

State: Arkansas Filing Company: Southern Farm Bureau Casualty Insurance Company  
 TOI/Sub-TOI: 19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)  
 Product Name: Private Passenger Automobile  
 Project Name/Number: /

### Filing at a Glance

Company: Southern Farm Bureau Casualty Insurance Company  
 Product Name: Private Passenger Automobile  
 State: Arkansas  
 TOI: 19.0 Personal Auto  
 Sub-TOI: 19.0001 Private Passenger Auto (PPA)  
 Filing Type: Rate  
 Date Submitted: 02/28/2013  
 SERFF Tr Num: SFBC-128916434  
 SERFF Status: Closed-Filed  
 State Tr Num:  
 State Status:  
 Co Tr Num:  
 Effective Date 06/01/2013  
 Requested (New):  
 Effective Date 06/01/2013  
 Requested (Renewal):  
 Author(s): Russell McCollough, Ashley Wilson, Ben Kimmons, Stephen Nash  
 Reviewer(s): Alexa Grissom (primary)  
 Disposition Date: 03/28/2013  
 Disposition Status: Filed  
 Effective Date (New): 06/01/2013  
 Effective Date (Renewal): 06/01/2013  
 State Filing Description:

**State:** Arkansas **Filing Company:** Southern Farm Bureau Casualty Insurance Company  
**TOI/Sub-TOI:** 19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)  
**Product Name:** Private Passenger Automobile  
**Project Name/Number:** /

### General Information

Project Name: Status of Filing in Domicile: Not Filed  
 Project Number: Domicile Status Comments:  
 Reference Organization: Reference Number:  
 Reference Title: Advisory Org. Circular:  
 Filing Status Changed: 03/28/2013  
 State Status Changed: Deemer Date:  
 Created By: Stephen Nash Submitted By: Stephen Nash  
 Corresponding Filing Tracking Number:

**Filing Description:**  
 Private Passenger Automobile filing with changes to base rates, class factors, model year factors, and territory factors.

### Company and Contact

#### Filing Contact Information

Russell McCollough, Senior Vice President rmccollough@sfbccic.com  
 - Actuary  
 1800 East County Line Rd. 601-957-4452 [Phone]  
 Ridgeland, MS 39157 601-957-4329 [FAX]

#### Filing Company Information

Southern Farm Bureau Casualty Insurance Company CoCode: 18325 State of Domicile: Mississippi  
 P.O. Box 1800 Group Code: 483 Company Type: PC  
 Ridgeland, MS 39158-1008 Group Name: Southern Farm State ID Number:  
 (601) 957-4452 ext. [Phone] Bureau Grp  
 FEIN Number: 64-0288243

### Filing Fees

Fee Required? No  
 Retaliatory? No  
 Fee Explanation:  
 Per Company: No

Company	Amount	Date Processed	Transaction #
Southern Farm Bureau Casualty Insurance Company	\$100.00	03/19/2013	68605381

**SERFF Tracking #:**

SFBC-128916434

**State Tracking #:****Company Tracking #:****State:** Arkansas**Filing Company:**

Southern Farm Bureau Casualty Insurance Company

**TOI/Sub-TOI:** 19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)**Product Name:** Private Passenger Automobile**Project Name/Number:** /

## Correspondence Summary

### Dispositions

Status	Created By	Created On	Date Submitted
Filed	Alexa Grissom	03/28/2013	03/28/2013

### Objection Letters and Response Letters

#### Objection Letters

Status	Created By	Created On	Date Submitted
Pending Industry Response	Alexa Grissom	03/14/2013	03/14/2013

#### Response Letters

Responded By	Created On	Date Submitted
Stephen Nash	03/19/2013	03/19/2013

### Filing Notes

Subject	Note Type	Created By	Created On	Date Submitted
Form APCS	Note To Reviewer	Stephen Nash	03/21/2013	03/26/2013

**State:** Arkansas  
**TOI/Sub-TOI:** 19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)  
**Product Name:** Private Passenger Automobile  
**Project Name/Number:** /

**Filing Company:** Southern Farm Bureau Casualty Insurance Company

## Disposition

Disposition Date: 03/28/2013

Effective Date (New): 06/01/2013

Effective Date (Renewal): 06/01/2013

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):
Southern Farm Bureau Casualty Insurance Company	0.490%	-0.510%	\$-1,004,364	146,754	\$196,934,070	7.120%	-16.390%

Schedule	Schedule Item	Schedule Item Status	Public Access
Supporting Document	A-1 Private Passenger Auto Abstract	Filed	Yes
Supporting Document	APCS-Auto Premium Comparison Survey	Filed	Yes
Supporting Document	NAIC loss cost data entry document	Filed	Yes
Supporting Document	NAIC Loss Cost Filing Document for OTHER than Workers' Comp	Filed	Yes
Supporting Document	Memo and Exhibits	Filed	Yes
Supporting Document	RF-1	Filed	Yes

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**State:** Arkansas **Filing Company:** Southern Farm Bureau Casualty Insurance Company  
**TOI/Sub-TOI:** 19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)  
**Product Name:** Private Passenger Automobile  
**Project Name/Number:** /

## Objection Letter

Objection Letter Status	Pending Industry Response
Objection Letter Date	03/14/2013
Submitted Date	03/14/2013
Respond By Date	

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Dear Russell McCollough,

**Introduction:**

This will acknowledge receipt of the captioned filing. Please submit a completed RF-1. Also, please advise when the funds are transmitted.

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.

**Conclusion:**

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

Arkansas does not allow 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."

Sincerely,

Alexa Grissom

SERFF Tracking #:

SFBC-128916434

State Tracking #:

Company Tracking #:

State:

Arkansas

Filing Company:

Southern Farm Bureau Casualty Insurance Company

TOI/Sub-TOI:

19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)

Product Name:

Private Passenger Automobile

Project Name/Number:

/

## Response Letter

Response Letter Status Submitted to State  
Response Letter Date 03/19/2013  
Submitted Date 03/19/2013

Dear Alexa Grissom,

### Introduction:

### Response 1

#### Comments:

I have attached the RF-1 form. The funds have also been transmitted.

### Changed Items:

Supporting Document Schedule Item Changes	
Satisfied - Item:	RF-1
Comments:	
Attachment(s):	
FORM RF-1 PPA Rates 6 1 2013.pdf	

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

### Conclusion:

Sincerely,

Stephen Nash

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**State:** Arkansas **Filing Company:** Southern Farm Bureau Casualty Insurance Company  
**TOI/Sub-TOI:** 19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)  
**Product Name:** Private Passenger Automobile  
**Project Name/Number:** /

## Note To Reviewer

**Created By:**

Stephen Nash on 03/21/2013 09:09 AM

**Last Edited By:**

Alexa Grissom

**Submitted On:**

03/28/2013 01:51 PM

**Subject:**

Form APCS

**Comments:**

Alexa, I was just informed that the premium comparison worksheet was computed using the current model year factors and will need to be re-submitted. Can this be done with the "Change Schedule Items" tab?

SERFF Tracking #:

SFBC-128916434

State Tracking #:

Company Tracking #:

State: Arkansas

Filing Company:

Southern Farm Bureau Casualty Insurance Company

TOI/Sub-TOI: 19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)

Product Name: Private Passenger Automobile

Project Name/Number: /

### Rate Information

Rate data applies to filing.

Filing Method:

Rate Change Type:

Decrease

Overall Percentage of Last Rate Revision:

%

Effective Date of Last Rate Revision:

Filing Method of Last Filing:

### 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):
Southern Farm Bureau Casualty Insurance Company	0.490%	-0.510%	\$-1,004,364	146,754	\$196,934,070	7.120%	-16.390%

SERFF Tracking #:

SFBC-128916434

State Tracking #:

Company Tracking #:

State:

Arkansas

Filing Company:

Southern Farm Bureau Casualty Insurance Company

TOI/Sub-TOI:

19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)

Product Name:

Private Passenger Automobile

Project Name/Number:

/

## Supporting Document Schedules

		Item Status:	Status Date:
Satisfied - Item:	A-1 Private Passenger Auto Abstract	Filed	03/28/2013
Comments:			
Attachment(s):			
Form A-1.pdf			

		Item Status:	Status Date:
Satisfied - Item:	APCS-Auto Premium Comparison Survey	Filed	03/28/2013
Comments:			
Attachment(s):			
PPA Survey FORM APCS 06 01 2013.xls			

		Item Status:	Status Date:
Bypassed - Item:	NAIC loss cost data entry document	Filed	03/28/2013
Bypass Reason:	Not a loss cost reference filing.		

		Item Status:	Status Date:
Bypassed - Item:	NAIC Loss Cost Filing Document for OTHER than Workers' Comp	Filed	03/28/2013
Bypass Reason:	Not a loss cost filing.		

		Item Status:	Status Date:
Satisfied - Item:	Memo and Exhibits	Filed	03/28/2013
Comments:			
Attachment(s):			
ARFilingExhibits20130601.pdf			

		Item Status:	Status Date:
Satisfied - Item:	RF-1	Filed	03/28/2013
Comments:			

**SERFF Tracking #:**

SFBC-128916434

**State Tracking #:**

**Company Tracking #:**

**State:**

Arkansas

**Filing Company:**

Southern Farm Bureau Casualty Insurance Company

**TOI/Sub-TOI:**

19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)

**Product Name:**

Private Passenger Automobile

**Project Name/Number:**

/

Attachment(s):

FORM RF-1 PPA Rates 6 1 2013.pdf

## Private Passenger Auto Premium Comparison Survey Form

FORM APCS - last modified May 2012

NAIC Number:	18325
Company Name:	Southern Farm Bureau Casualty Ins. Co.
Contact Person:	Richard Sims
Telephone No.:	501-228-1404
Email Address:	richard.sims@afbic.com
Effective Date:	06/01/2013

**Assumptions to Use:**

- 1 Liability -Minimum \$25,000 per person
- 2 Bodily Injury \$50,000 per accident  
\$25,000 per accident
- 3 Property Damage \$100 deductible per accident
- 4 Comprehensive & Collision \$250 deductible per accident
- 5 The insured has elected to accept:  
Uninsured motorist property and bodily injury equal to liability coverage  
Underinsured bodily injury equal to liability coverage
- 6 Personal Injury Protection of \$5,000 for medical, loss wages according to statute and \$5,000 accidental
- 7 If male and female rates are different, use the highest of the two

**Submit to:** Arkansas Insurance Department  
1200 West Third Street  
Little Rock, AR 72201-1904

**Telephone:** 501-371-2800  
Email as an attachment to [insurance.pnc@arkansas.gov](mailto:insurance.pnc@arkansas.gov)  
You may also attach to a SERFF filing or submit on a compact disk

**DISCOUNTS OFFERED:**

PASSIVE RESTRAINT/AIRBAG	0	%
AUTO/HOMEOWNERS	12 or 15	%
GOOD STUDENT	Approx 25	%
ANTI-THEFT DEVICE	0	%
Over 55 Defensive Driver Discount	5 or 10	%
\$250/\$500 Deductible Comp./Coll.	21/8	%

Vehicle	Coverages	Age	Gender	Fayetteville				Trumann				Little Rock				Lake Village				Pine Bluff			
				Female	Male	Male or Female	Male or Female	Female	Male	Male or Female	Male or Female	Female	Male	Male or Female	Male or Female	Female	Male	Male or Female	Male or Female	Female	Male	Male or Female	Male or Female
				18	18	40	66	18	18	40	66	18	18	40	66	18	18	40	66	18	18	40	66
2008 4.8L Chevrolet Silverado 1500 "LS" regular cab 119" WB	Minimum Liability			\$425	\$593	\$187	\$176	\$445	\$621	\$195	\$184	\$577	\$808	\$250	\$235	\$440	\$615	\$194	\$182	\$448	\$626	\$196	\$184
	Minimum Liability with Comprehensive and Collision			\$1,058	\$1,495	\$440	\$411	\$1,181	\$1,669	\$490	\$458	\$1,295	\$1,830	\$537	\$502	\$1,302	\$1,841	\$538	\$503	\$1,110	\$1,568	\$460	\$430
	100/300/50 Liability with Comprehensive and Collision			\$1,160	\$1,632	\$492	\$460	\$1,294	\$1,823	\$547	\$512	\$1,434	\$2,020	\$606	\$567	\$1,416	\$1,995	\$596	\$557	\$1,228	\$1,730	\$518	\$485
2009 Ford Explorer 'XLT' 2WD, 4 door	Minimum Liability			\$425	\$593	\$187	\$176	\$445	\$621	\$195	\$184	\$577	\$808	\$250	\$235	\$440	\$615	\$194	\$182	\$448	\$626	\$196	\$184
	Minimum Liability with Comprehensive and Collision			\$1,127	\$1,593	\$468	\$437	\$1,263	\$1,786	\$523	\$488	\$1,372	\$1,940	\$568	\$530	\$1,399	\$1,979	\$577	\$539	\$1,183	\$1,672	\$490	\$457
	100/300/50 Liability with Comprehensive and Collision			\$1,228	\$1,730	\$519	\$486	\$1,377	\$1,940	\$579	\$542	\$1,512	\$2,130	\$636	\$596	\$1,513	\$2,133	\$635	\$594	\$1,301	\$1,834	\$547	\$512
2010 Honda Odyssey "EX"	Minimum Liability			\$425	\$593	\$187	\$176	\$445	\$621	\$195	\$184	\$577	\$808	\$250	\$235	\$440	\$615	\$194	\$182	\$448	\$626	\$196	\$184
	Minimum Liability with Comprehensive and Collision			\$1,207	\$1,706	\$500	\$467	\$1,359	\$1,923	\$561	\$524	\$1,319	\$2,067	\$604	\$564	\$1,512	\$2,141	\$623	\$581	\$1,268	\$1,794	\$524	\$489
	100/300/50 Liability with Comprehensive and Collision			\$1,308	\$1,844	\$551	\$516	\$1,472	\$2,076	\$618	\$578	\$1,601	\$2,257	\$672	\$629	\$1,626	\$2,295	\$680	\$636	\$1,386	\$1,955	\$581	\$544
2011 Toyota Camry 2.5L 4 door Sedan	Minimum Liability			\$425	\$593	\$187	\$176	\$445	\$621	\$195	\$184	\$577	\$808	\$250	\$235	\$440	\$615	\$194	\$182	\$448	\$626	\$196	\$184
	Minimum Liability with Comprehensive and Collision			\$1,452	\$2,057	\$598	\$558	\$1,645	\$2,331	\$676	\$630	\$1,739	\$2,463	\$715	\$667	\$1,848	\$2,619	\$757	\$706	\$1,525	\$2,160	\$627	\$585
	100/300/50 Liability with Comprehensive and Collision			\$1,554	\$2,192	\$649	\$607	\$1,759	\$2,484	\$732	\$685	\$1,879	\$2,653	\$783	\$732	\$1,962	\$2,773	\$814	\$761	\$1,644	\$2,322	\$684	\$639
2011 Cadillac Seville "CTS" AWD WAG 4 door 3.0L	Minimum Liability			\$425	\$593	\$187	\$176	\$445	\$621	\$195	\$184	\$577	\$808	\$250	\$235	\$440	\$615	\$194	\$182	\$448	\$626	\$196	\$184
	Minimum Liability with Comprehensive and Collision			\$1,627	\$2,304	\$668	\$623	\$1,844	\$2,614	\$755	\$704	\$1,938	\$2,746	\$794	\$741	\$2,080	\$2,949	\$850	\$792	\$1,705	\$2,416	\$699	\$652

	<i>100/300/50 Liability with Comprehensive and Collision</i>	\$1,728	\$2,441	\$719	\$672	\$1,958	\$2,768	\$812	\$759	\$2,077	\$2,936	\$863	\$806	\$2,194	\$3,103	\$907	\$847	\$1,824	\$2,578	\$756	\$706
2010 Hyundai Santa Fe SE 4X2	<i>Minimum Liability</i>	\$425	\$593	\$187	\$176	\$445	\$621	\$195	\$184	\$577	\$808	\$250	\$235	\$440	\$615	\$194	\$182	\$448	\$626	\$196	\$184
	<i>Minimum Liability with Comprehensive and Collision</i>	\$1,499	\$2,123	\$617	\$575	\$1,716	\$2,431	\$704	\$657	\$1,787	\$2,531	\$734	\$685	\$1,937	\$2,746	\$792	\$739	\$1,583	\$2,242	\$650	\$606
	<i>100/300/50 Liability with Comprehensive and Collision</i>	\$1,601	\$2,260	\$668	\$624	\$1,829	\$2,584	\$761	\$711	\$1,927	\$2,721	\$803	\$750	\$2,051	\$2,900	\$850	\$794	\$1,701	\$2,404	\$707	\$661

ARKANSAS INSURANCE DEPARTMENT  
PRIVATE PASSENGER AUTOMOBILE ABSTRACT

FORM A-1  
Rev. 4/98

Instructions: All questions must be answered. If the answer is "none" or "Not applicable", so state. If all questions are not answered, the filing will not be accepted for review by the Department. Use a separate abstract for each company if filing for a group. Subsequent homeowners rate/rule submission that do not alter the information contained herein need not include this form.

Company Name Southern Farm Bureau Casualty Insurance Company  
NAIC No. 18325 Group No. \_\_\_\_\_

1. Are there any areas in the State of Arkansas in which your company will not write automobile insurance?  
No
2. Do you furnish a market for young drivers? Yes  
Over age 65 drivers? Yes
3. Do you require collateral business to support a youthful driver risk? Not unless insured under the age of 22
4. Do you insure driver with an international or foreign driver's license? On an exception basis
5. Specify the percentage you allow in credit or discounts for the following:

- |    |                         |                    |
|----|-------------------------|--------------------|
| a. | Driver Over 55          | <u>5-10</u> %      |
| b. | Good Student Discount   | <u>Approx 25</u> % |
| c. | Multi-car Discount      | <u>10</u> %        |
| d. | Accident Free Discount* | <u>5-15</u> %      |

\*Please Specify Qualification for Discount Discount based on length of time insured with

Southern Farm Bureau Casualty Insurance Company

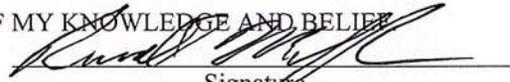
- |    |                                  |                |
|----|----------------------------------|----------------|
| e. | Anti-theft Discount              | <u>0</u> %     |
| f. | Other (specify)                  | _____ %        |
|    | <u>Companion Policy Discount</u> | <u>10-15</u> % |
|    | _____                            | _____ %        |
|    | _____                            | _____ %        |

6. Do you have an installment payment plan for automobile insurance? Yes  
If so, what is the fee for installment payments? \$0

7. Does your company utilize a tiered rating plan? Yes If so, list the programs and percentage difference.  
State the current volume for each

program.				
<u>Preferred</u>	<u>0.00 %</u>	<u>2012 EP</u>	<u>\$193,210,001</u>	
<u>Standard</u>	<u>30.00%</u>	<u>2012 EP</u>	<u>\$5,079,850</u>	

THE INFORMATION PROVIDED IS CORRECT TO THE BEST OF MY KNOWLEDGE AND BELIEF

  
Signature  
SVA - Actuary  
Title  
601-957-4452  
Telephone Number

February 27, 2013

The Honorable Jay Bradford  
Insurance Commissioner  
Arkansas Insurance Department  
Attention: Property & Casualty Division  
1200 West Third Street  
Little Rock, AR 72201-1904

**Re: Proposed Revision of Private Passenger Automobile Rates  
Southern Farm Bureau Casualty Insurance Company – NAIC #18325**

### **Overview**

The attached exhibits describe in detail proposed changes to Private Passenger Automobile rates for Southern Farm Bureau Casualty Insurance Company in the State of Arkansas. The changes include changes to base rates, class factors, model year factors, and territory factors.

As the exhibits describe in detail, the overall indicated rate change is **+0.49%**. The changes requested in this rate filing result in an overall proposed rate change of **-0.51%**.

### **Summary Exhibit**

The first page in this filing outlines the indicated rate changes by coverage along with the proposed overall change for each coverage. The exhibit also details the impact of each of the various rate structure changes proposed in this filing.

### **Exhibit I – Overall Rate Indications**

Exhibit I shows the overall rate indications for each coverage. Most of the information reflected in this exhibit flows from another exhibit in the filing. Premiums are adjusted to restate them at current rate levels using the parallelogram method. A premium trend factor is applied to each coverage using average on-level premiums per exposure to highlight any distributional changes that may have surfaced. Losses are also trended and developed for each coverage. Two estimates of ultimate losses are derived, one using the paid loss development method and the other using the reported loss development method. The average from the two methods is generally selected for the ultimate losses. The experience period expected loss ratio is then calculated as the weighted loss ratios from the individual calendar/accident years. More recent years are given more weight. The experience period loss ratio is then adjusted for ULAE expenses, fixed expenses, and the catastrophe load for Comprehensive. The permissible loss ratio is calculated as unity less variable expenses and profit. The overall indicated change is the adjusted experience period loss ratio divided by the permissible loss ratio minus one.

## **Exhibit II – Present Level Factors**

Exhibit II, Pages 1-7 display present level factors by coverage calculated using the standard parallelogram method. Present level factors are calculated separately for policies with six and twelve month terms and then weighted together based on the respective premium distributions by policy term to derive the final factors.

## **Exhibit III – Trend Factors**

Exhibit III displays the calculation of both loss and premium trends. Pure premium loss trends by coverage are calculated using an exponential regression model. Corresponding trend factors are calculated to trend losses from the midpoint of each fiscal/accident year to the average accident date during the period in which the rates will be effective. Catastrophe losses have been removed from the Comprehensive trend data.

Premium trends are calculated using an exponential regression model with a two-step trending process. Average on-level premiums per exposure are calculated, and trend factors are selected from the fitted least squares values. Experience premium is trended from the midpoint of each fiscal/accident year to the midpoint of the last fiscal/accident year of the trend data. The selected projected trend factor is then applied to the current trend factor to calculate the cumulative trend factor to apply to the experience periods.

## **Exhibit IV – Loss Development**

Exhibit IV displays fiscal accident year loss development triangles by coverage. Pages 1-7 display reported losses and pages 8-14 display paid losses. Age-to-age link ratios are calculated. Since loss development factors are thought to be lognormally distributed, selections of averages and analysis of variability is based on the natural logarithms of the age-to-age factors. Once selections are made the resulting age-to-ultimate factors are easily calculated for losses at each level of maturity.

Catastrophe losses have been removed from the loss development triangles for Comprehensive coverage. A provision for these losses is calculated on Exhibit V, Page 8.

## **Exhibit V – Expenses and Profit Provision**

Exhibit V, Page 1 displays historical expense ratios for the past three years. Expenses are split into fixed and variable categories.

Exhibit V, Pages 2-6 display a calendar year return-on-surplus model. This approach is consistent with modern economic and financial theory. A target return on surplus of 11.0% was used in the calculation, which is a very conservative target return for the risk inherent in casualty lines of business. No additional contingency provision has been selected as the volatility of returns is reflected in the target rate of return. The selected profit provisions of 3.5% and 6.0% for liability and physical damage, respectively, are less than the indicated profit provisions.

On page 7, a loading factor for unallocated loss adjustment expenses is derived. The standard technique of relating calendar year ULAE paid to the ratio of incurred losses and ALAE is utilized.

Page 8 displays the calculation of the catastrophe provision included in the Comprehensive rate indication. As stated previously, all catastrophe losses have been removed from the experience for Comprehensive. The losses generally represent severe thunderstorm events that exceeded \$1 million in losses.

### **Exhibit VI – Model Year Re-Index**

Exhibit VI displays a model year re-index for Comprehensive and Collision. These factors include model years up to 2016.

### **Exhibit VII – Classification Analysis**

This exhibit displays a loss ratio analysis of our classification plan. Pages 1-2 show the analysis based on the first three digits of class. Page 3 shows an analysis where the data is grouped based on 2<sup>nd</sup> digit of class which is the use of vehicle. Page 4 shows an analysis where the data is grouped on 1<sup>st</sup> digit of class which is the primary classification (adult driver, single youthful male principal operator, etc.). Selections are made at the three digit level with some consideration given to the results on Pages 3 and 4.

### **Exhibit VIII – Territorial Analysis**

Pages 1-7 of this exhibit display the indications by territory for each coverage. Five calendar years of data were utilized.

This analysis starts with Loss Ratios for each territory. Premiums are adjusted to base level and loss ratios are calculated. The Indicated Factor is the Adjusted Loss Ratio for an individual territory divided by the Adjusted Loss Ratio for the base territory. Next, the Indicated Factor is credibility-weighted with the Current Factor to produce the Credibility Weighted Indicated Factor. Credibility is calculated using the square root rule with the full credibility standard being a selected level of base premium that varies by coverage.

**Exhibit IX - PPA Rate Structure Page**

This exhibit displays the rate structure effective with this filing.

We respectfully request that this filing become effective 6/1/2013 on new business and renewals.

