

DELAWARE COMPENSATION RATING BUREAU, INC.  
F CLASS FILING

Internal Rate of Return Model

The attached pages present exhibits and a description of the internal rate of return model used in deriving the DCRB's loss ratio (including loss adjustment expenses and loss-based assessments) and provision for profit and contingencies.

**DELAWARE COMPENSATION RATING BUREAU, INC.**

**DELAWARE DECEMBER 1, 2020 "F" CLASS FILING**

**Internal Rate of Return Analysis**

The following pages present results of an economic analysis establishing the following items:

- The appropriate rate of return for writing workers compensation business, and
- The loss ratio (including loss adjustment expenses and loss-based assessments) which will allow the realization of that target rate of return in current economic conditions, based on current expense needs for stock carriers and cash flows for losses and expenses attendant with Delaware workers compensation insurance.

Internal Rate of Return Table I shows Inputs, Assumptions and Outputs underlying the analysis.

Internal Rate of Return Tables II - VII show the various cash flows projected for the underwriting of Delaware workers compensation business based on the inputs to the Internal Rate of Return model, assuming a base standard premium at DCRB level of \$1 million.

Exhibits titled "Delaware Pre & Post Tax Returns" and "Delaware Cost of Capital" present the derivation of the appropriate current target rate of return, which is 10.35 percent. Both Capital Asset Pricing Model ("CAPM") and Discounted Cash Flow ("DCF") analyses have been applied in the derivation of this target rate, producing results of 8.51 and 10.70 percent, respectively. The selected target rate of return, 9.61 percent, is the average of these two separate indications.

**INTERNAL RATE OF RETURN ANALYSIS  
DELAWARE "F" CLASS - 2020  
TABLE I: INPUTS, ASSUMPTIONS & OUTPUTS**

Section 1: Inputs & Assumptions		
(1)	Commissions *	5.45
(2)	Other Expenses	5.20
(2A)	Other Acquisitions *	2.04
(2B)	General Expenses *	2.84
(2C)	Other Tax **	0.32
(3)	State Premium Taxes & Uncollectible Premium	
(3A)	Tax1 - Premium Tax **	2.00
(3B)	Uncollectible Premium **	2.30
(3C)	Tax3 - Workers Compensation Fund **	0.00
(4)	Premium Discount ***	8.59
(5)	Deviations	0.00
(6)	Dividends to Policyholders	0.00
(7)	Premium Written	1,000,000
Investment Income		
(8A)	Pre-Tax Return on Assets	4.12
(8B)	Investment Income Tax Rate	0.68
(8C)	Post-Tax Return on Assets	3.45
(10)	Reserve to Surplus Ratio	1.86
(11)	Internal Rate of Return (Cost of Capital)	9.61
* Applies to standard premium at DCRB level (before premium discount)		
** Applies to net premium at company level (after deviations and premium discounts)		
*** Applies to standard premium at company level (after deviations)		

Section 2: Outputs		
(1)	Loss Ratio - including loss adjustment expense & loss based assessments	73.77
(2)	Profit & Contingencies	2.69

**INTERNAL RATE OF RETURN ANALYSIS  
EXPLANATORY NOTES**

**TABLE II: CASH FLOW PATTERNS**

Column (1)	Premium Collection pattern provided by the DCRB based on Delaware workers compensation data.
Column (2)	Policy Year Loss Payout pattern provided by the DCRB based on Delaware workers compensation data.
Column (3)	Other Expense Payout pattern as follows: All expenses except Commission and 1/2 General Expense flowing with earned premium. Commission flows with collected premium, and 1/2 General Expense flows with written premium.
Column (4)	Tax 1 flow assumes even quarterly payment of state premium taxes.
Column (5)	Uncollectible premium flow matches that of Column (1) – Premium collection pattern.
Column (6)	Tax 3 flow assumes even quarterly payment of Security Fund assessments.
Column (7)	No dividend provision is included in this IRR model.

F CLASS  
INTERNAL RATE OF RETURN ANALYSIS  
STATE OF DELAWARE 2020  
TABLE II: CASH FLOW PATTERNS

TIME FROM	INTERVAL TO	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
		PREMIUM COLLECTED	POLICY YR LOSS PAYOUT	OTHER EXPENSES	TAX1	UNCOLL PREMIUM	TAX3	DIVIDENDS PAID	CUMULATIVE WRITTEN DISTRIBUTION	CUMULATIVE EARNED DISTRIBUTION
-1.00	-0.75	0.0000	0	0.0000	0	0.0000	0	0	0	0
-0.75	-0.50	0.0003	0	0.0000	0	0.0003	0	0	0	0
-0.50	-0.25	0.0008	0	0.0000	0	0.0008	0	0	0	0
-0.25	0.00	0.0012	0	0.0000	0	0.0012	0	0	0	0
0.00	0.25	0.2135	1	19.7824	25	0.2135	25	0	0.2604	0.0325
0.25	0.50	3.3439	2	22.3906	25	3.3439	25	0	0.5333	0.1319
0.50	0.75	9.0451	3	23.3631	25	9.0451	25	0	0.7960	0.2989
0.75	1.00	14.4599	4	20.8101	25	14.4599	25	0	1.0000	0.5239
1.00	1.25	20.9919	4.58	5.9736	0	20.9919	0	0	1.0000	0.7406
1.25	1.50	16.3648	4.58	4.2668	0	16.3648	0	0	1.0000	0.8906
1.50	1.75	13.6339	4.58	2.5601	0	13.6339	0	25	1.0000	0.9744
1.75	2.00	9.1761	4.58	0.8534	0	9.1761	0	25	1.0000	1.0000
2.00	2.25	4.9981	6.695	0.0000	0	4.9981	0	25	1.0000	1.0000
2.25	2.50	2.7160	6.695	0.0000	0	2.7160	0	25	1.0000	1.0000
2.50	2.75	1.8088	6.695	0.0000	0	1.8088	0	0	1.0000	1.0000
2.75	3.00	0.9484	6.695	0.0000	0	0.9484	0	0	1.0000	1.0000
3.00	3.25	0.5077	1.63	0.0000	0	0.5077	0	0	1.0000	1.0000
3.25	3.50	0.3019	1.63	0.0000	0	0.3019	0	0	1.0000	1.0000
3.50	3.75	0.1950	1.63	0.0000	0	0.1950	0	0	1.0000	1.0000
3.75	4.00	0.1141	1.63	0.0000	0	0.1141	0	0	1.0000	1.0000
4.00	4.25	0.0574	0.8225	0.0000	0	0.0574	0	0	1.0000	1.0000
4.25	4.50	0.0975	0.8225	0.0000	0	0.0975	0	0	1.0000	1.0000
4.50	4.75	0.1441	0.8225	0.0000	0	0.1441	0	0	1.0000	1.0000
4.75	5.00	0.1277	0.8225	0.0000	0	0.1277	0	0	1.0000	1.0000
5.00	6.00	0.0692	2.25	0.0000	0	0.0692	0	0	1.0000	1.0000
6.00	7.00	0.1204	1.77	0.0000	0	0.1204	0	0	1.0000	1.0000
7.00	8.00	0.2105	1.51	0.0000	0	0.2105	0	0	1.0000	1.0000
8.00	9.00	0.1800	1.33	0.0000	0	0.1800	0	0	1.0000	1.0000
9.00	10.00	0.0463	1.21	0.0000	0	0.0463	0	0	1.0000	1.0000
10.00	11.00	0.0412	1.13	0.0000	0	0.0412	0	0	1.0000	1.0000
11.00	12.00	0.0421	1.05	0.0000	0	0.0421	0	0	1.0000	1.0000
12.00	13.00	0.0422	1	0.0000	0	0.0422	0	0	1.0000	1.0000
13.00	14.00	0.0000	0.94	0.0000	0	0.0000	0	0	1.0000	1.0000
14.00	15.00	0.0000	0.91	0.0000	0	0.0000	0	0	1.0000	1.0000
15.00	16.00	0.0000	0.87	0.0000	0	0.0000	0	0	1.0000	1.0000
16.00	17.00	0.0000	0.84	0.0000	0	0.0000	0	0	1.0000	1.0000
17.00	18.00	0.0000	0.81	0.0000	0	0.0000	0	0	1.0000	1.0000
18.00	19.00	0.0000	0.78	0.0000	0	0.0000	0	0	1.0000	1.0000
19.00	20.00	0.0000	0.76	0.0000	0	0.0000	0	0	1.0000	1.0000
20.00	21.00	0.0000	0.74	0.0000	0	0.0000	0	0	1.0000	1.0000
21.00	22.00	0.0000	0.73	0.0000	0	0.0000	0	0	1.0000	1.0000
22.00	23.00	0.0000	0.7	0.0000	0	0.0000	0	0	1.0000	1.0000
23.00	24.00	0.0000	0.69	0.0000	0	0.0000	0	0	1.0000	1.0000
24.00	25.00	0.0000	0.67	0.0000	0	0.0000	0	0	1.0000	1.0000
25.00	26.00	0.0000	0.65	0.0000	0	0.0000	0	0	1.0000	1.0000
26.00	27.00	0.0000	0.65	0.0000	0	0.0000	0	0	1.0000	1.0000
27.00	28.00	0.0000	0.63	0.0000	0	0.0000	0	0	1.0000	1.0000
28.00	29.00	0.0000	0.62	0.0000	0	0.0000	0	0	1.0000	1.0000
29.00	30.00	0.0000	0.61	0.0000	0	0.0000	0	0	1.0000	1.0000
30.00	31.00	0.0000	0.59	0.0000	0	0.0000	0	0	1.0000	1.0000
31.00	32.00	0.0000	0.59	0.0000	0	0.0000	0	0	1.0000	1.0000
32.00	33.00	0.0000	0.59	0.0000	0	0.0000	0	0	1.0000	1.0000
33.00	34.00	0.0000	0.59	0.0000	0	0.0000	0	0	1.0000	1.0000
34.00	35.00	0.0000	0.59	0.0000	0	0.0000	0	0	1.0000	1.0000
35.00	36.00	0.0000	0.58	0.0000	0	0.0000	0	0	1.0000	1.0000
36.00	37.00	0.0000	0.58	0.0000	0	0.0000	0	0	1.0000	1.0000
37.00	38.00	0.0000	0.58	0.0000	0	0.0000	0	0	1.0000	1.0000
38.00	39.00	0.0000	0.57	0.0000	0	0.0000	0	0	1.0000	1.0000
39.00	40.00	0.0000	0.57	0.0000	0	0.0000	0	0	1.0000	1.0000
40.00	41.00	0.0000	0.56	0.0000	0	0.0000	0	0	1.0000	1.0000
41.00	42.00	0.0000	0.55	0.0000	0	0.0000	0	0	1.0000	1.0000
42.00	43.00	0.0000	0.56	0.0000	0	0.0000	0	0	1.0000	1.0000
43.00	44.00	0.0000	0.54	0.0000	0	0.0000	0	0	1.0000	1.0000
44.00	45.00	0.0000	0.54	0.0000	0	0.0000	0	0	1.0000	1.0000
45.00	46.00	0.0000	0.54	0.0000	0	0.0000	0	0	1.0000	1.0000
46.00	47.00	0.0000	0.53	0.0000	0	0.0000	0	0	1.0000	1.0000
47.00	48.00	0.0000	0.53	0.0000	0	0.0000	0	0	1.0000	1.0000
48.00	49.00	0.0000	0.53	0.0000	0	0.0000	0	0	1.0000	1.0000
49.00	50.00	0.0000	0.53	0.0000	0	0.0000	0	0	1.0000	1.0000
		100.0000	100.0000	100.0000	100.0000	100.0000	100.0000	100.0000		

