

State: Arkansas **Filing Company:** Markel American Insurance Company
TOI/Sub-TOI: 04.0 Homeowners/04.0002 Mobile Homeowners
Product Name: Markel Manufactured Homeowners
Project Name/Number: Markel Manufactured Homeowners Rate Filing/ARMMHR-121

Filing at a Glance

Company: Markel American Insurance Company
Product Name: Markel Manufactured Homeowners
State: Arkansas
TOI: 04.0 Homeowners
Sub-TOI: 04.0002 Mobile Homeowners
Filing Type: Rate
Date Submitted: 07/26/2012
SERFF Tr Num: MRKA-128588229
SERFF Status: Closed-Filed
State Tr Num:
State Status:
Co Tr Num: ARMMHR-121

Effective Date: 09/15/2012
Requested (New):
Effective Date: 10/20/2012
Requested (Renewal):
Author(s): Sue Cisz, Nate Veith
Reviewer(s): Becky Harrington (primary)
Disposition Date: 08/21/2012
Disposition Status: Filed
Effective Date (New): 09/15/2012
Effective Date (Renewal): 10/20/2012

State Filing Description:
referred to Commissioner 8/1/12;

State: Arkansas **Filing Company:** Markel American Insurance Company
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General Information

Project Name: Markel Manufactured Homeowners Rate Filing Status of Filing in Domicile: Not Filed
 Project Number: ARMMHR-121 Domicile Status Comments:
 Reference Organization: Reference Number:
 Reference Title: Advisory Org. Circular:
 Filing Status Changed: 08/21/2012
 State Status Changed: 08/17/2012 Deemer Date:
 Created By: Nate Veith Submitted By: Sue Cisz
 Corresponding Filing Tracking Number:

Filing Description:

We enclose our 2012 final print rate revision to our current Markel Manufactured Homeowners program. The last program revision, with a rate impact, was filed with your department effective 12/17/2009 for new business and 12/17/2009 for renewals under SERFF file MRKA-126315977, and our file ARMMHRR-091.

This filing changes the Markel Manufactured Homeowners rate levels as follows:

- Coverages A, B, C, and D for Owner and Rental usages increase by 11%.
- Coverages A, B, and C for Seasonal and Vacant usage increase by 11%.
- Coverages B, C and D for Tenant usage increase by 11%.
- Overall rate level increase by 9.4%.

Please see our revised Rating Factors item B. Coverage Base Rates on RF-2. These changes are based on our experience. Any necessary supporting documentation is enclosed.

We submit these program changes using your "file and use" statutes with an effective date of August 31, 2012 for new business and October 5, 2012 for renewals. We understand this filing to be deemed approved if not disapproved within this time period. Please contact us if you have any questions or concerns regarding this filing.

Company and Contact

Filing Contact Information

Nate Veith, Regulatory Compliance nveith@markelcorp.com
 Specialist
 N14 W 23800 Stone Ridge Drive 262-548-9880 [Phone] 33395 [Ext]
 Waukesha, WI 53188

Filing Company Information

Markel American Insurance Company	CoCode: 28932	State of Domicile: Virginia
P.O. Box 906	Group Code: 785	Company Type: Property & Casualty
N14 W23800	Group Name: Markel	State ID Number:
Pewaukee, WI 53072-0906	FEIN Number: 54-1398877	
(800) 236-2862 ext. [Phone]		

Filing Fees

State: Arkansas **Filing Company:** Markel American Insurance Company
TOI/Sub-TOI: 04.0 Homeowners/04.0002 Mobile Homeowners
Product Name: Markel Manufactured Homeowners
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Fee Required? Yes
Fee Amount: \$100.00
Retaliatory? No
Fee Explanation: Rate—changes to independent rate filing \$100 x 1

Total:\$100

Per Company: No

Company	Amount	Date Processed	Transaction #
Markel American Insurance Company	\$100.00	07/26/2012	61217443

SERFF Tracking #:

MRKA-128588229

State Tracking #:**Company Tracking #:**

ARMMHR-121

State:

Arkansas

Filing Company:

Markel American Insurance Company

TOI/Sub-TOI:

04.0 Homeowners/04.0002 Mobile Homeowners

Product Name:

Markel Manufactured Homeowners

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Markel Manufactured Homeowners Rate Filing/ARMMHR-121

Correspondence Summary

Dispositions

Status	Created By	Created On	Date Submitted
Filed	Becky Harrington	08/21/2012	08/21/2012

Objection Letters and Response Letters

Objection Letters

Status	Created By	Created On	Date Submitted
No response necessary	Becky Harrington	08/01/2012	08/01/2012
Pending Industry Response	Becky Harrington	07/27/2012	07/27/2012

Response Letters

Responded By	Created On	Date Submitted
Nate Veith	07/31/2012	07/31/2012

State: Arkansas
TOI/Sub-TOI: 04.0 Homeowners/04.0002 Mobile Homeowners
Product Name: Markel Manufactured Homeowners
Project Name/Number: Markel Manufactured Homeowners Rate Filing/ARMMHR-121

Filing Company: Markel American Insurance Company

Disposition

Disposition Date: 08/21/2012
 Effective Date (New): 09/15/2012
 Effective Date (Renewal): 10/20/2012
 Status: Filed
 Comment:

Company Name:	Overall % Indicated Change:	Overall % Rate Impact:	Written Premium Change for this Program:	# of Policy Holders Affected for this Program:	Written Premium for this Program:	Maximum % Change (where req'd):	Minimum % Change (where req'd):
Markel American Insurance Company	20.500%	9.400%	\$27,259	465	\$22,009	10.000%	6.600%

Schedule	Schedule Item	Schedule Item Status	Public Access
Supporting Document	NAIC loss cost data entry document	Filed	Yes
Supporting Document	NAIC Loss Cost Filing Document for OTHER than Workers' Comp		Yes
Supporting Document (revised)	Support	Filed	Yes
Supporting Document	Support		Yes
Rate	Rating Factors	Filed	Yes

State: Arkansas **Filing Company:** Markel American Insurance Company
TOI/Sub-TOI: 04.0 Homeowners/04.0002 Mobile Homeowners
Product Name: Markel Manufactured Homeowners
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Objection Letter

Objection Letter Status	No response necessary
Objection Letter Date	08/01/2012
Submitted Date	08/01/2012
Respond By Date	

Dear Nate Veith,

Introduction:

This will acknowledge receipt of the recent response.

This filing is being referred to the Commissioner for review due to the requested increase amount being greater than 6%. Please do not respond at this time.