Sincerely,

Russell McCollough, FCAS, MAAA  
Senior Vice President - Actuary  
Southern Farm Bureau Casualty Insurance Company

Enclosure

**Southern Farm Bureau Casualty Insurance Company**  
**Private Passenger Automobile**  
**Summary of Proposed Changes**  
**Arkansas**

<u>Coverage</u>	<u>Indicated Change</u>	<u>Credibility Weighted Indicated Change</u>	<u>Proposed Change</u>	<u>On-Level Earned Premium</u>	<u>Estimated Impact</u>
<i>Bodily Injury</i>	-0.81%	-0.81%	0.00%	36,493,335	0
<i>UMBI</i>	-7.49%	-7.49%	-2.00%	12,057,570	-241,151
<i>Property Damage</i>	13.62%	13.62%	7.00%	35,651,502	2,495,605
<i>UMPD</i>	4.70%	4.70%	2.00%	4,088,617	81,772
<i>Personal Injury Protection</i>	15.12%	15.12%	6.00%	9,404,152	564,249
<i>Comprehensive</i>	-1.50%	-1.50%	-2.00%	42,616,301	-852,326
<i>Collision</i>	-5.95%	-5.95%	-5.00%	61,347,458	-3,067,373
Overall	0.49%	0.49%	<b>-0.51%</b>	201,658,934	-1,019,224

<u>Coverage</u>	<u>Base Rate Changes</u>	<u>MY Reindex Changes</u>	<u>Class Changes</u>	<u>Territory Changes</u>
<i>Bodily Injury</i>	-0.18%	0.00%	-0.46%	0.64%
<i>UM</i>	-1.47%	0.00%	0.00%	-0.54%
<i>Property Damage</i>	7.49%	0.00%	-0.46%	0.00%
<i>UMPD</i>	2.72%	0.00%	0.00%	-0.70%
<i>Personal Injury Protection</i>	6.15%	0.00%	-0.46%	0.32%
<i>Comprehensive</i>	15.55%	-15.24%	-0.46%	0.52%
<i>Collision</i>	14.52%	-16.12%	-0.46%	-0.65%
Overall	9.25%	-8.12%	-0.42%	0.00%

**Southern Farm Bureau Casualty Insurance Company**  
**Private Passenger Automobile**  
**Calculation of Overall Rate Level Indication**  
**Arkansas**

*Bodily Injury*

	[1]	[2]	[3]	[4]	[5]	[6]
<b>Fiscal Calendar Year Ending</b>	<b>Collected Earned Premium</b>	<b>Present Level Factor</b>	<b>On-Level Earned Premium [1] x [2]</b>	<b>Premium Trend Factor</b>	<b>Trended On-Level Earned [3] x [4]</b>	<b>Selected Experience Year Weights</b>
9/30/2008	48,068,088	0.8430	40,522,658	0.8864	35,917,280	0.00
9/30/2009	39,850,037	0.9876	39,355,635	0.9091	35,777,322	0.00
9/30/2010	38,343,212	1.0054	38,548,897	0.9324	35,942,497	0.20
9/30/2011	37,881,376	1.0045	38,053,003	0.9563	36,389,878	0.30
9/30/2012	<u>37,203,658</u>	1.0000	<u>37,204,577</u>	0.9809	<u>36,493,335</u>	0.50
	201,346,371		193,684,770		180,520,313	

	[7]	[8]	[9]	[10]	[11]	[12]	[13]
<b>Fiscal Accident Year Ending</b>	<b>Accident Year Incurred Losses and D&amp;CC</b>	<b>Ultimate Losses Reported Method</b>	<b>Ultimate Losses Paid LDF Method</b>	<b>Selected Ultimate Incurred Losses</b>	<b>Pure Premium Loss Trend Factor</b>	<b>Trended Ultimate Losses and D&amp;CC [10] x [11]</b>	<b>Experience Period Loss Ratio [12] / [5]</b>
9/30/2008	29,759,897	29,387,275	29,436,427	29,411,851	0.8907	26,198,287	72.94%
9/30/2009	31,424,490	30,777,611	30,084,500	30,431,056	0.9083	27,640,633	77.26%
9/30/2010	29,507,372	28,498,177	27,400,519	27,949,348	0.9262	25,887,081	72.02%
9/30/2011	28,373,443	27,817,174	27,638,432	27,727,803	0.9445	26,188,299	71.97%
9/30/2012	<u>24,095,636</u>	<u>25,399,532</u>	<u>24,358,769</u>	<u>24,879,150</u>	0.9632	<u>23,962,440</u>	65.66%
	143,160,838	141,879,769	138,918,646	140,399,208		129,876,740	

Weighted Experience Period Loss Ratio [14]: 68.83%  
 Loss Adjustment Expense Factor [15]: 1.1200  
 Weighted Experience Period Loss Ratio [16]: 77.08%

Fixed Expense Ratio [17]: 9.06%  
 Catastrophe Load [18]: 0.00%  
 Variable Expense Ratio [19]: 9.65%  
 Profit Provision [20]: 3.50%

Indicated Rate Change [21]: **-0.81%**  
 Total Earned Car Years [22]: 1,651,905  
 Credibility [23]: 100.00%  
 Net Loss Ratio Trend [24]: 98.19%

Credibility-Weighted Indicated Rate Change [25]: **-0.81%**

[14] = Sumproduct [13],[6]

[15] From Exhibit V

[16] = [14] x [15]

[17], [18], [19], [20], [21] From Exhibit V

[21] = (([16] + [17] + [18]) / (1 - [19] - [20]))

[22] Earned Car Years for Experience Period

[23] = SQRT (Minimum (([22] / 150,000, 1.00))

[24] = Latest Year of [11] / Latest Year of [4] - 1.00

Effective Date: 6/1/2013

[25] = [21] \* [23] + (1.00 - [23]) \* [24]

**Southern Farm Bureau Casualty Insurance Company**  
**Private Passenger Automobile**  
**Calculation of Overall Rate Level Indication**  
**Arkansas**

*Uninsured Motorist Bodily Injury*

	[1]	[2]	[3]	[4]	[5]	[6]
<b>Fiscal Calendar Year Ending</b>	<b>Collected Earned Premium</b>	<b>Present Level Factor</b>	<b>On-Level Earned Premium [1] x [2]</b>	<b>Premium Trend Factor</b>	<b>Trended On-Level Earned [3] x [4]</b>	<b>Selected Experience Year Weights</b>
9/30/2008	13,717,524	0.7895	10,829,808	1.0713	11,601,525	0.00
9/30/2009	11,815,107	0.9338	11,033,383	1.0580	11,673,685	0.00
9/30/2010	11,798,835	0.9760	11,515,400	1.0450	12,033,259	0.20
9/30/2011	11,867,721	0.9998	11,865,779	1.0321	12,246,316	0.30
9/30/2012	<u>11,829,336</u>	1.0000	<u>11,829,336</u>	1.0193	<u>12,057,570</u>	0.50
	61,028,522		57,073,705		59,612,354	

	[7]	[8]	[9]	[10]	[11]	[12]	[13]
<b>Fiscal Accident Year Ending</b>	<b>Accident Year Incurred Losses and D&amp;CC</b>	<b>Ultimate Losses Reported Method</b>	<b>Ultimate Losses Paid LDF Method</b>	<b>Selected Ultimate Incurred Losses</b>	<b>Pure Premium Loss Trend Factor</b>	<b>Trended Ultimate Losses and D&amp;CC [10] x [11]</b>	<b>Experience Period Loss Ratio [12] / [5]</b>
9/30/2008	5,729,091	5,626,890	5,768,630	5,697,760	1.4462	8,240,378	71.03%
9/30/2009	6,315,457	6,184,215	6,109,083	6,146,649	1.3589	8,352,908	71.55%
9/30/2010	9,180,245	9,097,993	8,876,899	8,987,446	1.2769	11,476,037	95.37%
9/30/2011	5,728,774	5,968,535	5,248,983	5,608,759	1.1998	6,729,437	54.95%
9/30/2012	<u>4,460,109</u>	<u>5,848,430</u>	<u>6,170,264</u>	<u>6,009,347</u>	1.1272	<u>6,773,630</u>	56.18%
	31,413,676	32,726,063	32,173,860	32,449,962		41,572,390	

Weighted Experience Period Loss Ratio [14]: 63.65%  
 Loss Adjustment Expense Factor [15]: 1.1200  
 Weighted Experience Period Loss Ratio [16]: 71.29%

Fixed Expense Ratio [17]: 9.06%  
 Catastrophe Load [18]: 0.00%  
 Variable Expense Ratio [19]: 9.65%  
 Profit Provision [20]: 3.50%

Indicated Rate Change [21]: **-7.49%**  
 Total Earned Car Years [22]: 1,605,113  
 Credibility [23]: 100.00%  
 Net Loss Ratio Trend [24]: 110.58%

Credibility-Weighted Indicated Rate Change [25]: **-7.49%**

[14] = Sumproduct [13],[6]  
 [15] From Exhibit V  
 [16] = [14] x [15]  
 [17], [18], [19], [20], [21] From Exhibit V  
 [21] = (([16] + [17] + [18]) / (1 - [19] - [20]))  
 [22] Earned Car Years for Experience Period  
 [23] = SQRT (Minimum ([22] / 150,000, 1.00))  
 [24] = Latest Year of [11] / Latest Year of [4] - 1.00  
 [25] = [21] \* [23] + (1.00 - [23]) \* [24]

Effective Date: 6/1/2013

**Southern Farm Bureau Casualty Insurance Company**  
**Private Passenger Automobile**  
**Calculation of Overall Rate Level Indication**  
**Arkansas**

*Property Damage*

	[1]	[2]	[3]	[4]	[5]	[6]
<b>Fiscal Calendar Year Ending</b>	<b>Collected Earned Premium</b>	<b>Present Level Factor</b>	<b>On-Level Earned Premium [1] x [2]</b>	<b>Premium Trend Factor</b>	<b>Trended On-Level Earned [3] x [4]</b>	<b>Selected Experience Year Weights</b>
9/30/2008	38,282,546	1.0478	40,112,390	0.8773	35,190,139	0.00
9/30/2009	35,927,800	1.0849	38,978,074	0.9021	35,161,970	0.00
9/30/2010	35,979,890	1.0662	38,362,852	0.9276	35,585,585	0.20
9/30/2011	36,743,359	1.0220	37,553,007	0.9538	35,819,402	0.30
9/30/2012	<u>36,342,707</u>	1.0001	<u>36,346,337</u>	0.9809	<u>35,651,502</u>	0.50
	183,276,301		191,352,659		177,408,598	

	[7]	[8]	[9]	[10]	[11]	[12]	[13]
<b>Fiscal Accident Year Ending</b>	<b>Accident Year Incurred Losses and D&amp;CC</b>	<b>Ultimate Losses Reported Method</b>	<b>Ultimate Losses Paid LDF Method</b>	<b>Selected Ultimate Incurred Losses</b>	<b>Pure Premium Loss Trend Factor</b>	<b>Trended Ultimate Losses and D&amp;CC [10] x [11]</b>	<b>Experience Period Loss Ratio [12] / [5]</b>
9/30/2008	27,316,894	27,281,405	27,278,437	27,279,921	0.8829	24,085,355	68.44%
9/30/2009	28,285,906	28,215,280	28,250,300	28,232,790	0.9017	25,456,128	72.40%
9/30/2010	29,176,742	29,042,837	29,074,036	29,058,437	0.9208	26,757,121	75.19%
9/30/2011	28,526,408	28,367,107	28,444,792	28,405,949	0.9404	26,711,916	74.57%
9/30/2012	<u>26,736,462</u>	<u>27,205,747</u>	<u>27,220,580</u>	<u>27,213,164</u>	0.9604	<u>26,135,353</u>	73.31%
	140,042,412	140,112,376	140,268,145	140,190,261		129,145,873	

Weighted Experience Period Loss Ratio [14]: 74.06%  
Loss Adjustment Expense Factor [15]: 1.2100  
Weighted Experience Period Loss Ratio [16]: 89.62%

Fixed Expense Ratio [17]: 9.06%  
Catastrophe Load [18]: 0.00%  
Variable Expense Ratio [19]: 9.65%  
Profit Provision [20]: 3.50%

Indicated Rate Change [21]: **13.62%**  
Total Earned Car Years [22]: 1,654,001  
Credibility [23]: 100.00%  
Net Loss Ratio Trend [24]: 97.91%

Credibility-Weighted Indicated Rate Change [25]: **13.62%**

[14] = Sumproduct [13],[6]	
[15] From Exhibit V	
[16] = [14] x [15]	
[17], [18], [19], [20], [21] From Exhibit V	
[21] = (([16] + [17] + [18]) / (1 - [19] - [20]))	
[22] Earned Car Years for Experience Period	
[23] = SQRT (Minimum ([22] / 150,000, 1.00))	
[24] = Latest Year of [11] / Latest Year of [4] - 1.00	Effective Date: 6/1/2013
[25] = [21] * [23] + (1.00 - [23]) * [24]	

**Southern Farm Bureau Casualty Insurance Company**  
**Private Passenger Automobile**  
**Calculation of Overall Rate Level Indication**  
**Arkansas**

*Uninsured Motorist Property Damage*

Fiscal Calendar Year Ending	[1] Collected Earned Premium	[2] Present Level Factor	[3] On-Level Earned Premium [1] x [2]	[4] Premium Trend Factor	[5] Trended On-Level Earned [3] x [4]	[6] Selected Experience Year Weights
9/30/2008	4,964,852	0.8633	4,285,971	0.9578	4,105,003	0.00
9/30/2009	4,328,382	0.9891	4,281,343	0.9648	4,130,558	0.00
9/30/2010	4,221,899	1.0000	4,221,899	0.9718	4,102,996	0.20
9/30/2011	4,173,191	1.0000	4,173,191	0.9789	4,085,319	0.30
9/30/2012	<u>4,146,155</u>	1.0000	<u>4,146,155</u>	0.9861	<u>4,088,617</u>	0.50
	21,834,480		21,108,560		20,512,494	

Fiscal Accident Year Ending	[7] Accident Year Incurred Losses and D&CC	[8] Ultimate Losses Reported Method	[9] Ultimate Losses Paid LDF Method	[10] Selected Ultimate Incurred Losses	[11] Pure Premium Loss Trend Factor	[12] Trended Ultimate Losses and D&CC [10] x [11]	[13] Experience Period Loss Ratio [12] / [5]
9/30/2008	3,072,010	3,036,581	3,036,277	3,036,429	0.9578	2,908,295	70.85%
9/30/2009	2,934,961	2,876,557	2,877,708	2,877,133	0.9648	2,775,846	67.20%
9/30/2010	3,223,811	3,125,093	3,118,447	3,121,770	0.9718	3,033,866	73.94%
9/30/2011	3,142,693	2,981,660	2,985,837	2,983,748	0.9789	2,920,907	71.50%
9/30/2012	<u>3,119,463</u>	<u>3,034,543</u>	<u>3,078,736</u>	<u>3,056,640</u>	0.9861	<u>3,014,176</u>	73.72%
	15,492,938	15,054,434	15,097,006	15,075,720		14,653,090	

Weighted Experience Period Loss Ratio [14]: 73.10%  
 Loss Adjustment Expense Factor [15]: 1.1200  
 Weighted Experience Period Loss Ratio [16]: 81.87%

Fixed Expense Ratio [17]: 9.06%  
 Catastrophe Load [18]: 0.00%  
 Variable Expense Ratio [19]: 9.65%  
 Profit Provision [20]: 3.50%

Indicated Rate Change [21]: **4.70%**  
 Total Earned Car Years [22]: 1,558,227  
 Credibility [23]: 100.00%  
 Net Loss Ratio Trend [24]: 100.00%

Credibility-Weighted Indicated Rate Change [25]: **4.70%**

[14] = Sumproduct [13],[6]

[15] From Exhibit V

[16] = [14] x [15]

[17], [18], [19], [20], [21] From Exhibit V

[21] = (([16] + [17] + [18]) / (1 - [19] - [20]))

[22] Earned Car Years for Experience Period

[23] = SQRT (Minimum ([22] / 150,000, 1.00))

[24] = Latest Year of [11] / Latest Year of [4] - 1.00

[25] = [21] \* [23] + (1.00 - [23]) \* [24]

Effective Date: 6/1/2013

**Southern Farm Bureau Casualty Insurance Company**  
**Private Passenger Automobile**  
**Calculation of Overall Rate Level Indication**  
**Arkansas**

*Personal Injury Protection*

	[1]	[2]	[3]	[4]	[5]	[6]
<b>Fiscal Calendar Year Ending</b>	<b>Collected Earned Premium</b>	<b>Present Level Factor</b>	<b>On-Level Earned Premium [1] x [2]</b>	<b>Premium Trend Factor</b>	<b>Trended On-Level Earned [3] x [4]</b>	<b>Selected Experience Year Weights</b>
9/30/2008	10,108,955	0.9078	9,177,064	1.0000	9,177,064	0.00
9/30/2009	9,437,101	0.9938	9,378,856	1.0000	9,378,856	0.00
9/30/2010	9,514,855	1.0000	9,514,855	1.0000	9,514,855	0.20
9/30/2011	9,543,488	1.0000	9,543,488	1.0000	9,543,488	0.30
9/30/2012	<u>9,404,152</u>	1.0000	<u>9,404,152</u>	1.0000	<u>9,404,152</u>	0.50
	48,008,551		47,018,414		47,018,414	

	[7]	[8]	[9]	[10]	[11]	[12]	[13]
<b>Fiscal Accident Year Ending</b>	<b>Accident Year Incurred Losses and D&amp;CC</b>	<b>Ultimate Losses Reported Method</b>	<b>Ultimate Losses Paid LDF Method</b>	<b>Selected Ultimate Incurred Losses</b>	<b>Pure Premium Loss Trend Factor</b>	<b>Trended Ultimate Losses and D&amp;CC [10] x [11]</b>	<b>Experience Period Loss Ratio [12] / [5]</b>
9/30/2008	7,516,328	7,475,102	7,492,086	7,483,594	1.1715	8,767,373	95.54%
9/30/2009	7,586,367	7,506,377	7,537,467	7,521,922	1.1407	8,579,932	91.48%
9/30/2010	7,708,297	7,536,043	7,589,179	7,562,611	1.1106	8,398,902	88.27%
9/30/2011	8,149,520	7,616,820	7,720,749	7,668,784	1.0813	8,292,262	86.89%
9/30/2012	<u>8,794,824</u>	<u>6,934,878</u>	<u>7,386,944</u>	<u>7,160,911</u>	1.0527	<u>7,538,391</u>	80.16%
	39,755,337	37,069,220	37,726,425	37,397,822		41,576,860	

Weighted Experience Period Loss Ratio [14]:	83.80%
Loss Adjustment Expense Factor [15]:	1.0850
Weighted Experience Period Loss Ratio [16]:	90.92%
Fixed Expense Ratio [17]:	9.06%
Catastrophe Load [18]:	0.00%
Variable Expense Ratio [19]:	9.65%
Profit Provision [20]:	3.50%
Indicated Rate Change [21]:	<b>15.12%</b>
Total Earned Car Years [22]:	1,596,735
Credibility [23]:	100.00%
Net Loss Ratio Trend [24]:	105.27%
Credibility-Weighted Indicated Rate Change [25]:	<b>15.12%</b>

[14] = Sumproduct [13],[6]

[15] From Exhibit V

[16] = [14] x [15]

[17], [18], [19], [20], [21] From Exhibit V

[21] = (([16] + [17] + [18]) / (1 - [19] - [20]))

[22] Earned Car Years for Experience Period

[23] = SQRT (Minimum ([22] / 150,000, 1.00))

[24] = Latest Year of [11] / Latest Year of [4] - 1.00

[25] = [21] \* [23] + (1.00 - [23]) \* [24]

Effective Date: 6/1/2013

**Southern Farm Bureau Casualty Insurance Company  
Private Passenger Automobile  
Calculation of Overall Rate Level Indication  
Arkansas**

*Comprehensive*

Fiscal Calendar Year Ending	[1] Collected Earned Premium	[2] Present Level Factor	[3] On-Level Earned Premium [1] x [2]	[4] Premium Trend Factor	[5] Trended On-Level Earned [3] x [4]	[6] Selected Experience Year Weights
9/30/2008	36,671,101	1.0583	38,807,469	1.1130	43,190,964	0.10
9/30/2009	35,886,195	1.1004	39,490,414	1.0965	43,301,529	0.15
9/30/2010	37,303,125	1.0734	40,040,183	1.0803	43,255,521	0.20
9/30/2011	39,471,919	1.0224	40,357,711	1.0643	42,954,234	0.25
9/30/2012	<u>40,637,582</u>	1.0001	<u>40,642,466</u>	1.0486	<u>42,616,301</u>	0.30
	189,969,923		199,338,243		215,318,549	

Fiscal Accident Year Ending	[7] Accident Year Incurred Losses and D&CC	[8] Ultimate Losses Reported Method	[9] Ultimate Losses Paid LDF Method	[10] Selected Ultimate Incurred Losses	[11] Pure Premium Loss Trend Factor	[12] Trended Ultimate Losses and D&CC [10] x [11]	[13] Experience Period Loss Ratio [12] / [5]
9/30/2008	24,141,590	24,129,522	24,129,223	24,129,373	0.9388	22,652,857	52.45%
9/30/2009	25,507,165	25,491,866	25,490,167	25,491,016	0.9489	24,187,568	55.86%
9/30/2010	24,995,588	24,983,093	24,982,591	24,982,842	0.9590	23,959,348	55.39%
9/30/2011	24,337,555	24,344,858	24,359,048	24,351,953	0.9693	23,604,513	54.95%
9/30/2012	<u>21,861,149</u>	<u>22,828,529</u>	<u>22,821,935</u>	<u>22,825,232</u>	0.9797	<u>22,362,339</u>	52.47%
	120,843,047	121,777,868	121,782,964	121,780,416		116,766,624	

Weighted Experience Period Loss Ratio [14]:	54.18%
Loss Adjustment Expense Factor [15]:	1.1450
Weighted Experience Period Loss Ratio [16]:	62.04%
Fixed Expense Ratio [17]:	8.95%
Catastrophe Load [18]:	12.00%
Variable Expense Ratio [19]:	9.75%
Profit Provision [20]:	6.00%
Indicated Rate Change [21]:	<b>-1.50%</b>
Total Earned Car Years [22]:	1,107,054
Credibility [23]:	100.00%
Net Loss Ratio Trend [24]:	93.43%
Credibility-Weighted Indicated Rate Change [25]:	<b>-1.50%</b>

[14] = Sumproduct [13],[6]	
[15] From Exhibit V	
[16] = [14] x [15]	
[17], [18], [19], [20], [21] From Exhibit V	
[21] = (([16] + [17] + [18]) / (1 - [19] - [20]))	
[22] Earned Car Years for Experience Period	
[23] = SQRT (Minimum ([22] / 150,000, 1.00))	
[24] = Latest Year of [11] / Latest Year of [4] - 1.00	Effective Date: 6/1/2013
[25] = [21] * [23] + (1.00 - [23]) * [24]	

**Southern Farm Bureau Casualty Insurance Company  
Private Passenger Automobile  
Calculation of Overall Rate Level Indication  
Arkansas**

*Collision*

Fiscal Calendar Year Ending	[1] Collected Earned Premium	[2] Present Level Factor	[3] On-Level Earned Premium [1] x [2]	[4] Premium Trend Factor	[5] Trended On-Level Earned [3] x [4]	[6] Selected Experience Year Weights
9/30/2008	55,359,139	0.9832	54,431,484	1.1404	62,072,894	0.00
9/30/2009	54,230,344	1.0182	55,215,905	1.1180	61,732,781	0.00
9/30/2010	55,465,174	1.0090	55,963,365	1.0961	61,341,628	0.20
9/30/2011	57,191,781	1.0000	57,194,300	1.0746	61,461,627	0.30
9/30/2012	<u>58,232,978</u>	1.0000	<u>58,232,978</u>	1.0535	<u>61,347,458</u>	0.50
	280,479,416		281,038,032		307,956,388	

Fiscal Accident Year Ending	[7] Accident Year Incurred Losses and D&CC	[8] Ultimate Losses Reported Method	[9] Ultimate Losses Paid LDF Method	[10] Selected Ultimate Incurred Losses	[11] Pure Premium Loss Trend Factor	[12] Trended Ultimate Losses and D&CC [10] x [11]	[13] Experience Period Loss Ratio [12] / [5]
9/30/2008	41,770,788	41,724,865	41,711,528	41,718,196	0.8359	34,871,775	56.18%
9/30/2009	42,046,701	41,992,076	41,949,528	41,970,802	0.8616	36,160,508	58.58%
9/30/2010	44,207,135	44,101,165	44,084,529	44,092,847	0.8880	39,155,622	63.83%
9/30/2011	43,397,134	43,163,421	43,166,699	43,165,060	0.9153	39,509,094	64.28%
9/30/2012	<u>40,628,634</u>	<u>40,632,697</u>	<u>40,698,610</u>	<u>40,665,654</u>	0.9435	<u>38,367,827</u>	62.54%
	212,050,393	211,614,225	211,610,894	211,612,560		188,064,826	

Weighted Experience Period Loss Ratio [14]: 63.32%  
 Loss Adjustment Expense Factor [15]: 1.1100  
 Weighted Experience Period Loss Ratio [16]: 70.29%

Fixed Expense Ratio [17]: 8.95%  
 Catastrophe Load [18]: 0.00%  
 Variable Expense Ratio [19]: 9.75%  
 Profit Provision [20]: 6.00%

Indicated Rate Change [21]: **-5.95%**  
 Total Earned Car Years [22]: 1,081,389  
 Credibility [23]: 100.00%  
 Net Loss Ratio Trend [24]: 89.56%

Credibility-Weighted Indicated Rate Change [25]: **-5.95%**

[14] = Sumproduct [13],[6]	
[15] From Exhibit V	
[16] = [14] x [15]	
[17], [18], [19], [20], [21] From Exhibit V	
[21] = (([16] + [17] + [18]) / (1 - [19] - [20]))	
[22] Earned Car Years for Experience Period	
[23] = SQRT (Minimum ([22] / 150,000, 1.00))	
[24] = Latest Year of [11] / Latest Year of [4] - 1.00	Effective Date: 6/1/2013
[25] = [21] * [23] + (1.00 - [23]) * [24]	

**Southern Farm Bureau Casualty Insurance Company**  
**Private Passenger Automobile**  
**Calculation of Present Level Factors**  
**Arkansas**

*Bodily Injury*

<b>Six Month Automobile Policies</b>
--------------------------------------

<b>Rate Change Date</b>	<b>Rate Change</b>	<b>Fiscal Year</b>	<b>* Average Rate Level</b>	<b>Present Level Factor</b>	<b>Term Premium Distribution</b>
15-Aug-07	-1.00%	2008	0.9726	0.8448	82.87%
1-Jun-08	-17.00%	2009	0.8264	0.9942	82.61%
1-Dec-09	-1.00%	2010	0.8169	1.0058	83.29%
1-Dec-10	1.00%	2011	0.8182	1.0041	82.73%
		2012	0.8216	1.0000	82.14%
		Current:	0.8216		

<b>Twelve Month Automobile Policies</b>
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<b>Rate Change Date</b>	<b>Rate Change</b>	<b>Fiscal Year</b>	<b>* Average Rate Level</b>	<b>Present Level Factor</b>	<b>Term Premium Distribution</b>
15-Aug-07	-1.00%	2008	0.9844	0.8346	17.13%
1-Jun-08	-17.00%	2009	0.8593	0.9561	17.39%
1-Dec-09	-1.00%	2010	0.8189	1.0034	16.71%
1-Dec-10	1.00%	2011	0.8164	1.0064	17.27%
		2012	0.8215	1.0001	17.86%
		Current:	0.8216		

<b>Fiscal Calendar Year</b>	<b>Final Weighted PLF</b>
2008	0.8430
2009	0.9876
2010	1.0054
2011	1.0045
2012	1.0000

Notes: \* -Average rate level is computed using the standard parallelogram method.

**Southern Farm Bureau Casualty Insurance Company**  
**Private Passenger Automobile**  
**Calculation of Present Level Factors**  
**Arkansas**

*Uninsured Motorist Bodily Injury*

<b>Six Month Automobile Policies</b>
--------------------------------------

<b>Rate Change</b>	<b>Rate</b>	<b>Fiscal</b>	<b>* Average Rate</b>	<b>Present Level</b>	<b>Term Premium</b>
<b><u>Date</u></b>	<b><u>Change</u></b>	<b><u>Year</u></b>	<b><u>Level</u></b>	<b><u>Factor</u></b>	<b><u>Distribution</u></b>
15-Aug-07	10.00%	2008	1.0613	0.7877	79.29%
1-Jun-08	-20.00%	2009	0.8861	0.9434	78.07%
1-Dec-09	-5.00%	2010	0.8544	0.9785	78.39%
1-Dec-10	0.00%	2011	0.8360	1.0000	77.72%
		2012	0.8360	1.0000	77.22%
		Current:	0.8360		

<b>Twelve Month Automobile Policies</b>
---

<b>Rate Change</b>	<b>Rate</b>	<b>Fiscal</b>	<b>* Average Rate</b>	<b>Present Level</b>	<b>Term Premium</b>
<b><u>Date</u></b>	<b><u>Change</u></b>	<b><u>Year</u></b>	<b><u>Level</u></b>	<b><u>Factor</u></b>	<b><u>Distribution</u></b>
15-Aug-07	10.00%	2008	1.0498	0.7964	20.71%
1-Jun-08	-20.00%	2009	0.9292	0.8997	21.93%
1-Dec-09	-5.00%	2010	0.8647	0.9668	21.61%
1-Dec-10	0.00%	2011	0.8366	0.9993	22.28%
		2012	0.8360	1.0000	22.78%
		Current:	0.8360		

<b>Fiscal Calendar Year</b>	<b>Final Weighted PLF</b>
2008	0.7895
2009	0.9338
2010	0.9760
2011	0.9998
2012	1.0000

Notes: \* -Average rate level is computed using the standard parallelogram method.

**Southern Farm Bureau Casualty Insurance Company**  
**Private Passenger Automobile**  
**Calculation of Present Level Factors**  
**Arkansas**

*Property Damage*

<b>Six Month Automobile Policies</b>
--------------------------------------

<b>Rate Change</b>	<b>Rate</b>	<b>Fiscal</b>	<b>* Average Rate</b>	<b>Present Level</b>	<b>Term Premium</b>
<b><u>Date</u></b>	<b><u>Change</u></b>	<b><u>Year</u></b>	<b><u>Level</u></b>	<b><u>Factor</u></b>	<b><u>Distribution</u></b>
15-Aug-07	-5.00%	2008	0.9539	1.0499	85.81%
1-Jun-08	-3.00%	2009	0.9223	1.0858	86.01%
1-Dec-09	3.50%	2010	0.9403	1.0650	86.11%
1-Dec-10	5.00%	2011	0.9815	1.0203	85.63%
		2012	1.0014	1.0000	84.99%
		Current:	1.0014		

<b>Twelve Month Automobile Policies</b>
---

<b>Rate Change</b>	<b>Rate</b>	<b>Fiscal</b>	<b>* Average Rate</b>	<b>Present Level</b>	<b>Term Premium</b>
<b><u>Date</u></b>	<b><u>Change</u></b>	<b><u>Year</u></b>	<b><u>Level</u></b>	<b><u>Factor</u></b>	<b><u>Distribution</u></b>
15-Aug-07	-5.00%	2008	0.9674	1.0352	14.19%
1-Jun-08	-3.00%	2009	0.9279	1.0793	13.99%
1-Dec-09	3.50%	2010	0.9327	1.0737	13.89%
1-Dec-10	5.00%	2011	0.9698	1.0326	14.37%
		2012	1.0008	1.0007	15.01%
		Current:	1.0014		

<b><u>Fiscal Calendar Year</u></b>	<b><u>Final Weighted PLF</u></b>
2008	1.0478
2009	1.0849
2010	1.0662
2011	1.0220
2012	1.0001

Notes: \* -Average rate level is computed using the standard parallelogram method.

**Southern Farm Bureau Casualty Insurance Company**  
**Private Passenger Automobile**  
**Calculation of Present Level Factors**  
**Arkansas**

*Uninsured Motorist Property Damage*

<b>Six Month Automobile Policies</b>
--------------------------------------

<u>Rate Change Date</u>	<u>Rate Change</u>	<u>Fiscal Year</u>	* <u>Average Rate Level</u>	<u>Present Level Factor</u>	<u>Term Premium Distribution</u>
15-Aug-07	0.00%	2008	0.9832	0.8645	83.24%
1-Jun-08	-15.00%	2009	0.8542	0.9951	81.95%
1-Dec-09	0.00%	2010	0.8500	1.0000	82.59%
1-Dec-10	0.00%	2011	0.8500	1.0000	82.90%
		2012	0.8500	1.0000	82.32%
		Current:	0.8500		

<b>Twelve Month Automobile Policies</b>
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<u>Rate Change Date</u>	<u>Rate Change</u>	<u>Fiscal Year</u>	* <u>Average Rate Level</u>	<u>Present Level Factor</u>	<u>Term Premium Distribution</u>
15-Aug-07	0.00%	2008	0.9916	0.8572	16.76%
1-Jun-08	-15.00%	2009	0.8835	0.9621	18.05%
1-Dec-09	0.00%	2010	0.8500	1.0000	17.41%
1-Dec-10	0.00%	2011	0.8500	1.0000	17.10%
		2012	0.8500	1.0000	17.68%
		Current:	0.8500		

<u>Fiscal Calendar Year</u>	<u>Final Weighted PLF</u>
2008	0.8633
2009	0.9891
2010	1.0000
2011	1.0000
2012	1.0000

Notes: \* -Average rate level is computed using the standard parallelogram method.