**INTERNAL RATE OF RETURN ANALYSIS  
EXPLANATORY NOTES**

**TABLE III: CASH FLOW FOR LOSS AND UNEARNED PREMIUM RESERVES  
PAGE 1**

- Column (1) Premium Collected based on collection pattern from Table II, Column (1).  
Example:  $\$914,100 \times .000023 = \$21.02$
- Column (2) Agents' Balances reflects the difference between Written Premium and Collected Premium. Written Premium pattern provided by the DCRB for Delaware workers compensation insurance.  
Example: Written Premium, First Quarter =  $.25 \times \$914,100 = \$228,525.00$   
Collected Premium =  $(.000023 + .002135) \times \$914,100 = \$1,972.63$   
Written - Collected =  $\$226,552.37$
- Column (3) Overdue Agent's Balances are all Agents' Balances due after the end of the 24-month period in which earnings of policy year premium occurs.
- Column (4) Admitted Agents' Balances reflect all Agents' Balances due prior to the end of the 24-month period in which earnings of policy year premium occurs.
- Column (5) Losses Incurred is computed by applying the loss ratio for the business to earned premiums at DCRB level (i.e., before premium discounts). Premium earning pattern provided by the DCRB for Delaware workers compensation insurance.  
Example:  $.7377 \times \$1,000,000 \times .0325 = \$23,975.25$
- Column (6) Unearned Premiums is computed as Cumulative Written Premium less Cumulative Earned Premium.  
Example:  $\$238,031.64 - 29,708.25 = \$208,323.39$
- Column (7) Total Premium Net of Reserves is computed as Collected Premium plus Admitted Agents' Balances less Losses Incurred less Unearned Premium Reserves.  
Example:  $\$1,972.63 + 226,552.37 - 23,975.25 - 208,323.39 = -\$3,773.64$

**INTERNAL RATE OF RETURN ANALYSIS  
EXPLANATORY NOTES**

**TABLE III: CASH FLOW FOR LOSS AND UNEARNED PREMIUM RESERVES  
PAGE 2**

Column (8) Premium Net of Reserves is the periodic change in Column (7).

Example:  $-\$3,773.64 - 0 = -\$3,773.64$

Column (9) Cumulative Written Premium is total written premium times the cumulative written premium distribution (Table II, column (8)).

Example:  $\$914,100 \times .2604 = \$238,031.64$

Column (10) Cumulative Earned Premium is total earned premium times the cumulative earned premium distribution (Table II, column (9)).

Example:  $\$914,100 \times 0.0325 = \$29,708.25$

F CLASS  
INTERNAL RATE OF RETURN ANALYSIS  
STATE OF DELAWARE - 2020  
TABLE III: CASH FLOW FOR LOSS AND UNEARNED PREMIUM RESERVES

