

DELAWARE COMPENSATION RATING BUREAU, INC.

Expense Study

The following exhibits are used in the development of specific expense provisions to be used in the Bureau's proposed filing. The provisions are for commission & brokerage, other acquisition, general and loss adjustment expense, premium discount and uncollectible premium.

Exhibit I of the attachment presents summary figures for standard earned premium, general expense, and total production costs from the last three calendar years. The data is obtained from Financial Call #2 submissions for 2006 - 2008 for stock agency companies only, and has been adjusted to include the experience for large deductible policies.

Exhibit I-A develops standard earned premium on both net and gross bases after adjusting for large deductible policies and removing expense constant dollars.

Exhibit II shows the development of the expense constant offset that is carried forward to Exhibit I.

Exhibit III shows the calculation of the loss adjustment expense provision as a function of incurred losses. The loss adjustment expense factor is based on all-company experience and is developed from the same source of data as Exhibit I above. We selected a three-year average of loss adjustment expense ratios to direct incurred losses including large deductible losses on a gross basis.

Exhibit IV-A shows the development of an average provision for premium discount based upon the Schedule Y premium discount table. The data used by the Bureau for this purpose is Unit Statistical Plan data. This exhibit forms the basis for Exhibits IV-B, which develops the average interstate premium discount for Schedule Y companies.

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

**EXHIBIT I**  
**STOCK AGENCY COMPANIES**

	<b>CALENDAR YEAR</b>		
	<b>2006</b>	<b>2007</b>	<b>2008</b>
<b>(1)</b> Standard Earned Premium at Bureau Rate Level <u>including</u> Large Deductible on a <u>Net</u> Basis <u>excluding</u> Expense Constant Dollars	\$ 163,791,660	\$ 204,456,249	\$ 191,768,438
<b>(2)</b> Standard Earned Premium at Bureau Level <u>including</u> Large Deductible on a <u>Gross</u> Basis <u>excluding</u> Expense Constant Dollars	219,538,282	289,255,178	278,779,497
<b>(3)</b> Commission and Brokerage	\$ 11,155,946	\$ 13,287,468	\$ 10,183,238
<b>(3a)</b> Reported Ratio { (3) / (1) }	0.0681	0.0650	0.0531
<b>(4)</b> Other Acquisitions	\$ 6,933,521	\$ 8,691,252	\$ 6,562,531
<b>(4a)</b> Reported Ratio { (4) / (2) }	0.0316	0.0300	0.0235
<b>(4b)</b> Adjustment for Chancery Court Decision	0.9330	0.9330	0.9330
<b>(4c)</b> Adjusted Ratio { (4a) / (4b) }	0.0339	0.0322	0.0252
<b>(5)</b> General Expense	\$ 8,114,648	\$ 10,094,043	\$ 8,367,677
<b>(5a)</b> Reported Ratio { (5) / (2) }	0.0370	0.0349	0.0300
<b>(5b)</b> Adjustment for Chancery Court Decision	0.9330	0.9330	0.9330
<b>(5c)</b> Adjusted Ratio { (5a) / (5b) }	0.0397	0.0374	0.0322

	<b>Three Year Average (1)</b>	<b>Expense Constant Income (2)</b>	<b>Difference { (1) - (2) }</b>
COMMISSION AND BROKERAGE	0.0621	0.0045	0.0576
OTHER ACQUISITIONS	0.0304	0.0019	0.0285
TOTAL PRODUCTION	0.0925	0.0064	0.0861
GENERAL EXPENSE	0.0364	0.0061	0.0303

**EXHIBIT I - A**  
**STOCK AGENCY COMPANIES**

	<b>CALENDAR YEAR</b>		
	<b>2006</b>	<b>2007</b>	<b>2008</b>
<b>(1)</b> Standard Earned Premium at Bureau DSR Level <u>including</u> Large Deductible on a <u>Net</u> Basis	\$ 128,410,622	\$ 155,685,662	\$ 146,948,134
<b>(2)</b> Multiplier to Bring Premium to Bureau Rate Level	1.2793	1.3168	1.3090
<b>(3)</b> Standard Earned Premium at Bureau Rate Level <u>including</u> Large Deductible on a <u>Net</u> Basis { (1) * (2) }	\$ 164,275,709	\$ 205,006,880	\$ 192,355,107
<b>(4)</b> Large Deductible Adj. at Bureau DSR Level	41,814,148	62,375,086	65,040,409
<b>(5)</b> Multiplier to Bring L. D. Adj. to Bureau Rate Level	1.3332	1.3595	1.3378
<b>(6)</b> Large Deductible Adj. at Bureau Rate Level { (4) * (5) }	\$ 55,746,622	\$ 84,798,929	\$ 87,011,059
<b>(7)</b> Standard Earned Premium at Bureau Rate Level <u>including</u> Large Deductible on a <u>Gross</u> Basis { (3) + (6) }	220,022,331	289,805,809	279,366,166
<b>(8)</b> Expense Constant Removal Factor	0.9978	0.9981	0.9979
<b>(9)</b> Expense Constant Dollars { (7)[1 - (8)] }	\$ 484,049	\$ 550,631	\$ 586,669
<b>(10)</b> Standard Earned Premium at Bureau Rate Level <u>including</u> Large Deductible on a <u>Net</u> Basis <u>excluding</u> Expense Constant Dollars { (3) - (9) }	163,791,660	204,456,249	191,768,438
<b>(11)</b> Standard Earned Premium at Bureau Level <u>including</u> Large Deductible on a <u>Gross</u> Basis <u>excluding</u> Expense Constant Dollars { (7) - (9) }	219,538,282	289,255,178	278,779,497

