

DELAWARE COMPENSATION RATING BUREAU, INC.

Delaware Insurance Plan

The following pages present a review of the experience for the Delaware Insurance Plan.

Page 19.1 compares the reported loss ratio for a five-year period of the assigned risk and voluntary markets by the premium size range. The second page shows similar detail but by year rather than premium size.

The bottom portion of page 19.2 also shows the calculation of a manual rate offset for a residual market surcharge program applicable to rated Residual Market risks with debit experience modification factors. It is contemplated that these risks would be subject to a surcharge ranging from 0 to +50%, with a maximum set at the value of the modification factor less unity, and that the surcharge would be calculated by multiplying 50% times the complement of the risk's experience rating credibility. The offset is applicable to voluntary market risks.

The residual market share calculation is given on page 19.3.

Page 19.4 contains the calculation of the average surcharge based on the above methodology.

The assigned risk subsidy is derived as shown on page 19.5.

DELAWARE INSURANCE PLAN EXPERIENCE  
Manual Years 2006 - 2010

SIZE OF STANDARD PREMIUM	STATEWIDE			DIP			STATEWIDE - DIP			INDICATED DIFFERENCE FACTOR DIP/(SW-DIP)
	TOTAL PREMIUM*	TOTAL LOSS	LOSS RATIO	TOTAL PREMIUM*	TOTAL LOSS	LOSS RATIO	TOTAL PREMIUM*	TOTAL LOSS	LOSS RATIO	
1-1,000	18,377,034	22,839,647	124.3	1,927,169	2,551,053	132.4	16,449,865	20,288,594	123.3	1.074
1,001-2,000	22,635,684	24,535,482	108.4	3,701,306	3,937,871	106.4	18,934,378	20,597,611	108.8	0.978
2,001-3,000	20,093,282	23,605,981	117.5	3,847,451	5,193,399	135.0	16,245,831	18,412,582	113.3	1.192
3,001-4,000	17,637,793	18,931,778	107.3	2,952,267	3,374,366	114.3	14,685,526	15,557,412	105.9	1.079
4,001-5,000	15,802,424	16,200,824	102.5	2,366,600	3,703,537	156.5	13,435,824	12,497,287	93.0	1.683
5,001-7,500	34,578,633	47,417,721	137.1	4,776,627	5,133,790	107.5	29,802,006	42,283,931	141.9	0.758
7,501-10,000	30,385,733	42,609,898	140.2	3,717,173	7,437,733	200.1	26,668,560	35,172,165	131.9	1.517
10,001-12,500	26,633,135	20,093,041	75.4	2,969,669	1,862,564	62.7	23,663,466	18,230,477	77.0	0.814
12,501-15,000	23,568,943	27,733,869	117.7	2,966,170	1,384,511	46.7	20,602,773	26,349,358	127.9	0.365
15,001-20,000	41,683,987	36,860,952	88.4	4,572,914	3,506,026	76.7	37,111,073	33,354,926	89.9	0.853
20,001-25,000	34,022,091	34,308,365	100.8	4,124,343	2,455,055	59.5	29,897,748	31,853,310	106.5	0.559
25,001-50,000	120,842,605	145,307,753	120.2	11,854,637	24,871,097	209.8	108,987,968	120,436,656	110.5	1.899
50,001-75,000	91,184,158	89,814,323	98.5	6,963,317	6,688,534	96.1	84,220,841	83,125,789	98.7	0.974
75,001-100,000	67,245,001	60,657,312	90.2	6,916,840	4,777,684	69.1	60,328,161	55,879,628	92.6	0.746
100,001-200,000	175,017,200	171,665,095	98.1	7,671,202	9,895,330	129.0	167,345,998	161,769,765	96.7	1.334
200,001-300,000	88,548,074	60,629,697	68.5	2,941,045	3,495,756	118.9	85,607,029	57,133,941	66.7	1.783
300,001-400,000	78,684,705	63,959,741	81.3	2,439,385	1,363,245	55.9	76,245,320	62,596,496	82.1	0.681
400,001-500,000	52,048,590	31,950,659	61.4	838,376	1,467,725	175.1	51,210,214	30,482,934	59.5	2.943
500,001-1,000,000	169,054,720	111,643,836	66.0	2,061,483	1,693,159	82.1	166,993,237	109,950,677	65.8	1.248
1,000,001 & higher	290,022,206	171,951,345	59.3	0	0	N/A	290,022,206	171,951,345	59.3	N/A
TOTALS	1,418,065,998	1,222,717,319	86.2	79,607,974	94,792,435	119.1	1,338,458,024	1,127,924,884	84.3	1.413

