

Nova Scotia
Commercial Vehicles
Oliver Wyman Selected Loss Trend Rates
Based on Industry Data Through December 31, 2011

Loss Trend Rates

Loss trend rates are factors that are applied to the experience period incurred losses to adjust for the cost levels that are anticipated during the policy period covered under the proposed rate program.

The selection and application of trend rates is, essentially, a two-step process. The data in the experience period under consideration must be adjusted to reflect changes in cost conditions that have taken place (i.e., “past trend”), and then the data must be further adjusted to reflect changes in cost conditions that are expected to take place between the present time and the time during which the new premiums will be in effect (i.e., “future trend”).

Therefore, past trend rates should reflect the underlying trend patterns that occurred during the experience period, which we have assumed to be the five years ending December 31, 2011. Future trend rates should reflect those same patterns that occurred during the experience period, as well as the likelihood that those patterns may change.

The identification of the underlying trend patterns over the experience period, which is a matter of actuarial judgment, is challenging because factors such as statistical fluctuation in the data points, changes in the underlying exposure, or abnormal weather conditions, etc., can make the underlying trend patterns difficult to discern. For this reason, we model the data several different ways in an attempt to identify the underlying trends during the experience period: with and without certain data points that are considered to be statistical outliers, and over time periods that are longer than the experience period as a means of increasing the stability/reliability of the data being analyzed.

We select trend rates based on Industry Nova Scotia data to determine appropriate loss trends for use in deriving the rate level indications. We derive annual loss trend rates based on a regression model using Industry historical accident year loss and loss adjustment expense data that we

project to ultimate cost level (when all claims are reported and settled) using the Industry loss development factors we select.

We generally consider the Industry Nova Scotia data for the accident years spanning 2002 through 2011 for purposes of selecting trend rates. For purposes of data stability we typically review the data in annual accident periods. As described more fully below, due to the introduction of Bill 1 in November 2003 and Bill 52 in April 2010, which increases the Bodily Injury minor injury cap on pain and suffering to \$7,500 from \$2,500, we first adjust the experience data by accident half-year, but the trend analysis is performed on the adjusted annual accident year experience.

Estimation of Industry Ultimate Claim Counts and Loss Amounts

The Industry Nova Scotia experience upon which the loss trend rates are based must be adjusted to an ultimate claim count and claim amount level. We do so through the application of what are referred to as development factors to the reported claim counts and claim amounts as of December 31, 2011. We select development factors based on a review of the Industry Nova Scotia loss development patterns; we do this by coverage. Our selected development factors are generally based on the volume weighted average of the last twelve observed (accident half-year) development factors. The exceptions are as follows:

Bodily Injury	Claim Count	114-ultimate	1.00
Bodily Injury	Claim Amount	18-24; 114-ultimate	10 point weighted average; 1.00
Property Damage	Claim Count	72-78, 114-ultimate	1.00
Property Damage	Claim Amount	114-ultimate	1.00
Accident Benefits Including UM	Claim Count	72-78, 102-108, 114-ultimate	1.00
Accident Benefits Including UM	Claim Amount	12-24; 72-78, 108-ultimate	All period average excluding high/low; 1.00
Collision	Claim Count	54-66, 114-ultimate	1.00
Collision	Claim Amount	48-66, 114-ultimate	1.00
Comprehensive	Claim Count	114-ultimate	1.00
Comprehensive	Claim Amount	114-ultimate	1.00
All Perils	Claim Count	36-48, 84-90, 114-ultimate	1.00
All Perils	Claim Amount	66-ultimate	1.00

Exhibit II, Page 1 and Exhibit I, Page 2 attached present our selected cumulative claim count and claim amount development factors, respectively. We note that as a result of these selected development factors, our estimated ultimate claim amounts by accident half-year have changed from our last study, and these changes contribute to the changes in our selected trend rates.

Consideration of Severity, Frequency, and Loss Cost Trend Patterns

In selecting past and future trend rates by coverage, we typically examine the separate trend patterns for claim severity and claim frequency, and then combine the selected severity and frequency trend rates to arrive at a selected loss cost trend rate. However, our review of the severity and frequency trend patterns over the recent past suggests to us that we may not fully reflect the correlation that seemingly exists between severity and frequency if we separately select severity and frequency trend rates over different time periods. For this reason we tend to select past and future trend rates by directly examining the trend pattern for loss cost.

Impact of the Economy

Because the data points are somewhat erratic, it is difficult to discern whether the change in economic conditions has had any impact on loss costs. For this reason, we have not explicitly reflected the change in economic conditions in making our trend selections.

