, March 20, 1996
Global Business Research Seminar: Partnerships Between Insurers and Providers
"Integrating the Data Systems"

Orlando, Florida, November 15, 1995
Global Business Research Seminar: Documenting Savings From Managed Care
"Evaluating Savings From Managed Care"

Orlando, Florida, October 27, 1995
Self Insurance Association of America Annual Meeting
"Managed Care in Workers Compensation: A Magic Act or Humbug?"

San Diego, California, October 16, 1995
Global Business Research Seminar: Documenting Savings From Managed Care
"Technical Issues in Measuring Savings From Managed Care"

Durham, North Carolina, September 6, 1995
North Carolina HMO Association Annual Meeting
"Workers Compensation in North Carolina: Risks and Opportunities for HMO's"

Washington, DC, May 22, 1995
Global Business Research Seminar: Outcomes for Workers' Compensation Managed Care
"Measuring and Reporting the Savings"

Orlando, Florida, April 13, 1995
NCCI Annual Meeting
"Managed Care in Workers Compensation"

Phoenix, Arizona, April 3, 1995
Casualty Actuarial Society Seminar on Profitability
"Rate of Return Models - Selecting the Parameters"

New Orleans, Louisiana, March 16, 1995
Casualty Actuarial Society Ratemaking Seminar
"Discounted Cash Flow Models for Insurance Ratemaking"

Orlando, Florida, March 14, 1995
Standard & Poor's Rating Conference
"Consolidation in the Property/Casualty Insurance Industry"

Minneapolis, Minnesota, October 11, 1994
Casualty Actuarial Society Seminar on Medical Cost Containment
"Managed Care and Workers' Compensation"

Toronto, Ontario, August 22, 1994
American Risk and Insurance Association Annual Meeting
"Current Issues in Workers' Compensation"

Boston, Massachusetts, May 17, 1994
Casualty Actuarial Society Annual Meeting
"Standard Of Practice on Profit and Contingency"

Hartford, Connecticut, April 20, 1994
University of Connecticut Blue Cross/Blue Shield Symposium
"24 Hour Coverage - What Will It Involve"

Atlanta, Georgia, March 10, 1994
Casualty Actuarial Society Ratemaking Seminar
"Cash Flow Models for Insurance Ratemaking"

Cambridge, Massachusetts, March 2, 1994
Workers' Compensation Research Institute Health Care Reform Conference
"Early Results of the Florida Pilot Project"

Phoenix, Arizona, November 15, 1993
Casualty Actuarial Society Annual Meeting
"The Use Of Managed Care in Workers' Compensation"

New York, New York, October 20, 1993
Insurance Information Institute/Reinsurance Association of America Research Conference
"The Impact of Health Care Reform on Casualty Insurance"

Somerset, New Jersey, July 13, 1993
National Symposium on Workers' Compensation
"Economic Analysis of Workers' Compensation Issues"

Boston, Massachusetts, June 30, 1993
Institute of Actuaries of Japan Special Meeting
"Health Care Costs in Workers' Compensation"

Dallas, Texas, June 15, 1993
Stirling-Cooke Workers' Compensation Seminar
"Workers' Compensation Medical Costs: Trends, Causes and Solutions"

New York, New York, June 3, 1993
New York Business Group On Health
"The Crisis in Workers' Compensation Health Care"

Mauna Lani Bay, Hawaii, May 3, 1993
Western Association of Insurance Brokers Annual Meeting
"Trends in Insurance Insolvency"

Kingston, Ontario, April 28, 1993
Queen's University Workers' Compensation Conference
"Exposure Bases for Workers' Compensation: Equity vs. Practicality"

Sanibel Island, Florida, March 29, 1993
Workers' Compensation Reinsurance Bureau Annual Meeting
"The Use of Managed Care in Workers' Compensation"

Baltimore, Maryland, March 23, 1993
CAMAR Annual Meeting
"Estimating the Cost of Capital in Insurance Ratemaking"

Philadelphia, Pennsylvania, December 1, 1992
Economic Issues in Workers' Compensation Seminar,
"Rate of Return Regulation in Workers' Compensation"

Seattle, Washington, October 16, 1992
Casualty Actuarial Society Seminar on Profitability
"Risk Based Capital Standards for Property Casualty Insurers"

Washington, DC, August 18, 1992
American Risk and Insurance Association Annual Meeting
"The Crisis in Workers' Compensation"

New York, New York, May 19, 1992
Executive Enterprises Institute Seminar: Winning Approval of Rate and Form Filings
"Determining a Fair Rate of Return for Property/Casualty Insurers"

Palm Beach, Florida, April 23, 1992
NCCI Annual Meeting
"Is the Workers' Compensation Industry Competitive?"

Philadelphia, Pennsylvania, March 20, 1992
University of Pennsylvania/Duncanson & Holt Special Seminar
"Current Issues in Workers' Compensation"

Dallas, Texas, March 12, 1992
Casualty Actuarial Society Ratemaking Seminar
"Profitability Models in Insurance Ratemaking: Estimating the Parameters"

Houston, Texas, December 11, 1991
NCCI/NAIC Commissioners Symposium
"Rate Adequacy: Solvency and Safety Implications"

New York, New York, November 17, 1991
Executive Enterprises Institute Seminar: Winning Approval of Rate and Form Filings
"Determining a Fair Rate of Return for Property/Casualty Insurers"

Philadelphia, Pennsylvania, November 12, 1991
Casualty Actuarial Society Annual Meeting
"The Impact of Medical Costs on Casualty Coverages"

New York, New York, May 17, 1991
Executive Enterprises Institute Seminar: Winning Approval of Rate and Form Filings
"Determining a Fair Rate of Return for Property/Casualty Insurers"

Kiawah Island, South Carolina, April 15 & 16, 1991
Casualty Actuarial Society Seminar on Profitability
"Cost of Capital Estimation: Lessons From Public Utilities"

Chicago, Illinois, March 14, 1991
Casualty Actuarial Society Ratemaking Seminar
"The Use of Profitability Models in Insurance Ratemaking"

Orlando, Florida, October 24, 1990,
Financial Management Association Annual Meeting,
"Current Issues in Insurance Rate Regulation: California Prop. 103 and Pennsylvania Act 6"

New Brunswick, New Jersey, May 18, 1990,
Joint Conference on Workers' Compensation,
"Current State Issues and Benefit Reforms"

Orlando, Florida, May 8, 1990,
National Association of Insurance Commissioners Southeast Zone Raters Conference,
"Loss Cost Rating for Workers' Compensation"

Orlando, Florida, April 3, 1990,
Workers' Compensation Reinsurance Bureau Annual Meeting,
"Medical Costs in Workers' Compensation: Recent Trends in Cost Containment"

Philadelphia, Pennsylvania, March 15, 1990,
CAS Ratemaking Seminar,
"Rate of Return Models in Insurance Regulation: Return on Sales vs. Return on Equity"

Chicago, Illinois, November 10, 1989,
Alliance of American Insurers Research Committee,
"Recent Developments in Rate Regulation: California Proposition 103"

New York, New York, October 5, 1989,
NCCI Legal Trends Seminar,
"Medical Cost Containment in Workers' Compensation"

Philadelphia, Pennsylvania, September 7, 1989,
Workers' Compensation Congress,
"Medical Cost Containment in Workers' Compensation"

Denver, Colorado, August 21, 1989,
American Risk and Insurance Association Annual Meeting,
"Regulatory Survival: Rate Changes in Workers' Compensation" (with Richard J. Butler)

Hilton Head, South Carolina, April 4, 1989,
Workers' Compensation Reinsurance Bureau Annual Meeting,
"Prospects for Workers' Compensation in the 1990's"

Mountain Lakes, New Jersey, March 29, 1989,
St. Clares-Riverside Medical Center,
"Stress in the Workplace"

Dallas, Texas, March 16, 1989,
Casualty Actuarial Society Ratemaking Seminar,
"The Impact of Tax Reform on Insurance Profitability"

New Orleans, Louisiana, December 15, 1988,
NAIC-NCCI Commissioners School,
"A Forecast for Workers' Compensation"

Philadelphia, Pennsylvania, November 17, 1988,
Economic Issues in Workers' Compensation Seminar,
"The Impact of Regulation on the Probability of Insolvency" (with John D. Worrall and David Durbin)

Boston, Massachusetts, November 14, 1988,
American Public Health Association Annual Meeting,
"Stress in the Workplace"

Atlanta, Georgia, September 14, 1988,
Casualty Loss Reserve Seminar,
"Estimating the Cost of Social Inflation in Workers' Compensation"

Reno, Nevada, August 15, 1988,
American Risk and Insurance Association Annual Meeting,
"Benefit Increases in Workers' Compensation"

New York, New York, June 13, 1988,
National Association Of Insurance Commissioners Annual Meeting,
"Alternative Rate of Return Models for Insurance Regulation"

Syracuse, New York, May 5, 1988,
Current Issues in Workers' Compensation Symposium,
"Workers' Compensation Stress Claims"

Hilton Head, South Carolina, April 22, 1988,
Workers' Compensation Reinsurance Bureau Annual Meeting,
"A Forecast for Workers' Compensation Insurers"

Absecon, New Jersey, April 19, 1988,
Pennsylvania Coal Mine Rating Bureau Annual Meeting,
"The Use of Rate of Return Models in Insurance Rate Regulation"

Philadelphia, Pennsylvania, November 17, 1987,
Economic Issues in Workers' Compensation Seminar,
"The Transition to Permanent Disability Status" (with John D. Worrall and David Durbin)

Charlotte, North Carolina, October 20, 1987,
American Insurance Association Government Affairs Conference,
"Prospects for Workers' Compensation in 1988"

Minneapolis, Minnesota, September 29, 1987,
Minnesota Workers' Compensation Reinsurance Association Annual Meeting,
"Economic and Demographic Characteristics of Workers' Compensation Claims"

Airlie, Virginia, July 7, 1987,
National Symposium on Workers' Compensation,
"Forecasting Workers' Compensation Experience"

Santa Clara, California, June 30, 1987,
Symposium on Recent Advances in Ratemaking,
"Econometric Models of Workers' Compensation Losses"

Storrs, Connecticut, May 1, 1987,
University of Connecticut Symposium on Current Issues in Workers' Compensation,
"Current Research in Workers' Compensation"

Philadelphia, Pennsylvania, April 16, 1987,
Wharton School Graduate Seminar Series,
"Impact of Tax Reform on Workers' Compensation Profitability"

Boca Raton, Florida, December 4, 1986,
National Association of Insurance Commissioners/NCCI Commissioners School,
Panel Discussion on Current Issues in Workers' Compensation

Philadelphia, Pennsylvania, November 7, 1985,
Wharton School, University of Pennsylvania, Graduate Seminar Series,
"Litigation in Workers' Compensation"

Vancouver, British Columbia, August 19, 1985,
American Risk and Insurance Association Annual Meeting,
"Earnings Loss and Permanent Disability"

Washington, D.C., April 23, 1985,
Washington Conference on the Economics of Disability,
"Employment Effects of Workers' Compensation Insurance"

Schenectady, New York, January 18, 1985,
Union University Graduate Business Seminar Series,
"The Use of Modern Portfolio Theory in Insurance Regulation"

EXPERT TESTIMONY

Utica, New York, July 6, 2016
Village of Ilion, et.al., v. County of Herkimer, et.al.

