

Exhibit A –  
Prior Approval Filings

Company/Group: \_\_\_\_\_

Company File No.: \_\_\_\_\_

Section	Item	Page #
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1) Filing Requirements

16.3(e)	Filing Source Document MARS001	
16.3(f)	Certification of compliance (exact text in regulation) signed by officer	
16.3(g)	Filing submitted in three-ring binder, 8½ x 11 pages, printed on one side and numbered, three copies of filing	Yes / No
16.3(h)	Filer's identifying information at top of each page	Yes / No
16.3(i)	All data reported on direct basis exclusive of reinsurance	Yes / No
16.3(j)	All data from voluntary market only	Yes / No
16.6(a)1	<ul style="list-style-type: none"> <li>• Cover letter notifying DOBI of intention to modify rates under prior approval procedure</li> <li>• Proposed effective date</li> <li>• Name/Telephone/Address of Company officer to whom inquiries about the filing may be directed</li> </ul>	_____ _____ _____
16.6(a)2	This checklist	
16.6(a)3	Appendix Exhibit E	
16.6(a)4	Narrative overview	
16.6(a)8	(Required only if at least 20,000 exposures) Data disk or CD-ROM in MS Excel 97 format	Yes / N/A

2) Premium and Loss Data - All data must be at total limits and/or basic limits, and must be consistent throughout the filing. All data is to be provided by coverage by accident year for each of the latest three years.

16.8(a)1	<ul style="list-style-type: none"> <li>• NJ direct earned premium (or loss cost) at present rates</li> <li>• Method Used: On-Level (OL) or Extension of Exposures (EOE)</li> <li>• Rate level history</li> <li>• Underlying calculations with supporting documentation and sample Calculation</li> </ul>	_____ OL / EOE _____
16.8(a)2i	NJ direct earned exposures	
16.8(a)2ii	NJ direct incurred losses	
16.8(a)2iii	Applicable loss development factors (age-to-ultimate)	
16.8(a)2iv	NJ direct paid or incurred defense & cost containment Expenses (ALAE)	
16.8(a)2v	Incurred adjusting & other expenses (ULAE), on countrywide basis as reported in IEE	
16.8(a)2vi	Ultimate incurred losses and LAE	

16.8(a)2vii	Trend factors	
16.8(a)2viii	Trended ultimate incurred losses and LAE	
16.8(a)3	(Required only if losses are separated into catastrophe and non-catastrophe) <ul style="list-style-type: none"> <li>• Clear description and justification of the standard used.</li> <li>• At least 10 years used to determine catastrophe load</li> <li>• Explanation if database used for catastrophe load is different from that used for rate level change</li> </ul>	_____ _____
16.8(a)4	(Required only if territorial factors are changing) <ul style="list-style-type: none"> <li>• Territorial rate indications</li> </ul>	
16.8(a)5	(Required only if classification factors are changing) <ul style="list-style-type: none"> <li>• Classification differentials information, relative loss ratios by class</li> </ul>	
16.8(a)6	For all incurred LAE data contained in the filing, show the related incurred losses used to determine any LAE loadings.	
16.8(a)7	(Required only if tier relativities are changing) <ul style="list-style-type: none"> <li>• Tier differentials information, relative loss ratios by tier</li> </ul>	
16.8(a)8	Earned premium at present rates with and without expense fees	
16.8(a)9	Appendix Exhibit I, Written Exposures / Primary Classification (Pleasure use calculation)	
16.8(a)10	Primary Classification Factors used to determine rates	
16.8(b)	If Percentage of Pleasure Use is greater than the mean established, a written explanation of why.	

### 3) Credibility

16.8(d)1	All data and worksheets used and judgments made	
16.8(d)2	Description of derivation methodology	
16.8(d)3	Description of application of the methodology to this filing	

### 4) Loss Development Factors (this section required only for filers with at least 0.5% of NJ market)

16.8(e)1i	All data and worksheets used and judgments made	
16.8(e)1ii	Description of derivation methodology	
16.8(e)1iii	Description of application of the methodology to this filing	

### 5) Loss Development Triangles - All data must be at total limits and/or basic limits, and must be consistent throughout the filing.

