#### Massachusetts Commercial Automobile Commonwealth Automobile Reinsurers Effective September 1, 2014 Summary

|                              | Percent | \$ (mills) |
|------------------------------|---------|------------|
| TTT                          | 6.3%    | \$1.5      |
| PPT Fleet                    | 12.5%   | \$0.2      |
| Garages                      | -3.3%   | -\$0.2     |
| Subtotal Major Types         | 5.0%    | \$1.5      |
| Special Types (1)            | 5.3%    | \$0.4      |
| Non-Owned (1)                | 5.3%    | \$0.1      |
| Miscellaneous (2)            | 4.5%    | \$0.3      |
| Garage Phy. Dam. (1)         | 7.3%    | \$0.3      |
| Zone Rated                   | 0.0%    | \$0.0      |
| Subtotal Major & Misc. Types | 4.4%    | \$2.6      |
| Taxis (3)                    | 3.5%    | \$0.13     |
| Limousines (3)               | -4.5%   | -\$0.01    |
| Car Service (3)              | -4.6%   | -\$0.10    |
| Public Buses (4)             | 5.8%    | \$0.69     |
| Van Pools                    | 0.0%    | \$0.00     |
| Subtotal Public Vehicles     | 3.8%    | \$0.7      |
| Grand Total                  | 4.3%    | \$3.3      |

- (1) Special Types, Non-owned, and Garage Physical Damage effects are estimated using a premium weighted average of the TTT & PPT indications for the appropriate coverages.
- (2) Miscellaneous effects are estimated using a premium-weighted average of the Major and Public types.
- (3) For Limousines: includes the combined effect of a liability indication of -7.3% (weighted 0.803) and a physical damage indication of 6.8% (weighted 0.197 and based on the PPT vehicle type indications). For Car Service: includes the combined effect of a liability indication of -5.2% (weighted 0.944) and a physical damage indication of 6.7% (weighted 0.056 and based on the PPT vehicle type indications). For Taxis: includes the combined effect of a liability indication of 3.5% (weighted 0.999) and a physical indication of 8.2% (weighted 0.001 and based on the PPT type indications).
- (4) Includes the combined effect of a liability indication of 5.4% (weighted 0.873) and a physical damage indication of 8.4% (weighted 0.127 and based on the TTT type indications).

Note: PPT Non-Fleet rates are indicated to change by 3.2%, or \$0.6 million and is used for the purpose of determining the indicated rate change for Special and Miscellaneous Types.