Selection of Past Trend Rates

The Time Period We Considered

In our judgment, a ten-year period is, generally, a reasonable time period for determining the underlying trend rates for the Bodily Injury and Accident Benefits coverages, while the five-year period is a reasonable time period for determining the underlying trend rates for the property damage, collision, and comprehensive coverages. However, given the relatively low volume of claim data, and the volatility of the data points, we also consider the indicated loss cost trends over the ten-year periods ending December 31, 2010 and ending December 31, 2011, as well as the indicated loss cost trend over the five-year periods ending December 31, 2010 and ending December 31, 2011 in selecting loss trend rates.

The Data Points We Considered

We recognize that the indicated trends produced by the regression model (particularly those over a five-year period) can be sensitive to one or two of the data points. And since the points represent estimates of ultimate claim frequency rates, or in the case of severity, estimates of ultimate average loss amounts per claim, errors in estimation could lead to over or under estimation of the underlying trend rates. We also recognize that consideration must be given to how closely the regression model fits the data points, and that adjustments may be necessary for outlying data points. For these reasons in selecting what we believe to be appropriate loss cost trend rates we consider the indicated trends with the exclusion of various data points.

Adjustment of Bodily Injury Data for Reforms

In our opinion, the Bodily Injury data is not sufficiently credible for estimating the effect of the reforms on the Bodily Injury loss costs. We, therefore, assume the Bill 1 reform savings estimate of -21% for private passenger vehicles that we presented in our May 12, 2010 report to the Superintendent of Insurance applies to commercial vehicles. Hence, we reduce the pre-reform Bodily Injury loss costs by 21% before performing the trend analysis. In addition, we assume the same Bill 52 reform costs estimate of +17% as we assume for our private passenger vehicle trend also applies to commercial vehicles and make an appropriate adjustment to the estimated Bodily Injury losses for Bill 52 as the final adjustment to the data before performing the trend analysis.

Our Selected Past Trend Rates

Bodily Injury

Based on data as of December 31, 2010, we selected a past loss cost trend rate of -7.0%.

The unadjusted annual data through December 31, 2011 shows the 2011 loss cost to have decreased by approximately 46% over the 2010 loss cost. The unadjusted accident half year loss cost for 2011-2 (the second half of the year) has decreased by 51% compared to 2010-2. This decline is in contrast to the steep 211% increase in the unadjusted loss cost for 2010 over 2009. Although the introduction of Bill 52 in April 2010 would have affected the loss costs in 2010, we suggest the steep increase in 2010 over 2009 is due to volatility, and not Bill 52.

We present the following calculated historical annual loss cost trend rates below based on the adjusted loss costs.

Ten-year ending 2011: -6.6%
Ten-year ending 2010: -8.4%
Ten-year ending 2009: -11.9%

Ten-year ending 2011 ex high/low: -2.9%
Ten-year ending 2010 ex high/low: -3.5%
Ten-year ending 2009 ex high/low: -9.3%

Five-year ending 2011: +1.7%
Five-year ending 2010: +4.6%
Five-year ending 2009: -14.6%

Five-year ending 2011 ex high/low: -4.5%
Five-year ending 2010 ex high/low: -1.6%
Five-year ending 2009 ex high/low: -1.6%

We select a past trend rate of **-5%**, the approximate average of the above indicated trend rates.

Property Damage

Based on data as of December 31, 2010, we selected a past loss cost trend rate of +0.5%.

The data through December 31, 2011 shows the 2011 loss cost to have increased by approximately 5% compared to the 2010 loss cost. Compared to the other coverages, the property damage loss costs have been stable.

Historical loss cost trends are as follows:

Ten-year ending 2011: +0.7%
Ten-year ending 2010: +0.2%

Ten-year ending 2011 ex high/low: +0.4%
Ten-year ending 2010 ex high/low: -0.2%

Five-year ending 2011: +1.0%
Five-year ending 2010: -2.1%

Five-year ending 2011 ex high/low: -0.9%
Five-year ending 2010 ex high/low: -0.9%

We select a past trend rate of **+0.0%**, the approximate average of the above indicated trend rates.

Accident Benefits

Based on data as of December 31, 2010, we selected a past loss cost trend rate of +0.0%.

The data through December 31, 2011 shows the 2011 loss cost to have increased by approximately 6%, over the 2010 loss cost. Historically, the loss cost has exhibited considerable year-to-year volatility.

Historical loss cost trends are as follows:

Ten-year ending 2011: -0.1%
Ten-year ending 2010: -3.4%

Ten-year ending 2011 ex high/low: +1.1%
Ten-year ending 2010 ex high/low: -2.9%

Five-year ending 2011: +13.5%
Five-year ending 2010: -2.2%

Five-year ending 2011 ex high/low: +21.7%
Five-year ending 2010 ex high/low: +4.0%

In light of these indicated trend rates and the loss cost volatility, we continue to select a past trend rate of **+0.0%**.