16.8(e)2	(Required only if at least 0.5% of NJ market) Paid Loss Development Triangles for the last 10 accident years for annual evaluation dates from 15 months to ... <ul style="list-style-type: none"> <li>• BI: 123 months</li> <li>• PD: 75 months</li> <li>• UM/UIM: 123 months</li> <li>• PIP: 123 months</li> <li>• Collision: 51 months</li> </ul>	_____ _____ _____ _____ _____
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	<ul style="list-style-type: none"> <li>• Comprehensive: 51 months</li> <li>• 3/5/9 year average age-to-age and age-to-ultimate factors for above</li> </ul>	_____
16.8(e)3	Information in e(2) above for incurred losses	
16.8(e)4	Information in e(2) above for either paid or incurred defense and cost containment expense (ALAE)	
16.8(e)5	(Required only if at least 0.5% of NJ market) Information in e(2) above for paid claim counts	
16.8(e)6	(Required only if at least 0.5% of NJ market) Information in e(2) above for incurred claim counts	
16.8(e)7	(Required only if at least 0.5% of NJ market) A statement regarding any changes in the filer's case loss reserving practices in the last 5 years.	

6) Loss Trend

16.8(f)1	(Required only if at least 0.5% of NJ market) <ul style="list-style-type: none"> <li>• Internal loss trend data on a paid basis (incurred basis optional), separately for frequency and severity for latest available 5 rolling years on a quarterly year ending basis, for all coverages</li> <li>• Comp./Coll. shown at or adjusted to (with explanation) \$500 deductible</li> <li>• Explanation for above if "Explain" chosen</li> </ul>	_____ Yes / Explain
16.8(f)2	External industry fast track data on a paid basis, shown separately for frequency and severity for latest available 5 years on a rolling quarterly year ending basis, for all coverages	
16.8(f)3	(Required only if at least 0.5% of NJ market) <ul style="list-style-type: none"> <li>• For all trend data described above, annual T statistics and coefficient of correlation, using least-squares regression with time as the independent variable</li> <li>• Trend calculations for at least 2 of the following point periods: 6, 9, 12, 16, 20</li> <li>• Side-by-side comparison of actual and fitted data</li> <li>• Calculations on both an exponential and straight line basis</li> </ul>	_____ _____ _____
16.8(f)4i	Derivation of Trend Factors – All data and worksheets used and judgments made	
16.8(f)4ii	Derivation of Trend Factors – Description of derivation methodology	
16.8(f)4iii	Derivation of Trend Factors – Description of application of the methodology to this filing	
16.8(f)5	Information (including studies, analyses, and fact sheets) of effects of the following: <ul style="list-style-type: none"> <li>• Changes in seatbelt use</li> <li>• Use of passive restraint systems (e.g. air bags) and safety and anti-theft devices such as anti-lock brakes and traction control</li> <li>• Changes in the drinking age</li> </ul>	_____ _____ _____

	<ul style="list-style-type: none"> <li>• Changes in price/amount of fuel purchased</li> <li>• Changes in average distance driven</li> <li>• AICRA of 1999</li> <li>• Primary Seat Belt Law of 2000</li> <li>• Graduated Licensing Law of 2001</li> <li>• Other changes</li> </ul>	<hr/> <hr/> <hr/> <hr/> <hr/>
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7) Information in Filing

16.8(g)1	Data on the mix of written exposures by length of policy for each of the last 3 years, including written exposures and written premium (or loss cost)	
16.8(g)2	<ul style="list-style-type: none"> <li>• Trend in average model year and symbol relativities for comprehensive and collision coverages</li> <li>• Explanation of method of calculation</li> <li>• All intermediate calculations</li> <li>• Average model year and symbol for each of the last five years</li> <li>• Distributions of written exposures by age/model year and symbol</li> </ul>	
16.8(g)3	Most recent 5 year history of the distribution by deductible amount of the written exposures and written premium (or loss cost) for comprehensive and collision coverages	
16.8(h)	Limitations on filing (state if none)	

8) Indication

16.8(i)	Overall Statewide change indicated by coverage	
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9) Expenses

