

PENNSYLVANIA COMPENSATION RATING BUREAU
F CLASS FILING

Expense Study

The following exhibits are used in the development of specific expense provisions to be used in the Bureau's proposed F-Class filing. The provisions are for Commission & Brokerage, General and Loss Adjustment Expense, and Premium Discount.

Exhibit I of the attachment presents summary figures for Standard Earned Premium, General Expenses, and Total Production Costs from the last three calendar years. The data is drawn from Pennsylvania Expense Call submissions. The data has been adjusted to include the experience for large deductible policies.

Exhibit I-A develops Standard Earned Premium at both Net and Gross bases after adjusting for Large Deductible policies and removing Expense Constant Dollars.

Exhibit II shows the development of the Expense Constant offset that is carried forward to Exhibit I.

Exhibit III shows the calculation of the Loss Adjustment Expense provision as a function of the Incurred Losses. The Loss Adjustment Expense factor is based on All-Company experience and is developed from the same source of data as Exhibit I above. We selected a three-year average of Loss Adjustment Expense Ratios to Direct Incurred Losses including large deductibles on a Gross Basis.

Exhibits IV-A and IV-B show the development of an average provision for premium discount based upon the Schedule X and Schedule Y premium discount tables, respectively. The data used by the Bureau for this purpose is Unit Statistical Plan data. These exhibits form the basis for Exhibits IV-C and IV-D, which develop the average interstate build-back both for Schedule X and Y companies separately and on an All Company basis.

Please note that staff is introducing revised premium discount tables. These tables are consistent with the premium discount tables commonly used in many other jurisdictions. As shown on Exhibit IV-D, using the revised premium discount tables gives an average premium discount factor of 7.9%. Had we used the tables currently in effect, the premium discount factor would have been 9.8%.

Exhibit V develops the provision for uncollectible premium based on the ratio of uncollectible premium to gross written premium. The data used is courtesy of NCCI, Inc.

EXHIBIT I
ALL COMPANIES

		CALENDAR YEAR		
		2004	2005	2006
(1)	Standard Earned Premium at Market Rate Level <u>including</u> Large Deductible on aNet Basis <u>excluding</u> Expense Constant Dollars	\$ 2,626,709,360	\$ 2,730,960,438	\$ 2,765,792,119
(2)	Standard Earned Premium at Market Level <u>including</u> Large Deductible on aGross Basis <u>excluding</u> Expense Constant Dollars	\$ 3,369,807,532	\$ 3,398,983,516	\$ 3,444,809,229
(3)	Commission and Brokerage	\$ 137,399,845	\$ 138,896,058	\$ 135,924,542
(3a)	Reported Ratio { (3) / (1) }	0.0523	0.0509	0.0491
(4)	Other Acquisitions	\$ 82,977,139	\$ 85,406,772	\$ 88,466,968
(4a)	Reported Ratio { (4) / (2) }	0.0246	0.0251	0.0257
(5)	General Expense	\$ 121,637,966	\$ 126,406,656	\$ 138,203,235
(5a)	Reported Ratio { (5) / (2) }	0.0361	0.0372	0.0401

	Three Year Average (1)	Expense Constant Income (2)	Difference { (1) - (2) }
COMMISSION AND BROKERAGE	0.0508	0.0055	0.0453
OTHER ACQUISITIONS	0.0251	0.0027	0.0224
TOTAL PRODUCTION	0.0759	0.0082	0.0677
GENERAL EXPENSE	0.0378	0.0086	0.0292

**EXHIBIT I - A
ALL COMPANIES**

		<u>CALENDAR YEAR</u>		
		<u>2004</u>	<u>2005</u>	<u>2006</u>
(1)	Standard Earned Premium at Bureau DSR Level <u>including</u> Large Deductible on a <u>Net</u> Basis	\$ 1,875,001,425	\$ 1,940,957,126	\$ 1,974,474,879
(2)	Multiplier to Bring Premium to Market Rate Level	1.4209	1.4256	1.4200
(3)	Standard Earned Premium at Market Rate Lev <u>including</u> Large Deductible on a <u>Net</u> Basis { (1) * (2) }	\$ 2,664,189,525	\$ 2,767,028,479	\$ 2,803,754,328
(4)	Large Deductible Adj. at Bureau DSR Level	\$ 547,321,332	\$ 494,758,612	\$ 507,828,218
(5)	Multiplier to Bring L. D. Adj. to Market Rate Level	1.3577	1.3502	1.3371
(6)	Large Deductible Adj. at Market Rate Level { (4) * (5) }	\$ 743,098,172	\$ 668,023,078	\$ 679,017,110
(7)	Standard Earned Premium at Market Rate Level <u>including</u> Large Deductible on a <u>Gross</u> Basis { (3) + (6) }	\$ 3,407,287,697	\$ 3,435,051,557	\$ 3,482,771,438
(8)	Expense Constant Removal Factor	0.9890	0.9895	0.9891
(9)	Expense Constant Dollars { (7)[1 - (8)] }	\$ 37,480,165	\$ 36,068,041	\$ 37,962,209
(10)	Standard Earned Premium at Market Rate Level <u>including</u> Large Deductible on a <u>Net</u> Basis <u>excluding</u> Expense Constant Dollars { (3) - (9) }	\$ 2,626,709,360	\$ 2,730,960,438	\$ 2,765,792,119
(11)	Standard Earned Premium at Market Level <u>including</u> Large Deductible on a <u>Gross</u> Basis <u>excluding</u> Expense Constant Dollars { (7) - (9) }	\$ 3,369,807,532	\$ 3,398,983,516	\$ 3,444,809,229