San Francisco, California, November 19, 2015
State Farm General Homeowners Insurance Rate Hearing

Tallahassee, Florida, October 21, 2015
NCCI Workers Compensation Insurance Rate Hearing

Raleigh, North Carolina, October 27, 2014
Homeowners Insurance Rate Hearing

Tallahassee, Florida, October 14, 2014
NCCI Workers Compensation Insurance Rate Hearing

New York, NY, June 24, 2014
Omar Tigbao and Dorothy Tigbao, et. al., v. QBE Financial Institutions Risk Services, Deposition

New York, NY, March 7, 2014
Thrift Development Corporation v. American International Group, et. al., Deposition

New York, New York, January 28, 2014
Cheryl Hall, et. al. v. Bank of America, N.A., et. al., Deposition

Santa Fe, New Mexico, November 7, 2013
Biennial Title Insurance Rate Hearing

Tallahassee, Florida, October 1, 2013
NCCI Workers Compensation Insurance Rate Hearing

New York, New York, July 10, 2013
Larry Arnett and Ronda Arnett, et. al. v. Bank of America, N.A., et. al., Deposition

Austin, Texas, April 25, 2013
State Farm Lloyds Homeowners Rate Hearing

Tallahassee, Florida, October 4, 2012
NCCI Workers Compensation Insurance Rate Hearing

Boston, Massachusetts, May 14, 2012
Massachusetts Workers Compensation Rate Hearing

New York, New York, February 17, 2012
Temporary Services, Inc. et. al. v. American International Group, et. al., Deposition

San Francisco, California, January 19, 2012
Mercury Insurance Company Homeowners Insurance Rate Hearing

Santa Fe, New Mexico, November 16, 2011
Biennial Title Insurance Rate Hearing

Tallahassee, Florida, October 11, 2011
NCCI Workers Compensation Insurance Rate Hearing

Tampa, Florida, September 13, 2011
Citizens Property Insurance Corporation Homeowners Insurance Hearing

Raleigh, North Carolina, July 25, 2011
Dwelling Fire and Extended Coverage Insurance Rate Hearing

Tallahassee, Florida, October 6, 2010
NCCI Workers Compensation Insurance Rate Hearing

Irvine, CA, April 21, 2010
Eastwood Insurance Services, Inc. et. al., vs. Titan Auto Insurance of NM, et. al. Deposition

San Francisco, California, March 9, 2010
Century National Insurance Company Proposition 103 Rollback Hearing

Santa Fe, New Mexico, November 18, 2009
Annual Title Insurance Rate Hearing

Tallahassee, Florida, October 29, 2009
NCCI Workers Compensation Insurance Rate Hearing

Austin, Texas, September 14, 2009
Biennial Title Insurance Rate Hearing

Austin, Texas, April 1, 2009
State Farm Lloyds Homeowners Rate Hearing

Santa Fe, New Mexico, November 19, 2008
Annual Title Insurance Rate Hearing

New York, New York, November 13, 2008
Georgia Hensley, et. al., vs. Computer Sciences Corp. et. al., Deposition

Tallahassee, Florida, October 29, 2008
State Farm Florida Homeowners Insurance Hearing

Raleigh, North Carolina, July 1, 2008
Auto Insurance Rate Hearing

San Francisco, California, May 5, 2008
GeoVera Insurance Company Earthquake Rate Hearing

Tallahassee, Florida, January 23, 2008
Hartford Insurance Group Homeowners Insurance Rate Hearing

Boston, Massachusetts, January 9, 2008
Commerce Insurance Group Auto Insurance Rate Hearing

San Francisco, California, November 29, 2007
Explorer Insurance Company Automobile Rate Hearing

Santa Fe, New Mexico, November 19, 2007
Annual Title Insurance Rate Hearing

Reno, Nevada, June 14, 2007
Public Hearing Regarding Merger Between UnitedHealth Group and Sierra Health Systems

Austin, Texas, May 31, 2007
State Farm Lloyds Homeowners Rate Hearing

Reno, Nevada, October 26, 2006
Public Hearing Regarding Demutualization of Employers Insurance Group

San Francisco, California, August 30, 2006
Hearing on Proposed Title Insurance Rate Regulations

Austin, Texas, August 14, 2006
Biennial Title Insurance Rate Hearing

Raleigh, North Carolina, September 28, 2005
Auto Insurance Rate Hearing

Providence, Rhode Island, September 27, 2005
Norcal Medical Malpractice Insurance Rate Hearing

San Francisco, California, August 23, 2005
Safeco Insurance Company Earthquake Rate Hearing

Boston, Massachusetts, April 15, 2005
Massachusetts Workers Compensation Rate Hearing

Lawrence, Massachusetts, February 14, 2005
Highground, Inc. v. Mazonson

New York, NY, January 21, 2005
NFHA v. Prudential Deposition

Austin, Texas, July 13, 2004
Medical Protective Insurance Company Medical Malpractice Insurance Rate Hearing

Austin, Texas, December 16, 2003
Biennial Title Insurance Rate Hearing

Providence, Rhode Island, November 17, 2003
Norcal Medical Malpractice Insurance Rate Hearing

San Francisco, California, September 16, 2003
Century National Proposition 103 Rollback Hearing

Austin, Texas, September 11, 2003
Farmers Insurance Exchange Homeowner Rate Rollback Hearing

Austin, Texas, September 2, 2003
State Farm Lloyds Homeowners Rate Rollback Hearing

Austin, Texas, May 21, 2003
Farmers Insurance Group Settlement Hearing

Boston, Massachusetts, April 29, 2003
Massachusetts Workers Compensation Rate Hearing

Los Angeles, California, March 12, 2003
SCPIE Medical Malpractice Rate Hearing

Raleigh, North Carolina, July 17, 2002
Auto Insurance Rate Hearing

Tallahassee, Florida, February 25, 2002
NCCI Workers Compensation Insurance Rate Hearing

Austin, Texas, February 5, 2002
Biennial Title Insurance Rate Hearing

Raleigh, North Carolina, September 24, 2001
Auto Insurance Rate Hearing

Boston, Massachusetts, August 14, 2001
Massachusetts Auto Insurance Bureau Rate Hearing

Austin, Texas, March 6, 2001
Texas Auto Benchmark Rate Hearing

Boston, Massachusetts, August 23, 2000
Massachusetts Auto Insurance Bureau Rate Hearing

Austin, Texas, December 7, 1999
Texas Auto Insurance Plan Association Rate Hearing

Raleigh, North Carolina, December 3, 1999
Auto Insurance Rate Hearing

Austin, Texas, November 3, 1999
Biennial Title Insurance Rate Hearing

Austin, Texas, September 8, 1999
Texas Auto Benchmark Rate Hearing

Boston, Massachusetts, August 13, 1999
Massachusetts Auto Insurance Bureau Rate Hearing

Austin, Texas, June 22, 1999
Texas Property Benchmark Rate Hearing

Honolulu, Hawaii, December 16, 1998
NCCI Workers Compensation Insurance Rate Hearing

Richmond, Virginia, November 15, 1998
NCCI Workers Compensation Insurance Rate Hearing

Boston, Massachusetts, October 9, 1998
Massachusetts Auto Insurance Bureau Rate Hearing

Austin, Texas, May 19, 1998
Texas Auto Insurance Plan Association Rate Hearing

Austin, Texas, April 7, 1998
Auto Insurance Benchmark Rate Hearing

Austin, Texas, February 17, 1998
Property Insurance Benchmark Rate Hearing

Austin, Texas, November 18, 1997
Biennial Title Insurance Rate Hearing

Tallahassee, Florida, September 8, 1997
NCCI Workers Compensation Insurance Rate Hearing

Austin, Texas, April 8, 1997
Texas Auto Insurance Plan Association Rate Hearing

Austin, Texas, March 10, 1997
Auto Insurance Benchmark Rate Hearing

San Francisco, California, March 4, 1997
Insurance Department Hearing on Rating Factors

Raleigh, North Carolina, July 16, 1996
Auto Insurance Rate Hearing

San Francisco, California, March 11, 1996
Century National Proposition 103 Rollback Hearing

Sacramento, California, January 30, 1996
Hartford Steam Boiler Proposition 103 Rollback Hearing

San Francisco, California, January 8, 1996
SAFECO Insurance Company Earthquake Rate Hearing

Austin, Texas, December 21, 1995
Residential Property Insurance Benchmark Rate Hearing

Clearwater, Florida, December 8, 1995
Florida Windstorm Underwriting Association Rate Hearing

Austin, Texas, November 28, 1995
Private Passenger Auto Insurance Benchmark Rate Hearing

Austin, Texas, October 31, 1995
Texas Automobile Insurance Plan Association Rate Hearing

Sacramento, California, April 18, 1995
California Insurance Department Hearing on Auto Insurance Rating Factors

Portland, Maine, April 13, 1995
Workers Compensation Assigned Risk Pool Fresh Start Hearing

San Francisco, California, February 6, 1995
Farmers Insurance Group Earthquake Insurance Rate Hearing

Austin, Texas, January 6, 1995
Special Hearing on Classification Rules for Automobile Insurance

Austin, Texas, December 15, 1994
Residential Property Insurance Benchmark Rate Hearing

Austin, Texas, October 4, 1994
Texas Automobile Insurance Plan Association Rate Hearing

Austin, Texas, September 27, 1994
Private Passenger Auto Insurance Benchmark Rate Hearing

Raleigh, North Carolina, July 19, 1994
Private Passenger Auto Insurance Rate Hearing

San Francisco, California, December 22, 1993
Century National Homeowner's Insurance Rate Hearing

Raleigh, North Carolina, October 13, 1993
Homeowners/Farmowners Insurance Rate Hearing

