

## Market Profile Analysis - Policies Effective 1/1/20 through 3/31/20

| Line      |   | Associated<br>Statistical |                 | Line      |   |
|-----------|---|---------------------------|-----------------|-----------|---|
| Line<br># | Item Name   | Code                      | Amount          | Line<br># | Source  |
| 'n        |   | couc                      | Anount          | "         |   |
| (1)       | Number of Units   |                           | 7,807           | (1)       | Count of Units Reported   |
| (2)       | Payroll Exposure  |                           | \$5,124,900,403 | (2)       | Total Payroll Estimated for Units from Line (1)   |
| (3)       | Per-Capita Exposure   |                           | 8,446           | (3)       | Total Per-Capita Exposure for Units Reported on Line (1)  |
| (4)       | Workfare Program Employees  | 0982                      | 0               | (4)       | Total Workfare Program Employees for Units Reported on Line (1)                                 |
| (5)       | Total Loss Cost at DCRB Level   |                           | \$82,801,930    | (5)       | Cumulative Extension of Exposures by Classification times DCRB Loss Costs                       |
| (6)       | Implied Effective Carrier Loss Cost Multiplier                                |                           | 1.3676          | (6)       | (7)/(5)   |
| (7)       | Total Carrier Manual Premium  |                           | \$113,240,949   | (7)       | Cumulative Extension of Exposures by Classification Times Carrier Manual Rates                  |
| (8)       | Employer Liability Increased Limits Premium Charge                            | 9807                      | \$1,249,456     | (8)       | Reported Amounts Attributable to Statistical Code 9807 for Units on Line (1)                    |
| (9)       | Minimum Premium Employer Liability Increased Limits Premium Charge            | 9848                      | \$83,602        | (9)       | Reported Amounts Attributable to Statistical Code 9848 for Units on Line (1)                    |
| (10)      | Subject Deductible Premium Credit   | 9664                      | (\$47,644)      | (10)      | Reported Amounts Attributable to Statistical Code 9664 for Units on Line (1)                    |
| (11)      | Total Subject Premium   |                           | \$114,526,363   | (11)      | [(7)+(8)+(9)+(10)]  |
| (12)      | Experience Rating Adjustment to Subject Premium                               | 9898                      | \$8,714,518     | (12)      | Net Increase/Decrease in Manual Premium Attributable to Experience Rating for Units on Line (1) |
| (13)      | Merit Rating Credits to Subject Premium                                       | 9885                      | (\$272,908)     | (13)      | Net Decrease in Manual Premium Attributable to Merit Rating Credits for Units on Line (1)       |
| (14)      | Merit Rating Debits to Subject Premium  | 9886                      | \$78            | (14)      | Net Increase in Manual Premium Attributable to Merit Rating Debits for Units on Line (1)        |
| (15)      | Premium After Experience Rating & Merit Rating                                |                           | \$122,968,051   | (15)      | [(11)+(12)+(13)+(14)]   |
| (16)      | Occupation Disease Exposure   | 0067                      | \$0             | (16)      | Payroll Exposure for Units on Line(1) Subject to Occupational Disease Exposure                  |
| (17)      | Occupation Disease Premium  | 0067                      | \$0             | (17)      | Reported Amounts Attributable to Statistical Code 0067 for Units on Line (1)                    |
| (18)      | Supplemental Radiation Exposure   | 9985                      | \$0             | (18)      | Payroll Exposure for Units on Line(1) Subject to Occupational Disease Exposure                  |
| (19)      | Supplemental Radiation Premium  | 9985                      | \$0             | (19)      | Reported Amounts Attributable to Statistical Code 9985 for Units on Line (1)                    |
| (20)      | Occupational Disease Increased Limits Premium Charge                          | 9807                      | \$0             | (20)      | Reported Amounts Attributable to Statistical Code 9807 for Units on Line (1)                    |