Collision

Based on data as of December 31, 2010, we selected a past loss cost trend rate of +2.0%.

The data through December 31, 2011 shows the 2011 loss cost to be lower than the 2010 loss cost by approximately 2%.

Historical loss cost trends are as follows:

Ten-year ending 2011: +3.9%

Ten-year ending 2010: +4.2%

Ten-year ending 2011 ex high/low: +2.8%

Ten-year ending 2010 ex high/low: +3.1%

Five-year ending 2011: -5.6%

Five-year ending 2010: -4.1%

Five-year ending 2011 ex high/low: -6.5%

Five-year ending 2010 ex high/low: -2.0%

We select a past trend rate of **-0.5%**, the approximate average of the above trend rates.

Comprehensive

Based on data as of December 31, 2010, we selected a past loss cost trend rate of -1.0%.

The data through December 31, 2011 shows the 2011 loss cost to be higher than the 2010 loss cost by approximately 24%. However this increase follows a three year period of decline: the change from the 2007 to 2008 loss costs at -14%, 2008 to 2009 loss cost at -11%, and the 2009 to 2010 loss cost at -20%.

Historical loss cost trends are as follows:

Ten-year ending 2011: +1.3%

Ten-year ending 2010: +0.1%

Ten-year ending 2011 ex high/low: -0.4%

Ten-year ending 2010 ex high/low: -1.7%

Five-year ending 2011: -8.6%

Five-year ending 2010: -5.0%

Five-year ending 2011 ex high/low: -2.9%

Five-year ending 2010 ex high/low: +3.3%

We select a past trend rate of **-1.5%**, the approximate average of the above trend rates.

Specified Perils

Due to insufficient data, we select the same past loss cost trend rate as we do for Comprehensive, -1.5%.

Selection of Future Trend Rates

The data is not credible enough to discern any changes in trend patterns that may have occurred over the past one to three years. Hence, for all coverages we select a future trend rate that is the same as our selected past trend rate.

Selected Trend Rates - Summary

The following table presents our selected past and future annual frequency, severity, and loss cost (the product of frequency and severity) trend rates.

Coverage	Past Loss Cost	Future Loss Cost
Bodily Injury	-5.0%	-5.0%
Property Damage	+0.0%	+0.0%
Accident Benefits	+0.0%	+0.0%
Collision	-0.5%	-0.5%
Comprehensive	-1.5%	-1.5%
Specified Perils	-1.5%	-1.5%

Reform Factors

For reasons of data credibility, we select a Bill 1 reform factor for Bodily Injury of -21% and a Bill 52 reform factor for Bodily Injury of +17% - the same as we selected in our prior loss trend report and the same as that we presented in our May 12, 2010 report to the Superintendent of Insurance.

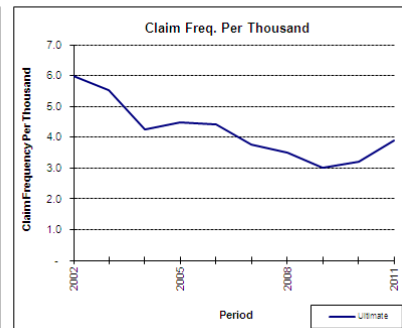
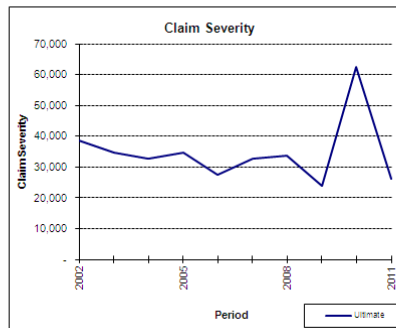
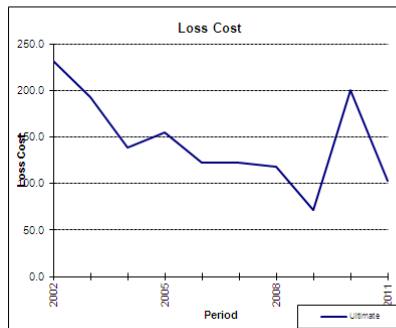
Exhibits

In Exhibit I we present the historical data points in graph form, as well as a summary of various regression results. In Exhibit II we present our selected cumulative claim count and claim amount development factors.