**Southern Farm Bureau Casualty Insurance Company**  
**Private Passenger Automobile**  
**Calculation of Present Level Factors**  
**Arkansas**

*Personal Injury Protection*

<b>Six Month Automobile Policies</b>
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<b>Rate Change Date</b>	<b>Rate Change</b>	<b>Fiscal Year</b>	<b>* Average Rate Level</b>	<b>Present Level Factor</b>	<b>Term Premium Distribution</b>
15-Aug-07	-1.00%	2008	0.9803	0.9089	85.64%
1-Jun-08	-10.00%	2009	0.8938	0.9969	85.43%
1-Dec-09	0.00%	2010	0.8910	1.0000	85.44%
1-Dec-10	0.00%	2011	0.8910	1.0000	84.92%
		2012	0.8910	1.0000	84.33%
		Current:	0.8910		

<b>Twelve Month Automobile Policies</b>
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<b>Rate Change Date</b>	<b>Rate Change</b>	<b>Fiscal Year</b>	<b>* Average Rate Level</b>	<b>Present Level Factor</b>	<b>Term Premium Distribution</b>
15-Aug-07	-1.00%	2008	0.9883	0.9016	14.36%
1-Jun-08	-10.00%	2009	0.9131	0.9758	14.57%
1-Dec-09	0.00%	2010	0.8910	1.0000	14.56%
1-Dec-10	0.00%	2011	0.8910	1.0000	15.08%
		2012	0.8910	1.0000	15.67%
		Current:	0.8910		

<b>Fiscal Calendar Year</b>	<b>Final Weighted PLF</b>
2008	0.9078
2009	0.9938
2010	1.0000
2011	1.0000
2012	1.0000

Notes: \* -Average rate level is computed using the standard parallelogram method.

**Southern Farm Bureau Casualty Insurance Company**  
**Private Passenger Automobile**  
**Calculation of Present Level Factors**  
**Arkansas**

*Comprehensive*

<b>Six Month Automobile Policies</b>
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<b>Rate Change Date</b>	<b>Rate Change</b>	<b>Fiscal Year</b>	<b>* Average Rate Level</b>	<b>Present Level Factor</b>	<b>Term Premium Distribution</b>
15-Aug-07	-7.00%	2008	0.9367	1.0617	82.92%
1-Jun-08	-3.00%	2009	0.9029	1.1015	83.16%
1-Dec-09	5.00%	2010	0.9284	1.0713	83.15%
1-Dec-10	5.00%	2011	0.9748	1.0203	82.61%
		2012	0.9946	1.0000	81.94%
		Current:	0.9946		

<b>Twelve Month Automobile Policies</b>
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<b>Rate Change Date</b>	<b>Rate Change</b>	<b>Fiscal Year</b>	<b>* Average Rate Level</b>	<b>Present Level Factor</b>	<b>Term Premium Distribution</b>
15-Aug-07	-7.00%	2008	0.9550	1.0414	17.08%
1-Jun-08	-3.00%	2009	0.9083	1.0949	16.84%
1-Dec-09	5.00%	2010	0.9177	1.0837	16.85%
1-Dec-10	5.00%	2011	0.9630	1.0328	17.39%
		2012	0.9939	1.0007	18.06%
		Current:	0.9946		

<b>Fiscal Calendar Year</b>	<b>Final Weighted PLF</b>
2008	1.0583
2009	1.1004
2010	1.0734
2011	1.0224
2012	1.0001

Notes: \* -Average rate level is computed using the standard parallelogram method.

**Southern Farm Bureau Casualty Insurance Company**  
**Private Passenger Automobile**  
**Calculation of Present Level Factors**  
**Arkansas**

*Collision*

<b>Six Month Automobile Policies</b>
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<b>Rate Change</b>	<b>Rate</b>	<b>Fiscal</b>	<b>* Average Rate</b>	<b>Present Level</b>	<b>Term Premium</b>
<b><u>Date</u></b>	<b><u>Change</u></b>	<b><u>Year</u></b>	<b><u>Level</u></b>	<b><u>Factor</u></b>	<b><u>Distribution</u></b>
15-Aug-07	-5.00%	2008	0.9539	0.9854	84.37%
1-Jun-08	-3.00%	2009	0.9223	1.0191	84.54%
1-Dec-09	2.00%	2010	0.9322	1.0082	84.44%
1-Dec-10	0.00%	2011	0.9399	1.0000	83.92%
		2012	0.9399	1.0000	83.34%
		Current:	0.9399		

<b>Twelve Month Automobile Policies</b>
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<b>Rate Change</b>	<b>Rate</b>	<b>Fiscal</b>	<b>* Average Rate</b>	<b>Present Level</b>	<b>Term Premium</b>
<b><u>Date</u></b>	<b><u>Change</u></b>	<b><u>Year</u></b>	<b><u>Level</u></b>	<b><u>Factor</u></b>	<b><u>Distribution</u></b>
15-Aug-07	-5.00%	2008	0.9674	0.9716	15.63%
1-Jun-08	-3.00%	2009	0.9279	1.0130	15.46%
1-Dec-09	2.00%	2010	0.9279	1.0130	15.56%
1-Dec-10	0.00%	2011	0.9397	1.0003	16.08%
		2012	0.9399	1.0000	16.66%
		Current:	0.9399		

<b><u>Fiscal Calendar Year</u></b>	<b><u>Final Weighted PLF</u></b>
2008	0.9832
2009	1.0182
2010	1.0090
2011	1.0000
2012	1.0000

Notes: \* -Average rate level is computed using the standard parallelogram method.

**Southern Farm Bureau Casualty Insurance Company**  
**Automobile**  
**Calculation of Frequency Loss Trend**  
**Arkansas**

Quarter Ending	X-Value	Frequency Trend (Paid Claim Counts / Earned Exposures)						
		BI	UMBI	PD	UMPD	PIP	COMP	COLL
2008 QTR 4	1	0.51%	0.09%	2.34%	0.42%	0.41%	11.74%	5.96%
2009 QTR 1	2	0.52%	0.09%	2.36%	0.42%	0.41%	11.71%	6.01%
2009 QTR 2	3	0.53%	0.09%	2.40%	0.42%	0.41%	10.10%	6.04%
2009 QTR 3	4	0.51%	0.09%	2.43%	0.42%	0.40%	10.42%	6.10%
2009 QTR 4	5	0.53%	0.08%	2.47%	0.42%	0.40%	10.74%	6.16%
2010 QTR 1	6	0.52%	0.08%	2.47%	0.42%	0.38%	10.82%	6.12%
2010 QTR 2	7	0.53%	0.08%	2.47%	0.43%	0.38%	11.00%	6.15%
2010 QTR 3	8	0.53%	0.08%	2.43%	0.43%	0.40%	10.75%	6.11%
2010 QTR 4	9	0.51%	0.07%	2.38%	0.43%	0.39%	10.75%	5.99%
2011 QTR 1	10	0.49%	0.07%	2.32%	0.42%	0.39%	10.31%	5.73%
2011 QTR 2	11	0.46%	0.07%	2.21%	0.38%	0.36%	11.00%	5.33%
2011 QTR 3	12	0.44%	0.06%	2.22%	0.37%	0.34%	11.40%	5.01%
2011 QTR 4	13	0.42%	0.07%	2.18%	0.35%	0.33%	11.17%	4.76%
2012 QTR 1	14	0.44%	0.07%	2.21%	0.35%	0.34%	11.30%	4.68%
2012 QTR 2	15	0.46%	0.08%	2.23%	0.37%	0.36%	10.03%	4.73%
2012 QTR 3	16	0.46%	0.08%	2.19%	0.37%	0.37%	9.47%	4.64%

	Exponential Least Squares Fitted Annualized Change						
8 Points	-5.37%	6.11%	-3.73%	-9.27%	-4.87%	-4.48%	-14.12%
12 Points	-7.54%	-4.89%	-5.19%	-7.70%	-5.00%	-2.01%	-12.11%
16 Points	-5.14%	-6.44%	-3.02%	-4.97%	-4.93%	-1.79%	-8.07%

	Selected Annual Changes						
	BI	UMBI	PD	UMPD	PIP	COMP	COLL
Selected Annual Change (Frequency)	-5.25%	-1.00%	-4.00%	-5.00%	-4.90%	-3.00%	-12.00%

Fiscal Accident Year	Trend Period	Calculated Loss Trend Factors						
		BI	UMBI	PD	UMPD	PIP	COMP	COLL
9/30/2008	5.93	0.7265	0.9422	0.7851	0.7379	0.7425	0.8349	0.4689
9/30/2009	4.93	0.7667	0.9517	0.8179	0.7767	0.7808	0.8607	0.5328
9/30/2010	3.93	0.8092	0.9613	0.8519	0.8176	0.8210	0.8873	0.6054
9/30/2011	2.93	0.8541	0.9710	0.8874	0.8607	0.8633	0.9148	0.6880
9/30/2012	1.92	0.9015	0.9809	0.9245	0.9061	0.9079	0.9431	0.7821

**Southern Farm Bureau Casualty Insurance Company**  
**Automobile**  
**Calculation of Severity Loss Trends**  
**Arkansas**

<b>Quarter</b>	<b>Ending</b>	<b>X-Value</b>	<b>Severity Trend (Paid Losses / Paid Claim Counts)</b>						
			<b>BI</b>	<b>UMBI</b>	<b>PD</b>	<b>UMPD</b>	<b>PIP</b>	<b>COMP</b>	<b>COLL</b>
2008 QTR 4	1		\$ 16,058.28	\$ 22,523.77	\$ 3,026.18	\$ 1,921.58	\$ 4,766.60	\$ 1,400.82	\$ 2,730.28
2009 QTR 1	2		\$ 15,626.23	\$ 21,116.72	\$ 3,072.92	\$ 1,978.52	\$ 4,778.93	\$ 1,391.58	\$ 2,691.48
2009 QTR 2	3		\$ 15,381.62	\$ 21,292.48	\$ 3,060.44	\$ 1,977.84	\$ 4,821.55	\$ 1,169.39	\$ 2,700.68
2009 QTR 3	4		\$ 15,831.46	\$ 20,153.94	\$ 3,062.22	\$ 1,965.27	\$ 4,815.75	\$ 1,205.75	\$ 2,712.39
2009 QTR 4	5		\$ 15,466.70	\$ 19,712.05	\$ 3,101.74	\$ 1,981.21	\$ 4,883.36	\$ 1,221.89	\$ 2,794.95
2010 QTR 1	6		\$ 15,174.92	\$ 20,029.87	\$ 3,152.61	\$ 1,991.03	\$ 5,040.23	\$ 1,212.26	\$ 2,817.18
2010 QTR 2	7		\$ 14,128.02	\$ 19,757.29	\$ 3,125.55	\$ 2,069.11	\$ 5,015.81	\$ 1,168.45	\$ 2,815.30
2010 QTR 3	8		\$ 14,588.14	\$ 19,899.22	\$ 3,111.95	\$ 2,014.60	\$ 4,977.89	\$ 1,077.98	\$ 2,833.79
2010 QTR 4	9		\$ 14,425.60	\$ 23,493.62	\$ 3,156.01	\$ 2,055.40	\$ 5,054.73	\$ 1,058.49	\$ 2,854.67
2011 QTR 1	10		\$ 14,551.56	\$ 24,389.47	\$ 3,155.22	\$ 2,085.53	\$ 5,033.48	\$ 1,015.58	\$ 2,991.19
2011 QTR 2	11		\$ 15,959.30	\$ 24,521.54	\$ 3,210.49	\$ 2,057.42	\$ 5,483.34	\$ 1,210.69	\$ 3,140.05
2011 QTR 3	12		\$ 15,911.84	\$ 27,259.54	\$ 3,260.25	\$ 2,137.17	\$ 5,660.90	\$ 1,259.57	\$ 3,359.13
2011 QTR 4	13		\$ 16,402.26	\$ 26,708.40	\$ 3,293.00	\$ 2,135.16	\$ 5,911.22	\$ 1,271.91	\$ 3,499.89
2012 QTR 1	14		\$ 16,327.49	\$ 26,497.15	\$ 3,254.05	\$ 2,158.66	\$ 5,901.00	\$ 1,298.71	\$ 3,455.64
2012 QTR 2	15		\$ 16,365.59	\$ 26,286.39	\$ 3,264.60	\$ 2,225.68	\$ 5,829.15	\$ 1,097.71	\$ 3,434.73
2012 QTR 3	16		\$ 15,344.76	\$ 25,231.81	\$ 3,228.84	\$ 2,265.29	\$ 5,844.85	\$ 1,080.75	\$ 3,408.19

	<b>Exponential Least Squares Fitted Annualized Change</b>						
8 Points	5.47%	5.31%	1.83%	5.62%	10.07%	3.66%	11.36%
12 Points	3.67%	13.64%	2.03%	4.53%	8.31%	0.03%	10.27%
16 Points	0.84%	8.31%	2.12%	3.86%	6.80%	-3.23%	8.28%

	<b>Selected Annual Changes</b>						
	<b>BI</b>	<b>UMBI</b>	<b>PD</b>	<b>UMPD</b>	<b>PIP</b>	<b>COMP</b>	<b>COLL</b>
Selected Annual Change (Severity)	3.50%	7.50%	2.00%	4.50%	8.00%	2.00%	10.25%

<b>Fiscal</b>	<b>Accident</b>	<b>Trend</b>	<b>Calculated Loss Trend Factors</b>						
			<b>BI</b>	<b>UMBI</b>	<b>PD</b>	<b>UMPD</b>	<b>PIP</b>	<b>COMP</b>	<b>COLL</b>
9/30/2008		5.93	1.2261	1.5350	1.1245	1.2980	1.5778	1.1245	1.7828
9/30/2009		4.93	1.1846	1.4279	1.1024	1.2421	1.4609	1.1024	1.6171
9/30/2010		3.93	1.1446	1.3283	1.0808	1.1886	1.3527	1.0808	1.4667
9/30/2011		2.93	1.1059	1.2356	1.0596	1.1374	1.2525	1.0596	1.3304
9/30/2012		1.92	1.0684	1.1492	1.0388	1.0883	1.1595	1.0388	1.2064

**Southern Farm Bureau Casualty Insurance Company**  
**Automobile**  
**Calculation of Pure Premium Trends**  
**Arkansas**

<b>Quarter</b> <b>Ending</b>	<b>X-Value</b>	<b>Pure Premium Trend (Paid Losses / Earned Exposures)</b>						
		<b>BI</b>	<b>UMBI</b>	<b>PD</b>	<b>UMPD</b>	<b>PIP</b>	<b>COMP</b>	<b>COLL</b>
2008 QTR 4	1	\$ 81.73	\$ 20.36	\$ 70.96	\$ 8.08	\$ 19.76	\$ 164.41	\$ 162.62
2009 QTR 1	2	\$ 80.52	\$ 18.20	\$ 72.66	\$ 8.22	\$ 19.46	\$ 162.93	\$ 161.82
2009 QTR 2	3	\$ 81.00	\$ 18.15	\$ 73.56	\$ 8.31	\$ 19.63	\$ 118.10	\$ 163.04
2009 QTR 3	4	\$ 81.51	\$ 17.16	\$ 74.47	\$ 8.29	\$ 19.42	\$ 125.62	\$ 165.51
2009 QTR 4	5	\$ 81.69	\$ 16.53	\$ 76.60	\$ 8.34	\$ 19.41	\$ 131.26	\$ 172.29
2010 QTR 1	6	\$ 79.57	\$ 16.17	\$ 77.71	\$ 8.35	\$ 19.09	\$ 131.18	\$ 172.40
2010 QTR 2	7	\$ 74.72	\$ 15.89	\$ 77.25	\$ 8.99	\$ 19.27	\$ 128.54	\$ 173.21
2010 QTR 3	8	\$ 77.13	\$ 16.39	\$ 75.61	\$ 8.73	\$ 19.83	\$ 115.87	\$ 173.22
2010 QTR 4	9	\$ 73.32	\$ 17.20	\$ 75.12	\$ 8.81	\$ 19.64	\$ 113.78	\$ 170.94
2011 QTR 1	10	\$ 71.01	\$ 16.90	\$ 73.27	\$ 8.80	\$ 19.80	\$ 104.68	\$ 171.44
2011 QTR 2	11	\$ 73.03	\$ 16.20	\$ 70.85	\$ 7.87	\$ 19.60	\$ 133.14	\$ 167.45
2011 QTR 3	12	\$ 70.32	\$ 17.31	\$ 72.27	\$ 7.83	\$ 19.31	\$ 143.56	\$ 168.13
2011 QTR 4	13	\$ 69.32	\$ 17.93	\$ 71.88	\$ 7.57	\$ 19.49	\$ 142.12	\$ 166.71
2012 QTR 1	14	\$ 71.73	\$ 18.76	\$ 72.02	\$ 7.58	\$ 19.97	\$ 146.79	\$ 161.65
2012 QTR 2	15	\$ 75.12	\$ 20.46	\$ 72.66	\$ 8.15	\$ 21.01	\$ 110.10	\$ 162.37
2012 QTR 3	16	\$ 70.70	\$ 19.56	\$ 70.74	\$ 8.37	\$ 21.41	\$ 102.33	\$ 157.99

	<b>Exponential Least Squares Fitted Annualized Change</b>						
8 Points	-0.20%	11.74%	-1.97%	-4.17%	4.71%	-0.98%	-4.36%
12 Points	-4.14%	8.08%	-3.27%	-3.52%	2.90%	-1.98%	-3.09%
16 Points	-4.35%	1.33%	-0.96%	-1.30%	1.53%	-4.95%	-0.46%

	<b>Selected Annual Changes</b>						
	<b>BI</b>	<b>UMBI</b>	<b>PD</b>	<b>UMPD</b>	<b>PIP</b>	<b>COMP</b>	<b>COLL</b>
Selected Annual Change (Pure Premium)	-1.93%	6.42%	-2.08%	-0.73%	2.71%	-1.06%	-2.98%

<b>Fiscal</b> <b>Accident</b> <b>Year</b>	<b>Trend</b> <b>Period</b>	<b>Calculated Loss Trend Factors</b>						
		<b>BI</b>	<b>UMBI</b>	<b>PD</b>	<b>UMPD</b>	<b>PIP</b>	<b>COMP</b>	<b>COLL</b>
9/30/2008	5.93	0.8907	1.4462	0.8829	0.9578	1.1715	0.9388	0.8359
9/30/2009	4.93	0.9083	1.3589	0.9017	0.9648	1.1407	0.9489	0.8616
9/30/2010	3.93	0.9262	1.2769	0.9208	0.9718	1.1106	0.9590	0.8880
9/30/2011	2.93	0.9445	1.1998	0.9404	0.9789	1.0813	0.9693	0.9153
9/30/2012	1.92	0.9632	1.1272	0.9604	0.9861	1.0527	0.9797	0.9435

**Southern Farm Bureau Casualty Insurance Company**  
**Private Passenger Automobile**  
**Calculation of Premium Trend**  
**Arkansas**

*Average Premium*

Earned Quarter	<u>BI</u>	<u>UMBI</u>	<u>PD</u>	<u>UMPD</u>	<u>PIP</u>	<u>COMP</u>	<u>COLL</u>
2007 QTR 4	126.85	34.01	125.81	13.77	29.11	179.62	256.12
2008 QTR 1	126.46	34.54	123.07	14.11	29.08	176.74	253.53
2008 QTR 2	125.59	34.64	121.99	14.18	28.98	176.92	254.48
2008 QTR 3	117.16	32.55	119.38	13.34	28.16	175.07	251.88
2008 QTR 4	125.68	35.56	120.92	14.14	29.87	179.97	257.50
2009 QTR 1	121.25	34.67	119.97	13.82	29.62	179.86	257.28
2009 QTR 2	118.57	34.18	118.84	13.67	29.41	179.31	256.57
2009 QTR 3	117.25	34.10	117.53	13.62	29.20	179.51	256.78
2009 QTR 4	118.83	35.88	115.21	13.80	29.41	176.32	255.92
2010 QTR 1	117.52	35.84	116.00	13.76	29.63	178.99	257.17
2010 QTR 2	115.19	35.53	116.04	13.68	29.80	181.14	257.16
2010 QTR 3	113.55	35.35	114.79	13.46	29.59	181.59	257.14
2010 QTR 4	112.97	36.32	109.61	13.23	29.55	174.50	256.78
2011 QTR 1	113.44	36.60	111.39	13.23	29.69	179.00	260.90
2011 QTR 2	113.60	36.64	112.97	13.20	29.73	183.01	263.81
2011 QTR 3	112.97	36.59	112.44	13.14	29.53	184.08	264.66
2011 QTR 4	112.27	36.74	109.79	13.14	29.50	181.45	266.43
2012 QTR 1	112.29	36.90	109.73	13.17	29.58	182.94	268.46
2012 QTR 2	111.71	36.94	109.11	13.17	29.58	183.71	269.68
2012 QTR 3	110.72	36.82	108.05	13.11	29.35	183.88	270.13

*Natural Logarithm of Average Premium*

x	Earned Quarter	<u>BI</u>	<u>UMBI</u>	<u>PD</u>	<u>UMPD</u>	<u>PIP</u>	<u>COMP</u>	<u>COLL</u>
1	2007 QTR 4	4.84	3.53	4.83	2.62	3.37	5.19	5.55
2	2008 QTR 1	4.84	3.54	4.81	2.65	3.37	5.17	5.54
3	2008 QTR 2	4.83	3.55	4.80	2.65	3.37	5.18	5.54
4	2008 QTR 3	4.76	3.48	4.78	2.59	3.34	5.17	5.53
5	2008 QTR 4	4.83	3.57	4.80	2.65	3.40	5.19	5.55
6	2009 QTR 1	4.80	3.55	4.79	2.63	3.39	5.19	5.55
7	2009 QTR 2	4.78	3.53	4.78	2.62	3.38	5.19	5.55
8	2009 QTR 3	4.76	3.53	4.77	2.61	3.37	5.19	5.55
9	2009 QTR 4	4.78	3.58	4.75	2.62	3.38	5.17	5.54
10	2010 QTR 1	4.77	3.58	4.75	2.62	3.39	5.19	5.55
11	2010 QTR 2	4.75	3.57	4.75	2.62	3.39	5.20	5.55
12	2010 QTR 3	4.73	3.57	4.74	2.60	3.39	5.20	5.55
13	2010 QTR 4	4.73	3.59	4.70	2.58	3.39	5.16	5.55
14	2011 QTR 1	4.73	3.60	4.71	2.58	3.39	5.19	5.56
15	2011 QTR 2	4.73	3.60	4.73	2.58	3.39	5.21	5.58
16	2011 QTR 3	4.73	3.60	4.72	2.58	3.39	5.22	5.58
17	2011 QTR 4	4.72	3.60	4.70	2.58	3.38	5.20	5.59
18	2012 QTR 1	4.72	3.61	4.70	2.58	3.39	5.21	5.59
19	2012 QTR 2	4.72	3.61	4.69	2.58	3.39	5.21	5.60
20	2012 QTR 3	4.71	3.61	4.68	2.57	3.38	5.21	5.60

**Southern Farm Bureau Casualty Insurance Company**  
**Private Passenger Automobile**  
**Calculation of Premium Trend**  
**Arkansas**

*Slope*

8 points	-0.0031	0.0020	-0.0037	-0.0011	-0.0010	0.0057	0.0069
12 points	-0.0051	0.0036	-0.0062	-0.0048	-0.0004	0.0033	0.0056
16 points	-0.0067	0.0047	-0.0072	-0.0047	-0.0001	0.0018	0.0038
20 points	-0.0070	0.0051	-0.0073	-0.0038	0.0011	0.0018	0.0032

*Exponential Least Squares Fitted Annualized Change*

8 points	-1.23%	0.79%	-1.49%	-0.45%	-0.38%	2.32%	2.80%
12 points	-2.03%	1.45%	-2.46%	-1.90%	-0.15%	1.33%	2.27%
16 points	-2.63%	1.91%	-2.83%	-1.85%	-0.05%	0.74%	1.52%
20 points	-2.77%	2.04%	-2.90%	-1.52%	0.43%	0.73%	1.29%
Selected Factor	-2.50%	1.25%	-2.75%	-0.73%	0.00%	1.50%	2.00%

Fiscal Accident		Premium Trend Factors						
Year	Period	Current Trend Step						
		<u>BI</u>	<u>UMBI</u>	<u>PD</u>	<u>UMPD</u>	<u>PIP</u>	<u>COMP</u>	<u>COLL</u>
9/30/2008	4.00	0.9036	1.0510	0.8944	0.9713	1.0000	1.0614	1.0825
9/30/2009	3.00	0.9268	1.0380	0.9197	0.9784	1.0000	1.0457	1.0613
9/30/2010	2.00	0.9506	1.0252	0.9457	0.9855	1.0000	1.0303	1.0405
9/30/2011	1.00	0.9749	1.0125	0.9724	0.9927	1.0000	1.0150	1.0201
9/30/2012	0.00	1.0000	1.0000	1.0000	1.0000	1.0000	1.0000	1.0000
Selected Factor		-1.00%	1.00%	-1.00%	-0.73%	0.00%	2.50%	2.75%

Projected Trend		Projected Trend Step						
Period		<u>BI</u>	<u>UMBI</u>	<u>PD</u>	<u>UMPD</u>	<u>PIP</u>	<u>COMP</u>	<u>COLL</u>
1.92		0.9809	1.0193	0.9809	0.9861	1.0000	1.0486	1.0535

Fiscal Accident		Total Premium Trend Factor						
Year		<u>BI</u>	<u>UMBI</u>	<u>PD</u>	<u>UMPD</u>	<u>PIP</u>	<u>COMP</u>	<u>COLL</u>
9/30/2008		0.8864	1.0713	0.8773	0.9578	1.0000	1.1130	1.1404
9/30/2009		0.9091	1.0580	0.9021	0.9648	1.0000	1.0965	1.1180
9/30/2010		0.9324	1.0450	0.9276	0.9718	1.0000	1.0803	1.0961
9/30/2011		0.9563	1.0321	0.9538	0.9789	1.0000	1.0643	1.0746
9/30/2012		0.9809	1.0193	0.9809	0.9861	1.0000	1.0486	1.0535

**Southern Farm Bureau Casualty Insurance Company**  
**Private Passenger Automobile**  
**Reported Loss Development Analysis**  
**Arkansas**

*Bodily Injury*

Fiscal  
Accident

<i>Reported Loss &amp; ALAE, Net of Salvage &amp; Subrogation</i>										
<u>Year</u>	<u>@ 1 year</u>	<u>@ 2 years</u>	<u>@ 3 years</u>	<u>@ 4 years</u>	<u>@ 5 years</u>	<u>@ 6 years</u>	<u>@ 7 years</u>	<u>@ 8 years</u>	<u>@ 9 years</u>	<u>@ 10 years</u>
2003	29,245,079	33,974,886	33,851,093	33,893,692	33,677,401	33,282,824	33,294,022	33,294,938	33,253,111	33,224,326
2004	32,753,087	34,874,344	35,106,191	35,246,215	35,001,924	34,723,349	34,513,041	34,528,116	34,539,901	
2005	32,233,701	35,131,951	35,160,307	34,110,827	34,117,403	33,907,432	33,801,379	33,766,051		
2006	31,483,264	33,012,967	33,457,638	33,071,476	32,592,880	32,460,128	32,184,722			
2007	29,828,939	30,503,045	30,947,381	30,885,572	30,544,692	30,289,042				
2008	26,839,909	29,736,142	30,784,102	30,036,590	29,759,897					
2009	29,025,254	31,214,501	31,768,631	31,424,490						
2010	27,212,143	29,454,248	29,507,372							
2011	26,568,573	28,373,443								
2012	24,095,636									

<i>Age to Age Loss Development Factors</i>									
<u>1 to 2</u>	<u>2 to 3</u>	<u>3 to 4</u>	<u>4 to 5</u>	<u>5 to 6</u>	<u>6 to 7</u>	<u>7 to 8</u>	<u>8 to 9</u>	<u>9 to 10</u>	
1.1617	0.9964	1.0013	0.9936	0.9883	1.0003	1.0000	0.9987	0.9991	
1.0648	1.0066	1.0040	0.9931	0.9920	0.9939	1.0004	1.0003		
1.0899	1.0008	0.9702	1.0002	0.9938	0.9969	0.9990			
1.0486	1.0135	0.9885	0.9855	0.9959	0.9915				
1.0226	1.0146	0.9980	0.9890	0.9916					
1.1079	1.0352	0.9757	0.9908						
1.0754	1.0178	0.9892							
1.0824	1.0018								
1.0679									