Conclusion:

NOTICE regarding, corrections to filings and scrivener's Errors:

Effective for all filings made on or after June 1, 2011, Arkansas no longer allows the re-opening of closed filings for corrections, changes in effective dates, scrivener's errors, amendments or substantive changes. Please see the General Instructions for how these events will be handled after the effective date of the change."

In accordance with Regulation 23, Section 7.A., this filing may not be implemented until 20 days after the requested amendment(s) and/or information is received.

Sincerely,
Becky Harrington

State: Arkansas **Filing Company:** Markel American Insurance Company
TOI/Sub-TOI: 04.0 Homeowners/04.0002 Mobile Homeowners
Product Name: Markel Manufactured Homeowners
Project Name/Number: Markel Manufactured Homeowners Rate Filing/ARMMHR-121

Objection Letter

Objection Letter Status	Pending Industry Response
Objection Letter Date	07/27/2012
Submitted Date	07/27/2012
Respond By Date	

Dear Nate Veith,

Introduction:

This will acknowledge receipt of the captioned filing.

Objection 1

- Support (Supporting Document)

Comments: Please provide an explanation for BF shown in the rate indication exhibit.

Objection 2

- Support (Supporting Document)

Comments: Provide additional supporting documentation for the development of the Catastrophe Load.

Conclusion:

NOTICE regarding, corrections to filings and scrivener's Errors:

Effective for all filings made on or after June 1, 2011, Arkansas no longer allows the re-opening of closed filings for corrections, changes in effective dates, scrivener's errors, amendments or substantive changes. Please see the General Instructions for how these events will be handled after the effective date of the change."

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Sincerely,

Becky Harrington

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Product Name: Markel Manufactured Homeowners
Project Name/Number: Markel Manufactured Homeowners Rate Filing/ARMMHR-121

Filing Company: Markel American Insurance Company

Response Letter

Response Letter Status	Submitted to State
Response Letter Date	07/31/2012
Submitted Date	07/31/2012

Dear Becky Harrington,

Introduction:

Thank you for your recent review of our filing. Our response follows the order of your objection letter.

Response 1

Comments:

Please see attachment (Selection of BF Loss Ratio) in supporting documentation.

Related Objection 1

Applies To:

- Support (Supporting Document)

Comments: Please provide an explanation for BF shown in the rate indication exhibit.

Changed Items:

Supporting Document Schedule Item Changes

Satisfied -Name: Support

Comment: In document AR MH Indications 2012, under V: All Coverages appears a #DIV/0! . The reason for this is because there was no business in those years and the formula in those cells are trying to divide zero by zero, causing the #DIV/0! entry.

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

Response 2

Comments:

Under the supporting documentation tab we have included our documentation regarding the Catastrophe Load (MH Cat Load - AR.) The data in the Catastrophe Load goes back to 2007.

Related Objection 2

Applies To:

- Support (Supporting Document)

SERFF Tracking #:

MRKA-128588229

State Tracking #:

Company Tracking #:

ARMMHR-121

State:

Arkansas

Filing Company:

Markel American Insurance Company

TOI/Sub-TOI:

04.0 Homeowners/04.0002 Mobile Homeowners

Product Name:

Markel Manufactured Homeowners

Project Name/Number:

Markel Manufactured Homeowners Rate Filing/ARMMHR-121

Comments: Provide additional supporting documentation for the development of the Catastrophe Load.

Changed Items:

Supporting Document Schedule Item Changes

Satisfied -Name: Support

Comment: In document AR MH Indications 2012, under V: All Coverages appears a #DIV/0! . The reason for this is because there was no business in those years and the formula in those cells are trying to divide zero by zero, causing the #DIV/0! entry.

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

Conclusion:

We look forward to receiving your department's approval. If you have any further questions or concerns regarding this filing, please contact us.

Sincerely,

Nate Veith

State: Arkansas **Filing Company:** Markel American Insurance Company
TOI/Sub-TOI: 04.0 Homeowners/04.0002 Mobile Homeowners
Product Name: Markel Manufactured Homeowners
Project Name/Number: Markel Manufactured Homeowners Rate Filing/ARMMHR-121

Post Submission Update Request Processed On 08/21/2012

Status: Allowed
Created By: Nate Veith
Processed By: Becky Harrington
Comments:

General Information:

Field Name	Requested Change	Prior Value
Effective Date Requested (New)	09/15/2012	08/31/2012
Effective Date Requested (Renew)	10/20/2012	10/05/2012

SERFF Tracking #:

MRKA-128588229

State Tracking #:

Company Tracking #:

ARMMHR-121

State: Arkansas
 TOI/Sub-TOI: 04.0 Homeowners/04.0002 Mobile Homeowners
 Product Name: Markel Manufactured Homeowners
 Project Name/Number: Markel Manufactured Homeowners Rate Filing/ARMMHR-121

Filing Company: Markel American Insurance Company

Rate Information

Rate data applies to filing.

Filing Method: File and Use
 Rate Change Type: Increase
 Overall Percentage of Last Rate Revision: 0.000%
 Effective Date of Last Rate Revision: 12/17/2009
 Filing Method of Last Filing: File and Use

Company Rate Information

Company Name:	Overall % Indicated Change:	Overall % Rate Impact:	Written Premium Change for this Program:	# of Policy Holders Affected for this Program:	Written Premium for this Program:	Maximum % Change (where req'd):	Minimum % Change (where req'd):
Markel American Insurance Company	20.500%	9.400%	\$27,259	465	\$22,009	10.000%	6.600%

SERFF Tracking #:

MRKA-128588229

State Tracking #:**Company Tracking #:**

ARMMHR-121

State:

Arkansas

Filing Company:

Markel American Insurance Company

TOI/Sub-TOI:

04.0 Homeowners/04.0002 Mobile Homeowners

Product Name:

Markel Manufactured Homeowners

Project Name/Number:

Markel Manufactured Homeowners Rate Filing/ARMMHR-121

Rate/Rule Schedule

Item No.	Schedule Item Status	Exhibit Name	Rule # or Page #	Rate Action	Previous State Filing Number	Attachments
1	Filed 08/21/2012	Rating Factors	RF-2	Replacement	MRKA-126315977	MH RF Pages - 2012 AR RF-2.pdf



Arkansas Markel Manufactured Home Program
Markel American Insurance Company

RATING FACTORS

B. Coverage Base Rates

All coverages subject to a minimum written premium of \$1.

