

Policy Count / Premium Volume by Rate Tier and Account Size
 Gross Earned Premium incl. Expense Constant
 PY2003

Tier1			
	<u>Account Size</u>	<u>Policies</u>	<u>Premium</u>
	\$0-\$5k	50	95,872
	\$5-\$25k	162	2,481,768
	\$25k+	<u>84</u>	<u>4,091,647</u>
		296	6,669,287
Tier2			
	<u>Account Size</u>	<u>Policies</u>	<u>Premium</u>
	\$0-\$5k	5,706	13,875,838
	\$5-\$25k	2,123	20,070,025
	\$25k+	<u>227</u>	<u>15,098,842</u>
		8,056	49,044,705
Tier3			
	<u>Account Size</u>	<u>Policies</u>	<u>Premium</u>
	\$0-\$5k	3,246	7,016,250
	\$5-\$25k	1,454	15,620,031
	\$25k+	<u>335</u>	<u>26,479,621</u>
		5,035	49,115,903
Tier4			
	<u>Account Size</u>	<u>Policies</u>	<u>Premium</u>
	\$0-\$5k	14,049	10,136,072
	\$5-\$25k	315	3,347,731
	\$25k+	<u>128</u>	<u>8,479,268</u>
		14,492	21,963,071
Tier5			
	<u>Account Size</u>	<u>Policies</u>	<u>Premium</u>
	\$0-\$5k	147	384,788
	\$5-\$25k	97	955,476
	\$25k+	<u>45</u>	<u>3,587,855</u>
		289	4,928,119

Net Average Premium Rates by Rate Tier
 Based on policies active in PY1999 and PY2003
 Based on rate tier assignment in PY2003
 Average rates per \$100 payroll net of all applicable discounts and adjustments

PY1999*

Rate Tier	Policies	Premium	Payroll	Avg Rate	Developed Loss Ratio
Tier1	150	2,815,935	64,510,072	4.37	0.12
Tier2	6,181	22,716,242	728,707,369	3.12	0.25
Tier3	1,222	11,294,691	399,251,482	2.83	1.56
Tier4	8,534	5,886,715	260,446,579	2.26	2.25
Tier5	179	862,497	30,154,689	2.86	4.94
Total	16,266	43,576,080	1,483,070,191	2.94	0.94

PY2003

Rate Tier	Policies	Premium	Payroll	Avg Rate	Developed Loss Ratio	Change in Avg Rates
Tier1	150	3,637,910	97,831,117	3.72	0.65	-15%
Tier2	6,181	30,755,626	1,077,144,915	2.86	0.92	-8%
Tier3	1,222	19,315,921	523,315,724	3.69	0.80	30%
Tier4	8,534	9,469,521	399,416,927	2.37	0.92	5%
Tier5	179	2,199,417	43,948,151	5.00	1.74	75%
Total	16,266	65,378,395	2,141,656,834	3.05	0.90	4%

* The MSF tiered rating program was implemented in PY2003. Policies active in both PY1999 and PY2003 are assigned to a rate tier in PY1999 based on the rate tier assignment in PY2003.