\* Premium calculated based on Bureau voluntary market loss cost level.

DELAWARE INSURANCE PLAN EXPERIENCE  
Manual Years 2006 - 2010

MANUAL YEAR	STATEWIDE			DIP			STATEWIDE - DIP		
	STANDARD PREMIUM WITH CONSTANTS *	DEVELOPED INCURRED LOSS	LOSS RATIO	STANDARD PREMIUM WITH CONSTANTS *	DEVELOPED INCURRED LOSS	LOSS RATIO	STANDARD PREMIUM WITH CONSTANTS *	DEVELOPED INCURRED LOSS	LOSS RATIO
2006	348,861,732	217,101,669	62.2	31,876,175	22,874,988	71.8	316,985,557	194,226,681	61.3
2007	360,218,290	244,377,985	67.8	19,451,000	17,338,216	89.1	340,767,290	227,039,769	66.6
2008	291,173,476	236,040,436	81.1	12,928,615	11,787,645	91.2	278,244,861	224,252,791	80.6
2009	222,360,098	247,430,867	111.3	7,597,837	9,868,847	129.9	214,762,261	237,562,020	110.6
2010	195,452,402	277,766,362	142.1	7,754,347	32,922,739	424.6	187,698,055	244,843,623	130.4
TOTALS	1,418,065,998	1,222,717,319	86.2	79,607,974	94,792,435	119.1	1,338,458,024	1,127,924,884	84.3

MANUAL YEAR	INDICATED DIFFERENCE FACTOR DIP/(SW-DIP)
2006	1.171
2007	1.338
2008	1.132
2009	1.175
2010	3.256
TOTAL 2006 - 2010	1.413

INDICATED MANUAL LOSS COST OFFSET

LOSS RATIO DIFFERENTIAL (for DARSKSUB)

(1) D I P MARKET SHARE	0.0998	(4) D I P LOSS RATIO	119.1
(2) AVERAGE SURCHARGE	0.088	(5) VOLUNTARY MKT LOSS RATIO	84.3
(3) MANUAL LOSS COST OFFSET APPLICABLE TO VOLUNTARY MARKET RISKS [ 1 - (1)*{1+(2)} ] / [ 1 - (1) ]	0.9902	(6) D I P SURCHARGE FACTOR	1.088
		(7) L R D [ (4) / (5) ] / (6)	1.30

\* Premium calculated based on Bureau voluntary market loss cost level.

**RESIDUAL MARKET SHARE (using financial data)**

Policy Year Accumulated Standard Earned Premium @ 12/31/12

**Residual Market Share excluding Large Deductible**

Policy Year	(1) Call #1	(2) Call #12	(3) = (1) - (2) Difference	(4) LCM	(5) = (3) * (4) VM @ RM DSR Level	(6) = (2)+(5) Total @ DSR	(7) = (2) / (6) Ratio
2003	135,541,054	38,315,907	97,225,147	1.3728	133,470,682	171,786,589	0.2230
2004	153,099,366	48,297,295	104,802,071	1.3770	144,312,452	192,609,747	0.2508
2005	187,921,355	52,306,581	135,614,774	1.3551	183,771,580	236,078,161	0.2216
2006	207,391,454	43,418,825	163,972,629	1.3750	225,462,365	268,881,190	0.1615
2007	200,051,931	26,874,044	173,177,887	1.4008	242,587,584	269,461,628	0.0997
2008	151,155,432	16,836,457	134,318,975	1.3339	179,168,081	196,004,538	0.0859
2009	118,523,619	10,031,652	108,491,967	1.3403	145,411,783	155,443,435	0.0645
2010	106,418,460	8,726,796	97,691,664	1.3258	129,519,608	138,246,404	0.0631
2011	106,593,961	13,804,686	92,789,275	1.3111	121,656,018	135,460,704	0.1019
2012	59,258,309	10,127,195	49,131,114	1.3722	67,417,715	77,544,910	0.1306