Third Party Liability - Bodily Injury

Annual Basis (Data is Adjusted)

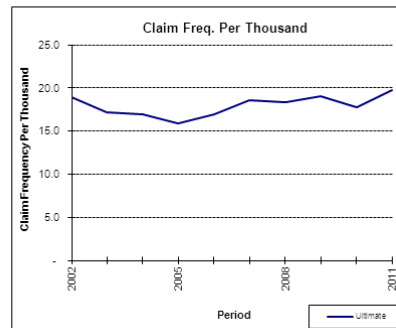
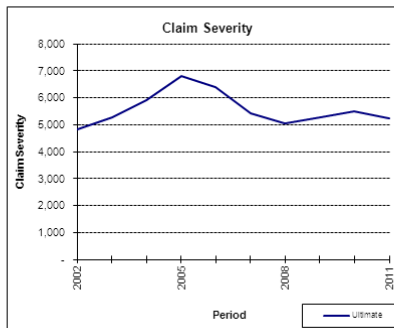
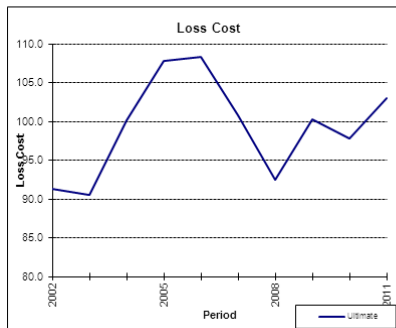
Excluded Points		Loss Cost	Trend Severity	Freq	Loss Cost	R Squared Severity	Freq	Bill
None	Last 5 yrs	1.69%	1.87%	-0.17%	0.0051	0.0060	0.0006	
2009	5 yrs excl. lowest LC	1.69%	1.87%	-0.17%	0.0110	0.0081	0.0013	
2009	5 yrs excl. lowest Sev	1.69%	1.87%	-0.17%	0.0110	0.0081	0.0013	
2009	5 yrs excl. lowest Freq	1.69%	1.87%	-0.17%	0.0110	0.0081	0.0013	
2010	5 yrs excl. highest LC	-5.67%	-6.56%	0.94%	0.1650	0.4681	0.0197	
2010	5 yrs excl. highest Sev	-5.67%	-6.56%	0.94%	0.1650	0.4681	0.0197	
2011	5 yrs excl. highest Freq	10.15%	17.43%	-6.20%	0.0882	0.2612	0.7119	
2010, 2009	5 yrs excl. H/L LC	-4.45%	-5.93%	1.57%	0.9990	0.8779	0.3474	
2010, 2009	5 yrs excl. H/L Sev	-4.45%	-5.93%	1.57%	0.9990	0.8779	0.3474	
2011, 2009	5 yrs excl. H/L Freq	19.41%	25.94%	-5.19%	0.8478	0.9175	0.9875	
None	Last 10 yrs	-6.55%	-0.53%	-6.04%	0.3424	0.0037	0.7310	0.9667
2009	10 yrs excl. lowest LC	-4.86%	0.69%	-5.51%	0.2991	0.0071	0.7313	0.9754
2009	10 yrs excl. lowest Sev	-4.86%	0.69%	-5.51%	0.2991	0.0071	0.7313	0.9754
2009	10 yrs excl. lowest Freq	-1.86%	0.69%	-5.51%	0.2991	0.0071	0.7313	0.9751
2002	10 yrs excl. highest LC	-4.86%	0.45%	-5.29%	0.1852	0.0020	0.6303	0.9754
2010	10 yrs excl. highest Sev	-9.71%	-4.08%	-5.86%	0.7563	0.6009	0.6835	0.9502
2002	10 yrs excl. highest Freq	-4.86%	0.45%	-5.29%	0.1852	0.0020	0.6303	0.9754
2002, 2009	10 yrs excl. H/L LC	-2.92%	1.84%	-4.68%	0.1211	0.0378	0.6354	0.9853
2010, 2009	10 yrs excl. H/L Sev	-8.12%	-3.26%	-5.02%	0.8119	0.5772	0.6590	0.9585
2002, 2009	10 yrs excl. H/L Freq	-2.92%	1.84%	-4.68%	0.1211	0.0378	0.6354	0.9853