<u>Coverage</u>	<u>Owner</u>	<u>Seasonal</u>	<u>Rental</u>	<u>Tenant</u>	<u>Vacant</u>
A	396.00	407.00	225.50	n/a	455.40
B	0.77	0.77	0.88	0.77	0.89
C	0.77	0.88	1.10	2.20	0.89
D	0.06	n/a	0.06	0.06	n/a
E	17.00	17.00	23.00	17.00	20.00
F	5.00	5.00	5.00	5.00	6.00
G	1.00	1.00	1.00	1.00	1.00

SERFF Tracking #:

MRKA-128588229

State Tracking #:

Company Tracking #:

ARMMHR-121

State: Arkansas

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TOI/Sub-TOI: 04.0 Homeowners/04.0002 Mobile Homeowners

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Supporting Document Schedules

		Item Status:	Status Date:
Satisfied - Item:	NAIC loss cost data entry document	Filed	08/21/2012
Comments:			
Attachment(s):			
Ar RF-1 MH - 2012.pdf			

		Item Status:	Status Date:
Bypassed - Item:	NAIC Loss Cost Filing Document for OTHER than Workers' Comp		
Bypass Reason:	Not applicable to this independent rate filing.		
Comments:			

		Item Status:	Status Date:
Satisfied - Item:	Support	Filed	08/21/2012
Comments:	In document AR MH Indications 2012, under V: All Coverages appears a #DIV/0! . The reson for this is because there was no business in those years and the formula in those cells are trying to divide zero by zero, causing the #DIV/0! entry.		
Attachment(s):			
Overall Impact Summary.pdf			
AR MH Indications 2012.pdf			
Exhibit IV.pdf			
Loss and Expense Ratios.pdf			
MH Trend Info.pdf			
MH Rule and Rate Manual Listing - 2012 AR.pdf			
MH Cat Load - AR.pdf			
Selection of BF loss ratio - AR.pdf			

FORM RF-1 Rate Filing Abstract NAIC LOSS COST DATA ENTRY DOCUMENT

Form RF-1

1.	This filing transmittal is part of Company Tracking #	ARMMHR-121	Rev. 4/96
2.	If filing is an adoption of an advisory organization loss cost filing, give name of Advisory Organization and Reference/Item Filing Number	Not applicable.	
Company Name		Company NAIC Number	
3.	A. Markel American Insurance Company	B. 28932	
Product Coding Matrix Line of Business (i.e., Type of Insurance)		Product Coding Matrix Line of Business (i.e., Sub-type of Insurance)	
4.	A. 04.0 Homeowners	B. 04.0002 Mobile Homeowners	

5.

(A) COVERAGE (See Instructions)	(B) Indicated % Rate Level Change	(C) Requested % Rate Level Change	FOR LOSS COSTS ONLY				
			(D) Expected Loss Ratio	(E) Loss Cost Modification Factor	(F) Selected Loss Cost Multiplier	(G) Expense Constant (If Applicable)	(H) Co. Current Loss Cost Multiplier
All	20.5%	9.40%					
TOTAL OVERALL EFFECT	0.0%	0.00%					

6. 5 Year History Rate Change History

Year	Policy Count	% of Change	Effective Date	State Earned Premium (000)	Incurred Losses (000)	State Loss Ratio	Countrywide Loss Ratio
2011	382	n/a	n/a	123,201	48,732	39.6%	56.9%
2010	121	0.00%	n/a	27,211	16,829	61.8%	60.2%
2009	0	0.00%	12/17/2009 - NP	0	0	0.0%	0.00%

7.

Expense Constants	Selected Provisions
A. Total Production Expense	21.1%
B. General Expense + ULAE	16.8%
C. Taxes, License & Fees	2.0%
D. Underwriting Profit & Contingencies	11%
E. Other (explain)=Invstmt Inc.	1.300%
F. TOTAL	49.6%

Overall Impact Summary
Arkansas
Manufactured Home Program

<u>Change by Usage</u>	Current Inforce <u>Premium</u>	Proposed Inforce <u>Premium</u>	<u>\$ Change</u>	<u>% Change</u>
Owner	259,391	283,828	24,437	9.4%
Seasonal	12,384	13,535	1,151	9.3%
Rental	14,850	16,194	1,344	9.1%
Tenant	1,342	1,468	126	9.4%
Vacant	2,127	2,328	201	9.4%
Overall	290,094	317,353	27,259	9.4%

MARKEL AMERICAN INSURANCE COMPANY

2012 RATE INDICATION

MOBILEHOME

Arkansas

RESULTS INCLUDING 2011

I. 1ST PARTY

	Cal/Acc Year					Total
	2007	2008	2009	2010	2011	
(a) Earned Premium	0	0	0	26,289	117,635	143,924
(b) Factor to Current Rate Level	1.000	1.000	1.000	1.000	1.000	
Premium at Current Rate Level	0	0	0	26,289	117,635	143,924
Reported Incurred Losses (Non Cat)	0	0	0	17,084	40,825	57,909
(c) Development Factor	1.000	1.020	1.010	1.025	1.102	
Ultimate Inc Losses (Non Cat), INC LDF method	0	0	0	17,511	44,989	62,501
BF a priori	60.0%	60.0%	60.0%	65.0%	70.0%	
Ultimate Inc Losses (Non Cat), INC BF method	0	0	0	17,501	48,447	65,948
(d) Selected Non Catastrophe Losses	0	0	0	17,503	48,447	65,950
(e) Trend Factor	1.847	1.670	1.510	1.365	1.234	
Ult. Trended Incurred Losses (Non Cat)	0	0	0	23,890	59,771	83,661
(f) Catastrophe Load	60.7%	60.7%	60.7%	60.7%	60.7%	
Ult. Trended Incurred Losses (Cat)	0	0	0	14,501	36,281	50,782
Total Ult. Trended Incurred Losses (Non Cat+Cat)	0	0	0	38,391	96,053	134,443
Total Ult. Trended Loss Ratio	0.0%	0.0%	0.0%	146.0%	81.7%	93.4%
Reported Claims	0	0	0	4	14	18
(g) Credibility Factor						0.129
(h) Expected Loss Ratio						54.4%
Credibility Weighted Total Ult. Trended Loss Ratio						59.4%
Indicated Cat + Non Cat Rate Change						20.8%

NOTES:

(a) 2011 premium has been annualized using a factor of 12/12

(b) Rate change history is as follows:

01/00/00	0.0%
01/00/00	0.0%
01/00/00	0.0%
01/00/00	0.0%
01/00/00	0.0%
01/00/00	0.0%

(c) Dev factors are based on countrywide data.