#### MASSACHUSETTS COMMERCIAL AUTOMOBILE CAR SERVICING CARRIERS TOTAL RESIDUAL MARKET, FLEET AND NON-FLEET COMBINED

### SUMMARY OF RATE CHANGES

| ттт  |          | Current<br>Average | Indicated<br>Average | %             | Selected<br>Average | Selected<br>% |
|--|----------|--------------------|----------------------|---------------|---------------------|---------------|
| Coverage   | Exposure | Rate               | Rate                 | Change        | Rate                | Change        |
|  | 12,621.9 | 477,95             | 493.99               | 3.4%          | 493.99              | 3,4%          |
| A-1 & B (20/40)  | 12,621.9 | 35,70              | 36.37                | 1.9%          | 36.37               | 1.9%          |
| A-2 (PIP)  | 9,354.1  | 375.09             | 387.68               | 3,4%          | 387.68              | 3.4%          |
| B, Excess Limits   | 12,621.9 | 507.24             | 516.05               | 1.7%          | 516.05              | 1.7%          |
| PDL, Basic   |          | 220.72             | 275,27               | 24,7%         | 275,27              | 24.7%         |
| PDL, Excess Limits   | 12,370.7 | 534.98             | 612,03               | 14,4%         | 612.03              | 14.4%         |
| Collision, All Deductibles   | 4,982.1  | 13,00              | 18.00                | 38.5%         | 18.00               | 38.5%         |
| D, Med. Payments   | 8,229.8  | 200.98             | 190.15               | - 5.4%        | 190,15              | - 5.4%        |
| Comprehensive, All Deductibles   | 5,755.1  | 4.00               | 4.00                 | 0.0%          | 4.00                | 0,0%          |
| U-1 (20/40)  | 12,621.9 | 1.92               | 1.92                 | 0.0%          | 1.92                | 0.0%          |
| U-1, Excess  | 7,001,4  | 20.60              | 18,23                | -11.5%        | 20.60               | 0.0%          |
| U-2,TOTAL  | 10,148.0 |                    |                      | 6.2%          | 1965.16             | 6,3%          |
| Average  |          | 1848.11            | 1963,25              | 0,276         | 1905.10             | 0,376         |
| Excess Limits Factors & Average Deductible Relativities B, Excess Limits |          | 0.785              | 0.785                |               |                     |               |
|  |          | 0.435              | 0.533                |               |                     |               |
| PDL, Excess Limits   |          | 0.481              | 0.481                |               |                     |               |
| U-1, Excess  |          | 0.972              | 0.972                |               |                     |               |
| Collision, Average Deductible  |          | 0.980              | 0,980                |               |                     |               |
| Comprehensive, Average Deductible  |          | 0.980              |                      |               |                     |               |
| PPT FLEET  |          | Current            | Indicated            |               | Selected            | Selected      |
|  |          | Average            | Average              | %             | Average             | %             |
| Coverage   | Exposure | Rate               | <u>Rate</u>          | <u>Change</u> | <u>Rate</u>         | <u>Change</u> |
| A-1 & B (20/40)  | 862.0    | 371.39             | 482.60               | 29.9%         | 482.60              | 29,9%         |
| A-2 (PIP)  | 862.0    | 73.65              | 68.49                | - 7.0%        | 68.49               | - 7.0%        |
| B, Excess Limits   | 583.7    | 278.48             | 361.86               | 29.9%         | 361.86              | 29.9%         |
| PDL, Basic   | 862.0    | 341.51             | 346.09               | 1.3%          | 346.09              | 1.3%          |