Tallahassee, Florida, October 4, 1993
Workers' Compensation Insurance Rate Hearing

Boston, Massachusetts, September 9, 1993
Automobile Insurance Rate Hearing

Austin, Texas, March 4, 1993
Residential Property Insurance Benchmark Rate Hearing

Austin, Texas, February 10, 1993
Automobile Insurance Benchmark Rate Hearing

Honolulu, Hawaii, November 18, 1992
Liberty Mutual Insurance Automobile Rate Hearing

Raleigh, North Carolina, November 13, 1992
Workers' Compensation Insurance Rate Hearing

Tallahassee, Florida, October 29, 1992
Workers' Compensation Insurance Rate Hearing

San Francisco, California, October 14, 1992
Workers' Compensation Insurance Rate Hearing

Atlanta, Georgia, September 24, 1992
Workers' Compensation Insurance Rate Hearing

Nashville, Tennessee, May 27, 1992
Workers' Compensation Insurance Rate Hearing

San Francisco, California, May 13, 1992
Workers' Compensation Insurance Rate Hearing

Los Angeles, California, April 10, 1992
Mercury General Proposition 103 Rollback Proceedings

Austin, Texas, January 27, 1992
Texas Automobile Insurance Plan Rate Hearing

Austin, Texas, December 17, 1991
Automobile Insurance Rate Hearing

Raleigh, North Carolina, December 16, 1991
Workers' Compensation Insurance Rate Hearing

San Francisco, California, October 22, 1991
Workers' Compensation Rate Hearing

Los Angeles, California, May 23, 1991,
Proposition 103 RCD-2 Proceedings

San Francisco, California, April 9, 1991
California Workers' Compensation Rate Study Commission

Nashville, Tennessee, March 20, 1991
Workers' Compensation Insurance Rate Hearing

Los Angeles, California, March 12, 1991,
California Workers' Compensation Rate Study Commission

Olympia, Washington, February 26, 1991,
House Financial Institutions/Insurance Committee Hearing on Rules for Insurance Regulatory Legislation

Olympia, Washington, November 27, 1990,
Insurance Department Public Hearing on Proposed Rules for Ratemaking

Harrisburg, Pennsylvania, November 12, 1990,
Allstate Insurance Company Automobile Insurance Rate Hearing

Tallahassee, Florida, November 1, 1990,
Scanlan v. Martinez, et.al., Superior Court of Leon County

San Bruno, California, October 1, 1990,
SAFECO Insurance Group Proposition 103 Rate Rollback Hearing

Austin, Texas, July 23, 1990,
Texas State Board of Insurance Special Hearing on Investment Income in Ratemaking

Harrisburg, Pennsylvania, July 18, 1990,
Pennsylvania National Mutual Insurance Company Automobile Insurance Rate Hearing

Harrisburg, Pennsylvania, June 28, 1990,
Harleysville Mutual Insurance Company Automobile Insurance Rate Hearing

Columbia, South Carolina, March 30, 1990,
Workers' Compensation Insurance Rate Hearing

San Bruno, California, March 19, 1990,
California Proposition 103 Generic Hearing

Denver, Colorado, December 12, 1989,
Workers' Compensation Insurance Rate Hearing

Tampa, Florida, October 23, 1989,
Workers' Compensation Insurance Rate Hearing

Austin, Texas, October 17, 1989,
Workers' Compensation Insurance Rate Hearing

Los Angeles, California, September 25, 1989,
SAFECO Insurance Company of America Proposition 103 Rate Hearing

Austin, Texas, August 29, 1989,
Texas Insurance Advisory Association Property Insurance Rate Hearing

Providence, Rhode Island, April 13, 1989,
Workers' Compensation Insurance Rate Hearing

Augusta, Maine, January 24, 1989,
Workers' Compensation Insurance Rate Hearing

Hartford, Connecticut, November 14, 1988,
Workers' Compensation Insurance Rate Hearing

Tallahassee, Florida, November 3, 1988,
Workers' Compensation Insurance Rate Hearing

Austin, Texas, November 2, 1988,
Workers' Compensation Insurance Rate Hearing

Montgomery, Alabama, June 30, 1988,
Workers' Compensation Insurance Rate Hearing

Augusta, Maine, March 24, 1988,
Workers' Compensation Insurance Rate Hearing

Austin, Texas, October 27, 1987,
Workers' Compensation Insurance Rate Hearing

Tallahassee, Florida, October 9, 1987,
Workers' Compensation Insurance Rate Hearing

Atlanta, Georgia, August 6, 1987,
Workers' Compensation Insurance Rate Hearing

Augusta, Maine, February 24, 1987,
Workers' Compensation Insurance Rate Hearing

Tallahassee, Florida, November 14, 1986,
Workers' Compensation Insurance Rate Hearing

Austin, Texas, November 18, 1986,
Workers' Compensation Insurance Rate Hearing

Augusta, Maine, May 28, 1986,
Workers' Compensation Insurance Rate Hearing

Tallahassee, Florida, December 6, 1985,
Workers' Compensation Insurance Rate Hearing

Oklahoma City, Oklahoma, October 10, 1985,
Workers' Compensation Insurance Rate Hearing

Austin, Texas, July 23, 1985,
Workers' Compensation Insurance Rate Hearing

Austin Texas, June 14, 1985,
Workers' Compensation Insurance Rate Hearing

Tallahassee, Florida, November 18, 1984,
Workers' Compensation Insurance Rate Hearing

Austin, Texas, August 29, 1984,
Workers' Compensation Insurance Rate Hearing

Portland, Oregon, March 6, 1984,
NA IC Public Hearing on Investment Income and Insurance Profitability

Tallahassee, Florida, February 25, 1984,
Workers' Compensation Insurance Rate Hearing

Tallahassee, Florida, August 18, 1983,
Workers' Compensation Insurance Rate Hearing

Austin Texas, July 13, 1983,
Workers' Compensation Insurance Rate Hearing

Oklahoma City, Oklahoma, March 6, 1983,
Workers' Compensation Insurance Rate Hearing

Baton Rouge, Louisiana, March 16, 1982,
Louisiana Insurance Commission Public Hearing on Investment Income

Providence, Rhode Island, February 3, 1982,
Workers' Compensation Insurance Rate Hearing

Augusta, Maine, October 1, 1981,
Workers' Compensation Insurance Rate Hearing

NCRB - PRO FORMA STATUTORY RETURN			
PRIVATE PASSENGER AUTO LIABILITY			
	Pre-Tax	Tax Liability	Post-Tax
1. Premiums	100.00%		
Loss & Loss Adjustment Expense	64.49%		
Commission & Brokerage	8.60%		
General Expense	4.58%		
Other Acquisition Expense	6.33%		
Taxes, Licenses and Fees	2.20%		
Dividends	0.30%		
2. Pro-Forma Underwriting Profit	13.50%		
3. Installment Fee Income	1.25%		
4. Regular tax		5.16%	
5. Additional tax due to discounting/revenue offset		0.06%	
6. Return from Underwriting (post-tax)			9.53%
7. Investment Gain on Insurance Transaction	2.66%		
Less Investment Income on Agents Balances	0.61%		
Net Investment Gain on Insurance Transaction	2.05%	0.53%	1.52%
8. Statutory Return as a % of Premium (post-tax)			11.04%
9. Premium-to-Net Worth Ratio			0.719
10. Statutory Return as a % of Net Worth (post-tax)			7.94%

Note: Lines (1) to (8) are all expressed as a % of premium.

Assumptions

(a) UW Tax Rate =	35.00%
(b) Inv. Income Tax Rate =	26.09%
(c) Inv. Yield =	3.37%
(d) P/S Ratio =	0.84
(e) NW/S Ratio =	1.16
(f) Installment Fee Income=	1.25%
(g) Additional tax due to discounting/revenue offset =	0.06%

NOTES TO EXHIBIT RB-27, Page 1

1. The expense provisions are those used on page C-1 of Exhibit RB-1, adjusted to reflect the liability basic limits premium level change implied therein.
2. Selected by Rate Bureau.
3. See assumption (f) below.
4. $[(2.)+(3.)] \times (a.)$.
5. See assumption (g) below.
6. $(2.) + (3.) - [(4.) + (5.)]$.
7. Pages 7-10. Investment income on agents' balances equals $.176 \times 1.021 \times (c)$, where $.176$ is agents' balances for premiums due less than 90 days and 1.021 is the factor to include the effect of agents' balances or uncollected premiums overdue for more than 90 days.
8. $(6.) + (7.)$.
9. $(d.)/(e.)$.
10. $(8.) \times (9.)$.

ASSUMPTIONS

- (a) Internal Revenue Code.
- (b) See RB-27, pp. 11-13; 1-avg post-tax yield/avg pre-tax yield.
- (c) See RB-27, pp. 11-13; average of current and embedded yields.
- (d) See RB-27, p. 14
- (e) See RB-27, pp. 14, 15.
- (f) See RB-27, p. 3
- (g) See RB-27, pp. 4-6

NCRB - PRO FORMA STATUTORY RETURN ADJUSTED TO INCLUDE INVESTMENT INCOME ON SURPLUS PRIVATE PASSENGER AUTO LIABILITY			
	Pre-Tax	Tax Liability	Post-Tax
1. Premiums	100.00%		
Loss & Loss Adjustment Expense	64.49%		
Commission & Brokerage	8.60%		
General Expense	4.58%		
Other Acquisition Expense	6.33%		
Taxes, Licenses and Fees	2.20%		
Dividends	0.30%		
2. Pro-Forma Underwriting Profit	13.50%		
3. Installment Fee Income	1.25%		
4. Regular tax		5.16%	
5. Additional tax due to discounting/revenue offset		0.06%	
6. Return from Underwriting (post-tax)			9.53%
7. Investment Gain on Insurance Transaction	2.66%		
Less Investment Income on Agents Balances	0.61%		
Net Investment Gain on Insurance Transaction	2.05%	0.53%	1.52%
8. Investment Gain on Surplus (Including Prepaid Expense Adjustment)	4.18%	1.09%	3.09%
9. Total Return as a % of Premium (post-tax)			14.13%
10. Premium-to-Net Worth Ratio			0.719
11. Total Return as a % of Net Worth (post-tax)			10.16%

Note: Lines (1) to (9) are all expressed as a % of premium.