(d) Selection Weights: Year 2011 is 100% BF; Year 2010 is 80% BF, 20% LDF; All other years are 100% LDF.

(e) Assumed effective date is 8/1/2012.
The trend rate is 10.6%

(f) Catastrophe Load based on state experience

(g) Standard for full credibility is 1,082 claims, given that we want to be within 5% of the true answer 90% of the time.

(h) The permissible loss ratio is 49.2%.
The expected loss ratio is the permissible trended for one year.

MARKEL AMERICAN INSURANCE COMPANY

2012 RATE INDICATION

MOBILEHOME

Arkansas

II. 3RD PARTY

	Cal/Acc Year					Total
	2007	2008	2009	2010	2011	
(a) Earned Premium	0	0	0	1,138	5,350	6,488
(b) Factor to Current Rate Level	1.000	1.000	1.000	1.000	1.000	
Premium at Current Rate Level	0	0	0	1,138	5,350	6,488
Reported Incurred Losses (Non Cat)	0	0	0	0	4,660	4,660
(c) Development Factor	1.000	1.020	1.010	1.025	1.102	
Ultimate Inc Losses (Non Cat), INC LDF method	0	0	0	0	5,135	5,135
BF a priori	60.0%	60.0%	60.0%	65.0%	70.0%	
Ultimate Inc Losses (Non Cat), INC BF method	0	0	0	18	5,007	5,025
(d) Selected Non Catastrophe Losses	0	0	0	14	5,007	5,021
(e) Trend Factor	1.847	1.670	1.510	1.365	1.234	
Ult. Trended Incurred Losses (Non Cat)	0	0	0	20	6,177	6,197
(f) Catastrophe Load	0.0%	0.0%	0.0%	0.0%	0.0%	
Ult. Trended Incurred Losses (Cat)	0	0	0	0	0	0
Total Ult. Trended Incurred Losses (Non Cat+Cat)	0	0	0	20	6,177	6,197
Total Ult. Trended Loss Ratio	0.0%	0.0%	0.0%	1.7%	115.5%	95.5%
Reported Claims	0	0	0	0	2	2
(g) Credibility Factor						0.043
(h) Expected Loss Ratio						54.4%
Credibility Weighted Total Ult. Trended Loss Ratio						56.2%
Indicated Cat + Non Cat Rate Change						14.2%

NOTES:

(a) 2011 premium has been annualized using a factor of 12/12

(b) Rate change history is as follows:

01/00/00	0.0%
01/00/00	0.0%
01/00/00	0.0%
01/00/00	0.0%
01/00/00	0.0%
01/00/00	0.0%

(c) Dev factors are based on countrywide data.

(d) Selection Weights: Year 2011 is 100% BF; Year 2010 is 80% BF, 20% LDF; All other years are 100% LDF.

(e) Assumed effective date is 8/1/2012.
The trend rate is 10.6%

(f) Catastrophe Load based on state experience

(g) Standard for full credibility is 1,082 claims, given that we want to be within 5% of the true answer 90% of the time.

(h) The permissible loss ratio is 50.0%.
The expected loss ratio is the permissible trended for one year.

MARKEL AMERICAN INSURANCE COMPANY

2012 RATE INDICATION

MOBILEHOME

Arkansas

V. ALL COVERAGES

	Cal/Acc Year					Total
	2007	2008	2009	2010	2011	
Earned Premium	0	0	0	27,427	122,985	150,412
Implied Fac to Curr Rate Level	#DIV/0!	#DIV/0!	#DIV/0!	1.000	1.000	
Premium at Current Rate Level	0	0	0	27,427	122,985	150,412
Reported Incurred Losses (Non Cat)	0	0	0	17,084	45,485	62,569
Development Factor	#DIV/0!	#DIV/0!	#DIV/0!	1.025	1.175	
Ultimate Inc Losses (Non Cat), INC LDF method	0	0	0	17,517	53,454	70,971
Implied Trend Factor	#DIV/0!	#DIV/0!	#DIV/0!	1.365	1.234	
Ult. Trended Incurred Losses (Non Cat)	0	0	0	23,909	65,948	89,858
Total Ult. Trended Incurred Losses (Non Cat+Cat)	0	0	0	38,410	102,230	140,640
Total Ult. Trended Loss Ratio	0.0%	0.0%	0.0%	140.0%	83.1%	93.5%
Reported Claims	0	0	0	4	16	20
Credibility Factor						#N/A
Expected Loss Ratio						#N/A
Credibility Weighted Total Ult. Trended Loss Ratio						#N/A
Premium Wtd Indicated Rate Change- Cat and Non Cat						20.5%

**Markel American Insurance Company
Markel Insurance Company
Essex Insurance Company**

EXHIBIT IV

**CALCULATION OF INVESTMENT INCOME
Calendar Years: 2011 & 2010
Property**

UNEARNED PREMIUM

(1) Direct earned premium Countrywide latest calendar year all lines	\$15,550,020
(2) Mean unearned premiums:	
A. Direct Countrywide unearned premium reserves @12/31 latest calendar year	8,157,181
B. Direct Countrywide unearned premium reserves @12/31 penultimate calendar year	5,580,199
C. Mean unearned premium 1/2(A+B)	6,868,690
(3) Deduction for delayed remission of premium:	
A. Direct country wide earned premium latest calendar year	88,935,408
B. Direct agents balances @ 12/31 latest calendar year	3,428,288
C. Direct agents balances @ 12/31 penultimate calendar year	3,644,697
D. Mean agents' balances 1/2(B+C)	3,536,492
E. Ratio (D) / (A)	3.98%
F. Deduction for delayed remission of premium (1) * (E)	618,269
(4) Deduction for prepaid expenses:	
A. Net premium earned	15,550,020
B. Commission and brokerage	0.210
C. 50 % of other acquisition cost	0.000
D. 50 % of general expense	0.084
E. Taxes, licenses and fees	0.020
F. Total prepaid expenses (B) + (C) + (D) + (E)	4,878,474
G. Ratio (F) / (A)	31.37%
H. Deduction for prepaid expenses (2C) * (G)	2,154,914
(5) Deduction for federal taxes payable (2C)*7%	480,808
(6) Net subject to investment (2C) - (3F) - (4H) - (5)	3,614,699