<i>Natural Logarithm of Loss Development Factors</i>									
<u>1 to 2</u>	<u>2 to 3</u>	<u>3 to 4</u>	<u>4 to 5</u>	<u>5 to 6</u>	<u>6 to 7</u>	<u>7 to 8</u>	<u>8 to 9</u>	<u>9 to 10</u>	
0.1499	-0.0037	0.0013	-0.0064	-0.0118	0.0003	0.0000	-0.0013	-0.0009	
0.0628	0.0066	0.0040	-0.0070	-0.0080	-0.0061	0.0004	0.0003		
0.0861	0.0008	-0.0303	0.0002	-0.0062	-0.0031	-0.0010			
0.0474	0.0134	-0.0116	-0.0146	-0.0041	-0.0085				
0.0223	0.0145	-0.0020	-0.0111	-0.0084					
0.1025	0.0346	-0.0246	-0.0093						
0.0727	0.0176	-0.0109							
0.0792	0.0018								
0.0657									

<i>Selection of Loss Development Factors</i>									
Avg. 5	0.0685	0.0164	-0.0159	-0.0083	-0.0077	-0.0043	-0.0002	-0.0005	-0.0009
Avg. All	0.0765	0.0107	-0.0106	-0.0080	-0.0077	-0.0043	-0.0002	-0.0005	-0.0009
Avg 5 Excl Hi/Lo	0.0702	0.0108	-0.0096	-0.0084	-0.0075	-0.0046	0.0000	n/a	n/a
StDev	0.0358	0.0122	0.0130	0.0050	0.0029	0.0038	0.0008	0.0011	n/a
Selected	<b>0.0725</b>	<b>0.0150</b>	<b>-0.0140</b>	<b>-0.0082</b>	<b>-0.0075</b>	<b>-0.0043</b>	<b>-0.0003</b>	<b>-0.0003</b>	<b>-0.0002</b>
Age to Age LDF	1.0752	1.0151	0.9861	0.9918	0.9925	0.9957	0.9997	0.9997	0.9998
Cumulative LDF	<b>1.0541</b>	<b>0.9804</b>	<b>0.9658</b>	<b>0.9794</b>	<b>0.9875</b>	<b>0.9949</b>	<b>0.9992</b>	<b>0.9995</b>	<b>0.9998</b>

**Southern Farm Bureau Casualty Insurance Company**  
**Private Passenger Automobile**  
**Reported Loss Development Analysis**  
**Arkansas**

*Uninsured Motorist Bodily Injury*

Fiscal  
Accident

<i>Reported Loss &amp; ALAE, Net of Salvage &amp; Subrogation</i>										
<u>Year</u>	<u>@ 1 year</u>	<u>@ 2 years</u>	<u>@ 3 years</u>	<u>@ 4 years</u>	<u>@ 5 years</u>	<u>@ 6 years</u>	<u>@ 7 years</u>	<u>@ 8 years</u>	<u>@ 9 years</u>	<u>@ 10 years</u>
2003	4,592,625	7,067,602	7,249,889	7,423,007	7,391,489	7,318,336	7,262,740	7,196,389	7,228,926	7,237,960
2004	5,951,910	7,464,733	8,314,014	8,451,815	8,766,738	8,663,988	8,653,336	8,683,808	8,692,691	
2005	7,341,380	8,676,483	9,066,544	9,359,932	9,232,015	9,199,147	9,091,262	9,042,185		
2006	6,472,310	8,000,477	8,220,802	8,361,879	8,519,155	8,302,490	8,263,321			
2007	6,544,424	7,591,999	7,317,856	7,446,362	7,670,694	7,585,847				
2008	4,763,867	5,931,871	6,297,582	6,239,768	5,729,091					
2009	5,134,335	6,192,074	6,430,192	6,315,457						
2010	6,661,250	8,440,801	9,180,245							
2011	3,986,058	5,728,774								
2012	4,460,109									

<i>Age to Age Loss Development Factors</i>								
<u>1 to 2</u>	<u>2 to 3</u>	<u>3 to 4</u>	<u>4 to 5</u>	<u>5 to 6</u>	<u>6 to 7</u>	<u>7 to 8</u>	<u>8 to 9</u>	<u>9 to 10</u>
1.5389	1.0258	1.0239	0.9958	0.9901	0.9924	0.9909	1.0045	1.0012
1.2542	1.1138	1.0166	1.0373	0.9883	0.9988	1.0035	1.0010	
1.1819	1.0450	1.0324	0.9863	0.9964	0.9883	0.9946		
1.2361	1.0275	1.0172	1.0188	0.9746	0.9953			
1.1601	0.9639	1.0176	1.0301	0.9889				
1.2452	1.0617	0.9908	0.9182					
1.2060	1.0385	0.9822						
1.2671	1.0876							
1.4372								

<i>Natural Logarithm of Loss Development Factors</i>								
<u>1 to 2</u>	<u>2 to 3</u>	<u>3 to 4</u>	<u>4 to 5</u>	<u>5 to 6</u>	<u>6 to 7</u>	<u>7 to 8</u>	<u>8 to 9</u>	<u>9 to 10</u>
0.4311	0.0255	0.0236	-0.0043	-0.0099	-0.0076	-0.0092	0.0045	0.0012
0.2265	0.1078	0.0164	0.0366	-0.0118	-0.0012	0.0035	0.0010	
0.1671	0.0440	0.0318	-0.0138	-0.0036	-0.0118	-0.0054		
0.2120	0.0272	0.0170	0.0186	-0.0258	-0.0047			
0.1485	-0.0368	0.0174	0.0297	-0.0111				
0.2193	0.0598	-0.0092	-0.0854					
0.1873	0.0377	-0.0180						
0.2368	0.0840							
0.3627								

<i>Selection of Loss Development Factors</i>									
Avg. 5	0.2309	0.0344	0.0078	-0.0028	-0.0124	-0.0063	-0.0037	0.0028	0.0012
Avg. All	0.2435	0.0436	0.0113	-0.0031	-0.0124	-0.0063	-0.0037	0.0028	0.0012
Avg 5 Excl Hi/Lo	0.2045	0.0505	0.0130	0.0076	-0.0110	-0.0062	-0.0054	n/a	n/a
StDev	0.0931	0.0433	0.0180	0.0447	0.0081	0.0045	0.0065	0.0025	n/a
Selected	<b>0.2300</b>	<b>0.0500</b>	<b>0.0120</b>	<b>-0.0030</b>	<b>-0.0110</b>	<b>-0.0045</b>	<b>-0.0040</b>	<b>0.0010</b>	<b>0.0005</b>
Age to Age LDF	1.2586	1.0513	1.0121	0.9970	0.9891	0.9955	0.9960	1.0010	1.0005
Cumulative LDF	<b>1.3113</b>	<b>1.0419</b>	<b>0.9910</b>	<b>0.9792</b>	<b>0.9822</b>	<b>0.9930</b>	<b>0.9975</b>	<b>1.0015</b>	<b>1.0005</b>

**Southern Farm Bureau Casualty Insurance Company**  
**Private Passenger Automobile**  
**Reported Loss Development Analysis**  
**Arkansas**

*Property Damage*

Fiscal  
Accident

<i>Reported Loss &amp; ALAE, Net of Salvage &amp; Subrogation</i>										
<u>Year</u>	<u>@ 1 year</u>	<u>@ 2 years</u>	<u>@ 3 years</u>	<u>@ 4 years</u>	<u>@ 5 years</u>	<u>@ 6 years</u>	<u>@ 7 years</u>	<u>@ 8 years</u>	<u>@ 9 years</u>	<u>@ 10 years</u>
2003	28,079,135	28,797,892	28,682,219	28,658,283	28,644,519	28,590,656	28,578,946	28,579,106	28,580,448	28,580,448
2004	28,693,900	29,239,746	29,265,977	29,230,790	29,204,791	29,181,034	29,169,128	29,169,128	29,169,128	
2005	27,183,636	27,550,465	27,568,138	27,569,683	27,462,576	27,429,668	27,397,504	27,392,786		
2006	27,714,869	28,541,607	28,540,075	28,488,570	28,427,675	28,419,043	28,415,705			
2007	27,136,061	27,937,522	27,859,023	27,777,073	27,762,453	27,753,834				
2008	26,806,535	27,459,890	27,368,088	27,319,645	27,316,894					
2009	27,672,662	28,415,258	28,367,693	28,285,906						
2010	28,613,096	29,169,284	29,176,742							
2011	27,998,002	28,526,408								
2012	26,736,462									

<i>Age to Age Loss Development Factors</i>								
<u>1 to 2</u>	<u>2 to 3</u>	<u>3 to 4</u>	<u>4 to 5</u>	<u>5 to 6</u>	<u>6 to 7</u>	<u>7 to 8</u>	<u>8 to 9</u>	<u>9 to 10</u>
1.0256	0.9960	0.9992	0.9995	0.9981	0.9996	1.0000	1.0000	1.0000
1.0190	1.0009	0.9988	0.9991	0.9992	0.9996	1.0000	1.0000	
1.0135	1.0006	1.0001	0.9961	0.9988	0.9988	0.9998		
1.0298	0.9999	0.9982	0.9979	0.9997	0.9999			
1.0295	0.9972	0.9971	0.9995	0.9997				
1.0244	0.9967	0.9982	0.9999					
1.0268	0.9983	0.9971						
1.0194	1.0003							
1.0189								

<i>Natural Logarithm of Loss Development Factors</i>								
<u>1 to 2</u>	<u>2 to 3</u>	<u>3 to 4</u>	<u>4 to 5</u>	<u>5 to 6</u>	<u>6 to 7</u>	<u>7 to 8</u>	<u>8 to 9</u>	<u>9 to 10</u>
0.0253	-0.0040	-0.0008	-0.0005	-0.0019	-0.0004	0.0000	0.0000	0.0000
0.0188	0.0009	-0.0012	-0.0009	-0.0008	-0.0004	0.0000	0.0000	
0.0134	0.0006	0.0001	-0.0039	-0.0012	-0.0012	-0.0002		
0.0294	-0.0001	-0.0018	-0.0021	-0.0003	-0.0001			
0.0291	-0.0028	-0.0029	-0.0005	-0.0003				
0.0241	-0.0033	-0.0018	-0.0001					
0.0265	-0.0017	-0.0029						
0.0193	0.0003							
0.0187								

<i>Selection of Loss Development Factors</i>									
Avg. 5	0.0235	-0.0015	-0.0019	-0.0015	-0.0009	-0.0005	-0.0001	0.0000	0.0000
Avg. All	0.0227	-0.0013	-0.0016	-0.0013	-0.0009	-0.0005	-0.0001	0.0000	0.0000
Avg 5 Excl Hi/Lo	0.0235	-0.0007	-0.0017	-0.0010	-0.0008	-0.0004	0.0000	n/a	n/a
StDev	0.0055	0.0019	0.0011	0.0014	0.0007	0.0005	0.0001	0.0000	n/a
Selected	<b>0.0230</b>	<b>-0.0010</b>	<b>-0.0021</b>	<b>-0.0012</b>	<b>-0.0008</b>	<b>-0.0004</b>	<b>-0.0001</b>	<b>0.0000</b>	<b>0.0000</b>
Age to Age LDF	1.0233	0.9990	0.9979	0.9988	0.9992	0.9996	0.9999	1.0000	1.0000
Cumulative LDF	<b>1.0176</b>	<b>0.9944</b>	<b>0.9954</b>	<b>0.9975</b>	<b>0.9987</b>	<b>0.9995</b>	<b>0.9999</b>	<b>1.0000</b>	<b>1.0000</b>

**Southern Farm Bureau Casualty Insurance Company**  
**Private Passenger Automobile**  
**Reported Loss Development Analysis**  
**Arkansas**

*Uninsured Motorist Property Damage*

Fiscal  
Accident

<i>Reported Loss &amp; ALAE, Net of Salvage &amp; Subrogation</i>										
<u>Year</u>	<u>@ 1 year</u>	<u>@ 2 years</u>	<u>@ 3 years</u>	<u>@ 4 years</u>	<u>@ 5 years</u>	<u>@ 6 years</u>	<u>@ 7 years</u>	<u>@ 8 years</u>	<u>@ 9 years</u>	<u>@ 10 years</u>
2003	2,609,978	2,644,122	2,607,918	2,584,697	2,568,622	2,551,348	2,543,716	2,539,476	2,534,880	2,533,187
2004	2,611,394	2,688,273	2,639,023	2,610,108	2,596,146	2,584,437	2,579,107	2,574,262	2,572,823	
2005	2,569,758	2,664,490	2,619,038	2,610,284	2,589,625	2,578,011	2,569,738	2,569,157		
2006	2,908,247	2,975,096	2,920,784	2,883,079	2,858,716	2,840,161	2,825,151			
2007	3,021,581	3,022,967	2,947,876	2,912,469	2,884,937	2,866,377				
2008	3,068,359	3,192,095	3,130,394	3,100,777	3,072,010					
2009	3,022,110	3,074,157	2,987,178	2,934,961						
2010	3,226,255	3,302,035	3,223,811							
2011	3,039,791	3,142,693								
2012	3,119,463									

<i>Age to Age Loss Development Factors</i>									
<u>1 to 2</u>	<u>2 to 3</u>	<u>3 to 4</u>	<u>4 to 5</u>	<u>5 to 6</u>	<u>6 to 7</u>	<u>7 to 8</u>	<u>8 to 9</u>	<u>9 to 10</u>	
1.0131	0.9863	0.9911	0.9938	0.9933	0.9970	0.9983	0.9982	0.9993	
1.0294	0.9817	0.9890	0.9947	0.9955	0.9979	0.9981	0.9994		
1.0369	0.9829	0.9967	0.9921	0.9955	0.9968	0.9998			
1.0230	0.9817	0.9871	0.9915	0.9935	0.9947				
1.0005	0.9752	0.9880	0.9905	0.9936					
1.0403	0.9807	0.9905	0.9907						
1.0172	0.9717	0.9825							
1.0235	0.9763								
1.0339									

<i>Natural Logarithm of Loss Development Factors</i>									
<u>1 to 2</u>	<u>2 to 3</u>	<u>3 to 4</u>	<u>4 to 5</u>	<u>5 to 6</u>	<u>6 to 7</u>	<u>7 to 8</u>	<u>8 to 9</u>	<u>9 to 10</u>	
0.0130	-0.0138	-0.0089	-0.0062	-0.0067	-0.0030	-0.0017	-0.0018	-0.0007	
0.0290	-0.0185	-0.0110	-0.0054	-0.0045	-0.0021	-0.0019	-0.0006		
0.0362	-0.0172	-0.0033	-0.0079	-0.0045	-0.0032	-0.0002			
0.0227	-0.0184	-0.0130	-0.0085	-0.0065	-0.0053				
0.0005	-0.0252	-0.0121	-0.0095	-0.0065					
0.0395	-0.0195	-0.0095	-0.0093						
0.0171	-0.0287	-0.0176							
0.0232	-0.0240								
0.0333									

<i>Selection of Loss Development Factors</i>									
Avg. 5	0.0227	-0.0232	-0.0111	-0.0081	-0.0057	-0.0034	-0.0013	-0.0012	-0.0007
Avg. All	0.0238	-0.0207	-0.0108	-0.0078	-0.0057	-0.0034	-0.0013	-0.0012	-0.0007
Avg 5 Excl Hi/Lo	0.0265	-0.0211	-0.0109	-0.0080	-0.0058	-0.0031	-0.0017	n/a	n/a
StDev	0.0124	0.0049	0.0044	0.0017	0.0011	0.0014	0.0009	0.0009	n/a
Selected	<b>0.0250</b>	<b>-0.0215</b>	<b>-0.0110</b>	<b>-0.0085</b>	<b>-0.0058</b>	<b>-0.0033</b>	<b>-0.0010</b>	<b>-0.0010</b>	<b>-0.0005</b>
Age to Age LDF	1.0253	0.9787	0.9891	0.9915	0.9942	0.9967	0.9990	0.9990	0.9995
Cumulative LDF	<b>0.9728</b>	<b>0.9488</b>	<b>0.9694</b>	<b>0.9801</b>	<b>0.9885</b>	<b>0.9942</b>	<b>0.9975</b>	<b>0.9985</b>	<b>0.9995</b>

**Southern Farm Bureau Casualty Insurance Company**  
**Private Passenger Automobile**  
**Reported Loss Development Analysis**  
**Arkansas**

*Personal Injury Protection*

Fiscal  
Accident

<i>Reported Loss &amp; ALAE, Net of Salvage &amp; Subrogation</i>										
<u>Year</u>	<u>@ 1 year</u>	<u>@ 2 years</u>	<u>@ 3 years</u>	<u>@ 4 years</u>	<u>@ 5 years</u>	<u>@ 6 years</u>	<u>@ 7 years</u>	<u>@ 8 years</u>	<u>@ 9 years</u>	<u>@ 10 years</u>
2003	10,145,862	8,633,240	8,207,073	7,960,971	7,896,045	7,847,453	7,827,721	7,821,985	7,822,467	7,824,773
2004	11,099,210	9,219,388	8,577,852	8,309,114	8,250,498	8,215,794	8,221,910	8,211,313	8,205,373	
2005	10,880,784	8,577,914	8,069,099	7,930,688	7,908,239	7,880,597	7,842,900	7,843,907		
2006	10,788,916	8,771,086	8,322,740	8,100,416	8,049,434	8,030,567	8,030,719			
2007	10,237,056	8,484,172	8,078,652	7,993,210	7,956,135	7,953,312				
2008	9,430,833	7,957,895	7,620,852	7,544,813	7,516,328					
2009	9,197,708	7,931,455	7,642,651	7,586,367						
2010	9,221,749	7,802,571	7,708,297							
2011	9,190,275	8,149,520								
2012	8,794,824									

<i>Age to Age Loss Development Factors</i>									
<u>1 to 2</u>	<u>2 to 3</u>	<u>3 to 4</u>	<u>4 to 5</u>	<u>5 to 6</u>	<u>6 to 7</u>	<u>7 to 8</u>	<u>8 to 9</u>	<u>9 to 10</u>	
0.8509	0.9506	0.9700	0.9918	0.9938	0.9975	0.9993	1.0001	1.0003	
0.8306	0.9304	0.9687	0.9929	0.9958	1.0007	0.9987	0.9993		
0.7884	0.9407	0.9828	0.9972	0.9965	0.9952	1.0001			
0.8130	0.9489	0.9733	0.9937	0.9977	1.0000				
0.8288	0.9522	0.9894	0.9954	0.9996					
0.8438	0.9576	0.9900	0.9962						
0.8623	0.9636	0.9926							
0.8461	0.9879								
0.8868									

<i>Natural Logarithm of Loss Development Factors</i>									
<u>1 to 2</u>	<u>2 to 3</u>	<u>3 to 4</u>	<u>4 to 5</u>	<u>5 to 6</u>	<u>6 to 7</u>	<u>7 to 8</u>	<u>8 to 9</u>	<u>9 to 10</u>	
-0.1614	-0.0506	-0.0304	-0.0082	-0.0062	-0.0025	-0.0007	0.0001	0.0003	
-0.1856	-0.0721	-0.0318	-0.0071	-0.0042	0.0007	-0.0013	-0.0007		
-0.2378	-0.0611	-0.0173	-0.0028	-0.0035	-0.0048	0.0001			
-0.2071	-0.0525	-0.0271	-0.0063	-0.0023	0.0000				
-0.1878	-0.0490	-0.0106	-0.0046	-0.0004					
-0.1698	-0.0433	-0.0100	-0.0038						
-0.1481	-0.0371	-0.0074							
-0.1671	-0.0122								
-0.1202									

<i>Selection of Loss Development Factors</i>									
Avg. 5	-0.1586	-0.0388	-0.0145	-0.0049	-0.0033	-0.0016	-0.0006	-0.0003	0.0003
Avg. All	-0.1761	-0.0472	-0.0192	-0.0055	-0.0033	-0.0016	-0.0006	-0.0003	0.0003
Avg 5 Excl Hi/Lo	-0.1760	-0.0486	-0.0191	-0.0055	-0.0034	-0.0012	-0.0007	n/a	n/a
StDev	0.0340	0.0177	0.0104	0.0021	0.0022	0.0025	0.0007	0.0006	n/a
Selected	<b>-0.1700</b>	<b>-0.0450</b>	<b>-0.0120</b>	<b>-0.0051</b>	<b>-0.0030</b>	<b>-0.0015</b>	<b>-0.0006</b>	<b>-0.0004</b>	<b>0.0000</b>
Age to Age LDF	0.8437	0.9560	0.9881	0.9949	0.9970	0.9985	0.9994	0.9996	1.0000
Cumulative LDF	<b>0.7885</b>	<b>0.9346</b>	<b>0.9777</b>	<b>0.9895</b>	<b>0.9945</b>	<b>0.9975</b>	<b>0.9990</b>	<b>0.9996</b>	<b>1.0000</b>

**Southern Farm Bureau Casualty Insurance Company**  
**Private Passenger Automobile**  
**Reported Loss Development Analysis**  
**Arkansas**

*Comprehensive*

Fiscal  
Accident

<i>Reported Loss &amp; ALAE, Net of Salvage &amp; Subrogation</i>										
<u>Year</u>	<u>@ 1 year</u>	<u>@ 2 years</u>	<u>@ 3 years</u>	<u>@ 4 years</u>	<u>@ 5 years</u>	<u>@ 6 years</u>	<u>@ 7 years</u>	<u>@ 8 years</u>	<u>@ 9 years</u>	<u>@ 10 years</u>
2003	21,804,983	22,937,756	22,939,547	22,947,594	22,934,400	22,917,214	22,911,745	22,911,468	22,911,666	22,911,516
2004	21,120,062	22,116,861	22,130,032	22,134,698	22,138,269	22,130,198	22,120,640	22,119,544	22,122,217	
2005	18,251,142	19,283,453	19,287,616	19,296,388	19,301,348	19,288,850	19,289,340	19,289,951		
2006	21,285,989	22,234,927	22,254,517	22,259,710	22,248,825	22,248,258	22,244,501			
2007	20,415,308	21,270,768	21,295,955	21,299,483	21,306,726	21,302,566				
2008	23,163,852	24,148,425	24,161,178	24,144,933	24,141,590					
2009	24,476,400	25,508,668	25,518,156	25,507,165						
2010	23,910,420	24,978,968	24,995,588							
2011	23,460,639	24,337,555								
2012	21,861,149									

<i>Age to Age Loss Development Factors</i>									
<u>1 to 2</u>	<u>2 to 3</u>	<u>3 to 4</u>	<u>4 to 5</u>	<u>5 to 6</u>	<u>6 to 7</u>	<u>7 to 8</u>	<u>8 to 9</u>	<u>9 to 10</u>	
1.0520	1.0001	1.0004	0.9994	0.9993	0.9998	1.0000	1.0000	1.0000	
1.0472	1.0006	1.0002	1.0002	0.9996	0.9996	1.0000	1.0001		
1.0566	1.0002	1.0005	1.0003	0.9994	1.0000	1.0000			
1.0446	1.0009	1.0002	0.9995	1.0000	0.9998				
1.0419	1.0012	1.0002	1.0003	0.9998					
1.0425	1.0005	0.9993	0.9999						
1.0422	1.0004	0.9996							
1.0447	1.0007								
1.0374									

<i>Natural Logarithm of Loss Development Factors</i>									
<u>1 to 2</u>	<u>2 to 3</u>	<u>3 to 4</u>	<u>4 to 5</u>	<u>5 to 6</u>	<u>6 to 7</u>	<u>7 to 8</u>	<u>8 to 9</u>	<u>9 to 10</u>	
0.0506	0.0001	0.0004	-0.0006	-0.0007	-0.0002	0.0000	0.0000	0.0000	
0.0461	0.0006	0.0002	0.0002	-0.0004	-0.0004	0.0000	0.0001		
0.0550	0.0002	0.0005	0.0003	-0.0006	0.0000	0.0000			
0.0436	0.0009	0.0002	-0.0005	0.0000	-0.0002				
0.0410	0.0012	0.0002	0.0003	-0.0002					
0.0416	0.0005	-0.0007	-0.0001						
0.0413	0.0004	-0.0004							
0.0437	0.0007								
0.0367									

<i>Selection of Loss Development Factors</i>									
Avg. 5	0.0409	0.0007	0.0000	0.0000	-0.0004	-0.0002	0.0000	0.0001	0.0000
Avg. All	0.0444	0.0006	0.0000	-0.0001	-0.0004	-0.0002	0.0000	0.0001	0.0000
Avg 5 Excl Hi/Lo	0.0423	0.0006	0.0001	-0.0001	-0.0004	-0.0002	0.0000	n/a	n/a
StDev	0.0055	0.0004	0.0004	0.0004	0.0003	0.0002	0.0000	0.0001	n/a
Selected	<b>0.0430</b>	<b>0.0008</b>	<b>0.0001</b>	<b>-0.0001</b>	<b>-0.0002</b>	<b>-0.0002</b>	<b>-0.0001</b>	<b>0.0000</b>	<b>0.0000</b>
Age to Age LDF	1.0439	1.0008	1.0001	0.9999	0.9998	0.9998	0.9999	1.0000	1.0000
Cumulative LDF	<b>1.0443</b>	<b>1.0003</b>	<b>0.9995</b>	<b>0.9994</b>	<b>0.9995</b>	<b>0.9997</b>	<b>0.9999</b>	<b>1.0000</b>	<b>1.0000</b>

**Southern Farm Bureau Casualty Insurance Company**  
**Private Passenger Automobile**  
**Reported Loss Development Analysis**  
**Arkansas**

*Collision*

Fiscal  
Accident

	<i>Reported Loss &amp; ALAE, Net of Salvage &amp; Subrogation</i>									
<u>Year</u>	<u>@ 1 year</u>	<u>@ 2 years</u>	<u>@ 3 years</u>	<u>@ 4 years</u>	<u>@ 5 years</u>	<u>@ 6 years</u>	<u>@ 7 years</u>	<u>@ 8 years</u>	<u>@ 9 years</u>	<u>@ 10 years</u>
2003	42,670,712	42,663,278	42,416,734	42,356,177	42,320,367	42,293,608	42,279,813	42,262,294	42,257,590	42,255,544
2004	41,506,737	41,649,562	41,457,413	41,377,479	41,360,650	41,342,626	41,331,831	41,324,109	41,320,210	
2005	38,710,307	38,702,979	38,480,765	38,378,697	38,377,851	38,336,115	38,311,252	38,303,936		
2006	40,746,052	41,352,148	41,240,258	41,189,568	41,178,398	41,160,642	41,128,128			
2007	40,697,993	41,128,905	40,997,969	40,934,809	40,924,308	40,902,609				
2008	41,340,027	41,973,269	41,823,609	41,778,125	41,770,788					
2009	41,658,513	42,119,558	42,048,506	42,046,701						
2010	44,400,260	44,325,071	44,207,135							
2011	43,891,287	43,397,134								
2012	40,628,634									

<i>Age to Age Loss Development Factors</i>									
<u>1 to 2</u>	<u>2 to 3</u>	<u>3 to 4</u>	<u>4 to 5</u>	<u>5 to 6</u>	<u>6 to 7</u>	<u>7 to 8</u>	<u>8 to 9</u>	<u>9 to 10</u>	
0.9998	0.9942	0.9986	0.9992	0.9994	0.9997	0.9996	0.9999	1.0000	
1.0034	0.9954	0.9981	0.9996	0.9996	0.9997	0.9998	0.9999		
0.9998	0.9943	0.9973	1.0000	0.9989	0.9994	0.9998			
1.0149	0.9973	0.9988	0.9997	0.9996	0.9992				
1.0106	0.9968	0.9985	0.9997	0.9995					
1.0153	0.9964	0.9989	0.9998						
1.0111	0.9983	1.0000							
0.9983	0.9973								
0.9887									

<i>Natural Logarithm of Loss Development Factors</i>									
<u>1 to 2</u>	<u>2 to 3</u>	<u>3 to 4</u>	<u>4 to 5</u>	<u>5 to 6</u>	<u>6 to 7</u>	<u>7 to 8</u>	<u>8 to 9</u>	<u>9 to 10</u>	
-0.0002	-0.0058	-0.0014	-0.0008	-0.0006	-0.0003	-0.0004	-0.0001	0.0000	
0.0034	-0.0046	-0.0019	-0.0004	-0.0004	-0.0003	-0.0002	-0.0001		
-0.0002	-0.0058	-0.0027	0.0000	-0.0011	-0.0006	-0.0002			
0.0148	-0.0027	-0.0012	-0.0003	-0.0004	-0.0008				
0.0105	-0.0032	-0.0015	-0.0003	-0.0005					
0.0152	-0.0036	-0.0011	-0.0002						
0.0110	-0.0017	0.0000							
-0.0017	-0.0027								
-0.0113									