Assumptions

(a) UW Tax Rate =	35.00%
(b) Inv. Income Tax Rate =	26.09%
(c) Inv. Yield =	3.37%
(d) P/S Ratio =	0.84
(e) NW/S Ratio =	1.16
(f) Installment Fee Income =	1.25%
(g) Additional tax due to discounting/revenue offset =	0.06%

NOTES TO EXHIBIT RB-27, Page 1A

1. The expense provisions are those used on page C-1 of Exhibit RB-1, adjusted to reflect the liability basic limits premium level change implied therein.
2. Selected by Rate Bureau.
3. See assumption (f) below.
4. $[(2.)+(3.)] \times (a.)$.
5. See assumption (g) below.
6. $(2.) + (3.) - [(4.) + (5.)]$.
7. Pages 7-10. Investment income on agents' balances equals $.176 \times 1.021 \times (c)$, where $.176$ is agents' balances for premiums due less than 90 days and 1.021 is the factor to include the effect of agents' balances or uncollected premiums overdue for more than 90 days.
8. $(c.)/(d.) + (\text{prepaid expenses/premium})*(c.)$.
9. $(6) + (7) + (8)$.
10. $(d.) / (e.)$.
11. $(9.) \times (10.)$.

ASSUMPTIONS

- (a) Internal Revenue Code.
- (b) See RB-27, pp. 11-13; 1-avg post-tax yield/avg pre-tax yield.
- (c) See RB-27, pp. 11-13; average of current and embedded yields.
- (d) See RB-27, p. 14
- (e) See RB-27, pp. 14, 15.
- (f) See RB-27, p. 3
- (g) See RB-27, pp. 4-6

NORTH CAROLINA

PRIVATE PASSENGER INSTALLMENT PAYMENT INCOME

(values in \$000)

Year	Inst. Charges	Liability Written Premium	Phy. Dam. Written Premium	Total Premium	Inst. Charges as a % of Prem.
2006	50,874	2,371,902	1,839,600	4,211,502	1.21%
2007	49,844	2,521,056	1,767,596	4,288,652	1.16%
2008	54,185	2,533,141	1,832,183	4,365,324	1.24%
2009	55,006	2,683,685	1,782,690	4,466,375	1.23%
2010	55,391	2,621,692	1,762,655	4,384,347	1.26%
2011	55,110	2,607,424	1,805,053	4,412,477	1.25%
2012	58,385	2,635,311	1,924,111	4,559,422	1.28%
2013	59,894	2,658,598	2,062,315	4,720,913	1.27%
2014	61,495	2,715,660	2,184,326	4,899,986	1.26%
2015	61,133	2,777,884	2,379,619	5,157,503	1.19%
Selected Five Year Average					1.25%

Source: ISO.

**NORTH CAROLINA
PRIVATE PASSENGER AUTO LIABILITY**

**ESTIMATION OF TAX DUE TO DISCOUNTING/REVENUE
OFFSET PROVISIONS OF INTERNAL REVENUE CODE**

1	Earned Premium (current year)	100.00%
2	UEPR (previous year)	29.26%
3	UEPR (current year)	29.92%
4	Increase = (3)-(2)	0.65%
5	20% of Increase = Taxable Income	0.13%
6	Tax Liability = (5)x.35	0.05%
7	Unpaid Losses (current year)	42.51%
8	Discounted unpaid losses (current year)	41.23%
9	Unpaid Losses (previous year)	41.58%
10	Discounted unpaid losses (previous year)	40.34%
11	Additional Income	0.03%
12	Tax Liability	0.01%
	Other Tax Liabilities	
13	UEP	0.05%
14	Discounting of Loss Reserves	0.01%
15	Total	0.06%

NORTH CAROLINA
PRIVATE PASSENGER AUTO LIABILITY
CALCULATION OF TAXABLE INCOME

(1) AY Avg Acc Date	(2) AY Pay Pattern	(3) Percent Unpaid	(4) Total Losses	(5) Unpaid Losses
0.5	59.10%	40.90%	64.490	26.4
1.5	84.00%	16.00%	63.086	10.1
2.5	93.80%	6.20%	61.713	3.8
3.5	97.60%	2.40%	60.369	1.4
4.5	99.10%	0.90%	59.055	0.5
5.5	99.70%	0.30%	57.770	0.2
6.5	99.90%	0.10%	56.512	0.1
7.5	100.00%	0.00%	55.282	0.0
8.5	100.00%	0.00%	54.079	0.0
9.5	100.00%	0.00%	52.901	0.0
10.5	100.00%	0.00%	51.750	0.0
11.5	100.00%	0.00%	50.623	0.0
12.5	100.00%	0.00%	49.521	0.0
13.5	100.00%	0.00%	48.443	0.0
14.5	100.00%	0.00%	47.389	0.0
15.5	100.00%	0.00%	46.357	0.0
16.5	100.00%	0.00%	45.348	0.0
17.5	100.00%	0.00%	44.361	0.0
18.5	100.00%	0.00%	43.395	0.0
19.5	100.00%	0.00%	42.451	0.0
20.5	100.00%	0.00%	41.527	0.0
21.5	100.00%	0.00%	40.623	0.0
22.5	100.00%	0.00%	39.738	0.0
23.5	100.00%	0.00%	38.873	0.0
24.5	100.00%	0.00%	38.027	0.0
25.5	100.00%	0.00%	37.199	0.0
26.5	100.00%	0.00%	36.390	0.0
27.5	100.00%	0.00%	35.598	0.0
28.5	100.00%	0.00%	34.823	0.0
29.5	100.00%	0.00%	34.065	0.0
30.5	100.00%	0.00%	33.323	0.0
31.5	100.00%	0.00%	32.598	0.0
32.5	100.00%	0.00%	31.888	0.0
33.5	100.00%	0.00%	31.194	0.0
34.5	100.00%	0.00%	30.515	0.0
35.5	100.00%	0.00%	29.851	0.0
36.5	100.00%	0.00%	29.201	0.0
37.5	100.00%	0.00%	28.565	0.0
38.5	100.00%	0.00%	27.943	0.0
39.5	100.00%	0.00%	27.335	0.0
40.5	100.00%	0.00%	26.740	0.0
41.5	100.00%	0.00%	26.158	0.0
42.5	100.00%	0.00%	25.589	0.0
43.5	100.00%	0.00%	25.032	0.0
44.5	100.00%	0.00%	24.487	0.0
45.5	100.00%	0.00%	23.954	0.0
46.5	100.00%	0.00%	23.432	0.0
47.5	100.00%	0.00%	22.922	0.0
48.5	100.00%	0.00%	22.423	0.0
49.5	100.00%	0.00%	21.935	0.0
50.5	100.00%	0.00%	21.458	0.0
51.5	100.00%	0.00%	20.991	0.0
52.5	100.00%	0.00%	20.534	0.0
53.5	100.00%	0.00%	20.087	0.0
54.5	100.00%	0.00%	19.649	0.0
55.5	100.00%	0.00%	19.222	0.0
56.5	100.00%	0.00%	18.803	0.0
57.5	100.00%	0.00%	18.394	0.0
58.5	100.00%	0.00%	17.993	0.0
59.5	100.00%	0.00%	17.602	0.0
60.5	100.00%	0.00%	17.219	0.0
61.5	100.00%	0.00%	16.844	0.0
62.5	100.00%	0.00%	16.477	0.0
63.5	100.00%	0.00%	16.118	0.0
64.5	100.00%	0.00%	15.768	0.0
65.5	100.00%	0.00%	15.424	0.0
66.5	100.00%	0.00%	15.089	0.0
Sum				42.51

(6) AY at current year end	(7) Discount Factor	(8) Discounted Weight
2013	0.970706	25.6
2012	0.969687	9.8
2011	0.969501	3.7
2010	0.964757	1.4
2009	0.964634	0.5
2008	0.965763	0.2
2007	0.963892	0.1
2006	0.966383	0.0
2005	0.976225	0.0
2004	0.986028	0.0
2003	0.988372	0.0
2002	0.988372	0.0
2001	0.988372	0.0
2000	0.988372	0.0
1999	0.988372	0.0
1998	0.988372	0.0
1997	0.988372	0.0
1996	0.988372	0.0
1995	0.988372	0.0
1994	0.988372	0.0
1993	0.988372	0.0
1992	0.988372	0.0
1991	0.988372	0.0
1990	0.988372	0.0
1989	0.988372	0.0
1988	0.988372	0.0
1987	0.988372	0.0
1986	0.988372	0.0
1985	0.988372	0.0
1984	0.988372	0.0
1983	0.988372	0.0
1982	0.988372	0.0
1981	0.988372	0.0
1980	0.988372	0.0
1979	0.988372	0.0
1978	0.988372	0.0
1977	0.988372	0.0
1976	0.988372	0.0
1975	0.988372	0.0
1974	0.988372	0.0
1973	0.988372	0.0
1972	0.988372	0.0
1971	0.988372	0.0
1970	0.988372	0.0
1969	0.988372	0.0
1968	0.988372	0.0
1967	0.988372	0.0
1966	0.988372	0.0
1965	0.988372	0.0
1964	0.988372	0.0
1963	0.988372	0.0
1962	0.988372	0.0
1961	0.988372	0.0
1960	0.988372	0.0
1959	0.988372	0.0
1958	0.988372	0.0
1957	0.988372	0.0
1956	0.988372	0.0
1955	0.988372	0.0
1954	0.988372	0.0
1953	0.988372	0.0
1952	0.988372	0.0
1951	0.988372	0.0
1950	0.988372	0.0
1949	0.988372	0.0
1948	0.988372	0.0
1947	0.988372	0.0
Sum		41.23