LOSS RESERVES

(7) Expected incurred losses	
(1) * (Balance Point Loss Ratio)	7,653,484
(8) Expected mean loss reserves:	
A. Direct Countrywide loss reserve @12/31 latest calendar year (All Lines)	2,276,434
B. Direct Countrywide loss reserve @12/31 penultimate calendar year	1,816,356
C. Mean loss reserve for latest calendar year 1/2 (A + B)	2,046,395
D. Direct Countrywide incurred losses for latest calendar year	5,959,000
E. Ratio (C) / (D)	34.34%
F. Direct Countrywide loss reserve @12/31 penultimate calendar year	1,816,356
G. Direct Countrywide loss reserve @12/31 antepenultimate calendar year	2,069,482
H. Mean loss reserve for penultimate calendar year 1/2 (F + G)	1,942,919
I. Direct Countrywide incurred losses for penultimate calendar year	4,659,000
J. Ratio (H) / (I)	41.70%
K. Weighted Average of J & E (Based on I & D)	37.57%
L. Expected mean loss reserves (7) * (K)	2,875,414
(9) Expected mean loss and loss adjustment expense reserve	
A. Countrywide net loss reserves @12/31 latest calendar year	2,390,740
B. Countrywide net loss reserves @12/31 penultimate calendar year	1,816,356
C. Mean net loss reserves 1/2 (A + B)	2,103,548
D. Countrywide net loss adjustment expense reserve @12/31 latest calendar year	225,391
E. Countrywide net loss adjustment expense reserve @12/31 penultimate calendar year	157,965
F. Mean net loss adjustment expense reserve 1/2 (D +E)	191,678
G. Ratio 1 + (F / C)	109.11%
H. Expected mean loss and loss adjustment expense reserve (8L) * (G)	3,137,422

TOTAL	<u>COMBINED</u>
(10) Total net subject to investment (6) + (9H)	6,752,121
(11) Pre-tax rate of return:	
A. Net investment income for latest calendar year	49,132,065
B. Assets available for investment @12/31 latest calendar year	1,434,316,585
C. Assets available for investment @12/31 penultimate calendar year	1,404,884,012
D. Mean assets available for investment 1/2 (B +C)	1,419,600,299
E. Pre-tax rate of return (A) / (D)	3.46%
F. After tax rate of return on surplus = 11E*(effective tax rate)	3.09%
(12) Investment earnings on total net subject to investment (10) * (11E)	233,691
(13) A. Federal income tax on investment earnings	25,224
B. Adjustment to line (a) due to federal income tax changes	0
C. Net federal income tax on investment earnings (A) +/- (B)	25,224
(14) Average rate of return as a percentage of earned premiums ((12) - (13C) / (1)	1.34%

Calculation of Profit Provision

(15) Target rate of return on surplus	0.20
(16) Selected premium to surplus ratio	2
(17) After tax ratio of investment income from reserves to surplus (14*16)	0.027
(18) After tax ratio of investment income from premium to surplus (11F)	0.031
(19) After tax ratio of underwriting profit to surplus (15)-((17)+(18))	0.142
(20) Pre tax ratio of underwriting profit to surplus (19)/(1.0-.35)	0.219
(21) Pre tax ratio of underwriting profit to premium (20)/(16)	0.11
(22) Selected ratio of underwriting profit to premium	0.11

Calculation of Permissible Loss Ratio

(23) Underwriting profit needed to meet target rate of return (22)	0.11
(24) Underwriting expenses	
A. Commissions	0.210
B. Taxes	0.020
C. General expenses and other acquisition expenses	0.168
D. Total expenses = (A)+(B)+(C)	0.398
(25) Permissible loss ratio (1.0-(23)-(24))	0.492

Markel Underwriting Managers
Loss and Expense Ratios
Property

	2012 Budget		2011		2010		2009		2008		2007	
Written Premium	20,417,750		17,697,825		12,211,859		10,809,396		9,402,383		8,047,546	
Earned Premium	19,804,609		15,124,677		11,663,350		10,431,236		8,688,858		8,244,660	
ULAE	594,138	3.0%	259,224	1.7%	273,754	2.3%	234,515	2.2%	206,552	2.4%	208,598	2.5%
Commissions	4,574,865											
Regular	4,158,968	21.0%	4,335,087	24.5%	2,880,338	23.6%	2,535,923	23.5%	2,208,655	23.5%	1,859,992	23.1%
Contingent	122,507	0.6%	10,689	0.1%	(5,181)	0.0%	31,206	0.3%	23,401	0.2%	20,107	0.2%
	4,281,475	21.0%	4,345,776	24.6%	2,875,157	23.5%	2,567,129	23.7%	2,232,056	23.7%	1,880,099	23.4%
Other Acquisition Expense												
Fronting Fees	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%
Selling Expense	11,761	0.1%	12,551	0.1%	2,652	0.0%	2,047	0.0%	2,449	0.0%	10,469	0.1%
	11,761	0.1%	12,551	0.1%	2,652	0.0%	2,047	0.0%	2,449	0.0%	10,469	0.1%
Premium Taxes & Licenses												
Premium Taxes-Direct	402,681	2.0%	345,613	2.0%	160,471	1.3%	183,893	1.7%	252,221	2.7%	156,880	1.9%
Licenses-Agent Appt. Fe	4,586	0.0%	6,652	0.0%	8,304	0.1%	1,946	0.0%	6,731	0.1%	6,227	0.1%
	407,267	2.0%	352,265	2.0%	168,775	1.4%	185,839	1.7%	258,952	2.8%	163,107	2.0%
General Expenses	2,809,455	13.8% *	1,871,900	10.6%	1,052,384	8.6%	1,551,710	14.4%	1,413,967	15.0%	1,302,805	16.2%

Severity and Frequency Trends

Market Manufactured Home - Countrywide

Accident Year	Earned Premium	Earned Unit Count	Incurred Losses	Loss Development Factors	Ultimate Losses	Incurred Counts	Count Development Factors	Ultimate Counts	Ultimate Severity	Ultimate Frequency	Ultimate Pure Premium	
2007	6,724,659	17,634	3,214,611	1.000	3,214,611	998	1.000	998	3,221	5.66%		
2008	7,178,191	18,075	4,141,056	1.002	4,149,338	1,140	1.000	1,140	3,640	6.31%	230	
2009	7,735,335	18,990	3,963,639	1.010	4,003,275	1,288	1.001	1,289	3,106	6.79%	211	
2010	7,603,290	17,913	4,781,685	1.025	4,901,227	1,222	1.001	1,223	4,008	6.83%	274	
2011	7,894,958	17,616	4,121,466	1.102	4,541,856	1,346	1.099	1,479	3,071	8.40%	258	
Total:	37,136,433	90,228	20,222,457		20,810,307	5,994		6,129	3,395	6.79%	231	
									2008-2010 Annualized Trend:	4.9%	4.0%	9.2%
									2008-2011 Annualized Trend:	-2.5%	9.0%	6.3%
									2009-2011 Annualized Trend:	0.0%	9.1%	10.6%
									Credibility:	1.000		