**EXHIBIT II**

**EXPENSE CONSTANT INCOME - STOCK AGENCY COMPANIES**

**MANUAL YEAR 2007**

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<b>(1)</b> Number of Policies					12,640
<b>(2)</b> Expense Constant Income With Expense Constant @ Current Level = \$265					\$3,349,600
<b>(3)</b> Interstate Adjustment Factor					0.65
<b>(4)</b> Adjusted Expense Constant Income {(2) * (3)}					\$2,177,240

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<b>(5)</b> Standard Earned Premium <u>Excluding</u> Expense Constant <u>including</u> Large Deductible on a <u>Net</u> Basis					245,127,054
<b>(5a)</b> Factor to Bring Premium to Current Level					0.5388
<b>(5b)</b> Standard Earned Premium <u>Excluding</u> Expense Constant <u>including</u> Large Deductible on a <u>Net</u> Basis at Current Level					132,074,457
<b>(6)</b> Standard Earned Premium <u>Excluding</u> Expense Constant <u>including</u> Large Deductible on a <u>Gross</u> Basis					370,354,732
<b>(6a)</b> Factor to Bring Premium to Current Level					0.5392
<b>(6b)</b> Standard Earned Premium <u>Excluding</u> Expense Constant <u>including</u> Large Deductible on a <u>Gross</u> Basis at Current Level					199,695,271

  

<b>(7)</b> Distribution of Expense Constant Income					
		%	%	\$	Total Expense \$
(a) General Expense	55.8%			\$147.87	\$1,214,900
(b) Production	44.2%				
i) Commission			61.5%	72.03	591,839
ii) Other Acquisition			38.5%	45.10	370,501
Total	100.0%			\$265.00	\$2,177,240

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<b>(8)</b> Expense Constant Ratio for General Expense { (7a) / (6b) }	0.0061
<b>(9)</b> Expense Constant Ratio for Commision { (7b(i)) / (5b) }	0.0045
<b>(10)</b> Expense Constant Ratio for Other Acquisition { (7b(ii)) / (6b) }	0.0019