TIME FROM	INTERVAL TO	(1) PREMIUM COLLECTED	(2) AGENTS BALANCES	(3) OVERDUE AGENTS BALANCE	(4) ADMITTED AGENTS BALANCES	(5) LOSSES INCURRED	(6) UNEARNED PREMIUMS	(7) TOTAL PREM NET OF RESERVES	(8) PREMIUM NET OF RESERVES	(9) CUMULATIVE WRITTEN PREMIUM	(10) CUMULATIVE EARNED PREMIUM
-1.00	-0.75	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
-0.75	-0.50	2.74	-2.74	0.00	-2.74	0.00	0.00	0.00	0.00	0.00	0.00
-0.50	-0.25	10.06	-10.06	0.00	-10.06	0.00	0.00	0.00	0.00	0.00	0.00
-0.25	0.00	21.02	-21.02	0.00	-21.02	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.25	1,972.63	226,552.37	0.00	226,552.37	23,975.25	208,323.39	-3,773.64	-3,773.64	238,031.64	29,708.25
0.25	0.50	32,539.22	424,510.78	0.00	424,510.78	97,302.63	366,919.74	-7,172.37	-3,398.73	487,489.53	120,569.79
0.50	0.75	115,220.48	570,354.52	0.00	570,354.52	220,498.53	454,399.11	10,677.36	17,849.73	727,623.60	273,224.49
0.75	1.00	247,398.42	666,701.58	0.00	666,701.58	386,481.03	435,203.01	92,415.96	81,738.60	914,100.00	478,896.99
1.00	1.25	439,285.38	474,814.62	0.00	474,814.62	546,340.62	237,117.54	130,641.84	38,225.88	914,100.00	676,982.46
1.25	1.50	588,876.02	325,223.98	0.00	325,223.98	656,995.62	100,002.54	157,101.84	26,460.00	914,100.00	814,097.46
1.50	1.75	713,503.50	200,596.50	0.00	200,596.50	718,814.88	23,400.96	171,884.16	14,782.32	914,100.00	890,699.04
1.75	2.00	797,382.23	116,717.77	0.00	116,717.77	737,700.00	0.00	176,400.00	4,515.84	914,100.00	914,100.00
2.00	2.25	843,069.86	71,030.14	71,030.14	0.00	737,700.00	0.00	105,369.86	-71,030.14	0.00	0.00
2.25	2.50	867,896.82	46,203.18	46,203.18	0.00	737,700.00	0.00	130,196.82	24,826.96	0.00	0.00
2.50	2.75	884,431.06	29,668.94	29,668.94	0.00	737,700.00	0.00	146,731.06	16,534.24	0.00	0.00
2.75	3.00	893,100.38	20,999.62	20,999.62	0.00	737,700.00	0.00	155,400.38	8,669.32	0.00	0.00
3.00	3.25	897,741.27	16,358.73	16,358.73	0.00	737,700.00	0.00	160,041.27	4,640.89	0.00	0.00
3.25	3.50	900,500.93	13,599.07	13,599.07	0.00	737,700.00	0.00	162,800.93	2,759.67	0.00	0.00
3.50	3.75	902,283.43	11,816.57	11,816.57	0.00	737,700.00	0.00	164,583.43	1,782.50	0.00	0.00
3.75	4.00	903,326.42	10,773.58	10,773.58	0.00	737,700.00	0.00	165,626.42	1,042.99	0.00	0.00
4.00	4.25	903,851.11	10,248.89	10,248.89	0.00	737,700.00	0.00	166,151.11	524.69	0.00	0.00
4.25	4.50	904,742.36	9,357.64	9,357.64	0.00	737,700.00	0.00	167,042.36	891.25	0.00	0.00
4.50	4.75	906,059.58	8,040.42	8,040.42	0.00	737,700.00	0.00	168,359.58	1,317.22	0.00	0.00
4.75	5.00	907,226.88	6,873.12	6,873.12	0.00	737,700.00	0.00	169,526.88	1,167.31	0.00	0.00
5.00	6.00	907,859.44	6,240.56	6,240.56	0.00	737,700.00	0.00	170,159.44	632.56	0.00	0.00
6.00	7.00	908,960.02	5,139.98	5,139.98	0.00	737,700.00	0.00	171,260.02	1,100.58	0.00	0.00
7.00	8.00	910,884.20	3,215.80	3,215.80	0.00	737,700.00	0.00	173,184.20	1,924.18	0.00	0.00
8.00	9.00	912,529.58	1,570.42	1,570.42	0.00	737,700.00	0.00	174,829.58	1,645.38	0.00	0.00
9.00	10.00	912,952.80	1,147.20	1,147.20	0.00	737,700.00	0.00	175,252.80	423.23	0.00	0.00
10.00	11.00	913,329.41	770.59	770.59	0.00	737,700.00	0.00	175,629.41	376.61	0.00	0.00
11.00	12.00	913,714.25	385.75	385.75	0.00	737,700.00	0.00	176,014.25	384.84	0.00	0.00
12.00	13.00	914,100.00	0.00	0.00	0.00	737,700.00	0.00	176,400.00	385.75	0.00	0.00
13.00	14.00	914,100.00	0.00	0.00	0.00	737,700.00	0.00	176,400.00	0.00	0.00	0.00
14.00	15.00	914,100.00	0.00	0.00	0.00	737,700.00	0.00	176,400.00	0.00	0.00	0.00
15.00	16.00	914,100.00	0.00	0.00	0.00	737,700.00	0.00	176,400.00	0.00	0.00	0.00
16.00	17.00	914,100.00	0.00	0.00	0.00	737,700.00	0.00	176,400.00	0.00	0.00	0.00
17.00	18.00	914,100.00	0.00	0.00	0.00	737,700.00	0.00	176,400.00	0.00	0.00	0.00
18.00	19.00	914,100.00	0.00	0.00	0.00	737,700.00	0.00	176,400.00	0.00	0.00	0.00
19.00	20.00	914,100.00	0.00	0.00	0.00	737,700.00	0.00	176,400.00	0.00	0.00	0.00
20.00	21.00	914,100.00	0.00	0.00	0.00	737,700.00	0.00	176,400.00	0.00	0.00	0.00
21.00	22.00	914,100.00	0.00	0.00	0.00	737,700.00	0.00	176,400.00	0.00	0.00	0.00
22.00	23.00	914,100.00	0.00	0.00	0.00	737,700.00	0.00	176,400.00	0.00	0.00	0.00
23.00	24.00	914,100.00	0.00	0.00	0.00	737,700.00	0.00	176,400.00	0.00	0.00	0.00
24.00	25.00	914,100.00	0.00	0.00	0.00	737,700.00	0.00	176,400.00	0.00	0.00	0.00
25.00	26.00	914,100.00	0.00	0.00	0.00	737,700.00	0.00	176,400.00	0.00	0.00	0.00
26.00	27.00	914,100.00	0.00	0.00	0.00	737,700.00	0.00	176,400.00	0.00	0.00	0.00
27.00	28.00	914,100.00	0.00	0.00	0.00	737,700.00	0.00	176,400.00	0.00	0.00	0.00
28.00	29.00	914,100.00	0.00	0.00	0.00	737,700.00	0.00	176,400.00	0.00	0.00	0.00
29.00	30.00	914,100.00	0.00	0.00	0.00	737,700.00	0.00	176,400.00	0.00	0.00	0.00
30.00	31.00	914,100.00	0.00	0.00	0.00	737,700.00	0.00	176,400.00	0.00	0.00	0.00
31.00	32.00	914,100.00	0.00	0.00	0.00	737,700.00	0.00	176,400.00	0.00	0.00	0.00
32.00	33.00	914,100.00	0.00	0.00	0.00	737,700.00	0.00	176,400.00	0.00	0.00	0.00
33.00	34.00	914,100.00	0.00	0.00	0.00	737,700.00	0.00	176,400.00	0.00	0.00	0.00
34.00	35.00	914,100.00	0.00	0.00	0.00	737,700.00	0.00	176,400.00	0.00	0.00	0.00
35.00	36.00	914,100.00	0.00	0.00	0.00	737,700.00	0.00	176,400.00	0.00	0.00	0.00
36.00	37.00	914,100.00	0.00	0.00	0.00	737,700.00	0.00	176,400.00	0.00	0.00	0.00
37.00	38.00	914,100.00	0.00	0.00	0.00	737,700.00	0.00	176,400.00	0.00	0.00	0.00
38.00	39.00	914,100.00	0.00	0.00	0.00	737,700.00	0.00	176,400.00	0.00	0.00	0.00
39.00	40.00	914,100.00	0.00	0.00	0.00	737,700.00	0.00	176,400.00	0.00	0.00	0.00
40.00	41.00	914,100.00	0.00	0.00	0.00	737,700.00	0.00	176,400.00	0.00	0.00	0.00
41.00	42.00	914,100.00	0.00	0.00	0.00	737,700.00	0.00	176,400.00	0.00	0.00	0.00
42.00	43.00	914,100.00	0.00	0.00	0.00	737,700.00	0.00	176,400.00	0.00	0.00	0.00
43.00	44.00	914,100.00	0.00	0.00	0.00	737,700.00	0.00	176,400.00	0.00	0.00	0.00
44.00	45.00	914,100.00	0.00	0.00	0.00	737,700.00	0.00	176,400.00	0.00	0.00	0.00
45.00	46.00	914,100.00	0.00	0.00	0.00	737,700.00	0.00	176,400.00	0.00	0.00	0.00
46.00	47.00	914,100.00	0.00	0.00	0.00	737,700.00	0.00	176,400.00	0.00	0.00	0.00
47.00	48.00	914,100.00	0.00	0.00	0.00	737,700.00	0.00	176,400.00	0.00	0.00	0.00
48.00	49.00	914,100.00	0.00	0.00	0.00	737,700.00	0.00	176,400.00	0.00	0.00	0.00
49.00	50.00	914,100.00	0.00	0.00	0.00	737,700.00	0.00	176,400.00	0.00	0.00	0.00



**INTERNAL RATE OF RETURN ANALYSIS  
EXPLANATORY NOTES**

**TABLE IV: TAX CREDITS AVAILABLE FROM UNDERWRITING OPERATIONS  
PAGE 1**

Column (1) The net written premium underlying the model, i.e., \$1 million less premium discounts, or \$914,100.00.

Column (2) The periodic change in the Unearned Premium Reserve shown in Table III, Column (6).

Example:  $\$435,203.01 - 0 = \$435,203.01$

Column (3) The sum of the products of the expense flows shown in Table II and their associated expense provisions as shown on Table I, multiplied times the premium base.

Example:

Item	Provision (%)	Year 1 Expense Flow	Year 1 Expense Ratio %	Premium Base	Year 1 Expense \$
	(a)	(b)	(c)=(a)*(b)	(d)	(e)=(c)*(d)
Commission	5.45	0.002706	0.014748	1,000,000	14,747.70
General Expense	2.84	0.007500	0.021300	1,000,000	21,300.00
Other Acquisition	2.04	0.010000	0.020400	1,000,000	20,400.00
Other Tax	0.32	0.010000	0.003200	914,100	2,925.12
Uncollectible Prem	2.30	0.002706	0.006224	914,100	5,689.18
Tax 1:	2.00	0.010000	0.020000	914,100	18,282.00
Total					83,344.00 (round)

Column (4) & Column (5) The Losses Paid for Accident Years 1 and 2, respectively, are based on payout patterns provided by the DCRB for Delaware workers compensation insurance.

Example: Accident Year 1, Year 1 Payout

$$(.2000 / 2) \times .7377 \times \$1,000,000 = \$73,770.00$$

**INTERNAL RATE OF RETURN ANALYSIS  
EXPLANATORY NOTES**

**TABLE IV: TAX CREDITS AVAILABLE FROM UNDERWRITING OPERATIONS  
PAGE 2**

Column (6) The IRS Discount Factors are a tabulation of discount factors published for carriers by the Internal Revenue Service.

Column (7) & Column (8) The Losses Discounted for Accident Years 1 and 2, respectively, are the change in discounted reserves for each accident year implied by the loss ratio, premium earnings pattern and IRS discount factors incorporated into the model.