| (21)      | Occupational Disease Increased Limits Minimum Premium Charge                  | 9848                      | \$0             | (21)      | Reported Amounts Attributable to Statistical Code 9848 for Units on Line (1)                    |
| (22)      | Aircraft Seat Surcharge Premium Charge  | 9108                      | \$0             | (22)      | Reported Amounts Attributable to Statistical Code 9108 for Units on Line (1)                    |
| (23)      | Premium Before Schedule Rating  |                           | \$122,968,051   | (23)      | [(15)+(17)+(19)+(20)+(21)+(22)]   |
| (24)      | Schedule Rating Plan Premium Adjustment                                       | 9887/9889                 | (\$11,060,060)  | (24)      | Net Amount Reported for Units on Line (1) Attributable to Statistical Codes 9887 & 9889         |
| (25)      | Certified Safety Committee Premium Credit (DE)                                | 9880                      | (\$2,187,835)   | (25)      | Amount Reported for Units on Line (1) Attributable to Statistical Code 9880                     |
| (26)      | Construction Classification Premium Adjustment Program Premium Credit         | 9046                      | (\$1,425,478)   | (26)      | Amount Reported for Units on Line (1) Attributable to Statistical Code 9046                     |
| (27)      | Premium After Schedule Rating, Safety Committee Credits, and DCCPAP           |                           | \$108,294,678   | (27)      | [(23)+(24)+(25)+(26)]   |
| (28)      | Assigned Risk Premium Surcharge   | 0277                      | \$198,810       | (28)      | Amount Reported for Units on Line (1) Attributable to Statistical Code 0277                     |
| (29)      | Deductible Premium Credit   | 9663                      | (\$39,991,112)  | (29)      | Amount Reported for Units on Line (1) Attributable to Statistical Code 9663                     |
| (30)      | Loss Constant Charge  | 0032                      | \$236           | (30)      | Amount Reported for Units on Line (1) Attributable to Statistical Code 0032                     |
| (31)      | Short Rate Premium  | 0931                      | \$32,637        | (31)      | Amount Reported for Units on Line (1) Attributable to Statistical Code 0931                     |
| (32)      | Expense Constant Charge   | 0900                      | \$1,502,868     | (32)      | Amount Reported for Units on Line (1) Attributable to Statistical Code 0900                     |
| (33)      | Minimum Premium Charge  | 0990                      | \$220,565       | (33)      | Amount Reported for Units on Line (1) Attributable to Statistical Code 0990                     |
| (34)      | Policy Total Standard Premium   |                           | \$70,258,682    | (34)      | [(28)+(29)+(30)+(31)+(32)+(33)]   |
| (35)      | Premium Discount Amount   | 0063/0064                 | (\$4,677,292)   | (35)      | Amount Reported for Units on Line (1) Attributable to Statistical Codes 0063 & 0064             |
| (36)      | Total Premium   |                           | \$65,581,390    | (36)      | [(34)+(35)]   |
| (37)      | Premium Charge for Terrorism  | 9740                      | \$688,039       | (37)      | Amount Reported for Units on Line (1) Attributable to Statistical Code 9740                     |
| (38)      | Domestic Terrorism, Earthquakes, and Catastrophic Industrial Accidents (DTEC) | 9741                      | \$502,321       | (38)      | Amount Reported for Units on Line (1) Attributable to Statistical Code 9741                     |
| (39)      | Drug Free Workplace Safety Credit   | 9846                      | \$39,461        | (39)      | Amount Reported for Units on Line (1) Attributable to Statistical Code 9846                     |
| (40)      | Managed Care Credit   | 9874                      | \$576,871       | (40)      | Amount Reported for Units on Line (1) Attributable to Statistical Code 9874                     |
| (41)      | Packaged Credit   | 9721                      | \$0             | (41)      | Amount Reported for Units on Line (1) Attributable to Statistical Code 9721                     |
| (42)      | Audit Non-Compliance Charge   | 9757                      | \$813,339       | (42)      | Amount Reported for Units on Line (1) Attributable to Statistical Code 9757                     |
|           |   |                           |                 |           |   |