Third Party Liability - Property Damage

Annual Basis

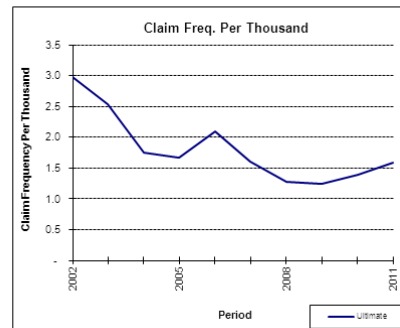
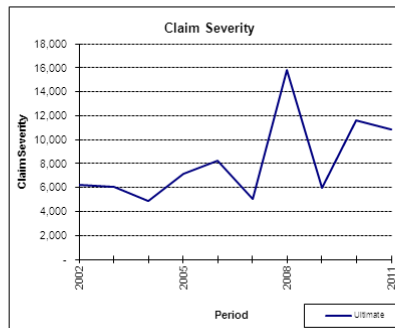
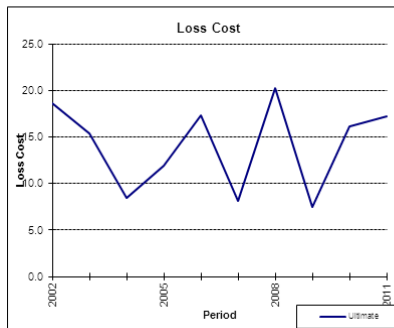
Excluded Points		Loss Cost	Trend Severity	Freq	Loss Cost	R Squared Severity	Freq
None	Last 5 yrs	1.00%	0.16%	0.83%	0.1439	0.0058	0.1104
2008	5 yrs excl. lowest LC	0.19%	-0.49%	0.69%	0.0228	0.1208	0.0707
2008	5 yrs excl. lowest Sev	0.19%	-0.49%	0.69%	0.0228	0.1208	0.0707
2010	5 yrs excl. lowest Freq	1.29%	-0.39%	1.69%	0.2148	0.0519	0.8198
2011	5 yrs excl. highest LC	-0.10%	0.96%	-1.06%	0.0011	0.1041	0.2235
2010	5 yrs excl. highest Sev	1.29%	-0.39%	1.69%	0.2148	0.0519	0.8198
2011	5 yrs excl. highest Freq	-0.10%	0.96%	-1.06%	0.0011	0.1041	0.2235
2011, 2008	5 yrs excl. H/L LC	-0.90%	0.30%	-1.20%	0.7226	0.0436	0.2724
2010, 2008	5 yrs excl. H/L Sev	0.55%	-0.89%	1.45%	0.5801	0.9290	0.9783
2011, 2010	5 yrs excl. H/L Freq	-0.26%	-1.32%	1.08%	0.0028	0.1371	0.3401
None	Last 10 yrs	0.66%	-0.38%	1.05%	0.0980	0.0118	0.2209
2003	10 yrs excl. lowest LC	0.29%	-0.72%	1.01%	0.0203	0.0356	0.1807
2002	10 yrs excl. lowest Sev	0.23%	-1.65%	1.91%	0.0108	0.2032	0.5781
2006	10 yrs excl. lowest Freq	0.86%	0.03%	0.83%	0.2011	0.0002	0.2228
2006	10 yrs excl. highest LC	0.72%	-0.29%	1.01%	0.1542	0.0085	0.2244
2005	10 yrs excl. highest Sev	0.86%	0.03%	0.83%	0.2041	0.0002	0.2228
2011	10 yrs excl. highest Freq	0.58%	-0.04%	0.62%	0.0583	0.0001	0.0773
2006, 2003	10 yrs excl. H/L LC	0.41%	-0.52%	0.94%	0.0541	0.0239	0.1705
2005, 2002	10 yrs excl. H/L Sev	0.56%	-1.02%	1.59%	0.0743	0.1428	0.6207
2011, 2005	10 yrs excl. H/L Freq	0.77%	0.34%	0.42%	0.1313	0.0125	0.0645