(9) AY at prior year end	(10) Weight	(11) Discount Factor	(12) Discounted Weight
2012	25.802	0.970706	25.0
2011	9.874	0.969687	9.6
2010	3.743	0.969501	3.6
2009	1.417	0.964757	1.4
2008	0.520	0.964634	0.5
2007	0.170	0.965763	0.2
2006	0.055	0.963892	0.1
2005	0.000	0.966383	0.0
2004	0	0.976225	0.0
2003	0	0.986028	0.0
2002	0	0.988372	0.0
2001	0	0.988372	0.0
2000	0	0.988372	0.0
1999	0	0.988372	0.0
1998	0	0.988372	0.0
1997	0	0.988372	0.0
1996	0	0.988372	0.0
1995	0	0.988372	0.0
1994	0	0.988372	0.0
1993	0	0.988372	0.0
1992	0	0.988372	0.0
1991	0	0.988372	0.0
1990	0	0.988372	0.0
1989	0	0.988372	0.0
1988	0	0.988372	0.0
1987	0	0.988372	0.0
1986	0	0.988372	0.0
1985	0	0.988372	0.0
1984	0	0.988372	0.0
1983	0	0.988372	0.0
1982	0	0.988372	0.0
1981	0	0.988372	0.0
1980	0	0.988372	0.0
1979	0	0.988372	0.0
1978	0	0.988372	0.0
1977	0	0.988372	0.0
1976	0	0.988372	0.0
1975	0	0.988372	0.0
1974	0	0.988372	0.0
1973	0	0.988372	0.0
1972	0	0.988372	0.0
1971	0	0.988372	0.0
1970	0	0.988372	0.0
1969	0	0.988372	0.0
1968	0	0.988372	0.0
1967	0	0.988372	0.0
1966	0	0.988372	0.0
1965	0	0.988372	0.0
1964	0	0.988372	0.0
1963	0	0.988372	0.0
1962	0	0.988372	0.0
1961	0	0.988372	0.0
1960	0	0.988372	0.0
1959	0	0.988372	0.0
1958	0	0.988372	0.0
1957	0	0.988372	0.0
1956	0	0.988372	0.0
1955	0	0.988372	0.0
1954	0	0.988372	0.0
1953	0	0.988372	0.0
1952	0	0.988372	0.0
1951	0	0.988372	0.0
1950	0	0.988372	0.0
1949	0	0.988372	0.0
1948	0	0.988372	0.0
1947	0	0.988372	0.0
Sum			40.34

NOTES TO PAGES 4 AND 5

Page 4

- 1 Current year earned premium
- 2 Estimated prior year UEPR as percent of current year earned premium given assumed premium growth rate
- 3 Annual Statement, Statutory page 14, UEPR/Earned Premium for all companies writing this line of private passenger automobile insurance in North Carolina.
- 4 Line (3) - line (2)
- 5 Line (4) x .20.
- 6 Line (5) x .35.
- 7 Unpaid current-year losses at year-end as a percent of premium. Sum of Page 5, Column (5).
- 8 Discounted unpaid current-year losses at year-end as a percent of premium. Sum of Page 5, Column (8).
- 9 Unpaid prior-year losses at year-end as a percent of premium. Sum of Page 5, Column (5) divided by assumed growth rate.
- 10 Discounted unpaid current-year losses at year-end as a percent of premium. Sum of Page 5, Column (12).
- 11 Line (7) - Line (8) - [Line (9) - Line (10)]
- 12 Line (11) x .35
- 13 Line (6)
- 14 Line (12)
- 15 Line (13) + Line (14)

Page 5

- 1 Midpoint of number of years since end of accident period.
- 2 Accident year payout pattern
- 3 1 - Column (2)
- 4 Losses, given assumed historical growth rate.
- 5 Column (3) x Column (4)
- 6 Accident Year at current year end
- 7 Discount factor per IRS Regulations.
- 8 Column (5) x Column (7)
- 9 Accident Year at prior year end
- 10 Column (3), previous period x Column (4), current period
- 11 Discount factor per IRS Regulations.
- 12 Column (10) x Column (11)

NCRB INVESTMENT INCOME CALCULATION**PRIVATE PASSENGER AUTO LIABILITY**

Projected Investment Earnings on Loss, Loss
Adjustment Expense and Unearned Premium Reserves

A. UNEARNED PREMIUM RESERVES		
1. Direct Earned Premiums		1,000,000
2. Mean UEPR	29.40%	294,000
3. Deductions for prepaid expenses		
Commissions & Brokerage	8.60%	
Taxes, Licenses & Fees	1.83%	
One Half Other Acquisition Expense	3.16%	
One Half General Expense	2.29%	
Total	15.89%	
4. Deduction for Prepaid Expenses: (2) x (3)		46,711
5. Net UEPR Subject to Inv (2) - (4)		247,289
B. Loss and Loss Expense Reserves		
1. Direct Earned Premium		1,000,000
2. Expected Inc L & LAE to Premium Ratio	0.6449	644,899
3. Expected Mean L&LAE Reserve to Inc. L & LAE Ratio	0.840	541,811
C. Net PH Funds Subj to Inv (A5 + B3)		
		789,100
D. Average Rate of Return		
		3.37%
E. Investment Earnings from Net Reserves (C) x (D)		
		26,565
F. Average Rate of Return as a Percent of Direct Earned Premium (E) / (A1)		
		2.66%

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
LIABILITY COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED
PREMIUM RESERVES AND ON LOSS RESERVES

EXPLANATORY NOTES

Line A-1

All calculations are displayed per \$1,000,000 of earned premium.

Line A-2

The mean unearned premium reserve is determined by multiplying the direct earned premiums in line (1) by the ratio of the mean unearned premium reserve to the collected earned premium for calendar year ended 12/31/2015 for all companies writing Private Passenger Automobile Liability insurance in North Carolina. These data are from page Statutory 14 of the Annual Statement.

1. Collected Earned Premium for Calendar Year ended 12/31/2015	\$2,749,427,412
2. Unearned Premium Reserve as of 12/31/2014	794,058,559
3. Unearned Premium Reserve as of 12/31/2015	822,493,194
4. Mean Unearned Premium Reserve $1/2 [(2) + (3)]$	808,275,877
5. Ratio (4) \div (1)	0.294

Line A-3

Deduction for prepaid expenses:

Production costs and a large part of the other company expenses in connection with the writing and handling of Private Passenger Automobile Liability insurance policies, exclusive of claim adjustment expenses, are incurred when the policy is written and before the premium is paid. Therefore, the deduction for these expenses is determined by use of the provisions for expenses used in our ratemaking procedures as shown.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
LIABILITY COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED
PREMIUM RESERVES AND ON LOSS RESERVES

EXPLANATORY NOTES

Line B-2

The expected loss and loss adjustment expense ratio reflects the expense provisions used in this filing.

Line B-3

The expected mean loss reserve is determined by multiplying the expected incurred losses in line (2) by the average North Carolina ratio of the mean loss reserves to the incurred losses in 2014 and 2015 for Automobile Liability insurance. This ratio is based on North Carolina companies' Statutory Page 14 annual statement data and has been adjusted to include loss adjustment expense reserves.

1. Incurred Losses for Calendar Year 2014	\$1,828,944,685
2. Incurred Losses for Calendar Year 2015	2,011,157,788
3. Loss Reserves as of 12/31/2013	1,595,369,961
4. Loss Reserves as of 12/31/2014	1,604,433,332
5. Loss Reserves as of 12/31/2015	1,655,754,442
6. Mean Loss Reserve 2014: $1/2 [(3) + (4)]$	1,599,901,647
7. Mean Loss Reserve 2015: $1/2 [(4) + (5)]$	1,630,093,887
8. Ratio (6) \div (1)	0.875
9. Ratio (7) \div (2)	0.811
10. Loss Reserve: $1/2 [(8) + (9)]$	0.843
11. Ratio of LAE Reserves to Loss Reserves (a)	0.188
12. Ratio of Incurred LAE to Incurred Losses (a)	0.193
13. Loss and LAE Reserve $[(10) \times (1.0 + (11)) / (1.0 + (12))]$	0.839

(a) Based on 2015 All-Industry Insurance Expense Exhibit (source: A.M. Best)

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
LIABILITY COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED
PREMIUM RESERVES AND ON LOSS RESERVES

EXPLANATORY NOTES

Line D

The average rate of return is calculated as the arithmetic mean of the embedded and current yields. The embedded yield is the sum of two ratios: the most recent ratio of investment income to invested assets (see Exhibit RB-27, page 12), plus the 10-year average ratio of capital gains to invested assets (see Exhibit RB-27, page 13). The current yield is the estimated, currently available rate of return (including income and expected capital gains) on the property/casualty industry investment portfolio (see Exhibit RB-27, page 11).

Embedded yield =	3.77%
Current yield =	2.96%
Average =	3.37%

PORTFOLIO YIELD AND TAX RATE - CURRENT YIELD				
(1)	(2)	(3)	(4)	(5)
Investable Asset	Percent of Assets	Estimated Prospective Pre-Tax Return	Tax Rate	Estimated Prospective Post-Tax Return
Bonds				
U.S. Govt	9.33%	1.12%	35.00%	0.73%
States & territories	9.81%	1.38%	5.25%	1.31%
Special revenue	19.16%	1.57%	5.25%	1.49%
Industrial	30.05%	1.87%	35.00%	1.22%
Preferred stock	0.97%	5.84%	14.18%	5.01%
Common stock	22.58%	8.99%	30.73%	6.23%
Mortgage Loans	0.87%	3.74%	35.00%	2.43%
Real estate	0.82%	4.23%	35.00%	2.75%
Cash & short-term invs.	6.39%	0.29%	35.00%	0.19%
Rate of Return Pre-Inv Exp	100.00%	3.28%	28.03%	2.36%
Investment Expenses		0.32%	35.00%	0.21%
Portfolio Rate of Return		2.96%	27.28%	2.15%

Sources:

Various issues of Federal Reserve Statistical Release, H.15(519).

Mergent Bond Record.

Standard & Poor's CreditWeek.

Value Line Investment Survey, Part II.

Ibbotson Associates, SBBI Valuation Edition 2016 Yearbook.

Ibbotson and Siegel, AREUEA Journal, 1984.

A.M. Best's Aggregates & Averages, 2016 edition.

PORTFOLIO YIELD AND TAX RATE EMBEDDED YIELD		
	Income	Tax Rate
Bonds		
Taxable	22,250,748	35.00%
Non-Taxable	11,053,798	5.25%
Stocks		
Taxable	7,417,662	14.18%
Non-Taxable	1,533,307	5.25%
Mortgage Loans	559,969	35.00%
Real Estate	1,696,990	35.00%
Contract Loans	730	35.00%
Cash / Short Term Inv.	176,203	35.00%
All Other	9,604,417	35.00%
Total	54,293,824	25.26%
Inv. Expenses	4,970,945	35.00%
Net Inv. Income	49,322,879	24.28%
Mean Invested Assets	1,423,600,934	
Inv. Inc. Yield Rate	3.46%	24.28%
Capital Gains (10 yr. avg) (% Of Inv. Assets)	0.31%	35.00%
Invest. Yield Rate (pre-tax)	3.77%	25.16%
Invest. Yield Rate (post-tax)	2.83%	

Source: Best's Aggregates and Averages, 2016 Edition, p. 12 (Exhibit of Net Investment Income, Col. 2 (Earned During Year)).
Capital Gains: RB-27, page 13

**CAPITAL GAINS OR LOSSES
AS A PERCENT OF MEAN ASSETS**
(All amounts in thousands of dollars)

Calendar Year	Mean Total Invested Assets	Realized Capital Gains	
		Amount	Percent
2006	1,217,432,187	3,587,228	0.29%
2007	1,297,478,130	9,031,778	0.70%
2008	1,288,393,875	(21,018,623)	-1.63%
2009	1,274,678,809	(8,079,575)	-0.63%
2010	1,330,998,082	8,100,143	0.61%
2011	1,366,568,026	7,563,305	0.55%
2012	1,350,656,619	9,035,405	0.67%
2013	1,423,600,934	12,163,890	0.85%
2014	1,543,882,475	12,093,078	0.78%
2015	1,567,611,077	9,887,732	0.63%
Total	13,661,300,212	42,364,361	0.31%

*Mean total invested assets is the average of the current year and prior year values of total invested assets (annual statement page 2, Line 12).