Example: Accident Year 1, Year 2 Losses Discounted

Accident Year 1 Incurred at End of Year 2: \$386,481.03

Accident Year 1 Paid Through Year 2:

$\$73,770.00 + 67,573.32 = \$141,343.32$

Accident Year 1 Undiscounted Reserve, Year 2:

$\$386,481.03 - 141,343.32 = \$245,137.71$

IRS Discount Factor: .859577

Accident Year 1 Discounted Reserve, Year 2:

$\$245,137.71 \times .859577 = \$210,714.74$

Accident Year 1 Incurred at End of Year 1: \$386,481.03

Accident Year 1 Paid Through Year 1: \$73,770.00

Accident Year 1 Undiscounted Reserve, Year 1:

$\$386,481.03 - 73,770.00 = \$312,711.03$

IRS Discount Factor: .875213

Accident Year 1 Discounted Reserve, Year 1:

$\$312,711.03 \times .875213 = \$273,688.76$

Change in Discounted Reserves, Year 1 to 2:

$\$210,714.74 - 273,688.76 = -\$62,974.02$

Column (9) Tax Credits are computed as follows:

Underwriting Tax Rate x

( - Written Premium  
+ 0.8 x Change in Unearned Premium  
+ Expenses Paid  
+ Losses Paid  
+ Change in Discounted Loss Reserve )

F CLASS  
INTERNAL RATE OF RETURN ANALYSIS  
STATE OF DELAWARE - 2020  
TABLE IV: TAX CREDITS AVAILABLE FROM UNDERWRITING OPERATIONS

YEAR	(1)	(2)	(3)	(4)		(5)	(6)	(7)		(8)	(9)
	PREMIUM WRITTEN (POST-DEV)	CHANGE IN UNEARN PREM RESERVE	EXPENSES	LOSSES PAID ACCIDENT YEAR 1	ACCIDENT YEAR 2	IRS DISCOUNT FACTOR	LOSSES DISCOUNTED ACCIDENT YEAR 1	ACCIDENT YEAR 2	TAX CREDITS		
-1	0.00	0.00	1.74	0.00	0.00	0.000000	0.00	0.00	0.36		
1	914,100.00	435,203.01	83,345.81	73,770.00	0.00	0.875213	273,688.76	0.00	-28,377.94		
2	0.00	-435,203.01	52,540.48	67,573.32	67,573.32	0.859577	-62,974.02	248,250.36	5,208.22		
3	0.00	0.00	7,908.38	88,892.85	108,626.33	0.848235	-78,182.38	-97,807.77	6,181.85		
4	0.00	0.00	844.89	20,655.60	27,405.56	0.832721	-19,624.33	-25,231.42	850.56		
5	0.00	0.00	322.26	9,958.95	14,348.27	0.826909	-9,023.19	-14,238.18	287.30		
6	0.00	0.00	52.26	6,749.96	9,848.30	0.821401	-6,236.39	-8,918.18	314.15		
7	0.00	0.00	90.93	5,864.72	7,229.46	0.825155	-4,393.02	-6,618.07	456.54		
8	0.00	0.00	158.98	5,200.79	5,901.60	0.833929	-3,345.49	-4,433.57	731.29		
9	0.00	0.00	135.94	4,684.40	5,163.90	0.840243	-3,255.29	-3,338.68	711.96		
10	0.00	0.00	34.97	4,315.55	4,647.51	0.859823	-1,691.31	-3,241.30	853.74		
11	0.00	0.00	31.12	4,020.47	4,278.66	0.872439	-2,260.96	-1,711.59	915.11		
12	0.00	0.00	31.80	3,799.16	3,983.58	0.885305	-2,143.79	-2,261.82	715.87		
13	0.00	0.00	31.87	3,614.73	3,725.39	0.898427	-2,053.53	-2,111.70	673.42		
14	0.00	0.00	0.00	3,430.31	3,540.96	0.911807	-1,958.62	-2,020.17	628.42		
15	0.00	0.00	0.00	3,282.77	3,393.42	0.925447	-1,892.94	-1,957.56	593.39		
16	0.00	0.00	0.00	3,172.11	3,245.88	0.939345	-1,858.59	-1,891.51	560.26		
17	0.00	0.00	0.00	3,061.46	3,135.23	0.953485	-1,823.27	-1,856.75	528.50		
18	0.00	0.00	0.00	2,950.80	3,024.57	0.967814	-1,789.26	-1,820.96	496.68		
19	0.00	0.00	0.00	2,877.03	2,913.92	0.982057	-1,807.27	-1,786.33	461.44		
20	0.00	0.00	0.00	2,766.38	2,840.15	0.984785	-2,537.13	-1,803.10	265.92		
21	0.00	0.00	0.00	2,692.61	2,766.38	0.984785	-2,651.64	-2,543.16	55.48		
22	0.00	0.00	0.00	2,618.84	2,692.61	0.984785	-2,578.99	-2,651.64	16.97		
23	0.00	0.00	0.00	2,581.95	2,618.84	0.984785	-2,542.67	-2,578.99	16.62		
24	0.00	0.00	0.00	2,508.18	2,545.07	0.984785	-2,470.02	-2,506.34	16.15		
25	0.00	0.00	0.00	2,471.30	2,508.18	0.984785	-2,433.69	-2,470.02	15.91		
26	0.00	0.00	0.00	2,397.53	2,434.41	0.984785	-2,361.05	-2,397.37	15.44		
27	0.00	0.00	0.00	2,360.64	2,397.53	0.984785	-2,324.72	-2,361.05	15.20		
28	0.00	0.00	0.00	2,323.76	2,360.64	0.984785	-2,288.40	-2,324.72	14.97		
29	0.00	0.00	0.00	2,286.87	2,286.87	0.984785	-2,252.08	-2,252.08	14.61		
30	0.00	0.00	0.00	2,213.10	2,249.99	0.984785	-2,179.43	-2,215.75	14.26		
31	0.00	0.00	0.00	2,176.22	2,213.10	0.984785	-2,143.10	-2,179.43	14.02		
32	0.00	0.00	0.00	2,139.33	2,176.22	0.984785	-2,106.78	-2,143.10	13.79		
33	0.00	0.00	0.00	2,176.22	2,176.22	0.984785	-2,143.10	-2,143.10	13.91		
34	0.00	0.00	0.00	2,176.22	2,176.22	0.984785	-2,143.10	-2,143.10	13.91		
35	0.00	0.00	0.00	2,176.22	2,176.22	0.984785	-2,143.10	-2,143.10	13.91		
36	0.00	0.00	0.00	2,139.33	2,139.33	0.984785	-2,106.78	-2,106.78	13.67		
37	0.00	0.00	0.00	2,139.33	2,139.33	0.984785	-2,106.78	-2,106.78	13.67		
38	0.00	0.00	0.00	2,139.33	2,139.33	0.984785	-2,106.78	-2,106.78	13.67		
39	0.00	0.00	0.00	2,102.45	2,102.45	0.984785	-2,070.46	-2,070.46	13.44		
40	0.00	0.00	0.00	2,102.45	2,102.45	0.984785	-2,070.46	-2,070.46	13.44		
41	0.00	0.00	0.00	2,028.68	2,065.56	0.984785	-1,997.81	-2,034.13	13.08		
42	0.00	0.00	0.00	2,065.56	2,065.56	0.984785	-2,034.13	-2,034.13	13.20		
43	0.00	0.00	0.00	2,028.68	2,028.68	0.984785	-1,997.81	-1,997.81	12.96		
44	0.00	0.00	0.00	1,991.79	2,028.68	0.984785	-1,961.48	-1,997.81	12.85		
45	0.00	0.00	0.00	1,991.79	1,991.79	0.984785	-1,961.48	-1,961.48	12.73		
46	0.00	0.00	0.00	1,991.79	1,991.79	0.984785	-1,961.48	-1,961.48	12.73		
47	0.00	0.00	0.00	1,954.91	1,954.91	0.984785	-1,925.16	-1,925.16	12.49		
48	0.00	0.00	0.00	1,954.91	1,954.91	0.984785	-1,925.16	-1,925.16	12.49		
49	0.00	0.00	0.00	1,954.91	1,954.91	0.984785	-1,925.16	-1,925.16	12.49		
50	0.00	0.00	0.00	1,954.91	1,954.91	0.984785	-1,925.16	-1,925.16	12.49		
	914,100.00		145,531.42	386,481.03	351,218.97						

SOURCES: COL. 1: TABLE IV  
COL. 2: COL. 1  
COL. 3: COLS. 3, 4, 5, 6 & 7, TABLE III; AND TABLE IV  
COLS. 4 & 5: WEIGHTS FOR ACCIDENT YEAR DISTRIBUTION:  
SEE ACCIDENT YEAR DISTRIBUTION

COL. 6: U. S. INTERNAL REVENUE SERVICE DISCOUNT FACTORS  
COLS. 7 & 8: CHANGE IN DISCOUNTED OUTSTANDING USING IRS FACTORS  
COL. 9: .21 x (COL. 1 - (.8 x COL. 2)) - COL. 4 - COL. 5 - COL. 7 - COL. 8

**INTERNAL RATE OF RETURN ANALYSIS  
EXPLANATORY NOTES**

**TABLE V: NET CASH FLOWS FROM UNDERWRITING**

- Column (1) The Premium Flow Net of Reserves is Column (8) of Table III.
- Column (2) Tax Credits from Underwriting is a quarterly flow of those credits in Column (9) in Table IV.
- Column (3) Expenses show a quarterly flow of Expenses prepared in the same fashion as the annual flows in Column (3) of Table IV.
- Column (4) Dividends are not used in this model as no provision has been made for dividends in this analysis.
- Column (5) Net Cash Flow from Underwriting is computed by adding Column (1) and Column (2) and subtracting Column (3).