Accident Benefits

Annual Basis

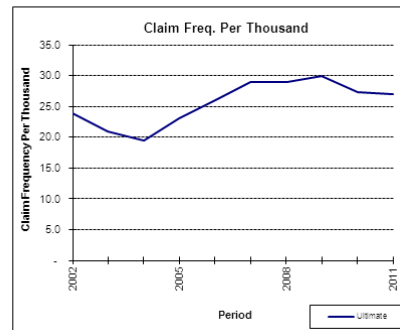
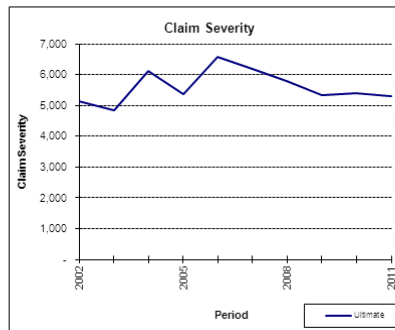
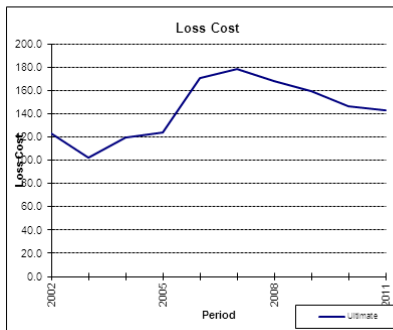
Excluded Points		Loss Cost	Trend Severity	Freq	Loss Cost	R Squared Severity	Freq
None	Last 5 yrs	13.54%	12.78%	0.67%	0.1905	0.1592	0.0084
2009	5 yrs excl. lowest LC	13.54%	12.78%	0.67%	0.3326	0.2085	0.0130
2007	5 yrs excl. lowest Sev	2.87%	-4.55%	7.78%	0.0068	0.0219	0.8154
2009	5 yrs excl. lowest Freq	13.54%	12.78%	0.67%	0.3326	0.2085	0.0130
2008	5 yrs excl. highest LC	23.46%	24.28%	-0.66%	0.6667	0.7968	0.0093
2008	5 yrs excl. highest Sev	23.46%	24.28%	-0.66%	0.6667	0.7968	0.0093
2007	5 yrs excl. highest Freq	2.87%	-4.55%	7.78%	0.0068	0.0219	0.8154
2008, 2009	5 yrs excl. H/L LC	21.71%	23.23%	-1.23%	0.9723	0.9048	0.1134
2008, 2007	5 yrs excl. H/L Sev	51.75%	34.82%	12.56%	0.8057	0.6693	0.9981
2007, 2009	5 yrs excl. H/L Freq	-6.08%	-12.17%	6.93%	0.6767	0.9710	0.9114
None	Last 10 yrs	-0.09%	7.83%	-7.35%	0.0001	0.3441	0.6533
2009	10 yrs excl. lowest LC	2.04%	9.56%	-6.86%	0.0338	0.4851	0.6235
2004	10 yrs excl. lowest Sev	-1.75%	6.79%	-8.00%	0.0223	0.2872	0.7136
2009	10 yrs excl. lowest Freq	2.04%	9.56%	-6.86%	0.0338	0.4851	0.6235
2008	10 yrs excl. highest LC	-0.97%	6.45%	-6.97%	0.0070	0.4063	0.6637
2008	10 yrs excl. highest Sev	-0.97%	6.45%	-6.97%	0.0070	0.4063	0.6637
2002	10 yrs excl. highest Freq	2.75%	9.13%	-5.85%	0.0384	0.3469	0.5235
2008, 2009	10 yrs excl. H/L LC	1.13%	7.92%	-6.29%	0.0118	0.5651	0.6364
2008, 2004	10 yrs excl. H/L Sev	-2.46%	5.61%	-7.64%	0.0513	0.3572	0.7432
2002, 2009	10 yrs excl. H/L Freq	5.24%	11.09%	-5.27%	0.1762	0.4947	0.4883



Collision

Annual Basis

Excluded Points		Loss Cost	Trend Severity	Freq	Loss Cost	R Squared Severity	Freq
None	Last 5 yrs	-5.64%	-3.76%	-1.96%	0.9818	0.8226	0.5146
2011	5 yrs excl. lowest LC	-6.23%	-4.83%	-1.47%	0.9890	0.8664	0.2410
2011	5 yrs excl. lowest Sev	-6.23%	-4.83%	-1.47%	0.9890	0.8664	0.2410
2011	5 yrs excl. lowest Freq	-6.23%	-4.83%	-1.47%	0.9890	0.8664	0.2410
2007	5 yrs excl. highest LC	-5.50%	-2.64%	-2.94%	0.9638	0.6615	0.6242
2007	5 yrs excl. highest Sev	-5.50%	-2.64%	-2.94%	0.9638	0.6615	0.6242
2009	5 yrs excl. highest Freq	-5.64%	-3.76%	-1.96%	0.9832	0.9664	0.9351
2007, 2011	5 yrs excl. H/L LC	-6.54%	-3.71%	-2.94%	0.9793	0.6661	0.4002
2007, 2011	5 yrs excl. H/L Sev	-6.54%	-3.71%	-2.94%	0.9793	0.6661	0.4002
2009, 2011	5 yrs excl. H/L Freq	-6.40%	-4.36%	-2.13%	0.9996	0.9827	0.8986
None	Last 10 yrs	3.92%	0.31%	3.60%	0.3936	0.0097	0.5505
2003	10 yrs excl. lowest LC	2.80%	-0.42%	3.23%	0.2744	0.0209	0.4687
2003	10 yrs excl. lowest Sev	2.80%	-0.42%	3.23%	0.2744	0.0209	0.4687
2004	10 yrs excl. lowest Freq	3.64%	0.67%	2.96%	0.3475	0.0469	0.5662
2007	10 yrs excl. highest LC	3.77%	0.24%	3.52%	0.4526	0.0068	0.5866
2006	10 yrs excl. highest Sev	4.07%	0.42%	3.63%	0.4836	0.0282	0.5603
2009	10 yrs excl. highest Freq	3.82%	0.50%	3.31%	0.3621	0.0240	0.5093
2007, 2003	10 yrs excl. H/L LC	2.76%	-0.44%	3.21%	0.3481	0.0262	0.5121
2006, 2003	10 yrs excl. H/L Sev	3.07%	-0.21%	3.28%	0.3763	0.0088	0.4775
2009, 2004	10 yrs excl. H/L Freq	3.55%	0.84%	2.69%	0.3207	0.0707	0.5358