Source: "Best's Aggregates & Averages--Property-Casualty,"
various editions

**NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE**

PREMIUM-TO-SURPLUS RATIOS

<u>Year</u>	<u>Liability</u>	<u>Physical Damage</u>
2006	0.928	0.956
2007	0.876	0.914
2008	0.872	0.902
2009	0.867	0.891
2010	0.802	0.813
2011	0.860	0.861
2012	0.830	0.833
2013	0.748	0.748
2014	0.776	0.770
2015	0.812	0.810
Ten-Year Average	0.837	0.850

Notes:

- 1 Ratios based on net premium written.
- 2 Top 30 Groups in each year from Best's Data Service.
- 3 Premiums and surplus from Best's Aggregate and Averages.

**NORTH CAROLINA PRIVATE PASSENGER AUTO
CALCULATION OF GAAP NET WORTH TO SURPLUS RATIO**

	2009	2010	2011	2012	2013
Policyholder Surplus	511,396,566,997	559,247,073,797	553,794,328,471	587,061,063,988	653,380,281,255
+ Deferred Acquisition Costs	26,770,216,415	27,142,965,854	27,670,594,098	28,717,782,350	30,010,149,317
+ Non-Admitted DTA Provision	24,344,929,355	17,507,669,410	16,898,320,478	12,829,214,564	11,638,345,594
+ Non-admitted Assets (non-tax part)	31,004,819,190	33,948,822,530	34,839,553,748	36,238,971,886	33,348,888,924
+ Provision for Reinsurance	3,457,351,496	3,217,305,985	2,981,599,506	2,595,871,371	2,471,928,096
+ Provision for FASB 115(after-tax)	16,691,215,237	19,411,210,713	35,148,765,987	42,220,449,087	14,722,750,582
- Surplus Notes	(13,916,580,127)	(15,935,710,149)	(14,704,469,032)	(12,279,333,642)	(12,190,299,603)
GAAP-adjusted Net Worth	599,748,518,562	644,539,338,140	656,628,693,256	697,384,019,604	733,382,044,165
Ratio of GAAP Net Worth to Statutory Surplus	1.17	1.15	1.19	1.19	1.12
Five Year Average	1.16				

Source: ISO

NCRB - PRO FORMA STATUTORY RETURN			
PRIVATE PASSENGER PHYSICAL DAMAGE			
	Pre-Tax	Tax Liability	Post-Tax
1. Premiums	100.00%		
Loss & Loss Adjustment Expense	61.42%		
Commission & Brokerage	8.90%		
General Expense	4.86%		
Other Acquisition Expense	7.21%		
Taxes, Licenses and Fees	2.30%		
Dividends	0.30%		
2. Pro-Forma Underwriting Profit	15.00%		
3. Installment Fee Income	1.25%		
4. Regular tax		5.69%	
5. Additional tax due to discounting/revenue offset		0.04%	
6. Return from Underwriting (post-tax)			10.52%
7. Investment Gain on Insurance Transaction	1.03%		
Less Investment Income on Agents Balances	0.59%		
Net Investment Gain on Insurance Transaction	0.44%	0.12%	0.33%
8. Statutory Return as a % of Premium (post-tax)			10.85%
9. Premium-to-Net Worth Ratio			0.730
10. Statutory Return as a % of Net Worth (post-tax)			7.92%

Note: Lines (1) to (8) are all expressed as a % of premium.

Assumptions

(a) UW Tax Rate =	35.00%
(b) Inv. Income Tax Rate =	26.09%
(c) Inv. Yield =	3.37%
(d) P/S Ratio =	0.85
(e) NW/S Ratio =	1.16
(f) Installment Fee Income =	1.25%
(g) Additional tax due to discounting/revenue offset =	0.04%

NOTES TO EXHIBIT RB-28, Page 1

1. The expense provisions are those used on page C-7 of Exhibit RB-1, adjusted to reflect the physical damage premium level change implied therein.
2. Selected by Rate Bureau.
3. See assumption (f) below.
4. $[(2.)+(3.)] \times (a.)$.
5. See assumption (g) below.
6. $(2.) + (3.) - [(4.) + (5.)]$.
7. Pages 7-10. Investment income on agents' balances equals $.170 \times 1.021 \times (c)$, where $.170$ is agents' balances for premiums due less than 90 days and 1.021 is the factor to include the effect of agents' balances or uncollected premiums overdue for more than 90 days.
8. $(6.) + (7.)$.
9. $(d.)/(e.)$.
10. $(8.) \times (9.)$.

ASSUMPTIONS

- (a) Internal Revenue Code.
- (b) See RB-28, pp. 11-13; 1-avg post-tax yield/avg pre-tax yield.
- (c) See RB-28, pp. 11-13; average of current and embedded yields.
- (d) See RB-28, p. 14
- (e) See RB-28, pp. 14, 15.
- (f) See RB-28, p. 3
- (g) See RB-28, pp. 4-6

NCRB - PRO FORMA STATUTORY RETURN ADJUSTED TO INCLUDE INVESTMENT INCOME ON SURPLUS PRIVATE PASSENGER PHYSICAL DAMAGE			
	Pre-Tax	Tax Liability	Post-Tax
1. Premiums	100.00%		
Loss & Loss Adjustment Expense	61.42%		
Commission & Brokerage	8.90%		
General Expense	4.86%		
Other Acquisition Expense	7.21%		
Taxes, Licenses and Fees	2.30%		
Dividends	0.30%		
2. Pro-Forma Underwriting Profit	15.00%		
3. Installment Fee Income	1.25%		
4. Regular tax		5.69%	
5. Additional tax due to discounting/revenue offset		0.04%	
6. Return from Underwriting (post-tax)			10.52%
7. Investment Gain on Insurance Transaction	1.03%		
Less Investment Income on Agents Balances	0.59%		
Net Investment Gain on Insurance Transaction	0.44%	0.12%	0.33%
8. Investment Gain on Surplus (Including Prepaid Expense Adjustment)	4.13%	1.08%	3.05%
9. Total Return as a % of Premium (post-tax)			13.90%
10. Premium-to-Net Worth Ratio			0.730
11. Total Return as a % of Net Worth (post-tax)			10.15%

Note: Lines (1) to (9) are all expressed as a % of premium.

Assumptions

(a) UW Tax Rate =	35.00%
(b) Inv. Income Tax Rate =	26.09%
(c) Inv. Yield =	3.37%
(d) P/S Ratio =	0.85
(e) NW/S Ratio =	1.16
(f) Installment Fee Income =	1.25%
(g) Additional tax due to discounting/revenue offset =	0.04%

NOTES TO EXHIBIT RB-28, Page 1A

1. The expense provisions are those used on page C-7 of Exhibit RB-1, adjusted to reflect the physical damage premium level change implied therein.
2. Selected by Rate Bureau.
3. See assumption (f) below.
4. $[(2.)+(3.)] \times (a.)$.
5. See assumption (g) below.
6. $(2.) + (3.) - [(4.) + (5.)]$.
7. Pages 7-10. Investment income on agents' balances equals $.170 \times 1.021 \times (c)$, where $.170$ is agents' balances for premiums due less than 90 days and 1.021 is the factor to include the effect of agents' balances or uncollected premiums overdue for more than 90 days.
8. $(c.)/(d.) + (\text{prepaid expenses/premium})*(c.)$.
9. $(6) + (7) + (8)$.
10. $(d.) / (e.)$.
11. $(9.) \times (10.)$.

ASSUMPTIONS

- (a) Internal Revenue Code.
- (b) See RB-28, pp. 11-13; 1-avg post-tax yield/avg pre-tax yield.
- (c) See RB-28, pp. 11-13; average of current and embedded yields.
- (d) See RB-28, p. 14
- (e) See RB-28, pp. 14, 15.
- (f) See RB-28, p. 3
- (g) See RB-28, pp. 4-6

NORTH CAROLINA

PRIVATE PASSENGER INSTALLMENT PAYMENT INCOME
(values in \$000)

Year	Inst. Charges	Liability Written Premium	Phy. Dam. Written Premium	Total Premium	Inst. Charges as a % of Prem.
2006	50,874	2,371,902	1,839,600	4,211,502	1.21%
2007	49,844	2,521,056	1,767,596	4,288,652	1.16%
2008	54,185	2,533,141	1,832,183	4,365,324	1.24%
2009	55,006	2,683,685	1,782,690	4,466,375	1.23%
2010	55,391	2,621,692	1,762,655	4,384,347	1.26%
2011	55,110	2,607,424	1,805,053	4,412,477	1.25%
2012	58,385	2,635,311	1,924,111	4,559,422	1.28%
2013	59,894	2,658,598	2,062,315	4,720,913	1.27%
2014	61,495	2,715,660	2,184,326	4,899,986	1.26%
2015	61,133	2,777,884	2,379,619	5,157,503	1.19%
Selected Five Year Average					1.25%

Source: ISO.