F CLASS  
INTERNAL RATE OF RETURN ANALYSIS  
STATE OF DELAWARE - 2020  
TABLE V: NET CASH FLOWS FROM UNDERWRITING

TIME FROM	INTERVAL TO	(1) PREMIUM FLOW NET OF RESERVES	(2) TAX CREDITS FROM UNDERWRITING	(3) EXPENSES	(4) DIVIDENDS	(5) NET CASH FLOW FROM UNDERWRITING
-1.00	-0.75	0.00	0.09	0.00	0.00	0.09
-0.75	-0.50	0.00	0.09	0.23	0.00	-0.14
-0.50	-0.25	0.00	0.09	0.60	0.00	-0.51
-0.25	0.00	0.00	0.09	0.91	0.00	-0.82
0.00	0.25	-3,773.64	-7,094.48	14,947.04	0.00	-25,815.16
0.25	0.50	-3,398.73	-7,094.48	18,664.06	0.00	-29,157.27
0.50	0.75	17,849.73	-7,094.48	23,478.35	0.00	-12,723.10
0.75	1.00	81,738.60	-7,094.48	26,256.37	0.00	48,387.75
1.00	1.25	38,225.88	1,302.06	18,960.24	0.00	20,567.70
1.25	1.50	26,460.00	1,302.06	14,578.15	0.00	13,183.90
1.50	1.75	14,782.32	1,302.06	11,628.16	0.00	4,456.22
1.75	2.00	4,515.84	1,302.06	7,373.94	0.00	-1,556.04
2.00	2.25	-71,030.14	1,545.46	3,774.78	0.00	-73,259.46
2.25	2.50	24,826.96	1,545.46	2,051.24	0.00	24,321.18
2.50	2.75	16,534.24	1,545.46	1,366.08	0.00	16,713.62
2.75	3.00	8,669.32	1,545.46	716.27	0.00	9,498.52
3.00	3.25	4,640.89	212.64	383.44	0.00	4,470.09
3.25	3.50	2,759.67	212.64	228.01	0.00	2,744.30
3.50	3.75	1,782.50	212.64	147.27	0.00	1,847.86
3.75	4.00	1,042.99	212.64	86.17	0.00	1,169.46
4.00	4.25	524.69	71.83	43.35	0.00	553.17
4.25	4.50	891.25	71.83	73.64	0.00	889.44
4.50	4.75	1,317.22	71.83	108.83	0.00	1,280.21
4.75	5.00	1,167.31	71.83	96.44	0.00	1,142.69
5.00	6.00	632.56	314.15	52.26	0.00	894.44
6.00	7.00	1,100.58	456.54	90.93	0.00	1,466.19
7.00	8.00	1,924.18	731.29	158.98	0.00	2,496.49
8.00	9.00	1,645.38	711.96	135.94	0.00	2,221.39
9.00	10.00	423.23	853.74	34.97	0.00	1,242.00
10.00	11.00	376.61	915.11	31.12	0.00	1,260.61
11.00	12.00	384.84	715.87	31.80	0.00	1,068.91
12.00	13.00	385.75	673.42	31.87	0.00	1,027.30
13.00	14.00	0.00	628.42	0.00	0.00	628.42
14.00	15.00	0.00	593.39	0.00	0.00	593.39
15.00	16.00	0.00	560.26	0.00	0.00	560.26
16.00	17.00	0.00	528.50	0.00	0.00	528.50
17.00	18.00	0.00	496.68	0.00	0.00	496.68
18.00	19.00	0.00	461.44	0.00	0.00	461.44
19.00	20.00	0.00	265.92	0.00	0.00	265.92
20.00	21.00	0.00	55.48	0.00	0.00	55.48
21.00	22.00	0.00	16.97	0.00	0.00	16.97
22.00	23.00	0.00	16.62	0.00	0.00	16.62
23.00	24.00	0.00	16.15	0.00	0.00	16.15
24.00	25.00	0.00	15.91	0.00	0.00	15.91
25.00	26.00	0.00	15.44	0.00	0.00	15.44
26.00	27.00	0.00	15.20	0.00	0.00	15.20
27.00	28.00	0.00	14.97	0.00	0.00	14.97
28.00	29.00	0.00	14.61	0.00	0.00	14.61
29.00	30.00	0.00	14.26	0.00	0.00	14.26
30.00	31.00	0.00	14.02	0.00	0.00	14.02
31.00	32.00	0.00	13.79	0.00	0.00	13.79
32.00	33.00	0.00	13.91	0.00	0.00	13.91
33.00	34.00	0.00	13.91	0.00	0.00	13.91
34.00	35.00	0.00	13.91	0.00	0.00	13.91
35.00	36.00	0.00	13.67	0.00	0.00	13.67
36.00	37.00	0.00	13.67	0.00	0.00	13.67
37.00	38.00	0.00	13.67	0.00	0.00	13.67
38.00	39.00	0.00	13.44	0.00	0.00	13.44
39.00	40.00	0.00	13.44	0.00	0.00	13.44
40.00	41.00	0.00	13.08	0.00	0.00	13.08
41.00	42.00	0.00	13.20	0.00	0.00	13.20
42.00	43.00	0.00	12.96	0.00	0.00	12.96
43.00	44.00	0.00	12.85	0.00	0.00	12.85
44.00	45.00	0.00	12.73	0.00	0.00	12.73
45.00	46.00	0.00	12.73	0.00	0.00	12.73
46.00	47.00	0.00	12.49	0.00	0.00	12.49
47.00	48.00	0.00	12.49	0.00	0.00	12.49
48.00	49.00	0.00	12.49	0.00	0.00	12.49
49.00	50.00	0.00	12.49	0.00	0.00	12.49

145,531.42

24,386.18

**INTERNAL RATE OF RETURN ANALYSIS  
EXPLANATORY NOTES**

**TABLE VI: DERIVATION OF FUNDS IN SURPLUS ACCOUNT**

Column (1) Loss and Loss Adjustment Reserves is the difference between Losses Incurred (Column (5), Table III) and Losses Paid (Columns (4) and (5), Table IV).

Example:  $\$386,481.03 - 73,770.00 = \$312,711.03$

Column (2) Unearned Premium Reserves is Column (6) of Table III.

Column (3) Admitted Agents Balances is Column (4) of Table III.

Column (4) Cash Level is computed by adding Columns (1) and (2) and subtracting Column (3).

Example:  $\$312,711.03 + 435,203.01 - 666,701.58 = \$81,212.46$

Column (5) Funds in Surplus Account is derived by adding Columns (1) and (2) and dividing that total by the reserve-to-surplus ratio used in the model, in this case, 1.86.