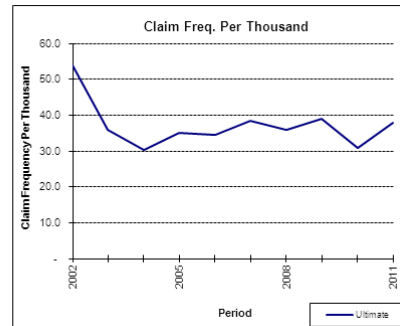
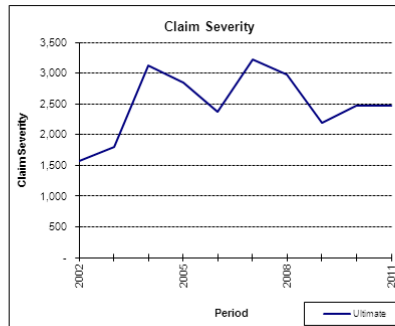
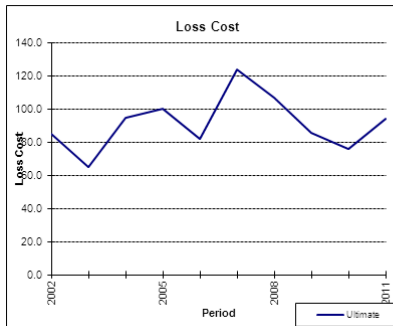
Province of Nova Scotia
Commercial Automobile (excl. Farmers)

Exhibit 1
Page 5

Comprehensive

Annual Basis

Excluded Points		Loss Cost	Trend Severity	Freq	Loss Cost	R Squared Severity	Freq
None	Last 5 yrs	-8.55%	-6.92%	-1.75%	0.5498	0.5229	0.0832
2010	5 yrs excl. lowest LC	-6.66%	-6.95%	0.32%	0.5356	0.4921	0.0215
2009	5 yrs excl. lowest Sev	-8.55%	-6.92%	-1.75%	0.6181	0.9424	0.1016
2010	5 yrs excl. lowest Freq	-6.66%	-6.95%	0.32%	0.5356	0.4921	0.0215
2007	5 yrs excl. highest LC	-4.90%	-4.24%	-0.69%	0.2012	0.1946	0.0071
2007	5 yrs excl. highest Sev	-4.90%	-4.24%	-0.69%	0.2012	0.1946	0.0071
2009	5 yrs excl. highest Freq	-8.55%	-6.92%	-1.75%	0.6181	0.9424	0.1016
2007, 2010	5 yrs excl. H/L LC	-2.93%	-4.27%	1.40%	0.1664	0.1865	0.2419
2007, 2009	5 yrs excl. H/L Sev	-5.90%	-6.39%	0.52%	0.2903	0.8767	0.0053
2009, 2010	5 yrs excl. H/L Freq	-6.10%	-6.28%	0.19%	0.8981	0.9966	0.0123
None	Last 10 yrs	1.30%	3.01%	-1.66%	0.0460	0.1467	0.1011
2003	10 yrs excl. lowest LC	-0.29%	1.85%	-2.11%	0.0033	0.0593	0.1369
2002	10 yrs excl. lowest Sev	1.32%	0.43%	0.89%	0.0350	0.0038	0.0714
2004	10 yrs excl. lowest Freq	1.60%	1.22%	-2.51%	0.0647	0.3012	0.2603
2007	10 yrs excl. highest LC	1.08%	2.83%	-1.70%	0.0519	0.1560	0.1062
2007	10 yrs excl. highest Sev	1.08%	2.83%	-1.70%	0.0519	0.1560	0.1062
2002	10 yrs excl. highest Freq	1.32%	0.43%	0.89%	0.0350	0.0038	0.0714
2007, 2003	10 yrs excl. H/L LC	-0.35%	1.81%	-2.12%	0.0093	0.0680	0.1392
2007, 2002	10 yrs excl. H/L Sev	1.32%	0.43%	0.89%	0.0565	0.0048	0.0822
2002, 2004	10 yrs excl. H/L Freq	1.89%	1.85%	0.05%	0.0599	0.0701	0.0003