**Residual Market Share including Large Deductible (net basis)**

Policy Year	(8) Call #8	(9) = (8) * (4) VM @ RM DSR Level	(10) = (6) + (9) Total @ DSR	(11) = (2) / (10) Ratio
2003	17,029,157	23,377,627	195,164,216	0.1963
2004	20,622,356	28,396,984	221,006,731	0.2185
2005	22,570,825	30,585,725	266,663,886	0.1962
2006	29,421,111	40,454,028	309,335,218	0.1404
2007	42,800,703	59,955,225	329,416,853	0.0816
2008	38,104,355	50,827,399	246,831,937	0.0682
2009	31,634,978	42,400,361	197,843,796	0.0507
2010	26,654,276	35,338,239	173,584,643	0.0503
2011	29,171,110	38,246,242	173,706,946	0.0795
2012	17,468,260	23,969,946	101,514,856	0.0998

**DELAWARE COMPENSATION RATING BUREAU, INC.  
DELAWARE INSURANCE PLAN**

**CALCULATION OF AVERAGE SURCHARGE  
0.50 \* ( 1 - C ), max = Mod Factor Less Unity**

	<u>Risk Count</u>	<u>Premium 2011</u>	<u>% Total Count</u>	<u>% Total Premium</u>
1 Risks with Credit Mod ( <= 1.0)	260	2,666,193	14.88%	21.79%
2 Risks with Debit Mod ( > 1.0)	137	4,773,826	7.84%	39.01%
3 Total - Rated Risks	397	7,440,019	22.72%	60.80%
4 Non-Rated Risks	1,350	4,797,540	77.28%	39.20%
5 Total - All Assigned Risks	1,747	12,237,559	100.00%	100.00%

	<u>Surcharged Premium</u>	<u>Average Surcharge</u>	<u>% Total Premium</u>
1 Risks with Credit Mod ( <= 1.0)	2,666,193	0.000	20.02%
2 Risks with Debit Mod ( > 1.0)	5,856,563	0.227	43.97%
3 Total - Rated Risks	8,522,756	0.146	63.98%
4 Non-Rated Risks	4,797,540	0.000	36.02%
5 Total - All Assigned Risks	13,320,296	0.088	100.00%

Surcharge = 50% \* (1 - cred), not exceeding the modification factor less unity and applies to risks with debit modification factors.

DELAWARE INSURANCE PLAN  
ASSIGNED RISK SUBSIDY

Calculation of residual market subsidy multiplier to be added to Retro Rating Plan tax multiplier.

1	ARMS	Delaware Insurance Plan Market Share	0.0998
2	VMS	Voluntary Market Share (1 - ARMS)	0.9002
3	LRD	Loss Ratio Differential	1.30
4	PLR	Permissible Loss Ratio	0.5854
5	ARLR	Assigned Risk Loss Ratio	
6	VLR	Voluntary Loss Ratio	
7	S	Subsidy	

$$\text{ARLR} * \text{ARMS} + \text{VLR} * \text{VMS} = \text{PLR}$$

$$\text{VLR} * 1.3 * 0.0998 + \text{VLR} * 0.9002 = 0.5854$$

$$\text{VLR} = 0.5684$$

$$\text{ARLR} = 1.3 * \text{VLR} = 0.7389$$

$$\text{DIFF} = \text{ARLR} - \text{VLR} = 0.1705$$

$$S = (0.8) * (\text{ARLR} - \text{VLR}) * (\text{ARMS} / \text{VMS})$$

$$= (0.8) * (17.05\%) * (0.0998 / 0.9002)$$

$$= (0.8) * (17.05\%) * (0.1109)$$

$$= 1.51\%$$