EXHIBIT II

EXPENSE CONSTANT INCOME - ALL COMPANIES

MANUAL YEAR 2004

(1) Number of Policies				230,360
(2) Expense Constant Income With Expense Constant @ Current Level = \$ 250				\$ 57,590,000
(3) Interstate Adjustment Factor				0.90
(4) Adjusted Expense Constant Income {(2) * (3)}				\$ 51,831,000

(5) Standard Earned Premium <u>Excluding</u> Expense Constant <u>including</u> Large Deductible on a <u>Net</u> Basis				\$ 2,144,272,435
(5a) Factor to Bring Premium to Current Level				1.1649
(5b) Standard Earned Premium <u>Excluding</u> Expense Constant <u>including</u> Large Deductible on a <u>Net</u> Basis at Current Level				\$ 2,497,862,960
(6) Standard Earned Premium <u>Excluding</u> Expense Constant <u>including</u> Large Deductible on a <u>Gross</u> Basis				\$ 2,886,689,497
(6a) Factor to Bring Premium to Current Level				1.1650
(6b) Standard Earned Premium <u>Excluding</u> Expense Constant <u>including</u> Large Deductible on a <u>Gross</u> Basis at Current Level				\$ 3,362,993,264
(7) Distribution of Expense Constant Income				
	%	%	\$	Total Expense \$
(a) General Expense	55.8%		\$ 139.50	\$ 28,921,698
(b) Production	44.2%			
i) Commission		60.0%	\$ 66.30	\$ 13,745,581
ii) Other Acquisition		40.0%	\$ 44.20	\$ 9,163,721
Total	100.0%		\$ 250.00	\$ 51,831,000

(8) Expense Constant Ratio for General Expense { (7a) / (6b) }	0.0086
(9) Expense Constant Ratio for Commision { (7b(i)) / (5b) }	0.0055
(10) Expense Constant Ratio for Other Acquisition { (7b(ii)) / (6b) }	0.0027

EXHIBIT III

LOSS ADJUSTMENT EXPENSE RATIOS - ALL COMPANIES

	<u>CALENDAR YEAR</u>		
	<u>2004</u>	<u>2005</u>	<u>2006</u>
(1) Loss Adjustment Expense	\$ 281,777,328	\$ 308,795,778	\$ 319,621,499
(2) Incurred Losses <u>including</u> Large Deductible on a <u>Net</u> Basis	\$ 1,757,414,289	\$ 1,801,114,659	\$ 1,738,533,099
(3) Large Deductible Adjustment	\$ 519,266,952	\$ 450,623,047	\$ 515,559,406
(4) Incurred Losses <u>including</u> Large Deductible on a <u>Gross</u> Basis { (2) + (3) }	\$ 2,276,681,241	\$ 2,251,737,706	\$ 2,254,092,505
(5) Ratio of Loss Adjustment Expense to Incurred Losses <u>including</u> Large Deductible on a <u>Net</u> Basis { (1) / (2) }	0.1603	0.1714	0.1838
(6) Ratio of Loss Adjustment Expense to Incurred Losses <u>including</u> Large Deductible on a <u>Gross</u> Basis { (1) / (4) }	0.1238	0.1371	0.1418
Three-Year Average of Loss Adjustment Expense Ratios to Direct Incurred Losses including Large Deductible on a Net Basis			0.1718
Three-Year Average of Loss Adjustment Expense Ratios to Direct Incurred Losses including Large Deductible on a Gross Basis			0.1342

EXHIBIT IV - A

SIZE OF RISKS - SCHEDULE X COMPANIES

MANUAL YEAR 2004

<u>Intrastate Risks</u>	<u>Number of Risks</u>	<u>Intrastate SEP excluding Loss and Expense Constant</u>
	<u>(1)</u>	<u>(2)</u>
Up to \$10,000	63,891	\$ 119,793,371
\$10,001 - \$200,000	9,927	\$ 359,453,625
\$200,001 - \$1,750,000	363	\$ 133,432,438
Over \$1,750,000	1	\$ 3,313,674
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TOTAL	74,182	\$ 615,993,108