Example:  $(\$312,711.03 + 435,203.01) / 1.86 = \$402,104.32$

F CLASS  
INTERNAL RATE OF RETURN ANALYSIS  
STATE OF DELAWARE - 2020  
TABLE VI: DERIVATION OF FUNDS IN SURPLUS ACCOUNT

TIME FROM	INTERVAL TO	(1) LOSS AND LOSS ADJ. RESERVES	(2) UNEARNED PREMIUM RESERVES	(3) ADMITTED AGENTS BALANCES	(4) CASH LEVEL	(5) FUNDS IN SURPLUS ACCOUNT
-1.00	-0.75	0.00	0.00	0.00	0.00	0.00
-0.75	-0.50	0.00	0.00	-2.74	2.74	0.00
-0.50	-0.25	0.00	0.00	-10.06	10.06	0.00
-0.25	0.00	0.00	0.00	-21.02	21.02	0.00
0.00	0.25	16,598.25	208,323.39	226,552.37	-1,630.73	120,925.61
0.25	0.50	75,171.63	366,919.74	424,510.78	17,580.59	237,683.53
0.50	0.75	176,236.53	454,399.11	570,354.52	60,281.12	339,051.42
0.75	1.00	312,711.03	435,203.01	666,701.58	81,212.46	402,104.32
1.00	1.25	438,783.96	237,117.54	474,814.62	201,086.88	363,387.90
1.25	1.50	515,652.30	100,002.54	325,223.98	290,430.86	330,997.23
1.50	1.75	543,684.90	23,400.96	200,596.50	366,489.36	304,884.87
1.75	2.00	528,783.36	0.00	116,717.77	412,065.59	284,292.13
2.00	2.25	479,394.35	0.00	0.00	479,394.35	257,738.90
2.25	2.50	430,005.33	0.00	0.00	430,005.33	231,185.66
2.50	2.75	380,616.32	0.00	0.00	380,616.32	204,632.43
2.75	3.00	331,227.30	0.00	0.00	331,227.30	178,079.19
3.00	3.25	319,202.79	0.00	0.00	319,202.79	171,614.40
3.25	3.50	307,178.28	0.00	0.00	307,178.28	165,149.61
3.50	3.75	295,153.77	0.00	0.00	295,153.77	158,684.82
3.75	4.00	283,129.26	0.00	0.00	283,129.26	152,220.03
4.00	4.25	277,061.68	0.00	0.00	277,061.68	148,957.89
4.25	4.50	270,994.10	0.00	0.00	270,994.10	145,695.75
4.50	4.75	264,926.51	0.00	0.00	264,926.51	142,433.61
4.75	5.00	258,858.93	0.00	0.00	258,858.93	139,171.47
5.00	6.00	242,260.68	0.00	0.00	242,260.68	130,247.68
6.00	7.00	229,203.39	0.00	0.00	229,203.39	123,227.63
7.00	8.00	218,064.12	0.00	0.00	218,064.12	117,238.77
8.00	9.00	208,252.71	0.00	0.00	208,252.71	111,963.82
9.00	10.00	199,326.54	0.00	0.00	199,326.54	107,164.81
10.00	11.00	190,990.53	0.00	0.00	190,990.53	102,683.08
11.00	12.00	183,244.68	0.00	0.00	183,244.68	98,518.65
12.00	13.00	175,867.68	0.00	0.00	175,867.68	94,552.52
13.00	14.00	168,933.30	0.00	0.00	168,933.30	90,824.35
14.00	15.00	162,220.23	0.00	0.00	162,220.23	87,215.18
15.00	16.00	155,802.24	0.00	0.00	155,802.24	83,764.65
16.00	17.00	149,605.56	0.00	0.00	149,605.56	80,433.10
17.00	18.00	143,630.19	0.00	0.00	143,630.19	77,220.53
18.00	19.00	137,876.13	0.00	0.00	137,876.13	74,126.95
19.00	20.00	132,269.61	0.00	0.00	132,269.61	71,112.69
20.00	21.00	126,810.63	0.00	0.00	126,810.63	68,177.76
21.00	22.00	121,425.42	0.00	0.00	121,425.42	65,282.48
22.00	23.00	116,261.52	0.00	0.00	116,261.52	62,506.19
23.00	24.00	111,171.39	0.00	0.00	111,171.39	59,769.56
24.00	25.00	106,228.80	0.00	0.00	106,228.80	57,112.26
25.00	26.00	101,433.75	0.00	0.00	101,433.75	54,534.27
26.00	27.00	96,638.70	0.00	0.00	96,638.70	51,956.29
27.00	28.00	91,991.19	0.00	0.00	91,991.19	49,457.63
28.00	29.00	87,417.45	0.00	0.00	87,417.45	46,998.63
29.00	30.00	82,917.48	0.00	0.00	82,917.48	44,579.29
30.00	31.00	78,565.05	0.00	0.00	78,565.05	42,239.27
31.00	32.00	74,212.62	0.00	0.00	74,212.62	39,899.26
32.00	33.00	69,860.19	0.00	0.00	69,860.19	37,559.24
33.00	34.00	65,507.76	0.00	0.00	65,507.76	35,219.23
34.00	35.00	61,155.33	0.00	0.00	61,155.33	32,879.21
35.00	36.00	56,876.67	0.00	0.00	56,876.67	30,578.85
36.00	37.00	52,598.01	0.00	0.00	52,598.01	28,278.50
37.00	38.00	48,319.35	0.00	0.00	48,319.35	25,978.15
38.00	39.00	44,114.46	0.00	0.00	44,114.46	23,717.45
39.00	40.00	39,909.57	0.00	0.00	39,909.57	21,456.76
40.00	41.00	35,778.45	0.00	0.00	35,778.45	19,235.73
41.00	42.00	31,721.10	0.00	0.00	31,721.10	17,054.35
42.00	43.00	27,589.98	0.00	0.00	27,589.98	14,833.32
43.00	44.00	23,606.40	0.00	0.00	23,606.40	12,691.61
44.00	45.00	19,622.82	0.00	0.00	19,622.82	10,549.90
45.00	46.00	15,639.24	0.00	0.00	15,639.24	8,408.19
46.00	47.00	11,729.43	0.00	0.00	11,729.43	6,306.15
47.00	48.00	7,819.62	0.00	0.00	7,819.62	4,204.10
48.00	49.00	3,909.81	0.00	0.00	3,909.81	2,102.05
49.00	50.00	0.00	0.00	0.00	0.00	0.00

**INTERNAL RATE OF RETURN ANALYSIS  
EXPLANATORY NOTES**

**TABLE VII: NOMINAL CASH FLOWS TO INVESTORS**

Column (1) Net Cash Flow Underwriting is Column (5) of Table V.

Column (2) Cash Pre-Tax Income is computed by multiplying the pre-tax investment yield rate times the periodic average Cash Level from Column (4), Table VI.

$$\begin{aligned} \text{Example: } & (\$60,281.12 + 81,212.46) / 2 = \$70,746.79 \\ & \$70,746.79 \times .041246253 / 4 = \$729.51 \end{aligned}$$

Column (3) Cash Income Taxes is computed by multiplying the investment income tax rate times the periodic average Cash Level from Column (4), Table VI.

$$\begin{aligned} \text{Example: } & (\$60,281.12 + 81,212.46) / 2 = \$70,746.79 \\ & \$70,746.79 \times .006766311 / 4 = \$119.67 \end{aligned}$$

Column (4) Net Flow from Surplus is the periodic change in Surplus Balance posted in Column (5) of Table VI.

$$\text{Example: } \$339,051.42 - 402,104.32 = -\$63,052.90$$

Column (5) Surplus Pre-Tax Income is computed by applying the pre-tax investment yield to average periodic surplus balance computed from Column (5) of Table VI.

$$\begin{aligned} \text{Example: } & (\$339,051.42 + 402,104.32) / 2 = \$370,577.87 \\ & \$370,577.87 \times .041246253 / 4 = \$3,821.26 \end{aligned}$$

Column (6) Surplus Income Taxes is the product of the investment income tax rate and the average periodic surplus balance computed from Column (5) of Table VI.

$$\begin{aligned} \text{Example: } & (\$339,051.420 + 402,104.32) / 2 = \$370,577.87 \\ & \$370,577.87 \times .006766311 / 4 = \$626.86 \end{aligned}$$

Column (7) Net Cash Flow is the sum of Columns (1) through (6) and represents the net flows to investors which result in a rate of return of 9.61 percent to investors in the insurance company as required by the Internal Rate of Return Model.

$$\begin{aligned} \text{Example: } & \$48,387.75 + 729.51 - 119.67 - 63,052.90 + 3,821.26 - 626.86 = \\ & -\$10,860.92 \end{aligned}$$