**NORTH CAROLINA
PRIVATE PASSENGER PHYSICAL DAMAGE**

**ESTIMATION OF TAX DUE TO DISCOUNTING/REVENUE
OFFSET PROVISIONS OF INTERNAL REVENUE CODE**

1	Earned Premium (current year)	100.00%
2	UEPR (previous year)	30.38%
3	UEPR (current year)	30.93%
4	Increase = (3)-(2)	0.55%
5	20% of Increase = Taxable Income	0.11%
6	Tax Liability = (5)x.35	0.04%
7	Unpaid Losses (current year)	2.56%
8	Discounted unpaid losses (current year)	2.52%
9	Unpaid Losses (previous year)	2.52%
10	Discounted unpaid losses (previous year)	2.48%
11	Additional Income	0.00%
12	Tax Liability	0.00%
	Other Tax Liabilities	
13	UEP	0.04%
14	Discounting of Loss Reserves	0.00%
15	Total	0.04%

NORTH CAROLINA
PRIVATE PASSENGER PHYSICAL DAMAGE
CALCULATION OF TAXABLE INCOME

(1) AY Avg Acc Date	(2) AY Pay Pattern	(3) Percent Unpaid	(4) Total Losses	(5) Unpaid Losses
0.5	96.80%	3.20%	61.423	2.0
1.5	99.30%	0.70%	60.336	0.4
2.5	99.80%	0.20%	59.268	0.1
3.5	99.90%	0.10%	58.219	0.1
4.5	100.00%	0.00%	57.189	0.0
5.5	100.00%	0.00%	56.177	0.0
6.5	100.00%	0.00%	55.183	0.0
7.5	100.00%	0.00%	54.206	0.0
8.5	100.00%	0.00%	53.247	0.0
9.5	100.00%	0.00%	52.305	0.0
10.5	100.00%	0.00%	51.379	0.0
11.5	100.00%	0.00%	50.470	0.0
12.5	100.00%	0.00%	49.577	0.0
13.5	100.00%	0.00%	48.699	0.0
14.5	100.00%	0.00%	47.837	0.0
15.5	100.00%	0.00%	46.991	0.0
16.5	100.00%	0.00%	46.159	0.0
17.5	100.00%	0.00%	45.342	0.0
18.5	100.00%	0.00%	44.540	0.0
19.5	100.00%	0.00%	43.752	0.0
20.5	100.00%	0.00%	42.977	0.0
21.5	100.00%	0.00%	42.217	0.0
22.5	100.00%	0.00%	41.470	0.0
23.5	100.00%	0.00%	40.736	0.0
24.5	100.00%	0.00%	40.015	0.0
25.5	100.00%	0.00%	39.307	0.0
26.5	100.00%	0.00%	38.611	0.0
27.5	100.00%	0.00%	37.928	0.0
28.5	100.00%	0.00%	37.257	0.0
29.5	100.00%	0.00%	36.597	0.0
30.5	100.00%	0.00%	35.950	0.0
31.5	100.00%	0.00%	35.313	0.0
32.5	100.00%	0.00%	34.688	0.0
33.5	100.00%	0.00%	34.075	0.0
34.5	100.00%	0.00%	33.472	0.0
35.5	100.00%	0.00%	32.879	0.0
36.5	100.00%	0.00%	32.297	0.0
37.5	100.00%	0.00%	31.726	0.0
38.5	100.00%	0.00%	31.164	0.0
39.5	100.00%	0.00%	30.613	0.0
40.5	100.00%	0.00%	30.071	0.0
41.5	100.00%	0.00%	29.539	0.0
42.5	100.00%	0.00%	29.016	0.0
43.5	100.00%	0.00%	28.503	0.0
44.5	100.00%	0.00%	27.998	0.0
45.5	100.00%	0.00%	27.503	0.0
46.5	100.00%	0.00%	27.016	0.0
47.5	100.00%	0.00%	26.538	0.0
48.5	100.00%	0.00%	26.068	0.0
49.5	100.00%	0.00%	25.607	0.0
50.5	100.00%	0.00%	25.154	0.0
51.5	100.00%	0.00%	24.709	0.0
52.5	100.00%	0.00%	24.271	0.0
53.5	100.00%	0.00%	23.842	0.0
54.5	100.00%	0.00%	23.420	0.0
55.5	100.00%	0.00%	23.005	0.0
56.5	100.00%	0.00%	22.598	0.0
57.5	100.00%	0.00%	22.198	0.0
58.5	100.00%	0.00%	21.806	0.0
59.5	100.00%	0.00%	21.420	0.0
60.5	100.00%	0.00%	21.041	0.0
61.5	100.00%	0.00%	20.668	0.0
62.5	100.00%	0.00%	20.302	0.0
63.5	100.00%	0.00%	19.943	0.0
64.5	100.00%	0.00%	19.590	0.0
65.5	100.00%	0.00%	19.244	0.0
66.5	100.00%	0.00%	18.903	0.0
Sum				2.56

(6) AY at current year end	(7) Discount Factor	(8) Discounted Weight
2013	0.984882	1.9
2012	0.978913	0.4
2011	0.988372	0.1
2010	0.988372	0.1
2009	0.988372	0.0
2008	0.988372	0.0
2007	0.988372	0.0
2006	0.988372	0.0
2005	0.988372	0.0
2004	0.988372	0.0
2003	0.988372	0.0
2002	0.988372	0.0
2001	0.988372	0.0
2000	0.988372	0.0
1999	0.988372	0.0
1998	0.988372	0.0
1997	0.988372	0.0
1996	0.988372	0.0
1995	0.988372	0.0
1994	0.988372	0.0
1993	0.988372	0.0
1992	0.988372	0.0
1991	0.988372	0.0
1990	0.988372	0.0
1989	0.988372	0.0
1988	0.988372	0.0
1987	0.988372	0.0
1986	0.988372	0.0
1985	0.988372	0.0
1984	0.988372	0.0
1983	0.988372	0.0
1982	0.988372	0.0
1981	0.988372	0.0
1980	0.988372	0.0
1979	0.988372	0.0
1978	0.988372	0.0
1977	0.988372	0.0
1976	0.988372	0.0
1975	0.988372	0.0
1974	0.988372	0.0
1973	0.988372	0.0
1972	0.988372	0.0
1971	0.988372	0.0
1970	0.988372	0.0
1969	0.988372	0.0
1968	0.988372	0.0
1967	0.988372	0.0
1966	0.988372	0.0
1965	0.988372	0.0
1964	0.988372	0.0
1963	0.988372	0.0
1962	0.988372	0.0
1961	0.988372	0.0
1960	0.988372	0.0
1959	0.988372	0.0
1958	0.988372	0.0
1957	0.988372	0.0
1956	0.988372	0.0
1955	0.988372	0.0
1954	0.988372	0.0
1953	0.988372	0.0
1952	0.988372	0.0
1951	0.988372	0.0
1950	0.988372	0.0
1949	0.988372	0.0
1948	0.988372	0.0
1947	0.988372	0.0
Sum		2.52

(9) AY at prior year end	(10) Weight	(11) Discount Factor	(12) Discounted Weight
2012	1.931	0.984882	1.9
2011	0.415	0.978913	0.4
2010	0.116	0.988372	0.1
2009	0.057	0.988372	0.1
2008	0.000	0.988372	0.0
2007	0.000	0.988372	0.0
2006	0.000	0.988372	0.0
2005	0.000	0.988372	0.0
2004	0	0.988372	0.0
2003	0	0.988372	0.0
2002	0	0.988372	0.0
2001	0	0.988372	0.0
2000	0	0.988372	0.0
1999	0	0.988372	0.0
1998	0	0.988372	0.0
1997	0	0.988372	0.0
1996	0	0.988372	0.0
1995	0	0.988372	0.0
1994	0	0.988372	0.0
1993	0	0.988372	0.0
1992	0	0.988372	0.0
1991	0	0.988372	0.0
1990	0	0.988372	0.0
1989	0	0.988372	0.0
1988	0	0.988372	0.0
1987	0	0.988372	0.0
1986	0	0.988372	0.0
1985	0	0.988372	0.0
1984	0	0.988372	0.0
1983	0	0.988372	0.0
1982	0	0.988372	0.0
1981	0	0.988372	0.0
1980	0	0.988372	0.0
1979	0	0.988372	0.0
1978	0	0.988372	0.0
1977	0	0.988372	0.0
1976	0	0.988372	0.0
1975	0	0.988372	0.0
1974	0	0.988372	0.0
1973	0	0.988372	0.0
1972	0	0.988372	0.0
1971	0	0.988372	0.0
1970	0	0.988372	0.0
1969	0	0.988372	0.0
1968	0	0.988372	0.0
1967	0	0.988372	0.0
1966	0	0.988372	0.0
1965	0	0.988372	0.0
1964	0	0.988372	0.0
1963	0	0.988372	0.0
1962	0	0.988372	0.0
1961	0	0.988372	0.0
1960	0	0.988372	0.0
1959	0	0.988372	0.0
1958	0	0.988372	0.0
1957	0	0.988372	0.0
1956	0	0.988372	0.0
1955	0	0.988372	0.0
1954	0	0.988372	0.0
1953	0	0.988372	0.0
1952	0	0.988372	0.0
1951	0	0.988372	0.0
1950	0	0.988372	0.0
1949	0	0.988372	0.0
1948	0	0.988372	0.0
1947	0	0.988372	0.0
Sum			2.48

NOTES TO PAGES 4 AND 5

Page 4

- 1 Current year earned premium
- 2 Estimated prior year UEPR as percent of current year earned premium given assumed premium growth rate
- 3 Annual Statement, Statutory page 14, UEPR/Earned Premium for all companies writing this line of private passenger automobile insurance in North Carolina.
- 4 Line (3) - line (2)
- 5 Line (4) x .20.
- 6 Line (5) x .35.
- 7 Unpaid current-year losses at year-end as a percent of premium. Sum of Page 5, Column (5).
- 8 Discounted unpaid current-year losses at year-end as a percent of premium. Sum of Page 5, Column (8).
- 9 Unpaid prior-year losses at year-end as a percent of premium. Sum of Page 5, Column (5) divided by assumed growth rate.
- 10 Discounted unpaid current-year losses at year-end as a percent of premium. Sum of Page 5, Column (12).
- 11 Line (7) - Line (8) - [Line (9) - Line (10)]
- 12 Line (11) x .35
- 13 Line (6)
- 14 Line (12)
- 15 Line (13) + Line (14)

Page 5

- 1 Midpoint of number of years since end of accident period.
- 2 Accident year payout pattern
- 3 1 - Column (2)
- 4 Losses, given assumed historical growth rate.
- 5 Column (3) x Column (4)
- 6 Accident Year at current year end
- 7 Discount factor per IRS Regulations.
- 8 Column (5) x Column (7)
- 9 Accident Year at prior year end
- 10 Column (3), previous period x Column (4), current period
- 11 Discount factor per IRS Regulations.
- 12 Column (10) x Column (11)

NCRB INVESTMENT INCOME CALCULATION
PRIVATE PASSENGER PHYSICAL DAMAGE
 Projected Investment Earnings on Loss, Loss
 Adjustment Expense and Unearned Premium Reserves

A. UNEARNED PREMIUM RESERVES		
1. Direct Earned Premiums		1,000,000
2. Mean UEPR	29.64%	296,400
3. Deductions for prepaid expenses		
Commissions & Brokerage	8.90%	
Taxes, Licenses & Fees	1.92%	
One Half Other Acquisition Expense	3.61%	
One Half General Expense	2.43%	
Total	16.85%	
4. Deduction for Prepaid Expenses: (2) x (3)		49,957
5. Net UEPR Subject to Inv (2) - (4)		246,443
B. Loss and Loss Expense Reserves		
1. Direct Earned Premium		1,000,000
2. Expected Inc L & LAE to Premium Ratio	0.6142	614,231
3. Expected Mean L&LAE Reserve to Inc. L & LAE Ratio	0.097	59,599
C. Net PH Funds Subj to Inv		
(A5 + B3)		306,042
D. Average Rate of Return		
		3.37%
E. Investment Earnings from Net Reserves (C) x (D)		
		10,303
F. Average Rate of Return as a Percent of		
Direct Earned Premium (E) / (A1)		1.03%

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
PHYSICAL DAMAGE COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED
PREMIUM RESERVES AND ON LOSS RESERVES

EXPLANATORY NOTES

Line A-1

All calculations are displayed per \$1,000,000 of earned premium.