<i>Selection of Loss Development Factors</i>									
Avg. 5	0.0047	-0.0028	-0.0013	-0.0002	-0.0006	-0.0005	-0.0003	-0.0001	0.0000
Avg. All	0.0046	-0.0038	-0.0014	-0.0003	-0.0006	-0.0005	-0.0003	-0.0001	0.0000
Avg 5 Excl Hi/Lo	0.0069	-0.0034	-0.0014	-0.0003	-0.0005	-0.0005	-0.0002	n/a	n/a
StDev	0.0089	0.0015	0.0008	0.0003	0.0003	0.0003	0.0001	0.0000	n/a
Selected	<b>0.0055</b>	<b>-0.0030</b>	<b>-0.0011</b>	<b>-0.0002</b>	<b>-0.0004</b>	<b>-0.0004</b>	<b>-0.0002</b>	<b>-0.0001</b>	<b>0.0000</b>
Age to Age LDF	1.0055	0.9970	0.9989	0.9998	0.9996	0.9996	0.9998	0.9999	1.0000
Cumulative LDF	<b>1.0001</b>	<b>0.9946</b>	<b>0.9976</b>	<b>0.9987</b>	<b>0.9989</b>	<b>0.9993</b>	<b>0.9997</b>	<b>0.9999</b>	<b>1.0000</b>

**Southern Farm Bureau Casualty Insurance Company**  
**Private Passenger Automobile**  
**Paid Loss Development Analysis**  
**Arkansas**

*Bodily Injury*

Fiscal  
Accident

	<i>Paid Loss &amp; ALAE, Net of Salvage &amp; Subrogation</i>									
<u>Year</u>	<u>@ 1 year</u>	<u>@ 2 years</u>	<u>@ 3 years</u>	<u>@ 4 years</u>	<u>@ 5 years</u>	<u>@ 6 years</u>	<u>@ 7 years</u>	<u>@ 8 years</u>	<u>@ 9 years</u>	<u>@ 10 years</u>
2003	11,072,063	23,998,832	28,856,597	31,388,336	32,385,642	32,891,324	33,076,522	33,152,438	33,163,125	33,199,326
2004	12,470,250	25,101,846	29,761,333	33,090,815	33,915,287	34,152,949	34,414,641	34,462,516	34,489,901	
2005	11,652,868	25,409,891	29,760,121	32,107,612	32,600,088	33,084,636	33,196,879	33,271,051		
2006	11,744,398	24,076,353	28,352,681	30,821,651	31,318,980	31,769,228	31,976,122			
2007	10,452,761	22,483,210	27,045,033	29,095,442	29,749,705	30,048,642				
2008	9,810,483	21,162,897	26,497,169	28,018,490	28,795,897					
2009	10,338,495	21,983,304	26,580,188	28,775,090						
2010	9,773,188	19,910,869	24,217,172							
2011	9,735,898	20,240,940								
2012	8,177,544									

	<i>Age to Age Loss Development Factors</i>								
	<u>1 to 2</u>	<u>2 to 3</u>	<u>3 to 4</u>	<u>4 to 5</u>	<u>5 to 6</u>	<u>6 to 7</u>	<u>7 to 8</u>	<u>8 to 9</u>	<u>9 to 10</u>
	2.1675	1.2024	1.0877	1.0318	1.0156	1.0056	1.0023	1.0003	1.0011
	2.0129	1.1856	1.1119	1.0249	1.0070	1.0077	1.0014	1.0008	
	2.1806	1.1712	1.0789	1.0153	1.0149	1.0034	1.0022		
	2.0500	1.1776	1.0871	1.0161	1.0144	1.0065			
	2.1509	1.2029	1.0758	1.0225	1.0100				
	2.1572	1.2521	1.0574	1.0277					
	2.1264	1.2091	1.0826						
	2.0373	1.2163							
	2.0790								

	<i>Natural Logarithm of Loss Development Factors</i>								
	<u>1 to 2</u>	<u>2 to 3</u>	<u>3 to 4</u>	<u>4 to 5</u>	<u>5 to 6</u>	<u>6 to 7</u>	<u>7 to 8</u>	<u>8 to 9</u>	<u>9 to 10</u>
	0.7736	0.1843	0.0841	0.0313	0.0155	0.0056	0.0023	0.0003	0.0011
	0.6996	0.1703	0.1060	0.0246	0.0070	0.0076	0.0014	0.0008	
	0.7796	0.1580	0.0759	0.0152	0.0148	0.0034	0.0022		
	0.7179	0.1635	0.0835	0.0160	0.0143	0.0065			
	0.7659	0.1847	0.0731	0.0222	0.0100				
	0.7688	0.2248	0.0558	0.0274					
	0.7544	0.1899	0.0793						
	0.7116	0.1958							
	0.7319								

	<i>Selection of Loss Development Factors</i>								
Avg. 5	0.7465	0.1917	0.0735	0.0211	0.0123	0.0058	0.0020	0.0006	0.0011
Avg. All	0.7448	0.1839	0.0797	0.0228	0.0123	0.0058	0.0020	0.0006	0.0011
Avg 5 Excl Hi/Lo	0.7478	0.1808	0.0792	0.0226	0.0130	0.0061	0.0022	n/a	n/a
StDev	0.0300	0.0211	0.0150	0.0063	0.0037	0.0018	0.0005	0.0003	n/a
Selected	<b>0.7800</b>	<b>0.1880</b>	<b>0.0790</b>	<b>0.0225</b>	<b>0.0130</b>	<b>0.0060</b>	<b>0.0020</b>	<b>0.0005</b>	<b>0.0005</b>
Age to Age LDF	2.1815	1.2068	1.0822	1.0228	1.0131	1.0060	1.0020	1.0005	1.0005
Cumulative LDF	<b>2.9787</b>	<b>1.3655</b>	<b>1.1315</b>	<b>1.0455</b>	<b>1.0222</b>	<b>1.0090</b>	<b>1.0030</b>	<b>1.0010</b>	<b>1.0005</b>

**Southern Farm Bureau Casualty Insurance Company**  
**Private Passenger Automobile**  
**Paid Loss Development Analysis**  
**Arkansas**

*Uninsured Motorist Bodily Injury*

Fiscal  
Accident

<i>Paid Loss &amp; ALAE, Net of Salvage &amp; Subrogation</i>										
<u>Year</u>	<u>@ 1 year</u>	<u>@ 2 years</u>	<u>@ 3 years</u>	<u>@ 4 years</u>	<u>@ 5 years</u>	<u>@ 6 years</u>	<u>@ 7 years</u>	<u>@ 8 years</u>	<u>@ 9 years</u>	<u>@ 10 years</u>
2003	1,858,255	4,686,386	5,829,289	6,546,893	6,932,637	7,130,484	7,179,940	7,151,389	7,183,926	7,212,960
2004	1,805,867	4,647,183	6,689,614	7,588,515	8,365,638	8,406,988	8,510,836	8,603,808	8,652,691	
2005	2,969,264	6,262,898	7,459,159	8,478,055	8,596,138	8,769,147	8,766,262	8,817,185		
2006	1,546,590	5,375,681	6,536,207	7,731,379	8,189,155	8,267,490	8,263,321			
2007	1,454,950	4,381,566	6,006,056	6,693,262	7,067,894	7,403,347				
2008	1,484,073	3,863,671	4,809,782	5,399,768	5,559,091					
2009	1,005,372	3,541,119	4,664,192	5,600,057						
2010	1,368,412	4,779,817	7,109,645							
2011	885,782	3,169,375								
2012	1,156,319									

<i>Age to Age Loss Development Factors</i>									
<u>1 to 2</u>	<u>2 to 3</u>	<u>3 to 4</u>	<u>4 to 5</u>	<u>5 to 6</u>	<u>6 to 7</u>	<u>7 to 8</u>	<u>8 to 9</u>	<u>9 to 10</u>	
2.5219	1.2439	1.1231	1.0589	1.0285	1.0069	0.9960	1.0045	1.0040	
2.5734	1.4395	1.1344	1.1024	1.0049	1.0124	1.0109	1.0057		
2.1092	1.1910	1.1366	1.0139	1.0201	0.9997	1.0058			
3.4758	1.2159	1.1829	1.0592	1.0096	0.9995				
3.0115	1.3708	1.1144	1.0560	1.0475					
2.6034	1.2449	1.1227	1.0295						
3.5222	1.3172	1.2006							
3.4930	1.4874								
3.5781									

<i>Natural Logarithm of Loss Development Factors</i>									
<u>1 to 2</u>	<u>2 to 3</u>	<u>3 to 4</u>	<u>4 to 5</u>	<u>5 to 6</u>	<u>6 to 7</u>	<u>7 to 8</u>	<u>8 to 9</u>	<u>9 to 10</u>	
0.9250	0.2182	0.1161	0.0572	0.0281	0.0069	-0.0040	0.0045	0.0040	
0.9452	0.3643	0.1261	0.0975	0.0049	0.0123	0.0109	0.0057		
0.7463	0.1748	0.1280	0.0138	0.0199	-0.0003	0.0058			
1.2458	0.1955	0.1679	0.0575	0.0095	-0.0005				
1.1024	0.3154	0.1083	0.0545	0.0464					
0.9568	0.2190	0.1157	0.0291						
1.2591	0.2755	0.1829							
1.2508	0.3971								
1.2748									

<i>Selection of Loss Development Factors</i>									
Avg. 5	1.1688	0.2805	0.1406	0.0505	0.0218	0.0046	0.0042	0.0051	0.0040
Avg. All	1.0785	0.2700	0.1350	0.0516	0.0218	0.0046	0.0042	0.0051	0.0040
Avg 5 Excl Hi/Lo	1.1630	0.2739	0.1308	0.0496	0.0192	0.0033	0.0058	n/a	n/a
StDev	0.1923	0.0820	0.0287	0.0287	0.0165	0.0062	0.0075	0.0008	n/a
Selected	<b>1.1700</b>	<b>0.2825</b>	<b>0.1350</b>	<b>0.0500</b>	<b>0.0200</b>	<b>0.0040</b>	<b>0.0050</b>	<b>0.0040</b>	<b>0.0040</b>
Age to Age LDF	3.2220	1.3264	1.1445	1.0513	1.0202	1.0040	1.0050	1.0040	1.0040
Cumulative LDF	<b>5.3361</b>	<b>1.6562</b>	<b>1.2486</b>	<b>1.0909</b>	<b>1.0377</b>	<b>1.0171</b>	<b>1.0131</b>	<b>1.0080</b>	<b>1.0040</b>

**Southern Farm Bureau Casualty Insurance Company**  
**Private Passenger Automobile**  
**Paid Loss Development Analysis**  
**Arkansas**

*Property Damage*

Fiscal  
Accident

<i>Paid Loss &amp; ALAE, Net of Salvage &amp; Subrogation</i>										
<u>Year</u>	<u>@ 1 year</u>	<u>@ 2 years</u>	<u>@ 3 years</u>	<u>@ 4 years</u>	<u>@ 5 years</u>	<u>@ 6 years</u>	<u>@ 7 years</u>	<u>@ 8 years</u>	<u>@ 9 years</u>	<u>@ 10 years</u>
2003	25,328,966	28,387,901	28,463,969	28,556,283	28,576,019	28,582,656	28,578,946	28,579,106	28,580,448	28,580,448
2004	26,254,949	28,823,644	29,115,855	29,146,577	29,169,691	29,164,534	29,169,128	29,169,128	29,169,128	
2005	24,321,430	27,025,397	27,290,172	27,452,153	27,392,339	27,391,168	27,381,504	27,381,786		
2006	25,111,715	28,206,786	28,331,662	28,391,573	28,408,828	28,408,043	28,412,705			
2007	24,925,460	27,548,367	27,693,495	27,740,993	27,757,803	27,753,834				
2008	24,254,006	27,126,913	27,199,247	27,255,777	27,283,894					
2009	25,335,720	28,065,445	28,211,406	28,241,826						
2010	26,357,315	28,865,165	29,007,242							
2011	25,431,385	28,237,901								
2012	24,353,445									

<i>Age to Age Loss Development Factors</i>									
<u>1 to 2</u>	<u>2 to 3</u>	<u>3 to 4</u>	<u>4 to 5</u>	<u>5 to 6</u>	<u>6 to 7</u>	<u>7 to 8</u>	<u>8 to 9</u>	<u>9 to 10</u>	
1.1208	1.0027	1.0032	1.0007	1.0002	0.9999	1.0000	1.0000	1.0000	
1.0978	1.0101	1.0011	1.0008	0.9998	1.0002	1.0000	1.0000		
1.1112	1.0098	1.0059	0.9978	1.0000	0.9996	1.0000			
1.1233	1.0044	1.0021	1.0006	1.0000	1.0002				
1.1052	1.0053	1.0017	1.0006	0.9999					
1.1185	1.0027	1.0021	1.0010						
1.1077	1.0052	1.0011							
1.0951	1.0049								
1.1104									

<i>Natural Logarithm of Loss Development Factors</i>									
<u>1 to 2</u>	<u>2 to 3</u>	<u>3 to 4</u>	<u>4 to 5</u>	<u>5 to 6</u>	<u>6 to 7</u>	<u>7 to 8</u>	<u>8 to 9</u>	<u>9 to 10</u>	
0.1140	0.0027	0.0032	0.0007	0.0002	-0.0001	0.0000	0.0000	0.0000	
0.0933	0.0101	0.0011	0.0008	-0.0002	0.0002	0.0000	0.0000		
0.1054	0.0097	0.0059	-0.0022	0.0000	-0.0004	0.0000			
0.1162	0.0044	0.0021	0.0006	0.0000	0.0002				
0.1001	0.0053	0.0017	0.0006	-0.0001					
0.1119	0.0027	0.0021	0.0010						
0.1023	0.0052	0.0011							
0.0909	0.0049								
0.1047									

<i>Selection of Loss Development Factors</i>									
Avg. 5	0.1020	0.0045	0.0026	0.0002	0.0000	0.0000	0.0000	0.0000	0.0000
Avg. All	0.1043	0.0056	0.0025	0.0003	0.0000	0.0000	0.0000	0.0000	0.0000
Avg 5 Excl Hi/Lo	0.1049	0.0059	0.0020	0.0007	-0.0001	0.0000	0.0000	n/a	n/a
StDev	0.0088	0.0028	0.0017	0.0012	0.0002	0.0002	0.0000	0.0000	n/a
Selected	<b>0.1040</b>	<b>0.0050</b>	<b>0.0020</b>	<b>0.0005</b>	<b>-0.0001</b>	<b>-0.0001</b>	<b>0.0000</b>	<b>0.0000</b>	<b>0.0000</b>
Age to Age LDF	1.1096	1.0050	1.0020	1.0005	0.9999	0.9999	1.0000	1.0000	1.0000
Cumulative LDF	<b>1.1177</b>	<b>1.0073</b>	<b>1.0023</b>	<b>1.0003</b>	<b>0.9998</b>	<b>0.9999</b>	<b>1.0000</b>	<b>1.0000</b>	<b>1.0000</b>

**Southern Farm Bureau Casualty Insurance Company**  
**Private Passenger Automobile**  
**Paid Loss Development Analysis**  
**Arkansas**

*Uninsured Motorist Property Damage*

Fiscal  
Accident

<i>Paid Loss &amp; ALAE, Net of Salvage &amp; Subrogation</i>										
<u>Year</u>	<u>@ 1 year</u>	<u>@ 2 years</u>	<u>@ 3 years</u>	<u>@ 4 years</u>	<u>@ 5 years</u>	<u>@ 6 years</u>	<u>@ 7 years</u>	<u>@ 8 years</u>	<u>@ 9 years</u>	<u>@ 10 years</u>
2003	2,454,929	2,641,622	2,607,918	2,584,697	2,568,622	2,551,348	2,543,716	2,539,476	2,534,880	2,533,187
2004	2,558,917	2,679,935	2,639,023	2,610,108	2,596,146	2,584,437	2,579,107	2,574,262	2,572,823	
2005	2,476,814	2,664,490	2,619,038	2,610,284	2,589,625	2,578,011	2,569,738	2,569,157		
2006	2,831,545	2,975,096	2,916,784	2,879,079	2,854,716	2,836,161	2,825,151			
2007	2,911,672	3,014,967	2,942,876	2,912,469	2,884,937	2,866,377				
2008	2,939,558	3,188,595	3,130,394	3,100,777	3,072,010					
2009	2,914,717	3,070,657	2,987,178	2,934,961						
2010	3,103,392	3,292,089	3,214,061							
2011	2,892,596	3,142,693								
2012	3,044,142									

<i>Age to Age Loss Development Factors</i>									
<u>1 to 2</u>	<u>2 to 3</u>	<u>3 to 4</u>	<u>4 to 5</u>	<u>5 to 6</u>	<u>6 to 7</u>	<u>7 to 8</u>	<u>8 to 9</u>	<u>9 to 10</u>	
1.0760	0.9872	0.9911	0.9938	0.9933	0.9970	0.9983	0.9982	0.9993	
1.0473	0.9847	0.9890	0.9947	0.9955	0.9979	0.9981	0.9994		
1.0758	0.9829	0.9967	0.9921	0.9955	0.9968	0.9998			
1.0507	0.9804	0.9871	0.9915	0.9935	0.9961				
1.0355	0.9761	0.9897	0.9905	0.9936					
1.0847	0.9817	0.9905	0.9907						
1.0535	0.9728	0.9825							
1.0608	0.9763								
1.0865									

<i>Natural Logarithm of Loss Development Factors</i>									
<u>1 to 2</u>	<u>2 to 3</u>	<u>3 to 4</u>	<u>4 to 5</u>	<u>5 to 6</u>	<u>6 to 7</u>	<u>7 to 8</u>	<u>8 to 9</u>	<u>9 to 10</u>	
0.0733	-0.0128	-0.0089	-0.0062	-0.0067	-0.0030	-0.0017	-0.0018	-0.0007	
0.0462	-0.0154	-0.0110	-0.0054	-0.0045	-0.0021	-0.0019	-0.0006		
0.0730	-0.0172	-0.0033	-0.0079	-0.0045	-0.0032	-0.0002			
0.0495	-0.0198	-0.0130	-0.0085	-0.0065	-0.0039				
0.0349	-0.0242	-0.0104	-0.0095	-0.0065					
0.0813	-0.0184	-0.0095	-0.0093						
0.0521	-0.0276	-0.0176							
0.0590	-0.0240								
0.0829									

<i>Selection of Loss Development Factors</i>									
Avg. 5	0.0621	-0.0228	-0.0108	-0.0081	-0.0057	-0.0030	-0.0013	-0.0012	-0.0007
Avg. All	0.0614	-0.0199	-0.0105	-0.0078	-0.0057	-0.0030	-0.0013	-0.0012	-0.0007
Avg 5 Excl Hi/Lo	0.0630	-0.0207	-0.0106	-0.0080	-0.0058	-0.0031	-0.0017	n/a	n/a
StDev	0.0170	0.0050	0.0043	0.0017	0.0011	0.0008	0.0009	0.0009	n/a
Selected	<b>0.0625</b>	<b>-0.0210</b>	<b>-0.0105</b>	<b>-0.0080</b>	<b>-0.0055</b>	<b>-0.0031</b>	<b>-0.0015</b>	<b>-0.0010</b>	<b>-0.0006</b>
Age to Age LDF	1.0645	0.9792	0.9896	0.9920	0.9945	0.9969	0.9985	0.9990	0.9994
Cumulative LDF	<b>1.0114</b>	<b>0.9501</b>	<b>0.9703</b>	<b>0.9805</b>	<b>0.9884</b>	<b>0.9938</b>	<b>0.9969</b>	<b>0.9984</b>	<b>0.9994</b>

**Southern Farm Bureau Casualty Insurance Company**  
**Private Passenger Automobile**  
**Paid Loss Development Analysis**  
**Arkansas**

*Personal Injury Protection*

Fiscal  
Accident

<i>Paid Loss &amp; ALAE, Net of Salvage &amp; Subrogation</i>										
<u>Year</u>	<u>@ 1 year</u>	<u>@ 2 years</u>	<u>@ 3 years</u>	<u>@ 4 years</u>	<u>@ 5 years</u>	<u>@ 6 years</u>	<u>@ 7 years</u>	<u>@ 8 years</u>	<u>@ 9 years</u>	<u>@ 10 years</u>
2003	6,333,382	8,173,260	8,065,103	7,911,232	7,866,958	7,842,453	7,822,721	7,821,985	7,822,467	7,824,773
2004	7,217,794	8,597,184	8,410,497	8,231,228	8,219,796	8,205,804	8,211,920	8,206,313	8,205,373	
2005	6,727,999	8,059,390	7,881,078	7,851,014	7,850,879	7,860,597	7,842,900	7,843,907		
2006	6,777,506	8,244,944	8,071,571	8,014,722	8,021,268	8,025,074	8,025,719			
2007	6,256,378	7,890,730	7,876,018	7,920,079	7,928,159	7,931,674				
2008	5,919,032	7,462,394	7,473,763	7,492,446	7,490,588					
2009	5,719,771	7,323,834	7,421,396	7,532,192						
2010	5,803,282	7,350,514	7,557,371							
2011	5,626,572	7,619,505								
2012	5,688,884									

<i>Age to Age Loss Development Factors</i>									
<u>1 to 2</u>	<u>2 to 3</u>	<u>3 to 4</u>	<u>4 to 5</u>	<u>5 to 6</u>	<u>6 to 7</u>	<u>7 to 8</u>	<u>8 to 9</u>	<u>9 to 10</u>	
1.2905	0.9868	0.9809	0.9944	0.9969	0.9975	0.9999	1.0001	1.0003	
1.1911	0.9783	0.9787	0.9986	0.9983	1.0007	0.9993	0.9999		
1.1979	0.9779	0.9962	1.0000	1.0012	0.9977	1.0001			
1.2165	0.9790	0.9930	1.0008	1.0005	1.0001				
1.2612	0.9981	1.0056	1.0010	1.0004					
1.2607	1.0015	1.0025	0.9998						
1.2804	1.0133	1.0149							
1.2666	1.0281								
1.3542									

<i>Natural Logarithm of Loss Development Factors</i>									
<u>1 to 2</u>	<u>2 to 3</u>	<u>3 to 4</u>	<u>4 to 5</u>	<u>5 to 6</u>	<u>6 to 7</u>	<u>7 to 8</u>	<u>8 to 9</u>	<u>9 to 10</u>	
0.2550	-0.0133	-0.0193	-0.0056	-0.0031	-0.0025	-0.0001	0.0001	0.0003	
0.1749	-0.0220	-0.0215	-0.0014	-0.0017	0.0007	-0.0007	-0.0001		
0.1806	-0.0224	-0.0038	0.0000	0.0012	-0.0023	0.0001			
0.1960	-0.0213	-0.0071	0.0008	0.0005	0.0001				
0.2321	-0.0019	0.0056	0.0010	0.0004					
0.2317	0.0015	0.0025	-0.0002						
0.2472	0.0132	0.0148							
0.2363	0.0278								
0.3032									

<i>Selection of Loss Development Factors</i>									
Avg. 5	0.2501	0.0039	0.0024	0.0000	-0.0005	-0.0010	-0.0002	0.0000	0.0003
Avg. All	0.2286	-0.0048	-0.0041	-0.0009	-0.0005	-0.0010	-0.0002	0.0000	0.0003
Avg 5 Excl Hi/Lo	0.2287	-0.0061	-0.0044	-0.0002	-0.0003	-0.0011	-0.0001	n/a	n/a
StDev	0.0402	0.0184	0.0132	0.0025	0.0018	0.0016	0.0004	0.0001	n/a
Selected	<b>0.2480</b>	<b>0.0090</b>	<b>0.0035</b>	<b>0.0005</b>	<b>0.0005</b>	<b>-0.0002</b>	<b>-0.0001</b>	<b>0.0000</b>	<b>0.0000</b>
Age to Age LDF	1.2815	1.0090	1.0035	1.0005	1.0005	0.9998	0.9999	1.0000	1.0000
Cumulative LDF	<b>1.2985</b>	<b>1.0133</b>	<b>1.0042</b>	<b>1.0007</b>	<b>1.0002</b>	<b>0.9997</b>	<b>0.9999</b>	<b>1.0000</b>	<b>1.0000</b>

**Southern Farm Bureau Casualty Insurance Company**  
**Private Passenger Automobile**  
**Paid Loss Development Analysis**  
**Arkansas**

*Comprehensive*

Fiscal  
Accident

	<i>Paid Loss &amp; ALAE, Net of Salvage &amp; Subrogation</i>									
<b>Year</b>	<b>@ 1 year</b>	<b>@ 2 years</b>	<b>@ 3 years</b>	<b>@ 4 years</b>	<b>@ 5 years</b>	<b>@ 6 years</b>	<b>@ 7 years</b>	<b>@ 8 years</b>	<b>@ 9 years</b>	<b>@ 10 years</b>
2003	21,214,231	22,869,756	22,939,547	22,947,594	22,934,400	22,917,214	22,911,745	22,911,468	22,911,666	22,911,516
2004	20,711,111	22,108,261	22,129,432	22,134,698	22,138,269	22,130,198	22,120,640	22,119,544	22,122,217	
2005	17,667,200	19,275,563	19,287,206	19,296,388	19,301,348	19,288,850	19,289,340	19,289,951		
2006	20,775,770	22,233,067	22,253,217	22,259,010	22,248,825	22,248,258	22,244,501			
2007	20,101,742	21,269,348	21,295,255	21,299,283	21,306,726	21,302,566				
2008	22,560,087	24,123,415	24,149,878	24,144,633	24,141,290					
2009	23,973,620	25,464,639	25,496,767	25,500,365						
2010	23,504,290	24,960,868	24,987,588							
2011	23,109,660	24,337,135								
2012	21,452,092									

	<i>Age to Age Loss Development Factors</i>								
	<b>1 to 2</b>	<b>2 to 3</b>	<b>3 to 4</b>	<b>4 to 5</b>	<b>5 to 6</b>	<b>6 to 7</b>	<b>7 to 8</b>	<b>8 to 9</b>	<b>9 to 10</b>
	1.0780	1.0031	1.0004	0.9994	0.9993	0.9998	1.0000	1.0000	1.0000
	1.0675	1.0010	1.0002	1.0002	0.9996	0.9996	1.0000	1.0001	
	1.0910	1.0006	1.0005	1.0003	0.9994	1.0000	1.0000		
	1.0701	1.0009	1.0003	0.9995	1.0000	0.9998			
	1.0581	1.0012	1.0002	1.0003	0.9998				
	1.0693	1.0011	0.9998	0.9999					
	1.0622	1.0013	1.0001						
	1.0620	1.0011							
	1.0531								

	<i>Natural Logarithm of Loss Development Factors</i>								
	<b>1 to 2</b>	<b>2 to 3</b>	<b>3 to 4</b>	<b>4 to 5</b>	<b>5 to 6</b>	<b>6 to 7</b>	<b>7 to 8</b>	<b>8 to 9</b>	<b>9 to 10</b>
	0.0751	0.0030	0.0004	-0.0006	-0.0007	-0.0002	0.0000	0.0000	0.0000
	0.0653	0.0010	0.0002	0.0002	-0.0004	-0.0004	0.0000	0.0001	
	0.0871	0.0006	0.0005	0.0003	-0.0006	0.0000	0.0000		
	0.0678	0.0009	0.0003	-0.0005	0.0000	-0.0002			
	0.0565	0.0012	0.0002	0.0003	-0.0002				
	0.0670	0.0011	-0.0002	-0.0001					
	0.0603	0.0013	0.0001						
	0.0601	0.0011							
	0.0518								

	<i>Selection of Loss Development Factors</i>								
Avg. 5	0.0591	0.0011	0.0002	0.0000	-0.0004	-0.0002	0.0000	0.0001	0.0000
Avg. All	0.0657	0.0013	0.0002	-0.0001	-0.0004	-0.0002	0.0000	0.0001	0.0000
Avg 5 Excl Hi/Lo	0.0623	0.0010	0.0002	0.0000	-0.0004	-0.0002	0.0000	n/a	n/a
StDev	0.0106	0.0007	0.0002	0.0004	0.0003	0.0002	0.0000	0.0001	n/a
Selected	<b>0.0610</b>	<b>0.0011</b>	<b>0.0002</b>	<b>0.0001</b>	<b>-0.0003</b>	<b>-0.0002</b>	<b>0.0000</b>	<b>0.0000</b>	<b>0.0000</b>
Age to Age LDF	1.0629	1.0011	1.0002	1.0001	0.9997	0.9998	1.0000	1.0000	1.0000
Cumulative LDF	<b>1.0639</b>	<b>1.0009</b>	<b>0.9998</b>	<b>0.9996</b>	<b>0.9995</b>	<b>0.9998</b>	<b>1.0000</b>	<b>1.0000</b>	<b>1.0000</b>

**Southern Farm Bureau Casualty Insurance Company**  
**Private Passenger Automobile**  
**Paid Loss Development Analysis**  
**Arkansas**