16.9(a)II	Expense Provisions – All data and worksheets used and judgments made	
16.9(a)1ii	Expense Provisions – Description of derivation methodology	
16.9(a)2i	Average incurred expenses per exposure for last 3 calendar years for Commission & Brokerage expenses from NJ Page 14	
16.9(a)2ii	Average incurred expenses per exposure for last 3 calendar years for Other Acquisition Expenses from Part 3 of IEE	
16.9(a)2iii	Average incurred expenses per exposure for last 3 calendar years for General Expenses from Part 3 of IEE	
16.9(a)2iv	Average incurred expenses per exposure for last 3 calendar years for Taxes, Licenses, and Fees from NJ Page 14	
16.9(a)3	Compliance with N.J.S.A. 17:29A-37	
16.9(a)4	Data does not include LAD fees or AIRE information Yes / No	Yes / No

10) Proposed Rates

16.9(b)1	Proposed rates (or loss costs) for each territory and coverage together with their derivation.	
16.9(b)2	Compliance with N.J.S.A. 17:29A-36: <ul style="list-style-type: none"> <li>• Rate classification definitions uniform Statewide</li> </ul>	Yes / No

	<ul style="list-style-type: none"> <li>• Auto insurance rate charged for any class not greater than 2.5 times the rate for the base class</li> <li>• Calculation that the base rate in any territory is not greater than 35% above Statewide average base rate, by coverage (required even if not changing)</li> <li>• Calculation that the rate for senior citizens (65+) is not greater than 25% above Statewide average for that group, by coverage (required even if not changing)</li> </ul>	<hr/> <hr/>
16.9(b)3	Comparison of average Statewide variable rates, expense fees, average current premium, average proposed premium, and number of exposures, by coverage.	
16.9(b)4	Rating Examples using criteria from most recent Annual Premium Survey	

#### 11) Investment Income and Profit & Contingency Provision

16.9(c)1	Amount of investment income earned on loss, LAE, and unearned premium reserves in relation to earned premium for private passenger automobile insurance in NJ calculated for each of the last two years and estimated for current year, calculated in detail including the amount of composite reserves of each type at the beginning and end of each year.	
16.9(c)2	Cash flow pattern from policy inception date until receipt of premium, showing both premium and installment premium, by coverage.	
16.9(c)3	Cash flow pattern from policy inception date for <ul style="list-style-type: none"> <li>• Commission and brokerage</li> <li>• Other acquisition expenses</li> <li>• General expenses</li> <li>• Assessments</li> <li>• Premium taxes, licenses, and fees</li> <li>• Any other expense payments</li> </ul>	<hr/> <hr/> <hr/> <hr/> <hr/>
16.9(c)4	Cash flow pattern from policy inception date for <ul style="list-style-type: none"> <li>• Loss</li> <li>• ALAE</li> <li>• ULAE</li> </ul>	<hr/> <hr/>
16.9(d)1	Identification of all statistical plans used or consulted	
16.9(d)2	Certification that data correctly collected	
16.9(e)	Rate of return on equity capital and on total assets given the selected underwriting profit and contingency provision calculated in 16.10(a)1, showing the derivation of all factors used to produce the calculation.	
16.9(f)1	Amount of finance and other miscellaneous charges collected in NJ	
16.9(f)2	Description of all products and services supplied or received in transactions between the filer and a parent company, a wholly owned subsidiary, or an affiliated company (state if none)	

16.10(a)1	Calculation of profit and contingency provision using the ROE Formula, based on the cash flow method or another method provided	
16.10(a)2	(Required only if alternative to cash flow method used) Deductions made for prepaid expenses with documentation (state if none)	
16.10(a)3	(Required only if alternative to cash flow method used) Deductions made for delayed remission of premiums with documentation (state if none)	
16.10(a)4	(Required only if alternative to cash flow method used) Ratio of unearned premium reserves to premium obtained from NJ Page 14 and calculated as described	
16.10(a)5	(Required only if alternative to cash flow method used) Ratio of loss reserves to incurred losses derived from NJ Page 14 and calculated as described	
16.10(a)6	(Required only if alternative to cash flow method used) Ratio of LAE reserves to loss reserves derived from Part 3A of the Statutory Annual Statement and calculated as described	
16.10(a)7	Expected L+LAE Ratio = 1 - Underwriting Expense Ratio - Underwriting Profit & Contingency Provision	
16.10(a)8	Interest Rate used is larger of average of last two years' investment income yield or estimated yield for current year, calculated in N.J.A.C. 11:3-16.9(c)1	