Line A-2

The mean unearned premium reserve is determined by multiplying the direct earned premiums in line (1) by the ratio of the mean unearned premium reserve to the collected earned premium for calendar year ended 12/31/2015 for all companies writing Private Passenger Automobile Physical Damage insurance in North Carolina. These data are from page Statutory 14 of the Annual Statement.

1. Collected Earned Premium for Calendar Year ended 12/31/2015	\$2,319,837,917
2. Unearned Premium Reserve as of 12/31/2014	657,740,776
3. Unearned Premium Reserve as of 12/31/2015	717,515,490
4. Mean Unearned Premium Reserve $1/2 [(2) + (3)]$	687,628,133
5. Ratio (4) \div (1)	0.296

Line A-3

Deduction for prepaid expenses:

Production costs and a large part of the other company expenses in connection with the writing and handling of Private Passenger Automobile Physical Damage insurance policies, exclusive of claim adjustment expenses, are incurred when the policy is written and before the premium is paid.

Therefore, the deduction for these expenses is determined by use of the provisions for expenses used in our ratemaking procedures as shown.

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
PHYSICAL DAMAGE COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED
PREMIUM RESERVES AND ON LOSS RESERVES

EXPLANATORY NOTES

Line B-2

The expected loss and loss adjustment expense ratio reflects the expense provisions used in this filing.

Line B-3

The expected mean loss reserve is determined by multiplying the expected incurred losses in line (2) by the average North Carolina ratio of the mean loss reserves to the incurred losses in 2014 and 2015 for Automobile Physical Damage insurance. This ratio is based on North Carolina companies' Statutory Page 14 annual statement data and has been adjusted to include loss adjustment expense reserves.

1. Incurred Losses for Calendar Year 2014	\$1,249,840,873
2. Incurred Losses for Calendar Year 2015	1,360,242,003
3. Loss Reserves as of 12/31/2013	76,075,614
4. Loss Reserves as of 12/31/2014	78,517,754
5. Loss Reserves as of 12/31/2015	87,691,685
6. Mean Loss Reserve 2014: 1/2 [(3) + (4)]	77,296,684
7. Mean Loss Reserve 2015: 1/2 [(4) + (5)]	83,104,720
8. Ratio (6) ÷ (1)	0.062
9. Ratio (7) ÷ (2)	0.061
10. Loss Reserve: 1/2 [(8) + (9)]	0.062
11. Ratio of LAE Reserves to Loss Reserves (a)	0.798
12. Ratio of Incurred LAE to Incurred Losses (a)	0.149
13. Loss and LAE Reserve [(10)x(1.0+(11))/(1.0+(12))]	0.097

(a) Based on 2015 All-Industry Insurance Expense Exhibit (source: A.M. Best)

NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE
PHYSICAL DAMAGE COVERAGES

ESTIMATED INVESTMENT EARNINGS ON UNEARNED
PREMIUM RESERVES AND ON LOSS RESERVES

EXPLANATORY NOTES

Line D

The average rate of return is calculated as the arithmetic mean of the embedded and current yields. The embedded yield is the sum of two ratios: the most recent ratio of investment income to invested assets (shown below), plus the 10-year average ratio of capital gains to invested assets (see Exhibit RB-28, page 12). The current yield is the estimated, currently available rate of return (including income and expected capital gains) on the property/casualty industry investment portfolio (see Exhibit RB-28, page 11).

Embedded yield =	3.77%
Current yield =	2.96%
Average =	3.37%

PORTFOLIO YIELD AND TAX RATE - CURRENT YIELD				
(1)	(2)	(3)	(4)	(5)
Investable Asset	Percent of Assets	Estimated Prospective Pre-Tax Return	Tax Rate	Estimated Prospective Post-Tax Return
Bonds				
U.S. Govt	9.33%	1.12%	35.00%	0.73%
States & territories	9.81%	1.38%	5.25%	1.31%
Special revenue	19.16%	1.57%	5.25%	1.49%
Industrial	30.05%	1.87%	35.00%	1.22%
Preferred stock	0.97%	5.84%	14.18%	5.01%
Common stock	22.58%	8.99%	30.73%	6.23%
Mortgage Loans	0.87%	3.74%	35.00%	2.43%
Real estate	0.82%	4.23%	35.00%	2.75%
Cash & short-term invs.	6.39%	0.29%	35.00%	0.19%
Rate of Return Pre-Inv Exp	100.00%	3.28%	28.03%	2.36%
Investment Expenses		0.32%	35.00%	0.21%
Portfolio Rate of Return		2.96%	27.28%	2.15%

Sources:

Various issues of Federal Reserve Statistical Release, H.15(519).

Mergent Bond Record.

Standard & Poor's CreditWeek.

Value Line Investment Survey, Part II.

Ibbotson Associates, SBBI Valuation Edition 2016 Yearbook.

Ibbotson and Siegel, AREUEA Journal, 1984.

A.M. Best's Aggregates & Averages, 2016 edition.

PORTFOLIO YIELD AND TAX RATE EMBEDDED YIELD		
	Income	Tax Rate
Bonds		
Taxable	22,250,748	35.00%
Non-Taxable	11,053,798	5.25%
Stocks		
Taxable	7,417,662	14.18%
Non-Taxable	1,533,307	5.25%
Mortgage Loans	559,969	35.00%
Real Estate	1,696,990	35.00%
Contract Loans	730	35.00%
Cash / Short Term Inv.	176,203	35.00%
All Other	9,604,417	35.00%
Total	54,293,824	25.26%
Inv. Expenses	4,970,945	35.00%
Net Inv. Income	49,322,879	24.28%
Mean Invested Assets	1,423,600,934	
Inv. Inc. Yield Rate	3.46%	24.28%
Capital Gains (10 yr. avg) (% Of Inv. Assets)	0.31%	35.00%
Invest. Yield Rate (pre-tax)	3.77%	25.16%
Invest. Yield Rate (post-tax)	2.83%	

Source: Best's Aggregates and Averages, 2016 Edition, p. 12 (Exhibit of Net Investment Income, Col. 2 (Earned During Year)).
Capital Gains: RB-28, page 13

**CAPITAL GAINS OR LOSSES
AS A PERCENT OF MEAN ASSETS**
(All amounts in thousands of dollars)

Calendar Year	Mean Total Invested Assets	Realized Capital Gains	
		Amount	Percent
2006	1,217,432,187	3,587,228	0.29%
2007	1,297,478,130	9,031,778	0.70%
2008	1,288,393,875	(21,018,623)	-1.63%
2009	1,274,678,809	(8,079,575)	-0.63%
2010	1,330,998,082	8,100,143	0.61%
2011	1,366,568,026	7,563,305	0.55%
2012	1,350,656,619	9,035,405	0.67%
2013	1,423,600,934	12,163,890	0.85%
2014	1,543,882,475	12,093,078	0.78%
2015	1,567,611,077	9,887,732	0.63%
Total	13,661,300,212	42,364,361	0.31%

*Mean total invested assets is the average of the current year and prior year values of total invested assets (annual statement page 2, Line 12).

Source: "Best's Aggregates & Averages--Property-Casualty,"
various editions

**NORTH CAROLINA
PRIVATE PASSENGER AUTOMOBILE INSURANCE**

PREMIUM-TO-SURPLUS RATIOS

<u>Year</u>	<u>Liability</u>	<u>Physical Damage</u>
2006	0.928	0.956
2007	0.876	0.914
2008	0.872	0.902
2009	0.867	0.891
2010	0.802	0.813
2011	0.860	0.861
2012	0.830	0.833
2013	0.748	0.748
2014	0.776	0.770
2015	0.812	0.810
Ten-Year Average	0.837	0.850

Notes:

- 1 Ratios based on net premium written.
- 2 Top 30 Groups in each year from Best's Data Service.
- 3 Premiums and surplus from Best's Aggregate and Averages.

**NORTH CAROLINA PRIVATE PASSENGER AUTO
CALCULATION OF GAAP NET WORTH TO SURPLUS RATIO**

	2009	2010	2011	2012	2013
Policyholder Surplus	511,396,566,997	559,247,073,797	553,794,328,471	587,061,063,988	653,380,281,255
+ Deferred Acquisition Costs	26,770,216,415	27,142,965,854	27,670,594,098	28,717,782,350	30,010,149,317
+ Non-Admitted DTA Provision	24,344,929,355	17,507,669,410	16,898,320,478	12,829,214,564	11,638,345,594
+ Non-admitted Assets (non-tax part)	31,004,819,190	33,948,822,530	34,839,553,748	36,238,971,886	33,348,888,924
+ Provision for Reinsurance	3,457,351,496	3,217,305,985	2,981,599,506	2,595,871,371	2,471,928,096
+ Provision for FASB 115(after-tax)	16,691,215,237	19,411,210,713	35,148,765,987	42,220,449,087	14,722,750,582
- Surplus Notes	(13,916,580,127)	(15,935,710,149)	(14,704,469,032)	(12,279,333,642)	(12,190,299,603)
GAAP-adjusted Net Worth	599,748,518,562	644,539,338,140	656,628,693,256	697,384,019,604	733,382,044,165
Ratio of GAAP Net Worth to Statutory Surplus	1.17	1.15	1.19	1.19	1.12
Five Year Average	1.16				

Source: ISO