F CLASS  
INTERNAL RATE OF RETURN ANALYSIS  
STATE OF DELAWARE - 2020  
TABLE VII: NOMINAL CASH FLOWS TO INVESTORS

TIME FROM	INTERVAL TO	(1) NET CASH FLOW FROM UNDERWRITING	(2) CASH PRE-TAX INCOME	(3) CASH INCOME TAXES	(4) NET FLOW FOR SURPLUS ACCOUNT	(5) SURPLUS PRE-TAX INCOME	(6) SURPLUS INCOME TAXES	(7) NET CASH FLOW
-1.00	-0.75	0.09	0.00	0.00	0.00	0.00	0.00	0.09
-0.75	-0.50	-0.14	0.01	0.00	0.00	0.00	0.00	-0.12
-0.50	-0.25	-0.51	0.07	-0.01	0.00	0.00	0.00	-0.46
-0.25	0.00	-0.82	0.16	-0.03	0.00	0.00	0.00	-0.68
0.00	0.25	-25,815.16	-8.30	1.36	-120,925.61	623.47	-102.28	-146,226.52
0.25	0.50	-29,157.27	82.23	-13.49	-116,757.92	1,848.92	-303.31	-144,300.84
0.50	0.75	-12,723.10	401.44	-65.85	-101,367.89	2,973.53	-487.80	-111,269.67
0.75	1.00	48,387.75	729.51	-119.67	-63,052.90	3,821.26	-626.86	-10,860.92
1.00	1.25	20,567.70	1,455.48	-238.77	38,716.42	3,946.73	-647.44	63,800.12
1.25	1.50	13,183.90	2,534.17	-415.72	32,390.68	3,580.12	-587.30	50,685.84
1.50	1.75	4,456.22	3,386.95	-555.62	26,112.35	3,278.48	-537.82	36,140.57
1.75	2.00	-1,556.04	4,014.08	-658.49	20,592.74	3,037.68	-498.32	24,931.65
2.00	2.25	-73,259.46	4,596.19	-753.99	26,553.23	2,794.61	-458.44	-40,527.85
2.25	2.50	24,321.18	4,688.69	-769.16	26,553.23	2,520.80	-413.53	56,901.22
2.50	2.75	16,713.62	4,179.41	-685.61	26,553.23	2,246.99	-368.61	48,639.03
2.75	3.00	9,498.52	3,670.13	-602.07	26,553.23	1,973.19	-323.69	40,769.30
3.00	3.25	4,470.09	3,353.49	-550.13	6,464.79	1,802.95	-295.77	15,245.43
3.25	3.50	2,744.30	3,229.50	-529.79	6,464.79	1,736.29	-284.83	13,360.26
3.50	3.75	1,847.86	3,105.51	-509.45	6,464.79	1,669.63	-273.90	12,304.45
3.75	4.00	1,169.46	2,981.52	-489.11	6,464.79	1,602.97	-262.96	11,466.66
4.00	4.25	553.17	2,888.24	-473.80	3,262.14	1,552.82	-254.73	7,527.82
4.25	4.50	889.44	2,825.67	-463.54	3,262.14	1,519.18	-249.21	7,783.67
4.50	4.75	1,280.21	2,763.10	-453.28	3,262.14	1,485.54	-243.70	8,094.02
4.75	5.00	1,142.69	2,700.54	-443.01	3,262.14	1,451.90	-238.18	7,876.07
5.00	6.00	894.44	10,334.70	-1,695.37	8,923.79	5,556.29	-911.49	23,102.37
6.00	7.00	1,466.19	9,723.11	-1,595.04	7,020.05	5,227.48	-857.55	20,984.24
7.00	8.00	2,496.49	9,224.10	-1,513.18	5,988.85	4,959.19	-813.54	20,341.92
8.00	9.00	2,221.39	8,792.03	-1,442.30	5,274.95	4,726.90	-775.43	18,797.55
9.00	10.00	1,242.00	8,405.60	-1,378.90	4,799.02	4,519.14	-741.35	16,845.50
10.00	11.00	1,260.61	8,049.60	-1,320.50	4,481.73	4,327.74	-709.95	16,089.22
11.00	12.00	1,068.91	7,717.94	-1,266.10	4,164.44	4,149.43	-680.70	15,153.92
12.00	13.00	1,027.30	7,406.05	-1,214.93	3,966.13	3,981.75	-653.19	14,513.11
13.00	14.00	628.42	7,110.91	-1,166.52	3,728.16	3,823.07	-627.16	13,496.88
14.00	15.00	593.39	6,829.45	-1,120.34	3,609.18	3,671.75	-602.34	12,981.09
15.00	16.00	560.26	6,558.65	-1,075.92	3,450.53	3,526.16	-578.45	12,441.22
16.00	17.00	528.50	6,298.49	-1,033.24	3,331.55	3,386.29	-555.51	11,956.08
17.00	18.00	496.68	6,047.47	-992.06	3,212.56	3,251.33	-533.37	11,482.61
18.00	19.00	461.44	5,805.57	-952.38	3,093.58	3,121.27	-512.03	11,017.45
19.00	20.00	265.92	5,571.28	-913.95	3,014.26	2,995.31	-491.37	10,441.45
20.00	21.00	55.48	5,343.07	-876.51	2,934.94	2,872.62	-471.24	9,858.35
21.00	22.00	16.97	5,119.43	-839.82	2,895.27	2,752.38	-451.52	9,492.72
22.00	23.00	16.62	4,901.87	-804.13	2,776.29	2,635.41	-432.33	9,093.73
23.00	24.00	16.15	4,690.40	-769.44	2,736.63	2,521.72	-413.68	8,781.78
24.00	25.00	15.91	4,483.49	-735.50	2,657.31	2,410.48	-395.43	8,436.26
25.00	26.00	15.44	4,282.67	-702.55	2,577.98	2,302.51	-377.72	8,098.33
26.00	27.00	15.20	4,084.89	-670.11	2,577.98	2,196.18	-360.27	7,843.87
27.00	28.00	14.97	3,890.16	-638.16	2,498.66	2,091.48	-343.10	7,514.00
28.00	29.00	14.61	3,699.98	-606.97	2,459.00	1,989.24	-326.33	7,229.54
29.00	30.00	14.26	3,512.86	-576.27	2,419.34	1,888.63	-309.82	6,948.99
30.00	31.00	14.02	3,330.29	-546.32	2,340.02	1,790.48	-293.72	6,634.77
31.00	32.00	13.79	3,150.77	-516.87	2,340.02	1,693.96	-277.89	6,403.78
32.00	33.00	13.91	2,971.25	-487.42	2,340.02	1,597.44	-262.05	6,173.14
33.00	34.00	13.91	2,791.72	-457.97	2,340.02	1,500.93	-246.22	5,942.38
34.00	35.00	13.91	2,612.20	-428.52	2,340.02	1,404.41	-230.39	5,711.63
35.00	36.00	13.67	2,434.20	-399.32	2,300.35	1,308.71	-214.69	5,442.93
36.00	37.00	13.67	2,257.72	-370.37	2,300.35	1,213.83	-199.12	5,216.08
37.00	38.00	13.67	2,081.24	-341.42	2,300.35	1,118.95	-183.56	4,989.24
38.00	39.00	13.44	1,906.28	-312.72	2,260.69	1,024.88	-168.13	4,724.45
39.00	40.00	13.44	1,732.85	-284.27	2,260.69	931.64	-152.83	4,501.52
40.00	41.00	13.08	1,560.93	-256.06	2,221.03	839.21	-137.67	4,240.52
41.00	42.00	13.20	1,392.06	-228.36	2,181.37	748.42	-122.77	3,983.91
42.00	43.00	12.96	1,223.19	-200.66	2,221.03	657.63	-107.88	3,806.27
43.00	44.00	12.85	1,055.83	-173.21	2,141.71	567.65	-93.12	3,511.72
44.00	45.00	12.73	891.53	-146.25	2,141.71	479.32	-78.63	3,300.40
45.00	46.00	12.73	727.22	-119.30	2,141.71	390.98	-64.14	3,089.20
46.00	47.00	12.49	564.43	-92.59	2,102.05	303.46	-49.78	2,840.05
47.00	48.00	12.49	403.16	-66.14	2,102.05	216.76	-35.56	2,632.77
48.00	49.00	12.49	241.90	-39.68	2,102.05	130.05	-21.33	2,425.48
49.00	50.00	12.49	80.63	-13.23	2,102.05	43.35	-7.11	2,218.19

## INTERNAL RATE OF RETURN ANALYSIS EXPLANATORY NOTES

### DELAWARE PRE & POST TAX RETURNS PAGE 1

- Column (1) Invested Assets  
Categories taken from Best's Aggregates and Averages with values as of December 31, 2018.
- Column (2) 12/31/18 Market Values  
Treasuries, Exempt Bonds, Bonds for Unaffiliated and Affiliated Companies, Preferred Stock for Unaffiliated and Affiliated Companies and Common Stock for Unaffiliated and Affiliated Companies all taken from 2019 Best's Aggregates and Averages, Industry Total Schedule D.
- Column (3) Pre-Tax Return  
The yields shown are an average of the July, 2019 yields from DCRB Filing No. 1902, the December 1, 2019 State Act Rate and Loss Cost filing, and the July, 2020 yields, which come from the following sources:
- Treasuries based on yields by Maturity published in Federal Reserve Statistical Release H. 15 (July 14, 2020), weighted by loss payout pattern provided by the DCRB for Delaware workers compensation insurance.
- Exempt Bonds based on yields by Maturity published in Bond Buyer, Municipal Market Statistics (July 14, 2020).
- Bonds based on yields published by the Federal Reserve Bank of St. Louis (July 15, 2020 with latest available data from June, 2020).
- Preferred stock yields based on Dividend Yield Hunter (July 15, 2020).
- Common Stock Yield based on three-month Treasury Bill rate (Federal Reserve Statistical Release H. 15 (July 14, 2020)) plus Ibbotson Differential (2020 Ibbotson SBBI).
- Mortgages based on yields published by the Federal Reserve Bank of St. Louis (July 16, 2020).
- Real Estate Yield based on three-month Treasury Bill rate (Federal Reserve) plus Ibbotson Differential (Ibbotson & Seigel, AREUA Journal, Vol 12, No. 3, 1984).
- Cash & Short Term Investment yield based on the Federal Funds (effective) rate, as published in Federal Reserve Statistical Release H. 15 (July 14, 2020).
- Column (4) Investment Gain  
Product of 12/31/18 Market Value times Pre-Tax Return expressed as a decimal value by asset type.

**INTERNAL RATE OF RETURN ANALYSIS  
EXPLANATORY NOTES**

**DELAWARE PRE & POST TAX RETURNS  
PAGE 2**

Column (5) Tax Rate  
(Percent Taxable x .21) + ((1.0 - Percent Taxable) x .25 x .21)

Percent Taxable Treasuries, Unaffiliated Bonds, Mortgages & Real Estate and Cash & Short Term Investments all assumed to be 100 percent taxable.

Exempt Bonds, Bonds in Affiliated Companies and Preferred Stock in Affiliated Companies all assumed to be tax-free.

Preferred Stock in Unaffiliated Companies: 50 percent of dividend income taxable per Tax Cuts and Jobs Act of 2017; all income attributed to dividends for preferred stock.

Common Stock of Affiliated Companies: 100 percent of capital gains in affiliated companies subject to income tax per Tax Reform Act of 1986. Portion of common stock income attributed to capital gains is 0.6695. 25 percent of the otherwise exempt portion (0.3305) is subject to tax.

Common Stock of Unaffiliated Companies: Capital gains are taxed at the full rate, 50 percent of dividends are taxed at the full rate, and 25 percent of the remaining dividends (50 percent) are subject to tax.  $(0.6695 \times 0.21) + (0.50 \times 0.21 \times 0.3305) + (0.50 \times 0.3305 \times 0.25 \times 0.21) = 0.1840$ . Portions of common stock income attributable to dividend and capital gains from Duff & Phelps' 2020 SBBI Ibbotson (Large Company Stocks, Arithmetic Mean).