Arkansas Markel Manufactured Home Program
Markel American Insurance Company

RULE AND RATE MANUAL LISTING PAGE - EFFECTIVE 08/31/2012

<u>PAGE NO.</u>	<u>EDITION</u> <u>DATE</u>	<u>INCLUSION</u>	<u>DESCRIPTION</u>
P-1	11/2/2009	Not Included	GENERAL RULES
PC-1	11/2/2009	Not Included	PREMIUM CALCULATIONS
PC-2	11/2/2009	Not Included	PREMIUM CALCULATIONS
PC-3	11/2/2009	Not Included	PREMIUM CALCULATIONS
PC-4	11/2/2009	Not Included	PREMIUM CALCULATIONS
RF-1	11/2/2009	Not Included	RATING FACTORS
RF-2	8/31/2012	Included	RATING FACTORS
RF-3	11/2/2009	Not Included	RATING FACTORS
RF-4	11/2/2009	Not Included	RATING FACTORS
RF-5	11/2/2009	Not Included	RATING FACTORS
RF-6	11/2/2009	Not Included	OPTIONAL COVERAGES
RF-7	11/2/2009	Not Included	OPTIONAL COVERAGES
T-1	11/2/2009	Not Included	TERRITORY PAGE

Arkansas Manufactured Home - Cat Load

Year	Cat Loss	All Losses	All Less Cat	Cat Ratio
2007	0	5,997	5,997	0.0000
2008	75,987	132,117	56,130	1.3538
2009	41,733	140,556	98,823	0.4223
2010	6,412	128,508	122,096	0.0525
2011	100,041	200,363	100,322	0.9972
Total	224,173	607,541	383,368	0.5847
			Cat Load	58.5%

Started writing in 2007

Support for Selection of Bornhuetter-Ferguson loss ratio in Arkansas

When contemplating an a priori loss ratio for the Bornhuetter-Ferguson method, we first consider the most credible body of historical loss experience available. Based on this loss experience, we look to the ultimate loss ratios of past accident years as a reasonable hypothesis for how future years' loss experience will emerge.

Consider the following Countrywide Projected Ultimate Loss Ratios for the Property program:

Markel American Insurance
Company
Property
as of 12/2011
('000)

	<u>CW Earned Premium</u>	<u>CW Ultimate Losses</u>	<u>Ultimate Loss Ratio</u>	<u>Average Prior 3 ULR's</u>	<u>Selected BF Ratio</u>
2004	\$12,255	\$6,405	52.3%		
2005	\$10,331	\$7,357	71.2%		
2006	\$9,439	\$5,802	61.5%		
2007	\$8,245	\$3,947	47.9%	61.6%	60.0%
2008	\$8,689	\$6,040	69.5%	60.2%	60.0%
2009	\$10,431	\$7,657	73.4%	59.6%	60.0%
2010	\$11,664	\$7,348	63.0%	63.6%	65.0%
2011				68.6%	70.0%

Note that in our calculations of ultimates, the BF method is weighted with the Loss Development method only in the final two years, i.e. for 2011 and 2010. The BF method is given no weight in the years 2007-2009, so that those accident years are unaffected by the choice of BF ratio.

SERFF Tracking #:

MRKA-128588229

State Tracking #:**Company Tracking #:**

ARMMHR-121

State:

Arkansas

Filing Company:

Markel American Insurance Company

TOI/Sub-TOI:

04.0 Homeowners/04.0002 Mobile Homeowners

Product Name:

Markel Manufactured Homeowners

Project Name/Number:

Markel Manufactured Homeowners Rate Filing/ARMMHR-121

Superceded Schedule Items

Please note that all items on the following pages are items, which have been replaced by a newer version. The newest version is located with the appropriate schedule on previous pages. These items are in date order with most recent first.

Creation Date	Schedule	Schedule Item Name	Replacement Creation Date	Attached Document(s)
07/20/2012	Supporting Document	Support	07/31/2012	Overall Impact Summary.pdf AR MH Indications 2012.pdf Exhibit IV.pdf Loss and Expense Ratios.pdf MH Trend Info.pdf MH Rule and Rate Manual Listing - 2012 AR.pdf

Overall Impact Summary
Arkansas
Manufactured Home Program

<u>Change by Usage</u>	Current Inforce <u>Premium</u>	Proposed Inforce <u>Premium</u>	<u>\$ Change</u>	<u>% Change</u>
Owner	259,391	283,828	24,437	9.4%
Seasonal	12,384	13,535	1,151	9.3%
Rental	14,850	16,194	1,344	9.1%
Tenant	1,342	1,468	126	9.4%
Vacant	2,127	2,328	201	9.4%
Overall	290,094	317,353	27,259	9.4%

MARKEL AMERICAN INSURANCE COMPANY

2012 RATE INDICATION

MOBILEHOME

Arkansas

RESULTS INCLUDING 2011

I. 1ST PARTY

	Cal/Acc Year					Total
	2007	2008	2009	2010	2011	
(a) Earned Premium	0	0	0	26,289	117,635	143,924
(b) Factor to Current Rate Level	1.000	1.000	1.000	1.000	1.000	
Premium at Current Rate Level	0	0	0	26,289	117,635	143,924
Reported Incurred Losses (Non Cat)	0	0	0	17,084	40,825	57,909
(c) Development Factor	1.000	1.020	1.010	1.025	1.102	
Ultimate Inc Losses (Non Cat), INC LDF method	0	0	0	17,511	44,989	62,501
BF a priori	60.0%	60.0%	60.0%	65.0%	70.0%	
Ultimate Inc Losses (Non Cat), INC BF method	0	0	0	17,501	48,447	65,948
(d) Selected Non Catastrophe Losses	0	0	0	17,503	48,447	65,950
(e) Trend Factor	1.847	1.670	1.510	1.365	1.234	
Ult. Trended Incurred Losses (Non Cat)	0	0	0	23,890	59,771	83,661
(f) Catastrophe Load	60.7%	60.7%	60.7%	60.7%	60.7%	
Ult. Trended Incurred Losses (Cat)	0	0	0	14,501	36,281	50,782
Total Ult. Trended Incurred Losses (Non Cat+Cat)	0	0	0	38,391	96,053	134,443
Total Ult. Trended Loss Ratio	0.0%	0.0%	0.0%	146.0%	81.7%	93.4%
Reported Claims	0	0	0	4	14	18
(g) Credibility Factor						0.129
(h) Expected Loss Ratio						54.4%
Credibility Weighted Total Ult. Trended Loss Ratio						59.4%
Indicated Cat + Non Cat Rate Change						20.8%

NOTES:

(a) 2011 premium has been annualized using a factor of 12/12

(b) Rate change history is as follows:

01/00/00	0.0%
01/00/00	0.0%
01/00/00	0.0%
01/00/00	0.0%
01/00/00	0.0%
01/00/00	0.0%

(c) Dev factors are based on countrywide data.