*Collision*

Fiscal  
Accident

	<i>Paid Loss &amp; ALAE, Net of Salvage &amp; Subrogation</i>									
<b>Year</b>	<b>@ 1 year</b>	<b>@ 2 years</b>	<b>@ 3 years</b>	<b>@ 4 years</b>	<b>@ 5 years</b>	<b>@ 6 years</b>	<b>@ 7 years</b>	<b>@ 8 years</b>	<b>@ 9 years</b>	<b>@ 10 years</b>
2003	41,108,162	42,617,428	42,391,485	42,352,677	42,319,367	42,292,608	42,278,813	42,262,294	42,257,590	42,255,544
2004	40,281,273	41,614,796	41,447,913	41,377,479	41,360,650	41,342,626	41,331,831	41,324,109	41,320,210	
2005	37,272,067	38,680,266	38,480,765	38,378,697	38,377,851	38,336,115	38,311,252	38,303,936		
2006	39,518,140	41,341,898	41,230,258	41,189,568	41,176,898	41,160,642	41,128,128			
2007	39,513,678	41,115,905	40,994,469	40,934,809	40,924,308	40,902,609				
2008	40,175,732	41,926,606	41,812,073	41,768,125	41,765,788					
2009	40,549,694	42,054,432	42,010,104	42,016,701						
2010	43,296,823	44,294,234	44,199,298							
2011	42,518,378	43,387,411								
2012	39,499,734									

	<i>Age to Age Loss Development Factors</i>								
	<b>1 to 2</b>	<b>2 to 3</b>	<b>3 to 4</b>	<b>4 to 5</b>	<b>5 to 6</b>	<b>6 to 7</b>	<b>7 to 8</b>	<b>8 to 9</b>	<b>9 to 10</b>
	1.0367	0.9947	0.9991	0.9992	0.9994	0.9997	0.9996	0.9999	1.0000
	1.0331	0.9960	0.9983	0.9996	0.9996	0.9997	0.9998	0.9999	
	1.0378	0.9948	0.9973	1.0000	0.9989	0.9994	0.9998		
	1.0461	0.9973	0.9990	0.9997	0.9996	0.9992			
	1.0405	0.9970	0.9985	0.9997	0.9995				
	1.0436	0.9973	0.9989	0.9999					
	1.0371	0.9989	1.0002						
	1.0230	0.9979							
	1.0204								

	<i>Natural Logarithm of Loss Development Factors</i>								
	<b>1 to 2</b>	<b>2 to 3</b>	<b>3 to 4</b>	<b>4 to 5</b>	<b>5 to 6</b>	<b>6 to 7</b>	<b>7 to 8</b>	<b>8 to 9</b>	<b>9 to 10</b>
	0.0361	-0.0053	-0.0009	-0.0008	-0.0006	-0.0003	-0.0004	-0.0001	0.0000
	0.0326	-0.0040	-0.0017	-0.0004	-0.0004	-0.0003	-0.0002	-0.0001	
	0.0371	-0.0052	-0.0027	0.0000	-0.0011	-0.0006	-0.0002		
	0.0451	-0.0027	-0.0010	-0.0003	-0.0004	-0.0008			
	0.0397	-0.0030	-0.0015	-0.0003	-0.0005				
	0.0427	-0.0027	-0.0011	-0.0001					
	0.0364	-0.0011	0.0002						
	0.0228	-0.0021							
	0.0202								

	<i>Selection of Loss Development Factors</i>								
Avg. 5	0.0324	-0.0023	-0.0012	-0.0002	-0.0006	-0.0005	-0.0003	-0.0001	0.0000
Avg. All	0.0347	-0.0033	-0.0012	-0.0003	-0.0006	-0.0005	-0.0003	-0.0001	0.0000
Avg 5 Excl Hi/Lo	0.0357	-0.0029	-0.0012	-0.0003	-0.0005	-0.0005	-0.0002	n/a	n/a
StDev	0.0084	0.0015	0.0009	0.0003	0.0003	0.0003	0.0001	0.0000	n/a
Selected	<b>0.0350</b>	<b>-0.0025</b>	<b>-0.0010</b>	<b>-0.0003</b>	<b>-0.0005</b>	<b>-0.0005</b>	<b>-0.0002</b>	<b>-0.0001</b>	<b>0.0000</b>
Age to Age LDF	1.0356	0.9975	0.9990	0.9997	0.9995	0.9995	0.9998	0.9999	1.0000
Cumulative LDF	<b>1.0304</b>	<b>0.9949</b>	<b>0.9974</b>	<b>0.9984</b>	<b>0.9987</b>	<b>0.9992</b>	<b>0.9997</b>	<b>0.9999</b>	<b>1.0000</b>

**Southern Farm Bureau Casualty Insurance Company  
Private Passenger Automobile  
Calculation of Expense Provisions  
Arkansas**

*Bodily Injury & Uninsured Motorist*

<u>Calendar Year</u>	<u>Written Premium</u>	<u>Commission &amp; Brokerage</u>	<u>Percent of DWP</u>	<u>Other Acquisition</u>	<u>Percent of DWP</u>	<u>General Expense</u>	<u>Percent of DWP</u>	<u>Taxes</u>	<u>Percent of DWP</u>
2011	54,271,601	3,700,746	6.82%	3,800,939	7.00%	1,062,041	1.96%	1,489,953	2.75%
2010	54,890,067	3,826,350	6.97%	3,897,116	7.10%	1,090,261	1.99%	1,513,929	2.76%
2009	<u>55,881,899</u>	<u>3,975,144</u>	<u>7.11%</u>	<u>4,072,718</u>	<u>7.29%</u>	<u>1,083,747</u>	<u>1.94%</u>	<u>1,558,665</u>	<u>2.79%</u>
	165,043,567	11,502,240	6.97%	11,770,773	7.13%	3,236,050	1.96%	4,562,547	2.76%

*Property Damage*

<u>Calendar Year</u>	<u>Written Premium</u>	<u>Commission &amp; Brokerage</u>	<u>Percent of DWP</u>	<u>Other Acquisition</u>	<u>Percent of DWP</u>	<u>General Expense</u>	<u>Percent of DWP</u>	<u>Taxes</u>	<u>Percent of DWP</u>
2011	37,025,895	2,524,695	6.82%	2,593,127	7.00%	702,542	1.90%	1,016,496	2.75%
2010	36,731,354	2,560,252	6.97%	2,607,874	7.10%	693,106	1.89%	1,013,092	2.76%
2009	<u>36,121,656</u>	<u>2,569,217</u>	<u>7.11%</u>	<u>2,632,575</u>	<u>7.29%</u>	<u>667,107</u>	<u>1.85%</u>	<u>1,007,510</u>	<u>2.79%</u>
	109,878,905	7,654,164	6.97%	7,833,576	7.13%	2,062,754	1.88%	3,037,097	2.76%

*Personal Injury Protection*

<u>Calendar Year</u>	<u>Written Premium</u>	<u>Commission &amp; Brokerage</u>	<u>Percent of DWP</u>	<u>Other Acquisition</u>	<u>Percent of DWP</u>	<u>General Expense</u>	<u>Percent of DWP</u>	<u>Taxes</u>	<u>Percent of DWP</u>
2011	9,814,892	669,272	6.82%	687,391	7.00%	192,570	1.96%	269,454	2.75%
2010	9,977,188	695,439	6.97%	708,366	7.10%	199,021	1.99%	275,182	2.76%
2009	<u>9,883,071</u>	<u>702,907</u>	<u>7.11%</u>	<u>720,286</u>	<u>7.29%</u>	<u>192,463</u>	<u>1.95%</u>	<u>275,660</u>	<u>2.79%</u>
	29,675,151	2,067,618	6.97%	2,116,043	7.13%	584,053	1.97%	820,296	2.76%

*Comprehensive*

<u>Calendar Year</u>	<u>Written Premium</u>	<u>Commission &amp; Brokerage</u>	<u>Percent of DWP</u>	<u>Other Acquisition</u>	<u>Percent of DWP</u>	<u>General Expense</u>	<u>Percent of DWP</u>	<u>Taxes</u>	<u>Percent of DWP</u>
2011	42,285,648	2,882,978	6.82%	2,961,497	7.00%	793,105	1.88%	1,195,722	2.83%
2010	40,318,442	2,809,741	6.97%	2,862,552	7.10%	746,092	1.85%	1,145,389	2.84%
2009	<u>38,293,325</u>	<u>2,722,858</u>	<u>7.11%</u>	<u>2,790,848</u>	<u>7.29%</u>	<u>694,188</u>	<u>1.81%</u>	<u>1,100,125</u>	<u>2.87%</u>
	120,897,414	8,415,577	6.96%	8,614,897	7.13%	2,233,386	1.85%	3,441,235	2.85%

*Collision*

<u>Calendar Year</u>	<u>Written Premium</u>	<u>Commission &amp; Brokerage</u>	<u>Percent of DWP</u>	<u>Other Acquisition</u>	<u>Percent of DWP</u>	<u>General Expense</u>	<u>Percent of DWP</u>	<u>Taxes</u>	<u>Percent of DWP</u>
2011	58,983,592	4,021,721	6.82%	4,130,946	7.00%	1,111,332	1.88%	1,667,894	2.83%
2010	57,663,533	4,018,972	6.97%	4,094,029	7.10%	1,072,230	1.86%	1,638,138	2.84%
2009	<u>56,419,981</u>	<u>4,012,080</u>	<u>7.11%</u>	<u>4,111,934</u>	<u>7.29%</u>	<u>1,030,301</u>	<u>1.83%</u>	<u>1,620,883</u>	<u>2.87%</u>
	173,067,106	12,052,773	6.96%	12,336,908	7.13%	3,213,863	1.86%	4,926,914	2.85%

**Selected Expense Provisions**

Fixed Weight	0.00%	100.00%	100.00%	0.00%		
Coverage	<u>Commission &amp; Brokerage</u>	<u>Other Acquisition</u>	<u>General Expense</u>	<u>Taxes</u>	<u>Fixed Expense Provision</u>	<u>Variable Expense Provision</u>
<i>Bodily Injury &amp; UM</i>	6.90%	7.10%	1.96%	2.75%	<b>9.06%</b>	<b>9.65%</b>
<i>Property Damage</i>	6.90%	7.10%	1.96%	2.75%	<b>9.06%</b>	<b>9.65%</b>
<i>Personal Injury Protection</i>	6.90%	7.10%	1.96%	2.75%	<b>9.06%</b>	<b>9.65%</b>
<i>Comprehensive</i>	6.90%	7.10%	1.85%	2.85%	<b>8.95%</b>	<b>9.75%</b>
<i>Collision</i>	6.90%	7.10%	1.85%	2.85%	<b>8.95%</b>	<b>9.75%</b>

**Southern Farm Bureau Casualty Insurance Company**  
**Calendar Year Return on Surplus Profit Model**  
**Effective Federal Tax Rate on Investment Income**

Income Source	Effective Federal Tax Rate	2007 Income Earned	2008 Income Earned	2009 Income Earned	2010 Income Earned	2011 Income Earned
1. U.S. Government Bonds	35.00%	5,007,647	543,480	1,597	933,899	1,627,345
2. Bonds exempt from U.S. tax	5.25%	62,280,939	67,720,463	42,455,087	41,204,588	35,951,101
3. Other bonds	35.00%	8,768,851	4,514,840	790,831	576,434	2,101,558
4. Preferred stocks	16.63%	109,831	47,090	23,190	20,065	13,820
5. Common stocks	16.63%	3,111,790	4,082,568	1,212,799	1,399,617	1,030,668
6. Mortgage loans	35.00%	929,838	814,198	681,912	560,907	435,973
7. Real Estate	35.00%	2,709,534	2,464,256	2,466,066	2,355,518	2,230,664
8. Short-term investments	35.00%	2,954,322	973,101	174,894	52,322	41,029
9. Other invested assets	35.00%	3,377,627	3,347,693	3,183,233	2,253,465	3,784,395
10. Realized capital gains	35.00%	15,542,759	(1,781,167)	(6,281,339)	8,057,762	2,343,479
11. Aggregate Write-Ins	35.00%	(239,403)	(450,148)	(380,330)	60,095	(325,173)
<b>11. TOTAL</b>		<b>104,793,138</b>	<b>82,726,522</b>	<b>44,708,270</b>	<b>57,414,577</b>	<b>49,560,032</b>
12. Investment expenses and depreciation	-35.00%	3,921,701	3,295,433	3,230,430	5,357,314	4,486,753
13. Net Investment Gain or (Loss)		100,871,437	79,431,089	41,477,840	52,057,263	45,073,279
<b>14. Effective Federal Tax Rate on Investment Income</b>		15.96%	8.48%	3.68%	10.99%	10.59%

**Southern Farm Bureau Casualty Insurance Company**  
**Calendar Year Return on Surplus Profit Model**  
**Net Effective Rate of Return**

	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>
1. Net Interest, Dividends, and Real Estate Income		89,250,379	84,507,689	50,989,609	49,356,815	47,216,553
2. Realized Capital Gains (Losses)		15,542,759	-1,781,167	-6,281,339	8,057,762	2,343,479
3. Total Investment Gain (Loss)		104,793,138	82,726,522	44,708,270	57,414,577	49,560,032
4. Adjustment for Affiliate Income		0	0	0	0	0
5. Net Investment Income		104,793,138	82,726,522	44,708,270	57,414,577	49,560,032
6a. Assets available for investment at 12/31	1,856,107,428	1,984,802,109	1,174,110,648	1,113,333,554	1,158,227,655	1,149,030,329
6b. Mean assets available for investment		1,920,454,769	1,579,456,379	1,143,722,101	1,135,780,605	1,153,628,992
7. Pre-tax investment yield [ (5) / (6) ]		5.46%	5.24%	3.91%	5.06%	4.30%
8. Effective Federal tax rate (Page 2, Line 14)		15.96%	8.48%	3.68%	10.99%	10.59%
9. Post-tax investment yield [ (7) / {1 - (8)} ]		4.59%	4.79%	3.77%	4.50%	3.84%
<b>10. Selected Investment Yield</b>						<b>4.50%</b>

**Southern Farm Bureau Casualty Insurance Company**  
**Calendar Year Return on Surplus Profit Model**  
**Calculation of Policyholder-Supplied Funds**  
**Automobile**

		<u>Liability</u>	<u>Physical Damage</u>
1. Unearned Premium Reserve	2010	113,441,823	93,384,885
	2011	115,498,699	93,869,324
	2011 Mean Premium Reserve	114,470,261	93,627,105
2. Earned Premium		402,387,571	320,240,858
3. Prepaid Acquisition Expense Ratio		17.02%	17.02%
4. Adjusted UEPR Ratio [ $\{(1) / (2)\} \times \{1.0 - (3)\}$ ]		23.61%	24.26%
5. Premiums Receivable (000)	2010	49,158	40,559
	2011	45,097	36,877
	2011 Mean Premiums Receivable	47,128	38,718
6. Premiums Receivable Ratio [ $(5) / (2)$ ]		11.71%	12.09%
7. Permissible Loss Ratio		72.66%	73.21%
8. Loss Reserves	2010	253,329,726	11,430,131
	2011	239,117,295	21,481,355
	2011 Mean Loss Reserve	246,223,511	16,455,743
9. LAE Reserves	2010	45,943,664	3,118,996
	2011	47,086,642	3,420,108
	2011 Mean LAE Reserve	46,515,153	3,269,552
10. Incurred Loss		266,557,330	231,785,559
11. Reserve Ratio [ $(7) \times \{(8)+(9)\} / (10)$ ]		72.09%	5.33%
12. Policyholder-Supplied Funds (as a percent of premium) [ $(4) - (6) + (11)$ ]		84.46%	17.32%

**Southern Farm Bureau Casualty Insurance Company  
Calendar Year Return on Surplus Profit Model  
Calculation of Premium to Surplus Ratios  
Automobile**

**Calculation of Premium to Surplus Ratio**

		<u>Liability</u>	<u>Physical Damage</u>
1. Surplus Allocations (IEE)	<b>2010</b>	51.14%	41.38%
	<b>2011</b>	59.00%	32.66%
2. Allocated Policyholders' Surplus	<b>2010</b>	543,923,462	440,123,942
	<b>2011</b>	627,875,420	347,586,467
	<b>Mean</b>	585,899,441	393,855,205
4. Earned Premium		402,387,571	320,240,858
5. Premium to Surplus Ratio		68.68%	81.31%

**Calculation of Income from Finance and Service Fees**

1. Finance and Service Charges	<b>2010</b>	66,108
	<b>2011</b>	63,261
	<b>Mean</b>	64,685
2. Earned Premium	<b>2010</b>	731,319,347
	<b>2011</b>	722,628,429
	<b>Mean</b>	726,973,888
3. Income Tax Adjustment		65.00%
4. Finance and Service Charge Ratio		0.01%

**Southern Farm Bureau Casualty Insurance Company  
Calendar Year Return on Surplus Profit Model  
Calculation of Required Underwriting Profit Provision  
Automobile**

	<u>Liability</u>	<u>Physical Damage</u>
1. Target rate of return	11.00%	11.00%
2. Premium to surplus ratio	68.68%	81.31%
3. Required return as a percent of premium [ (1) / (2) ]	16.02%	13.53%
4. Policyholder-supplied funds as a percent of premium	84.46%	17.32%
5. After-tax return on investments	4.50%	4.50%
6. Investment return on PHSF as a percent of premium [ (4) x (5) ]	3.80%	0.78%
7. Surplus to premium ratio	145.61%	122.99%
8. Investment return on surplus as a percent of premium [ (5) x (7) ]	6.55%	5.53%
9. Finance and Service Charge Ratio	0.01%	0.01%
10. Required post-tax underwriting profit provision [ (3) - (6) - (8) - (9) ]	6.38%	6.02%
11. Underwriting tax provisional factor	1.5385	1.5385
12. Required pre-tax underwriting profit provision [ (10) x (11) ]	<b>9.81%</b>	<b>9.26%</b>
13. Selected Profit and Contingencies Provision	<b>3.50%</b>	<b>6.00%</b>

**Southern Farm Bureau Casualty Insurance Company**  
**Private Passenger Automobile**  
**Calculation of Adjusting & Other Loss Adjustment Expense Loads**  
**Arkansas**

*Bodily Injury & Uninsured Motorist*

	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>Average</u>
1. Paid Loss and D&CC	41,551,419	41,048,190	39,757,101	38,509,531	36,200,559	
2. Paid A&OE	4,698,615	4,386,990	4,595,512	4,704,489	4,597,889	
3. Factor { 1 + [2]/[1] }	1.1131	1.1069	1.1156	1.1222	1.1270	1.1169
				Selected A&OE Load:		<b>1.1200</b>

*Property Damage*

	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>Average</u>
1. Paid Loss and D&CC	27,984,736	26,994,105	29,242,973	29,173,648	27,894,608	
2. Paid A&OE	5,912,837	5,144,863	6,046,778	6,431,644	6,311,141	
3. Factor { 1 + [2]/[1] }	1.2113	1.1906	1.2068	1.2205	1.2262	1.2111
				Selected A&OE Load:		<b>1.2100</b>

*Personal Injury Protection*

	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>Average</u>
1. Paid Loss and D&CC	7,718,425	7,410,705	7,317,583	7,475,900	7,094,875	
2. Paid A&OE	612,720	553,221	589,640	637,115	650,471	
3. Factor { 1 + [2]/[1] }	1.0794	1.0747	1.0806	1.0852	1.0917	1.0823
				Selected A&OE Load:		<b>1.0850</b>

*Comprehensive*

	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>Average</u>
1. Paid Loss and D&CC	22,918,855	39,840,515	32,246,717	28,170,101	35,226,230	
2. Paid A&OE	5,785,555	4,722,893	4,161,345	3,850,651	4,990,996	
3. Factor { 1 + [2]/[1] }	1.2524	1.1185	1.1290	1.1367	1.1417	1.1557
				Selected A&OE Load:		<b>1.1450</b>

*Collision*

	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>Average</u>
1. Paid Loss and D&CC	41,053,131	41,071,380	44,149,473	44,439,968	43,370,134	
2. Paid A&OE	5,861,889	3,877,989	4,515,310	4,812,172	4,839,446	
3. Factor { 1 + [2]/[1] }	1.1428	1.0944	1.1023	1.1083	1.1116	1.1119
				Selected A&OE Load:		<b>1.1100</b>

**Southern Farm Bureau Casualty Insurance Company**  
**Private Passenger Automobile**  
**Calculation of Catastrophe Load**  
**Arkansas**

*Comprehensive*

<b>Fiscal Accident Year</b>	<b>Catastrophe Losses</b>	<b>Trend Period</b>	<b>Trend Factor</b>	<b>Trended Catastrophe Losses</b>
2003	4,668,067	10.92	1.02	5,795,266
2004	1,443,660	9.92	1.02	1,757,119
2005	1,559,147	8.92	1.02	1,860,472
2006	9,560,927	7.92	1.02	11,184,993
2007	445,628	6.92	1.02	511,102
2008	15,057,326	5.92	1.02	16,931,025
2009	4,573,802	4.92	1.02	5,042,114
2010	2,332,983	3.92	1.02	2,521,428
2011	11,117,231	2.92	1.02	11,779,626
2012	<u>760,059</u>	1.92	1.02	<u>789,555</u>
	51,518,830			58,172,698

Average: 5,817,270

LAE Factor: 1.1

Expected Cat Losses: 6,398,997

On Level Earned Premium: 42,616,301

Indicated Cat Load: 15.02%

Selected Cat Load: **12.00%**

**Southern Farm Bureau Casualty Insurance Company  
Private Passenger Automobile  
Model Year Re-Index**

*Comprehensive*

<b>Model Year</b>	<b>Current Relativity</b>	<b>Proposed Relativity</b>	<b>Percent Change</b>	<b>Premium Distribution</b>
2016	1.55	1.277	-17.61%	
2015	1.48	1.228	-17.03%	
2014	1.41	1.181	-16.24%	
2013	1.34	1.136	-15.22%	0.08%
2012	1.28	1.092	-14.69%	4.20%
2011	1.22	1.045	-14.34%	10.47%
2010	1.16	1.000	-13.79%	9.19%
2009	1.10	0.952	-13.45%	8.01%
2008	1.05	0.902	-14.10%	10.61%
2007	1.00	0.851	-14.90%	10.64%
2006	0.95	0.803	-15.47%	8.86%
2005	0.90	0.758	-15.78%	8.19%
2004	0.86	0.715	-16.86%	7.31%
2003	0.82	0.675	-17.68%	5.58%
2002	0.78	0.637	-18.33%	4.53%
2001	0.74	0.607	-17.97%	3.52%
2000	0.70	0.584	-16.57%	2.65%
1999	0.67	0.564	-15.82%	1.87%
1998	0.64	0.548	-14.38%	1.18%
1997	0.61	0.535	-12.30%	0.91%
1996	0.61	0.525	-13.93%	0.56%
1995 & Prior	0.61	0.520	-14.75%	1.65%
Average Relativity	0.98	0.833		100.00%
Overall Impact			<b>-15.24%</b>	

*Collision*

<b>Model Year</b>	<b>Current Relativity</b>	<b>Proposed Relativity</b>	<b>Percent Change</b>	<b>Premium Distribution</b>
2016	1.55	1.290	-16.77%	
2015	1.48	1.240	-16.22%	
2014	1.41	1.192	-15.46%	
2013	1.34	1.146	-14.48%	0.09%
2012	1.28	1.097	-14.30%	4.26%
2011	1.22	1.050	-13.93%	10.43%
2010	1.16	1.000	-13.79%	9.28%
2009	1.10	0.948	-13.82%	8.01%
2008	1.05	0.894	-14.86%	10.84%
2007	1.00	0.843	-15.70%	10.96%
2006	0.95	0.795	-16.32%	9.05%
2005	0.90	0.750	-16.67%	8.31%
2004	0.86	0.708	-17.67%	7.37%
2003	0.82	0.668	-18.54%	5.62%
2002	0.78	0.630	-19.23%	4.49%
2001	0.74	0.594	-19.73%	3.37%
2000	0.70	0.560	-20.00%	2.51%
1999	0.67	0.533	-20.45%	1.73%
1998	0.64	0.513	-19.84%	1.04%
1997	0.61	0.498	-18.36%	0.81%
1996	0.61	0.488	-20.00%	0.49%
1995 & Prior	0.61	0.483	-20.82%	1.36%
Average Relativity	0.98	0.829		100.00%
Overall Impact			<b>-16.12%</b>	

**Southern Farm Bureau Casualty Insurance Company**  
**Private Passenger Automobile**  
**Classification Analysis**

**Analysis by First 3 Digits of Class**

Class Code	Earned Premium	On-Level Premium	Incurred Losses	Loss Ratio	Indicated Relativity	Current Relativity	Credibility	Credibility			
								Weighted Indicated	Indicated Change	Selected Factor	Selected Change
1A	258,277,252	282,201,798	205,045,663	72.66%	1.00	1.00	100.00%	1.00	0.00%	1.00	0.00%
1A7	168,210,337	206,757,352	121,465,694	58.75%	0.81	0.88	100.00%	0.81	-8.01%	0.88	0.12%
1A9	121,504,245	138,744,915	82,447,967	59.42%	0.82	0.93	100.00%	0.82	-12.21%	0.93	-0.17%
1B	57,178,222	60,170,782	44,403,304	73.80%	1.02	1.01	77.57%	1.01	0.39%	1.01	-0.05%
1B7	25,891,026	30,446,900	17,052,409	56.01%	0.77	0.90	55.18%	0.83	-7.92%	0.90	0.00%
1B9	5,367,640	5,964,598	3,650,480	61.20%	0.84	0.95	24.42%	0.93	-2.83%	0.95	-0.28%
1C	54,642,588	55,519,877	42,848,440	77.18%	1.06	1.06	74.51%	1.06	0.30%	1.06	0.20%
1C7	26,095,874	29,555,483	16,687,156	56.46%	0.78	0.94	54.36%	0.85	-9.52%	0.94	-0.22%
1C9	4,405,706	4,713,856	3,358,825	71.25%	0.98	0.99	21.71%	0.99	-0.19%	0.99	0.05%
1D	5,470,623	5,390,410	3,943,297	73.15%	1.01	1.10	23.22%	1.08	-1.97%	1.10	0.00%
1D7	4,220,694	4,632,949	2,428,793	52.42%	0.72	0.98	21.52%	0.92	-5.66%	0.98	0.11%
1D9	1,233,506	1,280,865	835,559	65.23%	0.90	1.03	11.32%	1.02	-1.47%	1.03	-0.15%
1F	6,897,825	9,824,764	6,107,552	62.16%	0.86	0.75	31.34%	0.78	4.29%	0.75	-0.35%
1F7	7,734,482	12,680,662	5,679,392	44.79%	0.62	0.65	35.61%	0.64	-1.98%	0.65	-0.40%
1F9	12,940,484	19,397,355	11,069,381	57.07%	0.79	0.70	44.04%	0.74	5.37%	0.70	0.00%
2A1	2,442,716	983,777	1,983,885	201.66%	2.78	2.65	9.92%	2.66	0.46%	2.65	-0.10%
2A2	2,301,807	1,082,859	2,014,673	186.05%	2.56	2.28	10.41%	2.31	1.29%	2.28	0.05%
2A3	1,192,936	732,621	868,514	118.55%	1.63	1.75	8.56%	1.74	-0.59%	1.75	-0.15%
2B1	348,105	137,367	378,243	275.35%	3.79	2.70	3.71%	2.74	1.50%	2.70	0.00%
2B2	313,078	143,097	245,869	171.82%	2.36	2.33	3.78%	2.33	0.05%	2.33	-0.07%
2B3	248,643	147,336	138,838	94.23%	1.30	1.80	3.84%	1.78	-1.07%	1.80	0.00%
2C1	244,083	94,509	293,747	310.81%	4.28	2.76	3.07%	2.80	1.69%	2.76	0.08%
2C2	270,822	121,895	99,838	81.91%	1.13	2.38	3.49%	2.34	-1.84%	2.38	0.04%
2C3	135,213	78,849	186,146	236.08%	3.25	1.85	2.81%	1.89	2.12%	1.85	-0.14%
2D1	3,959	1,509	-26,522	-1758.08%	-24.20	2.81	0.39%	2.71	-3.73%	2.81	-0.02%
2D2	8,360	3,696	2,743	74.22%	1.02	2.45	0.61%	2.44	-0.35%	2.45	-0.11%
2D3	5,226	2,947	7	0.24%	0.00	1.90	0.54%	1.89	-0.54%	1.90	0.00%
2F1	5,338	2,312	0	0.00%	0.00	2.50	0.48%	2.49	-0.48%	2.50	0.00%
2F2	7,609	3,881	0	0.00%	0.00	2.10	0.62%	2.09	-0.62%	2.10	0.00%
2F3	5,585	3,819	5,992	156.88%	2.16	1.55	0.62%	1.56	0.24%	1.55	-0.17%
3A1	12,413,350	3,561,832	8,437,588	236.89%	3.26	3.75	18.87%	3.66	-2.48%	3.56	-5.13%
3A2	16,723,540	5,663,711	10,128,404	178.83%	2.46	3.17	23.80%	3.00	-5.31%	2.97	-6.26%
3A3	10,987,580	4,807,923	4,660,538	96.93%	1.33	2.44	21.93%	2.20	-9.95%	2.10	-14.01%
3B1	2,264,594	643,512	1,458,664	226.67%	3.12	3.78	8.02%	3.73	-1.40%	3.59	-5.00%
3B2	3,026,691	1,010,248	2,339,668	231.59%	3.19	3.20	10.05%	3.20	-0.04%	3.01	-5.94%
3B3	2,145,664	918,693	1,011,020	110.05%	1.51	2.47	9.58%	2.38	-3.70%	2.14	-13.30%
3C1	999,425	280,789	614,239	218.75%	3.01	3.82	5.30%	3.78	-1.12%	3.63	-5.00%
3C2	1,986,476	653,620	1,426,616	218.26%	3.00	3.24	8.08%	3.22	-0.59%	3.05	-5.93%
3C3	1,616,415	677,807	735,104	108.45%	1.49	2.50	8.23%	2.42	-3.32%	2.17	-13.20%
3D1	106	29	0	0.00%	0.00	3.90	0.05%	3.90	-0.05%	3.70	-5.13%
3D2	11,881	3,773	0	0.00%	0.00	3.30	0.61%	3.28	-0.61%	3.10	-6.06%
3D3	48,985	20,295	6,176	30.43%	0.42	2.58	1.42%	2.55	-1.19%	2.22	-13.92%
3F1	9,312	2,862	0	0.00%	0.00	3.60	0.53%	3.58	-0.53%	3.42	-5.00%
3F2	12,208	4,450	0	0.00%	0.00	3.00	0.67%	2.98	-0.67%	2.82	-6.00%
3F3	29,160	13,724	12,536	91.34%	1.26	2.25	1.17%	2.24	-0.52%	1.96	-12.99%
4A1	18,837	10,200	3,235	31.72%	0.44	1.88	1.01%	1.86	-0.78%	1.84	-2.07%
4A2	548,302	371,542	407,880	109.78%	1.51	1.50	6.10%	1.50	0.04%	1.47	-2.00%
4A3	2,288,948	1,716,694	1,124,352	65.50%	0.90	1.37	13.10%	1.31	-4.47%	1.30	-5.00%
4B1	4,952	2,620	232	8.86%	0.12	1.93	0.51%	1.92	-0.48%	1.89	-2.15%
4B2	167,864	109,915	105,752	96.21%	1.32	1.56	3.32%	1.55	-0.50%	1.53	-1.79%
4B3	645,784	468,932	401,347	85.59%	1.18	1.42	6.85%	1.40	-1.17%	1.36	-4.30%
4C1	2,487	1,261	0	0.00%	0.00	1.98	0.36%	1.97	-0.36%	1.98	0.05%
4C2	145,977	92,548	235,016	253.94%	3.49	1.61	3.04%	1.67	3.56%	1.61	-0.03%
4C3	664,832	467,613	499,492	106.82%	1.47	1.47	6.84%	1.47	0.01%	1.47	0.11%
4D1	0	0	0	0.00%	0.00	2.04	0.00%	2.04	0.00%	2.04	-0.10%
4D2	2,165	1,336	0	0.00%	0.00	1.66	0.37%	1.65	-0.37%	1.66	0.13%