| PDL, Excess Limits   | 834.3    | 102.45             | 103.83               | 1.3%          | 103.83              | 1.3%          |
| Collision, All Deductibles   | 481.3    | 755.81             | 813.87               | 7. <b>7</b> % | 813.87              | 7.7%          |
| D, Med. Payments   | 593.6    | 13.00              | 18,00                | 38.5%         | 18.00               | 38.5%         |
| Comprehensive, All Deductibles   | 500.6    | 172.01             | 156.39               | - 9.1%        | 172.01              | 0.0%          |
| U-1 (20/40)  | 862.0    | 4.00               | 4.00                 | 0.0%          | 4.00                | 0.0%          |
| U-1, Excess  | 533.8    | 1,93               | 1.93                 | 0.0%          | 1.93                | 0.0%          |
| U-2,TOTAL  | 738.7    | 24.29              | 21.65                | -10.9%        | 24.29               | 0.0%          |
| Average  |          | 1631.17            | 1824,12              | 11.8%         | 1835.46             | 12.5%         |
| _  |          |                    |                      |               |                     |               |
| PPT NON-FLEET  |          | Current            | Indicated            | 0.7           | Selected            | Selected      |
|  |          | Average            | Average              | %             | Average             | %             |
| Coverage   | Exposure | Rate               | Rate                 | Change        | Rate                | Change        |
| A-1 & B (20/40)  | 7,790.1  | 540.82             | 556,50               | 2.9%          | 556.50              | 2.9%          |
| A-2 (PIP)  | 7,790.1  | 103.33             | 124.38               | 20.4%         | 124.38              | 20,4%         |
| B, Excess Limits   | 5,275.5  | 405.52             | 417.28               | 2.9%          | 417.28              | 2.9%          |
| PDL, Basic   | 7,790.1  | 445.39             | 426,94               | - 4.1%        | 426.94              | - 4.1%        |
| PDL, Excess Limits   | 7,540.0  | 133.62             | 128.08               | - 4.1%        | 128.08              | - 4.1%        |
| Collision, All Deductibles   | 4,699.7  | 976.16             | 1031.08              | 5.6%          | 1031.08             | 5.6%          |
| D, Med. Payments   | 5,879.4  | 13.00              | 18.00                | 38.5%         | 18.00               | 38.5%         |
| Comprehensive, All Deductibles   | 5,022.8  | 216.37             | 240.53               | 11.2%         | 240.53              | 11,2%         |
| U-1 (20/40)  | 7,790.1  | 4.00               | 4.00                 | 0,0%          | 4.00                | 0.0%          |
| U-1, Excess  | 4,823.6  | 1.93               | 1.93                 | 0.0%          | 1.93                | 0.0%          |
| U-2,TOTAL  | 6,676.1  | 24.29              | 21.65                | -10.9%        | 24.29               | 0,0%          |
| Average  |          | 2257.73            | 2328.83              | 3.2%          | 2331,09             | 3.2%          |
| Excess Limits Factors & Average Deductible Relativities                  |          |                    |                      |               |                     |               |
| B, Excess Limits   |          | 0.750              | 0.750                |               |                     |               |
| PDL, Excess Limits   |          | 0.300              | 0.300                |               |                     |               |
| U-1, Excess  |          | 0.482              | 0.482                |               |                     |               |
| Collision, Average Deductible  |          | 1.017              | 1.017                |               |                     |               |
| Comprehensive, Average Deductible  |          | 1,000              | 1,000                |               |                     |               |