**EXHIBIT III****LOSS ADJUSTMENT EXPENSE RATIOS - ALL COMPANIES**

		<b>CALENDAR YEAR</b>		
		<b>2006</b>	<b>2007</b>	<b>2008</b>
<b>(1a)</b>	Allocated Loss Adjustment Expense Incurred	\$ 18,776,755	\$ 14,514,063	\$ 15,388,168
<b>(1b)</b>	Unallocated Loss Adjustment Expense Incurred	\$ 11,512,257	\$ 9,612,193	\$ 9,939,207
<b>(1c)</b>	Total Loss Adjustment Expense Incurred on a Net Basis{(1a) + (1b)}	\$ 30,289,012	\$ 24,126,256	\$ 25,327,375
<b>(1d)</b>	ALAE Deductible Adjustment	\$ 0	\$ 3,417,287	\$ 6,172,589
<b>(1e)</b>	ULAE Deductible Adjustment	\$ 0	(\$142,411)	(\$271,033)
<b>(1f)</b>	Total Loss Adjustment Expense Incurred on a Gross Basis{(1c)+(1d)+(1e)}	\$ 30,289,012	\$ 27,401,132	\$ 31,228,931
<b>(2)</b>	Incurred Losses <u>including</u> Deductibles on a <u>Net</u> Basis	156,840,773	143,904,684	140,649,351
<b>(3)</b>	Deductible Adjustment (Losses)	49,929,017	36,428,662	50,967,211
<b>(4)</b>	Incurred Losses <u>including</u> Deductibles on a <u>Gross</u> Basis {(2) + (3)}	206,769,790	180,333,346	191,616,562
<b>(5a)</b>	Ratio of Loss Adjustment Expense to Incurred Losses <u>including</u> Deductibles on a <u>Net</u> Basis {(1c) / (2)}	0.1931	0.1677	0.1801
<b>(5b)</b>	Ratio of Allocated Loss Adjustment Expense to Incurred Losses <u>including</u> Deductibles on a <u>Net</u> Basis {(1a) / (2)}	0.1197	0.1009	0.1094
<b>(6a)</b>	Ratio of Loss Adjustment Expense to Incurred Losses <u>including</u> Deductibles on a <u>Gross</u> Basis {(1f) / (4)}	0.1465	0.1519	0.1630
<b>(6b)</b>	Ratio of Allocated Loss Adjustment Expense to Incurred Losses <u>including</u> Deductibles on a <u>Gross</u> Basis {(1a)+(1d) / (4)}	0.0908	0.0994	0.1125
<b>(7)</b>	Three-Year Average of Loss Adjustment Expense Ratios to Direct Incurred Losses including Deductibles on a Net Basis {Line (5a)}			0.1803
<b>(8a)</b>	Three-Year Average of Loss Adjustment Expense Ratios to Direct Incurred Losses including Deductibles on a Gross Basis {Line (6a)}			<b>0.1538</b>
<b>(8b)</b>	Three-Year Average of Allocated Loss Adjustment Expense Ratios to Direct Incurred Losses including Deductibles on a Gross Basis {Line (6b)}			<b>0.1009</b>
<b>(8c)</b>	Provision for Unallocated Loss Adjustment Expense {(8a) - (8b)}			<b>0.0529</b>

**EXHIBIT IV - A**

**SIZE OF RISKS - SCHEDULE Y COMPANIES**

**MANUAL YEAR 2007**

Intrastate Risks	Number of Risks	Intrastate SEP <u>excluding</u> Loss and Expense Constant
	<b>(1)</b>	<b>(2)</b>
Under \$10,000	12,466	25,135,904
\$10,000 - \$200,000	2,433	93,309,895
\$200,000 - \$1,750,000	162	81,001,447
Over \$1,750,000	7	17,634,045
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TOTAL	15,068	217,081,291

**DISTRIBUTION OF PREMIUM TO DISCOUNT BLOCK**

Size of Risk	Number of Risks	First \$10,000	Next \$190,000	Next \$1,550,000	Over \$1,750,000
Under \$10,000	12,466	25,135,904			
\$10,000 - \$200,000	2,433	24,330,000	68,979,895		
\$200,000 - \$1,750,000	162	1,620,000	30,780,000	48,601,447	
Over \$1,750,000	7	70,000	1,330,000	10,850,000	5,384,045
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TOTAL	15,068	51,155,904	101,089,895	59,451,447	5,384,045
PERCENTAGE		23.57%	46.57%	27.39%	2.48%

**EXHIBIT IV - B**

**AVERAGE COMPANY PREMIUM DISCOUNT**

**SCHEDULE Y COMPANIES**

	<u>Premium Distribution to Discount Block (EXHIBIT IV - A)</u>	<u>Reduction from Manual</u>	<u>Weighted Reduction</u>
First \$10,000	23.57	0.0	0.00
Next \$190,000	46.57	9.1	4.24
Next \$1,550,000	27.39	11.3	3.10
Over \$1,750,000	2.48	12.3	0.31
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		<b>Premium Discount =</b>	<b>7.65</b>
<b>Intrastate Premium Discount</b>		<b>7.65</b>	
<b>Interstate Premium Discount</b>		<b>8.25</b>	

**EXHIBIT V**

**DELAWARE POOL GROSS WRITTEN PREMIUM AND UNCOLLECTIBLE PREMIUM\***

Data as of 3/31/2010

<b>POLICY YEAR</b>	<b>(1) GROSS WRITTEN PREMIUM</b>	<b>(2) UNCOLLECTIBLE PREMIUM</b>	<b>(3)=(2)/(1) RATIO</b>
2000	2,390,600	11,718	0.49%
2001	3,987,174	14,752	0.37%
2002	16,291,490	229,285	1.41%
2003	23,778,085	298,373	1.25%
2004	34,288,788	429,830	1.25%
2005	39,619,024	815,781	2.06%
2006	33,112,574	1,210,422	3.66%
2007	21,567,641	815,910	3.78%
2008	13,226,196	181,156	1.37%
		All Year Average	1.74%
		Five Year Average	2.42%
		Three Year Average	2.94%
		Selected	2.50%

\* Data courtesy of NCCI, Inc.