**Southern Farm Bureau Casualty Insurance Company**  
**Private Passenger Automobile**  
**Classification Analysis**

**Analysis by First 3 Digits of Class**

Class Code	Earned Premium	Base Premium	Incurred Losses	Loss Ratio	Indicated Relativity	Current Relativity	Credibility		Indicated Change	Selected Factor	Selected Change
							Weighted Indicated	Credibility			
4D3	21,581	14,670	68,457	466.64%	6.42	1.52	1.21%	1.58	3.90%	1.52	-0.07%
4F1	0	0	0	0.00%	0.00	1.70	0.00%	1.70	0.00%	1.69	-0.59%
4F2	2,365	1,882	0	0.00%	0.00	1.32	0.43%	1.32	-0.43%	1.31	-0.84%
4F3	28,181	24,565	3,949	16.08%	0.22	1.18	1.57%	1.16	-1.27%	1.17	-0.76%
5A1	13,157,382	5,851,508	11,762,934	201.02%	2.77	2.50	24.19%	2.56	2.58%	2.50	0.00%
5A2	17,617,743	9,078,885	13,238,057	145.81%	2.01	2.15	30.13%	2.11	-2.04%	2.15	0.00%
5A3	12,088,191	8,051,460	8,236,978	102.30%	1.41	1.65	28.38%	1.58	-4.20%	1.61	-2.58%
5B1	2,336,212	1,017,384	2,352,363	231.22%	3.18	2.55	10.09%	2.62	2.49%	2.55	0.00%
5B2	3,239,895	1,631,514	2,059,493	126.23%	1.74	2.20	12.77%	2.14	-2.69%	2.20	0.00%
5B3	2,500,096	1,611,057	2,039,531	126.60%	1.74	1.70	12.69%	1.71	0.32%	1.66	-2.35%
5C1	1,191,216	508,502	1,340,149	263.55%	3.63	2.60	7.13%	2.67	2.82%	2.60	0.00%
5C2	2,063,946	1,010,769	1,757,016	173.83%	2.39	2.25	10.05%	2.27	0.62%	2.25	0.00%
5C3	1,889,495	1,175,851	1,481,280	125.98%	1.73	1.75	10.84%	1.75	-0.12%	1.71	-2.43%
5D1	2,147	860	0	0.00%	0.00	2.65	0.29%	2.64	-0.29%	2.65	0.00%
5D2	13,157	6,139	2,369	38.59%	0.53	2.30	0.78%	2.29	-0.60%	2.30	0.00%
5D3	53,260	31,947	20,485	64.12%	0.88	1.80	1.79%	1.78	-0.91%	1.76	-2.22%
5F1	14,683	7,106	38,085	535.93%	7.38	2.30	0.84%	2.34	1.86%	2.30	0.00%
5F2	6,431	3,662	2,105	57.47%	0.79	1.95	0.61%	1.95	-0.36%	1.95	0.00%
5F3	5,496	4,099	1,829	44.62%	0.61	1.45	0.64%	1.45	-0.37%	1.44	-0.87%
6D4	29,858,837	30,122,237	20,606,257	68.41%	0.94	1.08	54.88%	1.00	-6.99%	1.08	0.10%
6D5	934,637	536,706	705,345	131.42%	1.81	1.90	7.33%	1.89	-0.35%	1.90	0.00%
6F4	72,222,154	103,732,300	53,961,732	52.02%	0.72	0.75	100.00%	0.72	-4.87%	0.75	-0.35%
6F5	1,522,510	1,053,779	1,937,646	183.88%	2.53	1.56	10.27%	1.66	6.41%	1.56	0.14%
Totals	985,139,132	1,057,805,854	728,439,806	68.86%							-0.46%

**Southern Farm Bureau Casualty Insurance Company  
Private Passenger Automobile  
Classification Analysis**

**Analysis by 2nd Digit of Class (Use Of Vehicle)**

<u>Class Code</u>	<u>Earned Premium</u>	<u>Base Premium</u>	<u>Incurred Losses</u>	<u>Loss Ratio</u>	<u>Indicated Relativity</u>	<u>Current Relativity</u>	<u>Credibility</u>	<u>Credibility Weighted Indicated</u>	<u>Indicated Change</u>	<u>Selected Factor</u>	<u>Selected Change</u>
A	639,773,165	669,617,076	471,826,362	70.46%	1.00	1.00	100.00%	1.00	0.00%	1.00	0.00%
B	105,678,465	104,423,958	77,637,214	74.35%	1.06	1.05	100.00%	1.06	0.72%	1.05	-0.05%
C	96,354,555	94,953,229	71,563,065	75.37%	1.07	1.06	97.44%	1.07	1.07%	1.06	0.12%
D	41,889,125	42,050,367	28,592,967	68.00%	0.97	1.04	64.85%	0.99	-4.95%	1.05	0.52%
F	101,443,822	146,761,225	78,820,198	53.71%	0.76	0.72	100.00%	0.76	5.74%	0.72	0.54%
Totals	985,139,132	1,057,805,854	728,439,806	68.86%		0.97				0.97	-0.46%

<u>Class Code</u>	<u>Class Description</u>
A	Pleasure Use
B	Short Commute
C	Long Commute
D	Business Use
F	Farm Use

**Southern Farm Bureau Casualty Insurance Company  
Private Passenger Automobile  
Classification Analysis**

**Analysis by First Digit of Class (Primary Classification)**

<u>Class Code</u>	<u>Earned Premium</u>	<u>Base Premium</u>	<u>Incurred Losses</u>	<u>Loss Ratio</u>	<u>Indicated Relativity</u>	<u>Current Relativity</u>	<u>Credibility</u>	<u>Credibility Weighted Indicated</u>	<u>Indicated Change</u>	<u>Selected Factor</u>	<u>Selected Change</u>
1	760,070,504	867,282,566	567,023,914	65.38%	1.00	1.00	100.00%	1.00	0.00%	1.00	0.00%
2	7,533,480	3,540,474	6,191,973	174.89%	2.68	2.38	18.82%	2.43	2.34%	2.38	0.00%
3	52,275,385	18,263,270	30,830,552	168.81%	2.58	3.21	42.74%	2.94	-8.31%	2.94	-8.15%
4	4,542,274	3,283,780	2,849,712	86.78%	1.33	1.51	18.12%	1.48	-2.23%	1.46	-3.39%
5	56,179,351	29,990,744	44,332,675	147.82%	2.26	2.18	54.76%	2.22	2.13%	2.16	-0.78%
6	104,538,138	135,445,022	77,210,980	57.01%	0.87	0.87	100.00%	0.87	-0.11%	0.87	0.00%
	985,139,132	1,057,805,854	728,439,806	68.86%		1.06				1.06	-0.46%

<u>Class Code</u>	<u>Class Description</u>
1	Adult Drivers
2	Youthful Single Male Occasional Operators
3	Youthful Single Male Principal Operators
4	Youthful Married Male Principal Operators
5	Youthful Single Female Operators
6	Pickup Classifications

**Southern Farm Bureau Casualty Insurance Company**  
**Territorial Analysis - Arkansas**  
**Bodily Injury**

<u>Territory</u>	<u>Territory Description</u>	<u>Base Premium Dist</u>	<u>Loss Ratio</u>	<u>Adjusted Loss Ratio</u>	<u>Indicated Factor</u>	<u>Current Factor</u>	<u>Credibility</u>	<u>Credibility Weighted Indicated Factor</u>	<u>Indicated Factor Change</u>	<u>Selected Factor</u>	<u>Change</u>
1	<i>Pulaski County, Out of State</i>	4.5%	61.07%	82.76%	1.3065	1.3400	49.73%	1.3233	-1.24%	1.3400	0.00%
2	<i>Crittenden County</i>	1.9%	78.27%	92.15%	1.4546	1.1800	31.44%	1.2663	7.32%	1.1800	0.00%
6	<i>Union County</i>	1.8%	72.49%	73.71%	1.1636	1.0000	30.36%	1.0497	4.97%	1.0000	0.00%
7	<i>Crawford County</i>	1.4%	52.01%	55.29%	0.8729	1.0600	27.94%	1.0077	-4.93%	1.0100	-4.72%
9	<i>Benton and Washington Counties</i>	8.0%	73.15%	66.42%	1.0485	0.9200	63.76%	1.0019	8.91%	0.9400	2.17%
10	<i>Franklin and Sebastian Counties</i>	3.6%	65.16%	58.52%	0.9239	0.9000	42.31%	0.9101	1.12%	0.9000	0.00%
11	<i>Miller County</i>	1.6%	82.48%	88.10%	1.3908	1.0700	29.20%	1.1637	8.75%	1.1000	2.80%
12	<i>Bradley, Calhoun, Clark, Cleveland, Columbia, Dallas, Hempstead, Howard, Lafayette, Little River, Montgomery, Nevada, Ouachita, Pike, Polk, and Sevier Counties</i>	12.9%	60.99%	50.41%	0.7958	0.8000	81.39%	0.7966	-0.43%	0.8000	0.00%
13	<i>Ashley, Chicot, Desha, Drew, Lincoln, and Phillips Counties</i>	5.7%	68.29%	72.15%	1.1390	1.0800	55.21%	1.1126	3.02%	1.0800	0.00%
14	<i>Garland, Grant, and Hot Spring Counties</i>	3.5%	77.67%	74.91%	1.1825	0.9300	42.36%	1.0369	11.50%	0.9600	3.23%
15	<i>Conway, Faulkner, Lonoke, Perry, and Saline Counties</i>	12.7%	69.70%	68.94%	1.0883	0.9800	81.23%	1.0680	8.98%	0.9800	0.00%
16	<i>Jefferson County</i>	1.8%	72.74%	84.88%	1.3400	1.1700	31.47%	1.2235	4.57%	1.1700	0.00%
17	<i>Craighead, Cross, Lee, Mississippi, Poinsett, and St. Francis Counties</i>	9.3%	88.17%	93.31%	1.4729	1.0400	69.47%	1.3407	28.92%	1.0800	3.85%
18	<i>Arkansas, Clay, Cleburne, Fulton, Greene, Independence, Izard, Jackson, Lawrence, Monroe, Prairie, Randolph, Sharp, Stone, White, and Woodruff Counties</i>	17.0%	63.35%	63.35%	1.0000	1.0000	92.89%	1.0000	0.00%	1.0000	0.00%
<u>19</u>	<i>Baxter, Boone, Carroll, Johnson, Logan, Madison, Marion, Newton, Pope, Scott, Searcy, Van Buren, and Yell Counties</i>	<u>14.5%</u>	<u>67.64%</u>	<u>54.52%</u>	<u>0.8607</u>	<u>0.7900</u>	<u>85.81%</u>	<u>0.8507</u>	<u>7.68%</u>	<u>0.7900</u>	<u>0.00%</u>
Total		100.0%	69.27%	67.30%	1.0603	0.9609				0.9671	0.64%

**Southern Farm Bureau Casualty Insurance Company**  
**Territorial Analysis - Arkansas**  
**Uninsured Motorist Bodily Injury**

<u>Territory</u>	<u>Territory Description</u>	<u>Base Premium Dist</u>	<u>Loss Ratio</u>	<u>Adjusted Loss Ratio</u>	<u>Indicated Factor</u>	<u>Current Factor</u>	<u>Credibility</u>	<u>Credibility Weighted Indicated Factor</u>	<u>Indicated Factor Change</u>	<u>Selected Factor</u>	<u>Change</u>
1	<i>Pulaski County, Out of State</i>	4.7%	54.15%	63.09%	1.1519	1.1500	31.36%	1.1506	0.05%	1.1500	0.00%
2	<i>Crittenden County</i>	1.9%	78.33%	86.29%	1.5753	1.1200	19.30%	1.2079	7.85%	1.1200	0.00%
6	<i>Union County</i>	1.5%	46.68%	46.68%	0.8522	1.0000	17.12%	0.9747	-2.53%	1.0000	0.00%
7	<i>Crawford County</i>	1.3%	61.07%	70.31%	1.2836	1.1500	16.94%	1.1726	1.97%	1.1500	0.00%
9	<i>Benton and Washington Counties</i>	7.8%	49.49%	48.99%	0.8945	0.9900	38.83%	0.9529	-3.75%	0.9900	0.00%
10	<i>Franklin and Sebastian Counties</i>	3.1%	52.54%	52.00%	0.9493	0.9900	24.22%	0.9802	-0.99%	0.9900	0.00%
11	<i>Miller County</i>	1.5%	81.59%	89.10%	1.6267	1.1000	17.14%	1.1903	8.21%	1.1400	3.64%
12	<i>Bradley, Calhoun, Clark, Cleveland, Columbia, Dallas, Hempstead, Howard, Lafayette, Little River, Montgomery, Nevada, Ouachita, Pike, Polk, and Sevier Counties</i>	11.7%	53.12%	48.13%	0.8787	0.8800	48.11%	0.8794	-0.07%	0.8800	0.00%
13	<i>Ashley, Chicot, Desha, Drew, Lincoln, and Phillips Counties</i>	6.4%	34.53%	38.65%	0.7057	1.1400	35.88%	0.9842	-13.67%	1.1000	-3.51%
14	<i>Garland, Grant, and Hot Spring Counties</i>	3.4%	77.51%	80.58%	1.4711	1.0400	25.79%	1.1512	10.69%	1.0600	1.92%
15	<i>Conway, Faulkner, Lonoke, Perry, and Saline Counties</i>	12.4%	47.36%	54.39%	0.9930	1.1500	49.06%	1.0730	-6.70%	1.1200	-2.61%
16	<i>Jefferson County</i>	1.8%	30.43%	29.28%	0.5346	0.9700	19.57%	0.8848	-8.78%	0.9400	-3.09%
17	<i>Craighead, Cross, Lee, Mississippi, Poinsett, and St. Francis Counties</i>	10.9%	61.83%	64.98%	1.1864	1.0500	45.70%	1.1123	5.94%	1.0500	0.00%
18	<i>Arkansas, Clay, Cleburne, Fulton, Greene, Independence, Izard, Jackson, Lawrence, Monroe, Prairie, Randolph, Sharp, Stone, White, and Woodruff Counties</i>	18.1%	54.77%	54.77%	1.0000	1.0000	59.01%	1.0000	0.00%	1.0000	0.00%
<u>19</u>	<i>Baxter, Boone, Carroll, Johnson, Logan, Madison, Marion, Newton, Pope, Scott, Searcy, Van Buren, and Yell Counties</i>	<u>13.6%</u>	<u>54.22%</u>	<u>56.00%</u>	<u>1.0224</u>	<u>1.0300</u>	<u>51.13%</u>	<u>1.0261</u>	<u>-0.38%</u>	<u>1.0300</u>	<u>0.00%</u>
Total		100.0%	53.58%	55.62%	1.0160	1.0356				1.0300	-0.54%

**Southern Farm Bureau Casualty Insurance Company**  
**Territorial Analysis - Arkansas**  
**Property Damage**

<u>Territory</u>	<u>Territory Description</u>	<u>Base Premium Dist</u>	<u>Loss Ratio</u>	<u>Adjusted Loss Ratio</u>	<u>Indicated Factor</u>	<u>Current Factor</u>	<u>Credibility</u>	<u>Credibility Weighted Indicated Factor</u>	<u>Indicated Factor Change</u>	<u>Selected Factor</u>	<u>Change</u>
1	<i>Pulaski County, Out of State</i>	4.4%	76.82%	114.75%	1.5120	1.4900	52.49%	1.5016	0.78%	1.4900	0.00%
2	<i>Crittenden County</i>	1.9%	76.41%	89.16%	1.1749	1.1800	33.41%	1.1783	-0.14%	1.1800	0.00%
6	<i>Union County</i>	1.9%	76.99%	82.41%	1.0859	1.0700	33.53%	1.0753	0.50%	1.0700	0.00%
7	<i>Crawford County</i>	1.4%	73.72%	82.33%	1.0848	1.1200	30.64%	1.1092	-0.96%	1.1200	0.00%
9	<i>Benton and Washington Counties</i>	7.9%	78.80%	86.30%	1.1372	1.1000	67.63%	1.1252	2.29%	1.1000	0.00%
10	<i>Franklin and Sebastian Counties</i>	3.7%	75.36%	75.29%	0.9921	1.0000	46.12%	0.9963	-0.37%	1.0000	0.00%
11	<i>Miller County</i>	1.8%	85.36%	91.82%	1.2099	1.0900	32.33%	1.1288	3.56%	1.0900	0.00%
12	<i>Bradley, Calhoun, Clark, Cleveland, Columbia, Dallas, Hempstead, Howard, Lafayette, Little River, Montgomery, Nevada, Ouachita, Pike, Polk, and Sevier Counties</i>	13.5%	76.10%	67.09%	0.8840	0.8800	88.95%	0.8836	0.41%	0.8800	0.00%
13	<i>Ashley, Chicot, Desha, Drew, Lincoln, and Phillips Counties</i>	5.5%	70.27%	72.50%	0.9553	1.0300	58.03%	0.9866	-4.21%	1.0300	0.00%
14	<i>Garland, Grant, and Hot Spring Counties</i>	3.5%	81.62%	86.34%	1.1377	1.0600	45.35%	1.0952	3.32%	1.0600	0.00%
15	<i>Conway, Faulkner, Lonoke, Perry, and Saline Counties</i>	12.7%	78.89%	89.47%	1.1790	1.1500	86.56%	1.1751	2.18%	1.1500	0.00%
16	<i>Jefferson County</i>	1.8%	72.85%	74.56%	0.9825	1.0200	33.52%	1.0074	-1.23%	1.0200	0.00%
17	<i>Craighead, Cross, Lee, Mississippi, Poinsett, and St. Francis Counties</i>	8.8%	80.58%	86.05%	1.1338	1.0700	72.02%	1.1160	4.30%	1.0700	0.00%
18	<i>Arkansas, Clay, Cleburne, Fulton, Greene, Independence, Izard, Jackson, Lawrence, Monroe, Prairie, Randolph, Sharp, Stone, White, and Woodruff Counties</i>	16.4%	75.89%	75.89%	1.0000	1.0000	97.48%	1.0000	0.00%	1.0000	0.00%
19	<i>Baxter, Boone, Carroll, Johnson, Logan, Madison, Marion, Newton, Pope, Scott, Searcy, Van Buren, and Yell Counties</i>	<u>14.8%</u>	<u>72.01%</u>	<u>64.81%</u>	<u>0.8540</u>	<u>0.9000</u>	<u>92.50%</u>	<u>0.8575</u>	<u>-4.73%</u>	<u>0.9000</u>	<u>0.00%</u>
Total		100.0%	76.55%	79.23%	1.0424	1.0360				1.0360	0.00%

**Southern Farm Bureau Casualty Insurance Company**  
**Territorial Analysis - Arkansas**  
**Uninsured Motorist Property Damage**

<u>Territory</u>	<u>Territory Description</u>	<u>Base Premium Dist</u>	<u>Loss Ratio</u>	<u>Adjusted Loss Ratio</u>	<u>Indicated Factor</u>	<u>Current Factor</u>	<u>Credibility</u>	<u>Credibility Weighted Indicated Factor</u>	<u>Indicated Factor Change</u>	<u>Selected Factor</u>	<u>Change</u>
1	<i>Pulaski County, Out of State</i>	4.5%	110.65%	139.55%	1.8870	1.2900	22.44%	1.4239	10.38%	1.3200	2.33%
2	<i>Crittenden County</i>	1.9%	122.16%	131.94%	1.7841	1.0800	13.95%	1.1782	9.09%	1.0800	0.00%
6	<i>Union County</i>	1.7%	110.09%	113.96%	1.5411	1.0500	13.42%	1.1159	6.28%	1.0500	0.00%
7	<i>Crawford County</i>	1.4%	64.69%	76.11%	1.0291	1.1800	12.68%	1.1609	-1.62%	1.1800	0.00%
9	<i>Benton and Washington Counties</i>	7.7%	65.38%	65.36%	0.8838	1.0000	28.10%	0.9674	-3.26%	1.0000	0.00%
10	<i>Franklin and Sebastian Counties</i>	3.4%	73.45%	72.56%	0.9812	0.9900	18.59%	0.9884	-0.17%	0.9900	0.00%
11	<i>Miller County</i>	1.6%	116.67%	125.97%	1.7034	1.1000	13.08%	1.1789	7.17%	1.1000	0.00%
12	<i>Bradley, Calhoun, Clark, Cleveland, Columbia, Dallas, Hempstead, Howard, Lafayette, Little River, Montgomery, Nevada, Ouachita, Pike, Polk, and Sevier Counties</i>	12.7%	60.44%	61.02%	0.8252	1.0100	36.09%	0.9433	-6.60%	0.9900	-1.98%
13	<i>Ashley, Chicot, Desha, Drew, Lincoln, and Phillips Counties</i>	6.0%	47.59%	47.59%	0.6435	1.0000	26.26%	0.9064	-9.36%	0.9700	-3.00%
14	<i>Garland, Grant, and Hot Spring Counties</i>	3.5%	53.11%	58.39%	0.7896	1.1000	18.97%	1.0411	-5.35%	1.1000	0.00%
15	<i>Conway, Faulkner, Lonoke, Perry, and Saline Counties</i>	12.6%	64.24%	71.17%	0.9624	1.1100	36.36%	1.0563	-4.84%	1.1100	0.00%
16	<i>Jefferson County</i>	1.9%	54.77%	54.07%	0.7311	0.9900	14.21%	0.9532	-3.72%	0.9900	0.00%
17	<i>Craighead, Cross, Lee, Mississippi, Poinsett, and St. Francis Counties</i>	9.7%	67.32%	69.34%	0.9377	1.0300	31.92%	1.0005	-2.86%	1.0300	0.00%
18	<i>Arkansas, Clay, Cleburne, Fulton, Greene, Independence, Izard, Jackson, Lawrence, Monroe, Prairie, Randolph, Sharp, Stone, White, and Woodruff Counties</i>	16.8%	73.95%	73.95%	1.0000	1.0000	41.63%	1.0000	0.00%	1.0000	0.00%
19	<i>Baxter, Boone, Carroll, Johnson, Logan, Madison, Marion, Newton, Pope, Scott, Searcy, Van Buren, and Yell Counties</i>	<u>14.5%</u>	<u>56.96%</u>	<u>57.98%</u>	<u>0.7841</u>	<u>1.0200</u>	<u>38.62%</u>	<u>0.9289</u>	<u>-8.93%</u>	<u>0.9900</u>	<u>-2.94%</u>
Total		100.0%	68.85%	71.72%	0.9685	1.0437				1.0363	-0.70%

**Southern Farm Bureau Casualty Insurance Company**  
**Territorial Analysis - Arkansas**  
**Personal Injury Protection**

<u>Territory</u>	<u>Territory Description</u>	<u>Base Premium Dist</u>	<u>Loss Ratio</u>	<u>Adjusted Loss Ratio</u>	<u>Indicated Factor</u>	<u>Current Factor</u>	<u>Credibility</u>	<u>Credibility Weighted Indicated Factor</u>	<u>Indicated Factor Change</u>	<u>Selected Factor</u>	<u>Change</u>
1	<i>Pulaski County, Out of State</i>	4.2%	91.06%	100.11%	1.4216	1.1000	32.21%	1.2036	9.42%	1.1200	1.82%
2	<i>Crittenden County</i>	1.9%	81.36%	83.29%	1.1828	1.0200	21.01%	1.0542	3.35%	1.0200	0.00%
6	<i>Union County</i>	1.8%	78.91%	88.20%	1.2526	1.1200	20.50%	1.1472	2.43%	1.1200	0.00%
7	<i>Crawford County</i>	1.3%	67.71%	82.80%	1.1758	1.2200	18.48%	1.2118	-0.67%	1.2200	0.00%
9	<i>Benton and Washington Counties</i>	8.3%	88.05%	79.86%	1.1341	0.9200	43.58%	1.0133	10.14%	0.9500	3.26%
10	<i>Franklin and Sebastian Counties</i>	3.9%	71.39%	66.53%	0.9448	0.9300	29.47%	0.9344	0.47%	0.9300	0.00%
11	<i>Miller County</i>	1.7%	79.90%	84.84%	1.2049	1.0600	20.02%	1.0890	2.74%	1.0600	0.00%
12	<i>Bradley, Calhoun, Clark, Cleveland, Columbia, Dallas, Hempstead, Howard, Lafayette, Little River, Montgomery, Nevada, Ouachita, Pike, Polk, and Sevier Counties</i>	12.9%	78.81%	87.00%	1.2354	1.1000	54.63%	1.1740	6.73%	1.1000	0.00%
13	<i>Ashley, Chicot, Desha, Drew, Lincoln, and Phillips Counties</i>	5.2%	73.09%	85.05%	1.2078	1.1800	35.74%	1.1899	0.84%	1.1800	0.00%
14	<i>Garland, Grant, and Hot Spring Counties</i>	3.4%	75.44%	79.97%	1.1356	1.0600	28.16%	1.0813	2.01%	1.0600	0.00%
15	<i>Conway, Faulkner, Lonoke, Perry, and Saline Counties</i>	12.4%	68.98%	72.69%	1.0323	1.0500	53.72%	1.0405	-0.90%	1.0500	0.00%
16	<i>Jefferson County</i>	1.9%	87.39%	85.67%	1.2166	0.9800	21.40%	1.0306	5.17%	0.9800	0.00%
17	<i>Craighead, Cross, Lee, Mississippi, Poinsett, and St. Francis Counties</i>	9.3%	78.65%	80.25%	1.1396	1.0200	46.25%	1.0753	5.42%	1.0200	0.00%
18	<i>Arkansas, Clay, Cleburne, Fulton, Greene, Independence, Izard, Jackson, Lawrence, Monroe, Prairie, Randolph, Sharp, Stone, White, and Woodruff Counties</i>	16.9%	70.42%	70.42%	1.0000	1.0000	62.27%	1.0000	0.00%	1.0000	0.00%
19	<i>Baxter, Boone, Carroll, Johnson, Logan, Madison, Marion, Newton, Pope, Scott, Searcy, Van Buren, and Yell Counties</i>	<u>14.9%</u>	<u>69.93%</u>	<u>70.04%</u>	<u>0.9947</u>	<u>0.9800</u>	<u>57.88%</u>	<u>0.9885</u>	<u>0.87%</u>	<u>0.9800</u>	<u>0.00%</u>
Total		100.0%	75.51%	78.08%	1.1067	1.0303				1.0337	0.32%