# MASSACHUSETTS COMMERCIAL AUTOMOBILE CAR SERVICING CARRIERS

## TOTAL CEDED MARKET, FLEET AND NON-FLEET COMBINED SUMMARY OF RATE CHANGES

| Coverage  A-1 & B (20/40) A-2 (PIP) B, Excess Limits PDL, Basic PDL, Excess Limits U-1 (20/40) U-1, Excess U-2 Average  | Exposure 3,264.7 3,264.7 2,693.1 3,264.7 3,173.3 3,264.7 1,779.6 2,902.3         | Current<br>Average<br>Rate<br>519.22<br>60.64<br>415.72<br>500.92<br>150.28<br>4.00<br>1.77<br>17.14  | Indicated<br>Average<br>Rate<br>521.98<br>65.44<br>417.93<br>453.46<br>136.04<br>4.00<br>1.77<br>15.01  | %<br>Change<br>0.5%<br>7.9%<br>0.5%<br>- 9.5%<br>- 9.5%<br>0.0%<br>0.0%<br>-12.4%                       | Selected<br>Average<br>Rate<br>521.98<br>65.44<br>417.93<br>453.46<br>136.04<br>4.00<br>1.77<br>17.14       | Selected % Change 0.5% 7.9% 0.5% - 9.5% - 9.5% 0.0% 0.0% - 3.3%       |
|---|--|---|---|---|---|---|
| Excess Limits Factors B, Excess Limits U-1, Excess PDL, Excess Limits   |  | 0.801<br>0.443<br>0.300   | 0.801<br>0.443<br>0,300   |   |   |   |
| Coverage A-1 & B (20/40) A-2 (PIP) B, Excess Limits PDL, Basic PDL, Excess Limits U-1 (20/40) U-1, Excess U-2 Average   | Exposure<br>553.4<br>553.4<br>93.9<br>553.4<br>538.6<br>553.4<br>21.3<br>540.1   | Current Average Rate 3818.01 989.33 2050.21 1382.14 396.67 38.00 11.65 0.85   | Indicated Average Rate 3857.14 1040.48 2071.22 1495.00 429.07 41.00 12.57 0.74 7203.72  | %<br>Change<br>1.0%<br>5.2%<br>1.0%<br>8.2%<br>8.2%<br>7.9%<br>7.9%<br>-12.9%                           | Selected<br>Average<br>Rate<br>3857.14<br>1040.48<br>2071.22<br>1495.00<br>429.07<br>41.00<br>12.57<br>0.85 | Selected % Change 1.0% 5.2% 1.0% 8.2% 8.2% 7.9% 7.9% 0.0% 3.5%        |
| Excess Limits Factors B, Excess Limits U-1, Excess PDL, Excess Limits  LIMOUSINES  Coverage A-1 & B (20/40) A-2 (PIP) B, Excess Limits PDL, Basic PDL, Excess Limits U-1 (20/40) U-1, Excess U-2 Average  | Exposure 77.1 77.1 51.8 77.1 74.3 77.1 39.3 75.8                                 | 0.537<br>0.307<br>0.287<br>Current<br>Average<br>Rate<br>841.33<br>229.76<br>728.83<br>459.88<br>136.58<br>4.00<br>2.12<br>17.46              | 0.537<br>0.307<br>0.287<br>Indicated<br>Average<br>Rate<br>717.51<br>271.41<br>621.57<br>456.88<br>135.69<br>4.00<br>2.12<br>15.35              | %<br><u>Change</u><br>-14.7%<br>18.1%<br>-14.7%<br>- 0.7%<br>- 0.7%<br>0.0%<br>0.0%<br>-12.1%<br>- 7.4% | Selected<br>Average<br>Rate<br>717.51<br>271.41<br>621.57<br>456.88<br>135.69<br>4.00<br>2.12<br>17.46      | Selected % Change -14.7% 18.1% -14.7% - 0.7% - 0.7% 0.0% 0.0% - 7.3%  |
| Excess Limits Factors B, Excess Limits U-1, Excess PDL, Excess Limits  CAR SERVICE  Coverage A-1 & B (20/40) A-2 (PIP) B, Excess Limits PDL, Basic PDL, Excess Limits U-1 (20/40) U-1, Excess U-2 Average  Excess Limits Factors B, Excess Limits U-1, Excess PDL, Excess PDL, Excess PDL, Excess PDL, Excess PDL, Excess PDL, Excess | Exposure<br>456.7<br>456.7<br>307.1<br>456.7<br>439.9<br>456.7<br>233.0<br>448.9 | 0.866<br>0.529<br>0.297<br>Current<br>Average<br>Rate<br>1791.34<br>561.56<br>1551.82<br>870.84<br>258.64<br>4.00<br>2.12<br>16.90<br>4538.16 | 0,866<br>0.529<br>0.297<br>Indicated<br>Average<br>Rate<br>1677.26<br>549.21<br>1452.99<br>836.43<br>248.42<br>4.00<br>2.12<br>14.80<br>4298.94 | %<br>Change<br>- 6.4%<br>- 2.2%<br>- 6.4%<br>- 4.0%<br>- 4.0%<br>0.0%<br>0.0%<br>-12.4%<br>- 5.3%       | Selected<br>Average<br>Rate<br>1677.26<br>549.21<br>1452.99<br>836.43<br>248.42<br>4.00<br>2.12<br>16.90    | Selected % Change - 6.4% - 2.2% - 6.4% - 4.0% - 4.0% 0.0% 0.0% - 5.2% |