(d) Selection Weights: Year 2011 is 100% BF; Year 2010 is 80% BF, 20% LDF; All other years are 100% LDF.

(e) Assumed effective date is 8/1/2012.
The trend rate is 10.6%

(f) Catastrophe Load based on state experience

(g) Standard for full credibility is 1,082 claims, given that we want to be within 5% of the true answer 90% of the time.

(h) The permissible loss ratio is 49.2%.
The expected loss ratio is the permissible trended for one year.

MARKEL AMERICAN INSURANCE COMPANY

2012 RATE INDICATION

MOBILEHOME

Arkansas

II. 3RD PARTY

	Cal/Acc Year					Total
	2007	2008	2009	2010	2011	
(a) Earned Premium	0	0	0	1,138	5,350	6,488
(b) Factor to Current Rate Level	1.000	1.000	1.000	1.000	1.000	
Premium at Current Rate Level	0	0	0	1,138	5,350	6,488
Reported Incurred Losses (Non Cat)	0	0	0	0	4,660	4,660
(c) Development Factor	1.000	1.020	1.010	1.025	1.102	
Ultimate Inc Losses (Non Cat), INC LDF method	0	0	0	0	5,135	5,135
BF a priori	60.0%	60.0%	60.0%	65.0%	70.0%	
Ultimate Inc Losses (Non Cat), INC BF method	0	0	0	18	5,007	5,025
(d) Selected Non Catastrophe Losses	0	0	0	14	5,007	5,021
(e) Trend Factor	1.847	1.670	1.510	1.365	1.234	
Ult. Trended Incurred Losses (Non Cat)	0	0	0	20	6,177	6,197
(f) Catastrophe Load	0.0%	0.0%	0.0%	0.0%	0.0%	
Ult. Trended Incurred Losses (Cat)	0	0	0	0	0	0
Total Ult. Trended Incurred Losses (Non Cat+Cat)	0	0	0	20	6,177	6,197
Total Ult. Trended Loss Ratio	0.0%	0.0%	0.0%	1.7%	115.5%	95.5%
Reported Claims	0	0	0	0	2	2
(g) Credibility Factor						0.043
(h) Expected Loss Ratio						54.4%
Credibility Weighted Total Ult. Trended Loss Ratio						56.2%
Indicated Cat + Non Cat Rate Change						14.2%

NOTES:

(a) 2011 premium has been annualized using a factor of 12/12

(b) Rate change history is as follows:

01/00/00	0.0%
01/00/00	0.0%
01/00/00	0.0%
01/00/00	0.0%
01/00/00	0.0%
01/00/00	0.0%

(c) Dev factors are based on countrywide data.

(d) Selection Weights: Year 2011 is 100% BF; Year 2010 is 80% BF, 20% LDF; All other years are 100% LDF.

(e) Assumed effective date is 8/1/2012.
The trend rate is 10.6%

(f) Catastrophe Load based on state experience

(g) Standard for full credibility is 1,082 claims, given that we want to be within 5% of the true answer 90% of the time.

(h) The permissible loss ratio is 50.0%.
The expected loss ratio is the permissible trended for one year.

MARKEL AMERICAN INSURANCE COMPANY

2012 RATE INDICATION

MOBILEHOME

Arkansas

V. ALL COVERAGES

	Cal/Acc Year					Total
	2007	2008	2009	2010	2011	
Earned Premium	0	0	0	27,427	122,985	150,412
Implied Fac to Curr Rate Level	#DIV/0!	#DIV/0!	#DIV/0!	1.000	1.000	
Premium at Current Rate Level	0	0	0	27,427	122,985	150,412
Reported Incurred Losses (Non Cat)	0	0	0	17,084	45,485	62,569
Development Factor	#DIV/0!	#DIV/0!	#DIV/0!	1.025	1.175	
Ultimate Inc Losses (Non Cat), INC LDF method	0	0	0	17,517	53,454	70,971
Implied Trend Factor	#DIV/0!	#DIV/0!	#DIV/0!	1.365	1.234	
Ult. Trended Incurred Losses (Non Cat)	0	0	0	23,909	65,948	89,858
Total Ult. Trended Incurred Losses (Non Cat+Cat)	0	0	0	38,410	102,230	140,640
Total Ult. Trended Loss Ratio	0.0%	0.0%	0.0%	140.0%	83.1%	93.5%
Reported Claims	0	0	0	4	16	20
Credibility Factor						#N/A
Expected Loss Ratio						#N/A
Credibility Weighted Total Ult. Trended Loss Ratio						#N/A
Premium Wtd Indicated Rate Change- Cat and Non Cat						20.5%

**Markel American Insurance Company
Markel Insurance Company
Essex Insurance Company**

EXHIBIT IV

**CALCULATION OF INVESTMENT INCOME
Calendar Years: 2011 & 2010
Property**

UNEARNED PREMIUM

(1) Direct earned premium Countrywide latest calendar year all lines	\$15,550,020
(2) Mean unearned premiums:	
A. Direct Countrywide unearned premium reserves @12/31 latest calendar year	8,157,181
B. Direct Countrywide unearned premium reserves @12/31 penultimate calendar year	5,580,199
C. Mean unearned premium 1/2(A+B)	6,868,690
(3) Deduction for delayed remission of premium:	
A. Direct country wide earned premium latest calendar year	88,935,408
B. Direct agents balances @ 12/31 latest calendar year	3,428,288
C. Direct agents balances @ 12/31 penultimate calendar year	3,644,697
D. Mean agents' balances 1/2(B+C)	3,536,492
E. Ratio (D) / (A)	3.98%
F. Deduction for delayed remission of premium (1) * (E)	618,269
(4) Deduction for prepaid expenses:	
A. Net premium earned	15,550,020
B. Commission and brokerage	0.210
C. 50 % of other acquisition cost	0.000
D. 50 % of general expense	0.084
E. Taxes, licenses and fees	0.020
F. Total prepaid expenses (B) + (C) + (D) + (E)	4,878,474
G. Ratio (F) / (A)	31.37%
H. Deduction for prepaid expenses (2C) * (G)	2,154,914
(5) Deduction for federal taxes payable (2C)*7%	480,808
(6) Net subject to investment (2C) - (3F) - (4H) - (5)	3,614,699