**Southern Farm Bureau Casualty Insurance Company**  
**Territorial Analysis - Arkansas**  
**Comprehensive**

<u>Territory</u>	<u>Territory Description</u>	<u>Base Premium Dist</u>	<u>Loss Ratio</u>	<u>Adjusted Loss Ratio</u>	<u>Indicated Factor</u>	<u>Current Factor</u>	<u>Credibility</u>	<u>Credibility Weighted Indicated Factor</u>	<u>Indicated Factor Change</u>	<u>Selected Factor</u>	<u>Change</u>
1	<i>Pulaski County, Out of State</i>	5.8%	96.15%	57.67%	0.7970	0.5900	56.67%	0.7073	19.88%	0.6100	3.39%
2	<i>Crittenden County</i>	1.9%	55.77%	52.50%	0.7255	0.9300	31.65%	0.8653	-6.96%	0.9100	-2.15%
6	<i>Union County</i>	2.0%	80.96%	93.40%	1.2909	1.1500	32.28%	1.1955	3.96%	1.1500	0.00%
7	<i>Crawford County</i>	1.1%	181.09%	181.04%	2.5022	1.0100	25.21%	1.3862	37.25%	1.0500	3.96%
9	<i>Benton and Washington Counties</i>	8.0%	109.70%	62.63%	0.8656	0.5700	64.96%	0.7620	33.69%	0.6000	5.26%
10	<i>Franklin and Sebastian Counties</i>	3.1%	106.48%	92.20%	1.2743	0.8600	39.74%	1.0246	19.14%	0.8900	3.49%
11	<i>Miller County</i>	1.8%	150.27%	140.56%	1.9427	0.9500	30.87%	1.2564	32.26%	0.9800	3.16%
12	<i>Bradley, Calhoun, Clark, Cleveland, Columbia, Dallas, Hempstead, Howard, Lafayette, Little River, Montgomery, Nevada, Ouachita, Pike, Polk, and Sevier Counties</i>	12.7%	90.06%	105.42%	1.4570	1.1500	82.23%	1.4024	21.95%	1.1800	2.61%
13	<i>Ashley, Chicot, Desha, Drew, Lincoln, and Phillips Counties</i>	6.3%	76.01%	89.25%	1.2335	1.1700	58.81%	1.2073	3.19%	1.1700	0.00%
14	<i>Garland, Grant, and Hot Spring Counties</i>	3.6%	67.70%	62.52%	0.8640	0.8700	43.63%	0.8674	-0.30%	0.8700	0.00%
15	<i>Conway, Faulkner, Lonoke, Perry, and Saline Counties</i>	14.0%	73.24%	50.36%	0.6961	0.6700	86.02%	0.6924	3.35%	0.6700	0.00%
16	<i>Jefferson County</i>	2.2%	81.74%	61.51%	0.8502	0.7500	35.10%	0.7852	4.69%	0.7500	0.00%
17	<i>Craighead, Cross, Lee, Mississippi, Poinsett, and St. Francis Counties</i>	9.7%	51.88%	53.13%	0.7343	1.0000	71.39%	0.8103	-18.97%	0.9200	-8.00%
18	<i>Arkansas, Clay, Cleburne, Fulton, Greene, Independence, Izard, Jackson, Lawrence, Monroe, Prairie, Randolph, Sharp, Stone, White, and Woodruff Counties</i>	16.2%	72.35%	72.35%	1.0000	1.0000	91.51%	1.0000	0.00%	1.0000	0.00%
19	<i>Baxter, Boone, Carroll, Johnson, Logan, Madison, Marion, Newton, Pope, Scott, Searcy, Van Buren, and Yell Counties</i>	<u>11.6%</u>	<u>89.45%</u>	<u>69.33%</u>	<u>0.9582</u>	<u>0.7700</u>	<u>77.97%</u>	<u>0.9167</u>	<u>19.06%</u>	<u>0.8000</u>	<u>3.90%</u>
Total		100.0%	81.83%	73.30%	1.0116	0.8852				0.8898	0.52%

**Southern Farm Bureau Casualty Insurance Company**  
**Territorial Analysis - Arkansas**  
**Collision**

<u>Territory</u>	<u>Territory Description</u>	<u>Base Premium Dist</u>	<u>Loss Ratio</u>	<u>Adjusted Loss Ratio</u>	<u>Indicated Factor</u>	<u>Current Factor</u>	<u>Credibility</u>	<u>Credibility Weighted Indicated Factor</u>	<u>Indicated Factor Change</u>	<u>Selected Factor</u>	<u>Change</u>
1	<i>Pulaski County, Out of State</i>	5.2%	79.13%	86.92%	1.1422	1.1000	61.98%	1.1261	2.38%	1.1000	0.00%
2	<i>Crittenden County</i>	2.1%	81.78%	85.73%	1.1265	1.0500	37.89%	1.0790	2.76%	1.0500	0.00%
6	<i>Union County</i>	1.9%	76.97%	80.23%	1.0543	1.0400	36.71%	1.0452	0.50%	1.0400	0.00%
7	<i>Crawford County</i>	1.2%	74.86%	81.55%	1.0716	1.0900	30.26%	1.0844	-0.51%	1.0900	0.00%
9	<i>Benton and Washington Counties</i>	7.9%	69.16%	66.27%	0.8708	0.9600	74.22%	0.8938	-6.89%	0.9400	-2.08%
10	<i>Franklin and Sebastian Counties</i>	3.4%	73.21%	68.04%	0.8941	0.9300	47.87%	0.9128	-1.85%	0.9300	0.00%
11	<i>Miller County</i>	1.8%	86.55%	88.99%	1.1695	1.0300	35.20%	1.0791	4.77%	1.0300	0.00%
12	<i>Bradley, Calhoun, Clark, Cleveland, Columbia, Dallas, Hempstead, Howard, Lafayette, Little River, Montgomery, Nevada, Ouachita, Pike, Polk, and Sevier Counties</i>	12.5%	76.86%	76.66%	1.0074	0.9900	93.67%	1.0063	1.65%	0.9900	0.00%
13	<i>Ashley, Chicot, Desha, Drew, Lincoln, and Phillips Counties</i>	6.1%	77.66%	85.42%	1.1225	1.1000	66.37%	1.1149	1.36%	1.1000	0.00%
14	<i>Garland, Grant, and Hot Spring Counties</i>	3.5%	73.08%	73.01%	0.9594	0.9800	49.10%	0.9699	-1.03%	0.9800	0.00%
15	<i>Conway, Faulkner, Lonoke, Perry, and Saline Counties</i>	13.5%	74.68%	73.25%	0.9626	0.9800	96.91%	0.9631	-1.72%	0.9800	0.00%
16	<i>Jefferson County</i>	2.1%	73.25%	67.63%	0.8887	0.9200	39.61%	0.9076	-1.35%	0.9200	0.00%
17	<i>Craighead, Cross, Lee, Mississippi, Poinsett, and St. Francis Counties</i>	9.9%	80.03%	78.37%	1.0298	0.9800	82.78%	1.0213	4.21%	0.9800	0.00%
18	<i>Arkansas, Clay, Cleburne, Fulton, Greene, Independence, Izard, Jackson, Lawrence, Monroe, Prairie, Randolph, Sharp, Stone, White, and Woodruff Counties</i>	16.6%	76.10%	76.10%	1.0000	1.0000	100.00%	1.0000	0.00%	1.0000	0.00%
19	<i>Baxter, Boone, Carroll, Johnson, Logan, Madison, Marion, Newton, Pope, Scott, Searcy, Van Buren, and Yell Counties</i>	<u>12.3%</u>	<u>69.71%</u>	<u>69.98%</u>	<u>0.9196</u>	<u>1.0000</u>	<u>92.09%</u>	<u>0.9259</u>	<u>-7.41%</u>	<u>0.9600</u>	<u>-4.00%</u>
Total		100.0%	75.44%	75.69%	0.9938	1.0009				0.9944	-0.65%

Southern Farm Bureau Casualty Insurance Company  
Private Passenger Automobile  
Private Passenger Rate Structure  
Arkansas  
6/1/2013

BASE RATE	BI	PD	PIP 1	PIP 2	PIP 3	COMP	COLL	UMBI	UMPD	UIBI	LIMIT FACTORS				
											Limit	BI	UMBI	UIBI	
	79.98	93.19	9.33	3.24	7.55	85.60	157.69	5.51	5.79	6.34	25/50	1.00	1.00	1.00	
<b>TERRITORY</b>											50/100	1.22	1.33	1.50	
1 Pulaski, Out of State	1.34	1.49	1.12	1.00	1.00	0.61	1.10	1.15	1.32	1.15	100/300	1.47	1.72	3.00	
2 Crittenden	1.18	1.18	1.02	1.00	1.00	0.91	1.05	1.12	1.08	1.12	200/300	1.80	2.00	3.30	
6 Union	1.00	1.07	1.12	1.00	1.00	1.15	1.04	1.00	1.05	1.00	300/500	1.86	2.50	3.70	
7 Crawford	1.01	1.12	1.22	1.00	1.00	1.05	1.09	1.15	1.18	1.15	500/500	2.09	2.90	4.20	
9 Benton & Washington	0.94	1.10	0.95	1.00	1.00	0.60	0.94	0.99	1.00	0.99	500/1000	2.19	3.50	5.00	
10 Franklin & Sebastian	0.90	1.00	0.93	1.00	1.00	0.89	0.93	0.99	0.99	0.99	750/750	2.28	4.00	6.50	
11 Miller	1.10	1.09	1.06	1.00	1.00	0.98	1.03	1.14	1.10	1.14	1000/1000	2.35	5.00	8.50	
12 Bradley, Calhoun, Clark, Cleveland, Columbia, Dallas, Hempstead, Howard, Lafayette, Little River, Montgomery, Nevada, Ouachita, Pike, Polk, & Sevier	0.80	0.88	1.10	1.00	1.00	1.18	0.99	0.88	0.99	0.88	Limit	PD	UMPD	Limit	PIP
											30	1.00	1.00	5	1.00
											40	1.02	1.11	10	1.40
13 Ashley, Chicot, Desha, Drew, Lincoln, & Phillips	1.08	1.03	1.18	1.00	1.00	1.17	1.10	1.10	0.97	1.10	50	1.04	1.23	15	1.70
14 Garland, Grant, & Hot Spring	0.96	1.06	1.06	1.00	1.00	0.87	0.98	1.06	1.10	1.06	100	1.08	1.55	20	1.90
15 Conway, Faulkner, Lonoke, Perry, & Saline	0.98	1.15	1.05	1.00	1.00	0.67	0.98	1.12	1.11	1.12	200	1.15	1.73	25	2.10
16 Jefferson	1.17	1.02	0.98	1.00	1.00	0.75	0.92	0.94	0.99	0.94	250	1.17	1.95		
17 Craighead, Cross, Lee, Mississippi, Poinsett, & St. Francis	1.08	1.07	1.02	1.00	1.00	0.92	0.98	1.05	1.03	1.05	500	1.22	2.26		
											750	1.26	2.57		
											1000	1.31	2.83		
18 Arkansas, Clay, Cleburne, Fulton, Greene, Independence, Izard, Jackson, Lawrence, Monroe, Prairie, Randolph, Sharp, Stone, White, & Woodruff	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	Auto/Home Discount (HO-1 or HO-3):				0.850
											Auto/Home Discount (HO-4 or POP):				0.880
19 Baxter, Boone, Carroll, Johnson, Logan, Madison, Marion, Newton, Pope, Scott, Searcy, Van Buren, & Yell	0.79	0.90	0.98	1.00	1.00	0.80	0.96	1.03	0.99	1.03	Defensive Driving Discount:				0.950

TIER FACTOR

Preferred:	1.00
Standard:	1.30

MODEL YEAR

MODEL YEAR	COMP	COLL
2016	1.277	1.290
2015	1.228	1.240
2014	1.181	1.192
2013	1.136	1.146
2012	1.092	1.097
2011	1.045	1.050
2010	1.000	1.000
2009	0.952	0.948
2008	0.902	0.894
2007	0.851	0.843
2006	0.803	0.795
2005	0.758	0.750
2004	0.715	0.708
2003	0.675	0.668
2002	0.637	0.630
2001	0.607	0.594
2000	0.584	0.560
1999	0.564	0.533
1998	0.548	0.513
1997	0.535	0.498
1996	0.525	0.488
1995 & Prior	0.520	0.483

VIOLATIONS CHARGES

Deductible	COMP	COLL
\$0 Ded.	1.70	N/A
\$50 Ded.	1.16	1.35
\$100 Ded.	1.00	1.06
\$250 Ded.	0.79	1.00
\$500 Ded.	0.64	0.92
\$1000 Ded.	0.53	0.74
\$2500 Ded.	0.42	0.64
\$5000 Ded.	N/A	0.48

VIOLATIONS CHARGES

Minor	Factor	Major	Factor
0	1.00	0	1.00
1	1.00	1	1.62
2	1.07	each+	0.38
each+	0.23		

Chargeable Accidents (Class 1,4,6)

Years Insured	0	1	2	3	4	5+
0	0.95	1.20	1.40	1.50	1.70	2.05
1	0.95	1.20	1.40	1.50	1.70	2.05
2	0.95	1.20	1.40	1.50	1.70	2.05
3	0.90	1.15	1.34	1.50	1.70	2.05
4	0.90	1.15	1.34	1.50	1.70	2.05
5	0.90	1.15	1.34	1.50	1.70	2.05
6	0.85	1.08	1.26	1.50	1.70	2.05
7	0.85	1.08	1.26	1.50	1.70	2.05
8	0.85	1.08	1.26	1.50	1.70	2.05
9+	0.85	1.08	1.26	1.50	1.70	2.05

Chargeable Accidents (Class 2,3,5)

Years Insured	0	1	2	3	4	5+
0	1.00	1.20	1.40	1.50	1.70	2.05
1	1.00	1.20	1.40	1.50	1.70	2.05
2	1.00	1.20	1.40	1.50	1.70	2.05
3	1.00	1.20	1.40	1.50	1.70	2.05
4	1.00	1.20	1.40	1.50	1.70	2.05
5	1.00	1.20	1.40	1.50	1.70	2.05
6	1.00	1.20	1.40	1.50	1.70	2.05
7	1.00	1.20	1.40	1.50	1.70	2.05
8	1.00	1.20	1.40	1.50	1.70	2.05
9+	1.00	1.20	1.40	1.50	1.70	2.05

Age Group

Age Group	H	G	F	E	D	C	B	A
1	1.30	1.18	1.07	1.00	0.86	0.81	0.77	0.69
2	1.20	1.10	1.02	0.95	0.85	0.80	0.76	0.72
3	1.15	1.02	0.99	0.91	0.83	0.79	0.75	0.75
4	1.02	0.98	0.94	0.87	0.81	0.77	0.75	0.75
5	0.96	0.92	0.89	0.82	0.78	0.75	0.75	0.75
6	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75

\* This factor is arrived at by adding the factor below for each \$5,000 (or part of \$5000) above \$65000 to 1.00 and multiplying by the Symbol 20 relativity

\*\* This factor is arrived at by adding the factor below for each \$5,000 (or part of \$5000) above \$80000 to 1.00 and multiplying by the Symbol 26 relativity

COMP	0.08
COLL	0.06

**Southern Farm Bureau Casualty Insurance Company**  
**Arkansas**  
**Classification Relativities**  
**6/1/2013**

Class	Description	Single/Multi	Pleasure	Short	Long	Business	Farm
			Use A	Commute B	Commute C	Use D	Use F
1X	Adult Driver	S	1.00	1.01	1.06	1.10	0.75
		M	0.90	0.91	0.95	0.99	0.68
1X7	Adult Driver, Age 50-64	S	0.88	0.90	0.94	0.98	0.65
		M	0.79	0.81	0.85	0.88	0.59
1X9	Adult Driver, Over Age 64	S	0.93	0.95	0.99	1.03	0.70
		M	0.84	0.86	0.89	0.93	0.63
2X1	Single Male Occasional Operator, Age 15-18	S	2.65	2.70	2.76	2.81	2.50
		M	2.39	2.43	2.48	2.53	2.25
2X2	Single Male Occasional Operator, Age 19-21	S	2.28	2.33	2.38	2.45	2.10
		M	2.05	2.10	2.14	2.21	1.89
2X3	Single Male Occasional Operator, Age 22-24	S	1.75	1.80	1.85	1.90	1.55
		M	1.58	1.62	1.67	1.71	1.40
3X1	Single Male Principal Operator, Age 15-18	S	3.56	3.59	3.63	3.70	3.42
		M	3.20	3.23	3.27	3.33	3.08
3X2	Single Male Principal Operator, Age 19-21	S	2.97	3.01	3.05	3.10	2.82
		M	2.67	2.71	2.75	2.79	2.54
3X3	Single Male Principal Operator, Age 22-24	S	2.10	2.14	2.17	2.22	1.96
		M	1.89	1.93	1.95	2.00	1.76
4X1	Married Male Principal Operator, Age 15-18	S	1.84	1.89	1.98	2.04	1.69
		M	1.66	1.70	1.78	1.84	1.52
4X2	Married Male Principal Operator, Age 19-21	S	1.47	1.53	1.61	1.66	1.31
		M	1.32	1.38	1.45	1.49	1.18
4X3	Married Male Principal Operator, Age 22-24	S	1.30	1.36	1.47	1.52	1.17
		M	1.17	1.22	1.32	1.37	1.05
5X1	Single Female Operator, Age 15-18	S	2.50	2.55	2.60	2.65	2.30
		M	2.25	2.30	2.34	2.39	2.07
5X2	Single Female Operator, Age 19-21	S	2.15	2.20	2.25	2.30	1.95
		M	1.94	1.98	2.03	2.07	1.76
5X3	Single Female Operator, Age 22-24	S	1.61	1.66	1.71	1.76	1.44
		M	1.45	1.49	1.54	1.58	1.30
6X4	Pickup, No Youthful Single Male Driver	S	<b>Rate as an Automobile</b>			1.08	0.75
		M				0.97	0.68
6X5	Pickup, Youthful Single Male Driver Occasional Operator	S				1.90	1.56
		M				1.71	1.40

**Southern Farm Bureau Casualty Insurance Company**  
**Arkansas**  
**Classification Relativities**  
**6/1/2013**

Class	Description	Single/Multi	Pleasure	Short	Long	Business	Farm
			Use A	Commute B	Commute C	Use D	Use F
2X1	Single Male Occasional Operator, Age 15-18	S	2.39	2.43	2.48	2.53	2.25
		M	2.15	2.19	2.23	2.28	2.03
2X2	Single Male Occasional Operator, Age 19-21	S	2.05	2.10	2.14	2.21	1.89
		M	1.85	1.89	1.93	1.99	1.70
3X1	Single Male Principal Operator, Age 15-18	S	3.20	3.23	3.27	3.33	3.08
		M	2.88	2.91	2.94	3.00	2.77
3X2	Single Male Principal Operator, Age 19-21	S	2.67	2.71	2.75	2.79	2.54
		M	2.40	2.44	2.48	2.51	2.29
4X1	Married Male Principal Operator, Age 15-18	S	1.66	1.70	1.78	1.84	1.52
		M	1.49	1.53	1.60	1.66	1.37
4X2	Married Male Principal Operator, Age 19-21	S	1.32	1.38	1.45	1.49	1.18
		M	1.19	1.24	1.31	1.34	1.06
5X1	Single Female Operator, Age 15-18	S	2.25	2.30	2.34	2.39	2.07
		M	2.03	2.07	2.11	2.15	1.86
5X2	Single Female Operator, Age 19-21	S	1.94	1.98	2.03	2.07	1.76
		M	1.75	1.78	1.83	1.86	1.58

Class	Description	Single/Multi	Pleasure	Short	Long	Business	Farm
			A	B	C	D	F
2X1	Single Male Occasional Operator, Age 15-18	S	1.99	2.03	2.07	2.11	1.88
		M	1.79	1.83	1.86	1.90	1.69
2X2	Single Male Occasional Operator, Age 19-21	S	1.71	1.75	1.79	1.84	1.58
		M	1.54	1.58	1.61	1.66	1.42
2X3	Single Male Occasional Operator, Age 22-24	S	1.31	1.35	1.39	1.43	1.16
		M	1.18	1.22	1.25	1.29	1.04
3X1	Single Male Principal Operator, Age 15-18	S	2.67	2.69	2.72	2.78	2.57
		M	2.40	2.42	2.45	2.50	2.31
3X2	Single Male Principal Operator, Age 19-21	S	2.23	2.26	2.29	2.33	2.12
		M	2.01	2.03	2.06	2.10	1.91
3X3	Single Male Principal Operator, Age 22-24	S	1.58	1.61	1.63	1.67	1.47
		M	1.42	1.45	1.47	1.50	1.32
5X1	Single Female Operator, Age 15-18	S	1.88	1.90	1.95	2.00	1.75
		M	1.69	1.71	1.76	1.80	1.58
5X2	Single Female Operator, Age 19-21	S	1.61	1.65	1.70	1.75	1.45
		M	1.45	1.49	1.53	1.58	1.31
5X3	Single Female Operator, Age 22-24	S	1.21	1.25	1.30	1.30	1.10
		M	1.09	1.13	1.17	1.17	0.99

Class	Description	Single/Multi	Pleasure	Short	Long	Business	Farm
			A	B	C	D	F
2X1	Single Male Occasional Operator, Age 15-18	S	1.79	1.82	1.86	1.90	1.69
		M	1.61	1.64	1.67	1.71	1.52
2X2	Single Male Occasional Operator, Age 19-21	S	1.54	1.57	1.61	1.65	1.42
		M	1.39	1.41	1.45	1.49	1.28
3X1	Single Male Principal Operator, Age 15-18	S	2.40	2.42	2.45	2.50	2.31
		M	2.16	2.18	2.21	2.25	2.08
3X2	Single Male Principal Operator, Age 19-21	S	2.00	2.03	2.06	2.09	1.90
		M	1.80	1.83	1.85	1.88	1.71
5X1	Single Female Operator, Age 15-18	S	1.69	1.72	1.76	1.79	1.55
		M	1.52	1.55	1.58	1.61	1.40
5X2	Single Female Operator, Age 19-21	S	1.45	1.49	1.52	1.55	1.32
		M	1.31	1.34	1.37	1.40	1.19

**Southern Farm Bureau Casualty Insurance Company**  
**Private Passenger Automobile**  
**Arkansas**  
**Symbol Relativities**

1989 & Prior			1990 - 2010			2011 & Subsequent								
Symbol	COMP	COLL	Symbol	COMP	COLL	Symbol	COMP	COLL	Symbol	COMP	COLL			
1	0.30	0.36	1	0.78	0.88	1	0.78	0.77	33	3.40	2.32	64	8.53	4.75
2	0.36	0.46	2	1.00	1.00	2	0.85	0.85	34	3.48	2.33	65	9.08	4.99
3	0.45	0.56	3	1.13	1.14	3	1.00	1.00	35	3.56	2.35	66	10.18	5.42
4	0.53	0.67	4	1.24	1.23	4	1.13	1.14	36	3.64	2.42	67	11.28	5.91
5	0.68	0.79	5	1.38	1.30	5	1.24	1.23	37	3.72	2.45	68	12.38	6.40
6	0.86	0.90	6	1.54	1.38	6	1.38	1.28	38	3.79	2.47	69	13.48	6.89
7	1.00	1.00	7	1.70	1.45	7	1.54	1.35	39	3.85	2.54	70	14.59	7.38
8	1.18	1.20	8	1.85	1.52	8	1.70	1.41	40	3.97	2.57	71	23.40	8.18
						10	1.80	1.48	41	4.08	2.58	72	24.98	8.70
10	1.46	1.34	10	2.01	1.59	11	1.88	1.51	42	4.12	2.67	73	26.55	9.22
11	1.78	1.48	11	2.16	1.65	12	1.97	1.56	43	4.21	2.68	74	28.13	9.75
12	2.08	1.62	12	2.32	1.73	13	2.08	1.59	44	4.25	2.70	75	29.70	10.27
13	2.40	1.76	13	2.46	1.80	14	2.12	1.63	45	4.35	2.71			
14	2.73	1.94	14	2.63	1.88	15	2.21	1.65	46	4.42	2.81	98	15.47***	7.82***
15	3.18	2.15	15	2.84	1.99	16	2.28	1.71	47	4.50	2.83			
16	3.64	2.37	16	3.07	2.10	17	2.36	1.73	48	4.60	2.85			
17	4.09	2.58	17	3.28	2.20	18	2.41	1.79	49	4.67	2.87			
18	4.55	2.80	18	3.48	2.29	19	2.50	1.81	50	4.72	2.96			
19	5.00	3.01	19	3.72	2.40	20	2.58	1.87	51	4.80	2.98			
20	5.45	3.23	20	3.97	2.52	21	2.63	1.89	52	4.86	2.99			
21	5.89*	3.42*	21	4.23	2.65	22	2.70	1.91	53	4.95	3.02			
			22	4.55	2.80	23	2.77	1.99	54	5.03	3.14			
			23	4.83	2.93	24	2.84	2.00	55	5.15	3.17			
			24	5.22	3.11	25	2.93	2.02	56	5.25	3.22			
			25	6.05	3.49	26	2.98	2.09	57	5.40	3.26			
			26	6.88	3.86	27	3.05	2.11	58	5.70	3.53			
			27	7.43**	4.09**	28	3.09	2.13	59	6.60	3.62			
						29	3.17	2.15	60	6.80	3.89			
						30	3.21	2.22	61	6.92	4.00			
						31	3.28	2.23	62	7.43	4.25			
						32	3.33	2.25	63	7.98	4.50			

\* The Symbol 21 Factor is computed by adding 0.08 for COMP and 0.06 for COLL to 1.00 for each \$5000 (or part of \$5000) above \$65,000 and multiplying by the Symbol 20 Relativity  
 \*\* The Symbol 27 Factor is computed by adding 0.08 for COMP and 0.06 for COLL to 1.00 for each \$5000 (or part of \$5000) above \$80,000 and multiplying by the Symbol 26 Relativity  
 \*\*\* The Symbol 98 Factor is computed by adding 0.06 for COMP and 0.06 for COLL to 1.00 for each \$10,000 (or part of \$10,000) above \$150,000 and multiplying by the Symbol 70 Relativity

**NAIC LOSS COST DATA ENTRY DOCUMENT**

1. This filing transmittal is part of Company Tracking # \_\_\_\_\_

2. If filing is an adoption of an advisory organization loss cost filing, give name of Advisory Organization and Reference/ Item Filing Number \_\_\_\_\_

	Company Name		Company NAIC Number
3.	A. Southern Farm Bureau Casualty Insurance Company	B.	18325

	Product Coding Matrix Line of Business (i.e., Type of Insurance)		Product Coding Matrix Line of Insurance (i.e., Sub-type of Insurance)
4.	A. Personal Auto (19.0)	B.	Private passenger Auto (19.0001)

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
Bodily Injury	-0.81%	0.00%					
Uninsured Motorist - BI	-7.49%	-2.00%					
Property Damage	13.62%	7.00%					
Uninsured Motorist - PD	4.70%	2.00%					
Personal Inj Protection	15.12%	6.00%					
Comprehensive	-1.50%	-2.00%					
Collision	-5.95%	-5.00%					
<b>TOTAL OVERALL EFFECT</b>	<b>0.49%</b>	<b>-0.51%</b>					

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
2008	347,025	-8.02%	6/1/08	204,666	149,268	72.93%	N/A
2009	340,517	1.71%	12/1/09	192,085	153,633	79.98%	N/A
2010	328,770	0	3/1/10	194,142	147,270	75.86%	N/A
2010	328,770	2.12%	12/1/10	194,142	147,270	75.86%	N/A
2011	318,978	0	5/1/11	197,471	149,250	75.58%	N/A
2012	310,980	N/A	N/A	198,290	129,642	65.38%	N/A

7.

Expense Constants	Selected Provisions
A. Total Production Expense	
B. General Expense	
C. Taxes, License & Fees	
D. Underwriting Profit & Contingencies	
E. Other (explain)	
F. TOTAL	

8. N Apply Lost Cost Factors to Future filings? (Y or N)

9. 7.12% Estimated Maximum Rate Increase for any Insured (%). Territory (if applicable): Territory 9

10. -16.39% Estimated Maximum Rate Decrease for any Insured (%) Territory (if applicable): Territory 17