## 12) Expenses and Other Information

16.10(b)1	Commission & Brokerage expense provision derived from NJ Page 14	
16.10(b)2	Premium Tax expense provision derived from NJ Page 14	
16.10(b)3	NJ Specific Data used for Assessments	
16.10(b)4	General & Other Acquisition Expenses derived from Part 3 of IEE	
16.10(b)5	Trend of General & Other Acquisition expense using All Items CPI and monthly average weekly wages for fire and casualty insurance employees (50/50 weighting)	
16.10(b)6	Expenses Capped by Appendix Exhibit H Calculation (available on DOBI web site)	
16.10(b)7	Excluded Expenses (state if none)	
16.10(b)8	Expense dollars excluded in accordance with (b)1 or justification provided for use	
16.10(b)9	Bodily Injury Liability Zero/Verbal Threshold Commissions equalized using Appendix Exhibit C	
16.10(c)1	Accident Year data used for liability coverages	Yes / No
16.10(c)2	Most recent Accident Year data ends no more than 15 months before submission date of filing (Accident Year need not end on December 31).	Yes / No
16.10(d)1	Frequency & Severity calculated separately in loss trends	Yes / No
16.10(d)2	Adjustment for Symbol Drift and Model Year Rating	Yes / No

16.10(e)	Filer demonstrates that a reasonable rate of return on its capital investment will result from proposed rates	
16.10(f)	(Optional) Alternate rate making procedure	
16.10(g)1	Appendix Exhibit J, Rate Pursuit Questionnaire	
16.10(g)2	Sample New & Renewal Insurance Applications	

13) Filings Reflecting Assessments and Surtaxes (only required if filing under this section)

16.11(b)2	NJ and CW Page 14 for the last 10 years, with list of states included in CW	
16.11(b)3	For all affiliates, 10 years of the following: <ul style="list-style-type: none"> <li>• P&amp;C affiliates: NJ Page 14</li> <li>• Title affiliates: Operations and Investment Exhibit (Page 4) and Schedule T</li> <li>• L&amp;H affiliates: Page 3, Page 5, Page 7 &amp; 7A</li> </ul>	_____ _____
16.11(b)3iv	Estimate of amount of business in other lines produced by the synergistic effects of insurer writing PPA insurance	
16.11(b)4	Appendix Exhibit F	
16.11(b)5	Appendix Exhibit G	
16.11(b)6	For current and preceding 2 years, schedule of premiums, incurred losses, and operating expenses by NJ lines of business from lines 1-22 of IEE Part 2, and a schedule of operating expenses for lines 1-22 of IEE Part 1 (aggregate of expenses by line item must agree with total from lines 4-8 of IEE Part 2)	
16.11(b)7	For each line item expenditure in (b)6 <ul style="list-style-type: none"> <li>• Description of all allocation methodologies used to allocate corporate-wide costs (including worldwide, countrywide, and regionwide) to NJ</li> <li>• Description of all allocation methodologies used to allocate operating expenses to NJ PPA liability and physical damage to all other NJ lines</li> <li>• Explanation for any changes in allocation methodologies between years</li> <li>• For each operating expense classification by each NJ line of business, schedule which shows the expenses directly charged to a line of business, and indirect expenses allocated to various lines of business using reasonable methodology</li> </ul>	_____ _____ _____
16.11(b)8	For each NJ line of business (including PPA): <ul style="list-style-type: none"> <li>• Number of named insureds</li> <li>• Number of employees directly dedicated to the line of business</li> <li>• Area of office space dedicated to the line of business (excluding allocations of corporate or administrative office space)</li> <li>• Hours of data processing time charged</li> <li>• Volume of exposures</li> <li>• Number of policies in force</li> </ul>	_____ _____ _____ _____ _____

	• Number of claims reported during each of the three years requested	
16.11(b)9	Internal accounting control report	
16.11(b)10	List of internal audits in current years	
16.11(b)11	Copies of internal audit reports issued during current year with responses	
16.11(b)13	Reason why assessment should be included in PPA rates	
16.11(e)	Formula believed appropriate for determining return required, with supporting analysis and data fully explaining why formula should be utilized	