Oliver Wyman Selected Age-to-Ultimate Development Factors
As of December 31, 2011
Nova Scotia
Commercial Automobile (Excluding Farmers)

As of 2011-2
Age-to-Ultimate Factors
Incurred Claim Amount

	Bodily Injury	Property Damage	Accident Benefits	Collision	Comprehensive
180-Ult	1.000	1.000	1.000	1.000	1.000
174-Ult	1.000	1.000	1.000	1.000	1.000
168-Ult	1.000	1.000	1.000	1.000	1.000
162-Ult	1.000	1.000	1.000	1.000	1.000
156-Ult	1.000	1.000	1.000	1.000	1.000
150-Ult	1.000	1.000	1.000	1.000	1.000
144-Ult	1.000	1.000	1.000	1.000	1.000
138-Ult	1.000	1.000	1.000	1.000	1.000
132-Ult	1.000	1.000	1.000	1.000	1.000
126-Ult	1.000	1.000	1.000	1.000	1.000
120-Ult	1.000	1.000	1.000	1.000	1.000
114-Ult	1.000	0.999	1.000	1.000	1.000
108-Ult	0.996	0.999	1.000	1.000	1.000
102-Ult	0.990	0.992	0.998	1.000	1.000
96-Ult	0.972	0.996	0.997	1.000	1.000
90-Ult	0.973	1.000	0.997	1.000	1.000
84-Ult	0.981	1.002	0.999	1.000	1.000
78-Ult	0.984	1.002	1.002	1.000	1.000
72-Ult	0.957	0.997	1.002	1.000	1.000
66-Ult	0.952	0.995	0.994	1.000	1.001
60-Ult	0.995	0.995	1.058	1.000	1.001
54-Ult	1.030	0.998	1.066	1.000	1.001
48-Ult	1.046	1.004	1.102	1.000	1.001
42-Ult	1.095	0.999	1.082	1.000	1.001
36-Ult	1.160	1.023	1.130	0.999	1.001
30-Ult	1.237	1.022	1.136	0.996	1.001
24-Ult	1.291	1.023	1.234	0.991	1.003
18-Ult	1.319	1.022	1.273	0.983	1.003
12-Ult	1.389	1.066	1.302	0.948	0.998
6-Ult	1.605	1.219	1.468	0.818	1.063

Oliver Wyman Selected Age-to-Ultimate Development Factors
As of December 31, 2011
Nova Scotia
Commercial Automobile (Excluding Farmers)

As of 2011-2
Age-to-Ultimate Factors
Incurred Claim Count

	Bodily Injury	Property Damage	Accident Benefits	Collision	Comprehensive
180-Ult	1.000	1.000	1.000	1.000	1.000
174-Ult	1.000	1.000	1.000	1.000	1.000
168-Ult	1.000	1.000	1.000	1.000	1.000
162-Ult	1.000	1.000	1.000	1.000	1.000
156-Ult	1.000	1.000	1.000	1.000	1.000
150-Ult	1.000	1.000	1.000	1.000	1.000
144-Ult	1.000	1.000	1.000	1.000	1.000
138-Ult	1.000	1.000	1.000	1.000	1.000
132-Ult	1.000	1.000	1.000	1.000	1.000
126-Ult	1.000	1.000	1.000	1.000	1.000
120-Ult	1.000	1.000	1.000	1.000	1.000
114-Ult	1.000	1.000	1.000	1.000	1.000
108-Ult	1.000	1.000	1.000	1.000	1.000
102-Ult	1.000	1.000	1.000	1.000	1.000
96-Ult	0.999	1.000	1.000	1.000	1.000
90-Ult	0.999	1.000	1.000	1.000	1.000
84-Ult	0.998	1.000	1.000	1.000	1.000
78-Ult	0.997	1.000	1.000	1.000	1.000
72-Ult	0.996	1.000	1.000	1.000	1.000
66-Ult	0.993	1.000	1.000	1.000	1.000
60-Ult	0.994	1.000	1.000	1.000	1.000
54-Ult	0.995	1.000	1.002	1.000	1.000
48-Ult	0.993	1.000	1.003	1.000	1.000
42-Ult	0.985	1.000	1.003	1.000	1.000
36-Ult	0.989	0.999	1.000	0.999	1.000
30-Ult	0.997	0.999	0.987	0.999	1.000
24-Ult	0.987	1.000	0.977	0.998	1.000
18-Ult	0.965	1.004	0.942	0.993	1.002
12-Ult	0.910	1.001	0.917	0.976	1.008
6-Ult	0.940	1.092	0.830	0.892	1.188



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