LOSS RESERVES

(7) Expected incurred losses	
(1) * (Balance Point Loss Ratio)	7,653,484
(8) Expected mean loss reserves:	
A. Direct Countrywide loss reserve @12/31 latest calendar year (All Lines)	2,276,434
B. Direct Countrywide loss reserve @12/31 penultimate calendar year	1,816,356
C. Mean loss reserve for latest calendar year 1/2 (A + B)	2,046,395
D. Direct Countrywide incurred losses for latest calendar year	5,959,000
E. Ratio (C) / (D)	34.34%
F. Direct Countrywide loss reserve @12/31 penultimate calendar year	1,816,356
G. Direct Countrywide loss reserve @12/31 antepenultimate calendar year	2,069,482
H. Mean loss reserve for penultimate calendar year 1/2 (F + G)	1,942,919
I. Direct Countrywide incurred losses for penultimate calendar year	4,659,000
J. Ratio (H) / (I)	41.70%
K. Weighted Average of J & E (Based on I & D)	37.57%
L. Expected mean loss reserves (7) * (K)	2,875,414
(9) Expected mean loss and loss adjustment expense reserve	
A. Countrywide net loss reserves @12/31 latest calendar year	2,390,740
B. Countrywide net loss reserves @12/31 penultimate calendar year	1,816,356
C. Mean net loss reserves 1/2 (A + B)	2,103,548
D. Countrywide net loss adjustment expense reserve @12/31 latest calendar year	225,391
E. Countrywide net loss adjustment expense reserve @12/31 penultimate calendar year	157,965
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B. Adjustment to line (a) due to federal income tax changes	0
C. Net federal income tax on investment earnings (A) +/- (B)	25,224
(14) Average rate of return as a percentage of earned premiums ((12) - (13C) / (1)	1.34%

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(20) Pre tax ratio of underwriting profit to surplus (19)/(1.0-.35)	0.219
(21) Pre tax ratio of underwriting profit to premium (20)/(16)	0.11
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C. General expenses and other acquisition expenses	0.168
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Loss and Expense Ratios
Property

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Commissions	4,574,865											
Regular	4,158,968	21.0%	4,335,087	24.5%	2,880,338	23.6%	2,535,923	23.5%	2,208,655	23.5%	1,859,992	23.1%
Contingent	122,507	0.6%	10,689	0.1%	(5,181)	0.0%	31,206	0.3%	23,401	0.2%	20,107	0.2%
	4,281,475	21.0%	4,345,776	24.6%	2,875,157	23.5%	2,567,129	23.7%	2,232,056	23.7%	1,880,099	23.4%
Other Acquisition Expense												
Fronting Fees	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%
Selling Expense	11,761	0.1%	12,551	0.1%	2,652	0.0%	2,047	0.0%	2,449	0.0%	10,469	0.1%
	11,761	0.1%	12,551	0.1%	2,652	0.0%	2,047	0.0%	2,449	0.0%	10,469	0.1%
Premium Taxes & Licenses												
Premium Taxes-Direct	402,681	2.0%	345,613	2.0%	160,471	1.3%	183,893	1.7%	252,221	2.7%	156,880	1.9%
Licenses-Agent Appt. Fe	4,586	0.0%	6,652	0.0%	8,304	0.1%	1,946	0.0%	6,731	0.1%	6,227	0.1%
	407,267	2.0%	352,265	2.0%	168,775	1.4%	185,839	1.7%	258,952	2.8%	163,107	2.0%
General Expenses	2,809,455	13.8% *	1,871,900	10.6%	1,052,384	8.6%	1,551,710	14.4%	1,413,967	15.0%	1,302,805	16.2%

Severity and Frequency Trends

Market Manufactured Home - Countrywide

Accident Year	Earned Premium	Earned Unit Count	Incurred Losses	Loss		Incurred Counts	Count		Ultimate Severity	Ultimate Frequency	Ultimate Pure Premium	
				Development Factors	Ultimate Losses		Development Factors	Ultimate Counts				
2007	6,724,659	17,634	3,214,611	1.000	3,214,611	998	1.000	998	3,221	5.66%		
2008	7,178,191	18,075	4,141,056	1.002	4,149,338	1,140	1.000	1,140	3,640	6.31%	230	
2009	7,735,335	18,990	3,963,639	1.010	4,003,275	1,288	1.001	1,289	3,106	6.79%	211	
2010	7,603,290	17,913	4,781,685	1.025	4,901,227	1,222	1.001	1,223	4,008	6.83%	274	
2011	7,894,958	17,616	4,121,466	1.102	4,541,856	1,346	1.099	1,479	3,071	8.40%	258	
Total:	37,136,433	90,228	20,222,457		20,810,307	5,994		6,129	3,395	6.79%	231	
									2008-2010 Annualized Trend:	4.9%	4.0%	9.2%
									2008-2011 Annualized Trend:	-2.5%	9.0%	6.3%
									2009-2011 Annualized Trend:	0.0%	9.1%	10.6%
									Credibility:	1.000		



Arkansas Markel Manufactured Home Program
Markel American Insurance Company

RULE AND RATE MANUAL LISTING PAGE - EFFECTIVE 08/31/2012

<u>PAGE NO.</u>	<u>EDITION</u> <u>DATE</u>	<u>INCLUSION</u>	<u>DESCRIPTION</u>
P-1	11/2/2009	Not Included	GENERAL RULES
PC-1	11/2/2009	Not Included	PREMIUM CALCULATIONS
PC-2	11/2/2009	Not Included	PREMIUM CALCULATIONS
PC-3	11/2/2009	Not Included	PREMIUM CALCULATIONS
PC-4	11/2/2009	Not Included	PREMIUM CALCULATIONS
RF-1	11/2/2009	Not Included	RATING FACTORS
RF-2	8/31/2012	Included	RATING FACTORS
RF-3	11/2/2009	Not Included	RATING FACTORS
RF-4	11/2/2009	Not Included	RATING FACTORS
RF-5	11/2/2009	Not Included	RATING FACTORS
RF-6	11/2/2009	Not Included	OPTIONAL COVERAGES
RF-7	11/2/2009	Not Included	OPTIONAL COVERAGES
T-1	11/2/2009	Not Included	TERRITORY PAGE