# MASSACHUSETTS COMMERCIAL AUTOMOBILE CAR SERVICING CARRIERS

### TOTAL CEDED MARKET, FLEET AND NON-FLEET COMBINED SUMMARY OF RATE CHANGES

| SCHOOL and CHURCH BUSES                 |                | Current<br>Average | Indicated<br>Average   | %                       | Selected<br>Average    | Selected<br>% |
|---|----------------|--------------------|------------------------|-------------------------|------------------------|---------------|
| Coverage                                | Exposure       | Rate               | Rate                   | Change                  | Rate                   | Change        |
| A-1 & B (20/40)                         | 1,358.8        | 626,50             | 473,21                 | -24.5%                  | 563.85                 | -10.0%        |
| A-2 (PIP)                               | 1,358.8        | 107.83             | 124.86                 | 15.8%                   | 124,86                 | 15.8%         |
| B. Excess Limits                        | 1,241.8        | 616,43             | 465.60                 | -24,5%                  | 554.79                 | -10.0%        |
| PDL, Basic                              | 1,358.8        | 423.67             | 409.81                 | - 3.3%                  | 409.81                 | - 3.3%        |
| PDL, Excess Limits                      | 1,331.9        | 126,25             | 122.12                 | - 3,3%                  | 122.12                 | - 3,3%        |
| U-1 (20/40)                             | 1,358.8        | 4.00               | 4.00                   | 0.0%                    | 4.00                   | 0.0%          |
| U-1, Excess                             | 847.9          | 2.10               | 2.10                   | 0.0%                    | 2.10                   | 0.0%          |
| U-2                                     | 1,198.5        | 26.90              | 23,94                  | -11.0%                  | 26,90                  | 0.0%          |
| Average                                 | -,             | 1874.14            | 1579.52                | -15.7%                  | 1754.28                | - 6.4%        |
|   |                |                    |                        |                         |                        |               |
| Excess Limits Factors                   |                |                    |                        |                         |                        |               |
| B, Excess Limits                        |                | 0.984              | 0.984                  |                         |                        |               |
| U-1, Excess                             |                | 0.524              | 0.524                  |                         |                        |               |
| PDL, Excess Limits                      |                | 0.298              | 0.298                  |                         |                        |               |
| OTHER BUCEC                             |                | Cumant             | Indicated              |                         | Selected               | Selected      |
| OTHER BUSES                             |                | Current            |                        | %                       |                        | %             |
|   | T              | Average            | Average                |                         | Average                | Change        |
| Coverage                                | Exposure       | Rate               | <u>Rate</u><br>1172.04 | <u>Change</u><br>- 8.8% | <u>Rate</u><br>1172.04 | - 8.8%        |
| A-1 & B (20/40)                         | 609.3          | 1284,75            | 362.99                 | - 8.8%<br>- 5.4%        | 362.99                 | - 5.4%        |
| A-2 (PIP)                               | 609.3          | 383,52             |                        | - 8.8%                  | 1358.62                | - 8.8%        |
| B, Excess Limits                        | 501.8          | 1489.28            | 1358.62                |                         | 706.74                 |               |
| PDL, Basic                              | 609.3          | 668.25             | 706.74                 | 5,8%                    | 213.44                 | 5.8%<br>5,8%  |
| PDL, Excess Limits                      | 603.3          | 201.81             | 213.44                 | 5.8%                    |                        | 0.0%          |
| U-1 (20/40)                             | 609,3          | 4.00               | 4.00                   | 0.0%                    | 4.00                   | 0.0%          |
| U-1, Excess                             | 259.0<br>502.7 | 2,27               | 2.27<br>22.03          | 0.0%<br>- <b>8.7%</b>   | 2,27<br>24,14          | 0.0%          |
| U-2                                     | 302.7          | 24.14<br>3787.80   | 3595,22                |                         | 3596.96                | - 5.0%        |
| Average                                 |                | 3/8/.80            | 3393,22                | - 5.1%                  | 3390.90                | - 3,0%        |
| Excess Limits Factors                   |                | 1.150              | 1.150                  |                         |                        |               |
| B, Excess Limits                        |                | 1.159              | 1.159                  |                         |                        |               |
| U-1, Excess                             |                | 0,568              | 0.568                  |                         |                        |               |
| PDL, Excess Limits                      |                | 0.302              | 0.302                  |                         |                        |               |
| BUSES - SOCIAL SERVICE AND N.O.C        |                | Current            | Indicated              |                         | Selected               | Selected      |