DISTRIBUTION OF PREMIUM TO DISCOUNT BLOCK

<u>Size of Risk</u>	<u>Number of Risks</u>	<u>First \$10,000</u>	<u>Next \$190,000</u>	<u>Next \$1,550,000</u>	<u>Over \$1,750,000</u>
Up to \$10,000	63,891	\$ 119,793,371			
\$10,001 - \$200,000	9,927	\$ 99,270,000	\$ 260,183,625		
\$200,001 - \$1,750,000	363	\$ 3,630,000	\$ 68,970,000	\$ 60,832,438	
Over \$1,750,000	1	\$ 10,000	\$ 190,000	\$ 1,550,000	\$ 1,563,674
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TOTAL	74,182	\$ 222,703,371	\$ 329,343,625	\$ 62,382,438	\$ 1,563,674
PERCENTAGE		36.15%	53.47%	10.13%	0.25%

EXHIBIT IV - B

SIZE OF RISKS - SCHEDULE Y COMPANIES

MANUAL YEAR 2004

<u>Intrastate Risks</u>	<u>Number of Risks</u>	<u>Intrastate SEP excluding Loss and Expense Constant</u>
	(1)	(2)
Up to \$10,000	127,800	\$ 259,338,441
\$10,001 - \$200,000	24,467	\$ 935,575,501
\$200,001 - \$1,750,000	1,925	\$ 905,804,602
Over \$1,750,000	135	\$ 570,706,064
TOTAL	154,327	\$ 2,671,424,608

DISTRIBUTION OF PREMIUM TO DISCOUNT BLOCK

<u>Size of Risk</u>	<u>Number of Risks</u>	<u>First \$10,000</u>	<u>Next \$190,000</u>	<u>Next \$1,550,000</u>	<u>Over \$1,750,000</u>
Up to \$10,000	127,800	\$ 259,338,441			
\$10,001 - \$200,000	24,467	\$ 244,670,000	\$ 690,905,501		
\$200,001 - \$1,750,000	1,925	\$ 19,250,000	\$ 365,750,000	\$ 520,804,602	
Over \$1,750,000	135	\$ 1,350,000	\$ 25,650,000	\$ 209,250,000	\$ 334,456,064
TOTAL	154,327	\$ 524,608,441	\$ 1,082,305,501	\$ 730,054,602	\$ 334,456,064
PERCENTAGE		19.64%	40.51%	27.33%	12.52%

EXHIBIT IV - C

AVERAGE COMPANY BUILD-BACK

SCHEDULE X COMPANIES

	Premium Distribution to Discount Block <u>(EXHIBIT IV - A)</u>	<u>Reduction from Manual</u>	<u>Weighted Reduction</u>
Up to \$10,000	36.15	0.0	0.00
\$10,001 - \$200,000	53.47	5.1	2.73
\$200,001 - \$1,750,000	10.13	6.5	0.66
Over \$1,750,000	0.25	7.5	0.02
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		Build-Back	= 3.41
		Intrastate Build-Back	3.41
		Interstate Build-Back	3.91

SCHEDULE Y COMPANIES

	Premium Distribution to Discount Block <u>(EXHIBIT IV - B)</u>	<u>Reduction from Manual</u>	<u>Weighted Reduction</u>
Up to \$10,000	19.64	0.0	0.00
\$10,001 - \$200,000	40.51	9.1	3.69
\$200,001 - \$1,750,000	27.33	11.3	3.09
Over \$1,750,000	12.52	12.3	1.54
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		Build-Back	= 8.32
		Intrastate Build-Back	8.32
		Interstate Build-Back	8.82

EXHIBIT IV - D

AVERAGE COMPANY BUILD-BACK

ALL COMPANIES

	<u>Intrastate SEP excluding Loss and Expense Constant</u>	<u>Interstate Build-Back</u>
SCHEDULE X	\$ 615,993,108	3.91
SCHEDULE Y	\$ 2,671,424,608	8.82
WEIGHTED AVERAGE		<u>7.9</u>

EXHIBIT V

DELAWARE POOL GROSS WRITTEN PREMIUM AND UNCOLLECTIBLE PREMIUM*

Data as of 3/31/2007

<u>POLICY YEAR</u>	<u>(1) GROSS WRITTEN PREMIUM</u>	<u>(2) UNCOLLECTIBLE PREMIUM</u>	<u>(3)=(2)/(1) RATIO</u>
2000	2,390,600	11,718	0.49%
2001	3,987,174	14,752	0.37%
2002	16,291,490	308,709	1.89%
2003	23,774,982	255,758	1.08%
2004	34,294,299	435,875	1.27%
2005	39,664,199	839,464	2.12%
2006	33,216,527	1,191,893	3.59%
2007 **	20,176,242	79,512	0.39%
		All Year Average (Excl PY 07)	1.54%
		Five Year Average (Excl PY 07)	1.99%
		Three Year Average (Excl PY 07)	2.33%
		Selected	1.00%

* Data courtesy of NCCI, Inc.

** Incomplete Policy Year