Column (6) Post Tax Return  
Pre-Tax Return x (1.0 - Tax Rate)

INTERNAL RATE OF RETURN ANALYSIS  
 DELAWARE "F" CLASS - 2020  
 PRE & POST TAX RETURNS

Invested Assets (1)	Assets (2)	Pre Tax Return (3)	Investment Gain (4)	Tax Rate (5)	Post Tax Return (6)
Treasuries	162,189,418	1.24	2,015,752	0.21000	0.981842
Exempt Bonds	391,595,774	2.85	11,140,900	0.05250	2.695638
Bonds (Unaffil)	501,022,039	2.79	13,953,464	0.21000	2.200150
Bonds (Affiliated)	5,535,556	2.79	154,165	0.05250	2.638788
Prefer Stk (Unaff)	5,335,241	4.90	261,160	0.13125	4.252531
Prefer Stk (Affil)	297,472	4.90	14,561	0.05250	4.638013
Common Stk (Unaff)	310,561,708	9.79	30,388,463	0.18397	7.984823
Common Stock (Affil)	86,536,353	9.79	8,467,582	0.15795	8.239496
Mortgage Loans	19,906,440	3.36	667,861	0.21000	2.650450
Real Estate	13,741,459	5.12	702,876	0.21000	4.040850
Cash and ST Invest	103,705,204	1.24	1,285,945	0.21000	0.979600
Average or Total	1,600,426,664		69,052,729		3.598114

1. Assets are from the latest (2019) Best's A&A, Market Value Dec 31, 2018
2. The yields shown are an average of the July, 2019 yields from DCRB Filing No. 1902, the December 1, 2019 State Act Rate and Loss Cost filing, and the July, 2020 yields, which come from the following sources:
  - a) Treasuries and Cash & Short Term Invest are from: Federal Reserve H.15, July 14, 2020.
  - b) Exempt Bonds are from: Bond Buyer, Municipal Market Statistics, Bond Buyer Index, general obligation, 20 years to maturity, mixed quality, July 14th, 2020.
  - c) Bonds (Unaffiliated and Affiliated) are Moody's Seasoned Aaa Corporate Bond Yield from: Federal Reserve Bank of St. Louis, July 15th, 2020.
  - d) Preferred Stocks are from: Preferred Stocks of Utilities, July 14nd, 2020 , Dividend Yield Hunter
  - e) Mortgage Loans are from: Federal Reserve Bank of St. Louis, July 15th, 2020.
  - f) Common Stock: 3 month Treasury (0.14) + Ibbotson Differential (8.72%)
  - g) Real Estate: 3 month Treasury (0.14) + Ibbotson Differential (3.94)  
 Differential from: Ibbotson & Seigel, AREUA Journal, Vol 12, No. 3, 1984

PRE-TAX WEIGHTED PORTFOLIO YIELD - INVESTMENT EXPENSE = 4.1246450

POST-TAX WEIGHTED YIELD - POST-TAX EXPENSE = 3.4480139

## INTERNAL RATE OF RETURN ANALYSIS EXPLANATORY NOTES

### DELAWARE COST OF CAPITAL

- All data taken from Value Line Investment Survey of June 5, 2020.
- All Property/Casualty Companies Selected with limited exceptions, such as reinsurers and carriers without any workers compensation insurance writings.
- Individual carrier inclusions/exclusions from selected list noted as having limited effect on indicated results.
- DCF FORECAST COST OF CAPITAL
  - =  $.0279 \times (1.0 + 0.5 \times .0780) + .0780$
  - =  $.0290 + .0780 = .1070$
- DCF HISTORICAL COST OF CAPITAL
  - =  $.0279 \times (1.0 + 0.5 \times .0897) + .0897$
  - =  $.0291 + .0897 = .1188$
- DCF DIVIDENDS ONLY COST OF CAPITAL
  - =  $.0279 \times (1.0 + 0.5 \times .0638) + .0638$
  - =  $.0288 + .0638 = .0926$
  - Note:  $.0638 = \text{Average } (.0873, .0403)$

2020  
DELAWARE "F" CLASS  
COST OF CAPITAL

COMPANY	BETA	YIELD	DIVIDEND EARNINGS		EARNINGS FORECAST	DIVIDEND FORECAST	RETAINED TO EQUITY FORECAST
			PAST 5 YEARS	PAST 5 YEARS			
Allstate	1.00	2.3	11.5	11.5	6.0	8.0	10.0
Amer Fnl	1.30	3.0	12.5	14.0	6.0	8.5	8.5
Berkley	1.05	0.8	9.5	5.0	10.0	7.5	8.0
Chubb	1.05	2.7	5.5	0.5	9.5	4.0	7.5
Cinc Fnl	1.00	4.2	6.5	5.0	10.5	3.5	5.0
CNA Fnl	1.10	5.0	14.0	3.0	10.0	4.0	8.5
Erie	0.65	2.2	5.5	10.0	10.0	5.5	12.5
Hanover	0.90	2.7	10.5	12.0	10.0	7.0	7.5
Markel	1.10	0.0	0.0	14.0	8.5	0.0	6.5
Merc Gen	0.90	6.4	0.5	-1.5	20.0	3.0	7.5
Old Rep	1.10	5.6	1.5	23.0	13.0	6.0	8.5
Progressive	0.80	0.5	31.5	23.0	9.5	-14.5	20.5
RLI Corp	0.75	1.2	5.5	-2.5	13.0	4.0	11.0
Selective	0.85	1.8	7.5	20.5	6.5	11.0	8.5
Travelers	0.90	3.4	9.0	0.5	9.5	3.0	8.5
	0.96	2.79	8.73	9.20	10.13	4.03	9.23

SOURCE: VALUE LINE INVESTMENT SURVEY, June 5, 2020

DCF COST OF CAPITAL

FORECAST

A. EARNINGS	10.13
B. DIVIDEND	4.03
C. FUNDAMENT	9.23

FORECAST = (A+B+C)/3 7.80

FORECAST COST OF CAPITAL = 10.70 PERCENT

HISTORICAL

A. EARNINGS	9.20
B. DIVIDEND	8.73

HISTORICAL = (A+B)/2 8.97

HISTORICAL COST OF CAPITAL = 11.88 PERCENT

DIVIDENDS ONLY (GROWTH & HISTORICAL)

9.26 PERCENT

2020  
DELAWARE "F" CLASS  
COST OF CAPITAL

A) CAPM COST OF CAPITAL	$0.14 + 0.96(8.72)$	=	8.51 PERCENT
B) FORECAST COST OF CAPITAL		=	10.70 PERCENT
C) COST OF CAPITAL	$(A + B)/2$	=	9.61 PERCENT

SOURCES:

A: CAPM: BETA - VALUE LINE INVESTMENT SURVEY June 5, 2020

RF - 3 MONTH BILL RATE JULY 14, 2020. FEDERAL RESERVE H. 15  
0.14%

RM - RF = IBBOTSON DIFFERENTIAL (S&P 500 TO 1-MONTH TREASURY BILL YIELD)  
RATE, 1926 TO 2019 AVERAGE) = 8.72 IBBOTSON SBBI (2020)

B: DCF:  $K = Y (1+0.5G) + G$

Y IS THE CURRENT DIVIDEND YIELD (FROM VALUE LINE)

G IS THE DIVIDEND GROWTH RATE (FROM VALUE LINE)

**INTERNAL RATE OF RETURN ANALYSIS  
EXPLANATORY NOTES**

**DELAWARE RESERVE-TO-SURPLUS RATIOS**

Columns (1) – (4) Reserves and policyholder surplus for commercial casualty predominate carriers all taken from Best’s Aggregates and Averages with values as of December 31, 2018.

Column (6) Reserve-to-Surplus ratio is the sum of the reserves in columns (1) through (3) divided by the policyholder surplus in column (5).

$$2,022,152,937 + 450,999,336 + 760,012,623 = 3,233,164,896$$
$$3,233,164,896 / 1,738,255,804 = 1.86$$



F CLASS  
INTERNAL RATE OF RETURN ANALYSIS  
DELAWARE - 2020  
RESERVE-TO-SURPLUS RATIO (\$000 OMITTED)

Year	Reserves			Total (4) =(1)+(2)+(3)	Policyholder Surplus (5)	Reserve to Surplus Ratio (6) =(4)/(5)
	Unpaid Losses (1)	Unpaid LAE (2)	Unearned Premium (3)			
2018	198,071,343	43,050,172	84,424,740	325,546,255	169,657,802	1.92
2017	194,692,095	42,696,647	77,537,150	314,925,892	171,664,964	1.83
2016	186,424,236	41,741,053	72,716,997	300,882,286	169,831,305	1.77
2015	185,919,427	42,816,231	73,469,477	302,205,135	169,017,203	1.79
2014	214,239,981	48,564,685	83,674,315	346,478,981	192,947,461	1.80
2013	215,275,673	47,841,227	81,229,642	344,346,542	182,832,920	1.88
2012	212,275,479	46,533,070	75,723,720	334,532,269	174,892,306	1.91
2011	211,071,160	46,773,232	72,629,793	330,474,185	168,688,743	1.96
2010	205,216,164	46,218,644	70,321,822	321,756,630	169,994,041	1.89
2009	198,967,379	44,764,375	68,284,967	312,016,721	168,729,059	1.85
Total	2,022,152,937	450,999,336	760,012,623	3,233,164,896	1,738,255,804	1.86

Source: AM Best's Aggregates & Averages - Property & Casualty  
Commercial Casualty Composite