| BOSES - SOCIAL SERVICE AND MOLE         |                | Average            | Average                | %                       | Average                | %             |
| Coverage                                | Exposure       | Rate               | Rate                   | Change                  | Rate                   | Change        |
| A-1 & B (20/40)                         | 1,872.6        | 976.01             | 1148.33                | 17.7%                   | 1148.33                | 17.7%         |
| A-2 (PIP)                               | 1,872.6        | 340.95             | 393,15                 | 15.3%                   | 393.15                 | 15.3%         |
| B, Excess Limits                        | 1,542.3        | 1131.39            | 1331.14                | 17.7%                   | 1331,14                | 17.7%         |
| PDL, Basic                              | 1,872.6        | 551,23             | 599.28                 | 8.7%                    | 599,28                 | 8,7%          |
| PDL, Excess Limits                      | 1,854.2        | 166.47             | 180.98                 | 8.7%                    | 180.98                 | 8.7%          |
| U-1 (20/40)                             | 1,872.6        | 4.00               | 4.00                   | 0.0%                    | 4.00                   | 0.0%          |
| U-1, Excess                             | 795.9          | 2.27               | 2.27                   | 0.0%                    | 2,27                   | 0.0%          |
| U-2                                     | 1,584.2        | 24.14              | 22.03                  | - 8.7%                  | 24.14                  | 0.0%          |
| Average                                 | -,,-           | 2990,23            | 3439.90                | 15.0%                   | 3441.68                | 15.1%         |
| _                                       |                |                    |                        |                         |                        |               |
| Excess Limits Factors  B. Excess Limits |                | 1.159              | 1.159                  |                         |                        |               |
| B, Excess Limits                        |                | 0.568              | 0.568                  |                         |                        |               |
| U-1, Excess                             |                | 0.302              | 0.302                  |                         |                        |               |
| PDL, Excess Limits                      |                | 0.302              | 0,302                  |                         |                        |               |
| VAN POOLS                               |                | Current            | Indicated              |                         | Selected               | Selected      |
|   |                | Average            | Average                | %                       | Average                | %             |
| Coverage                                | Exposure       | Rate               | Rate                   | Change                  | Rate                   | Change        |
| A-1 & B (20/40)                         | 136,2          | 1110.42            | 479.92                 | -56.8%                  | 1110.42                | 0.0%          |
| A-2 (PIP)                               | 136.2          | 74.43              | 64.47                  | -13.4%                  | 74,43                  | 0.0%          |
| B, Excess Limits                        | 126,9          | 993.45             | 429.36                 | -56.8%                  | 993.45                 | 0.0%          |
| PDL, Basic                              | 136,2          | 539.65             | 447.72                 | -17.0%                  | 539.65                 | 0.0%          |
| PDL, Excess Limits                      | 133.5          | 161.90             | 134.32                 | -17.0%                  | 161.90                 | 0.0%          |
| Collision, \$500 Ded.                   | 86.0           | 493.89             | 562.12                 | 13.8%                   | 493.89                 | 0.0%          |
| Comprehensive, \$500 Ded.               | 98,8           | 230.62             | 158.54                 | -31.3%                  | 230.62                 | 0.0%          |
| U-1 (20/40)                             | 136.2          | 4.00               | 4.00                   | 0.0%                    | 4.00                   | 0.0%          |
| U-1, Excess                             | 86,9           | 2.18               | 2.18                   | 0.0%                    | 2.18                   | 0.0%          |
| U-2                                     | 120.1          | 30.22              | 27.20                  | -10.0%                  | 30,22                  | 0.0%          |
| Average                                 | =              | 3319.95            | 2023,10                | -39.1%                  | 3319,95                | 0.0%          |
| Excess Limits Factors                   |                |                    |                        |                         |                        |               |
| B, Excess Limits                        |                | 0.895              | 0,895                  |                         |                        |               |
| U-1, Excess                             |                | 0.544              | 0.544                  |                         |                        |               |
| PDL, Excess Limits                      |                | 0,300              | 0,300                  |                         |                        |               |
|   |                |                    |                        |                         |                        |               |