

New Mexico Residual Market State Activity Report

First Quarter 2018



Executive Summary

NCCI, as Pool and Plan Administrator of the New Mexico Workers Compensation Insurance Plan, is pleased to provide the First Quarter 2018 *New Mexico Residual Market State Activity Report*.

Readers will notice that the order of our charts and tables has been reorganized, based on customer feedback. This will provide a more streamlined picture of the key measurement factors and issues relating to the operation of the New Mexico Plan. Residual Market demographics contained in this report include:

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If you have any questions or comments about this report, please feel free to contact the individual listed below.

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Residual Market Demographics

Residual Market Total Policies and Premium in Force

As of March 31, 2018—compared to prior year

Total number of Assigned Risk Plan policies and estimated premium volume in force reported as of the date listed above. The other exhibits in this report describe quarterly and year-to-date data.

| | 2018 | 2017 | 2018 vs. 2017 # | 2018 vs. 2017 % |
|-----------------------|-------------|-------------|--------------------|--------------------|
| Policy Count | 1,069 | 2,399 | -1,330 | -55.4% |
| Premium Volume | \$4,030,550 | \$8,499,590 | -\$4,469,040 | -52.6% |

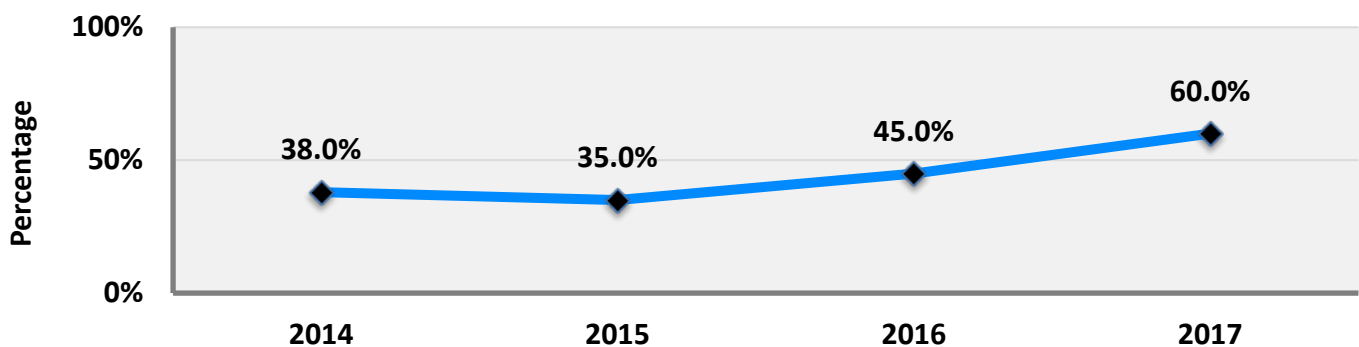


Residual Market Demographics

New Mexico Residual Market Reinsurance Pool Booked Loss Ratio Policy Year Financial Results through 4th Quarter 2017 for 2017 and prior years*

The ratio of total incurred losses to total earned premiums in a given period, in this state, expressed as a percentage.

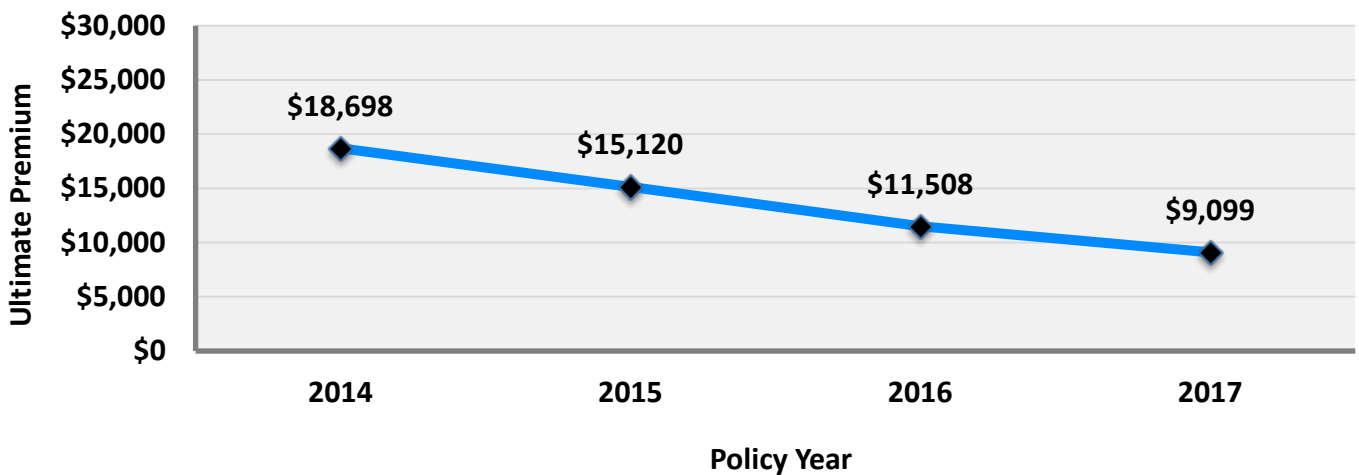
Booked Loss Ratio



New Mexico Residual Market Reinsurance Pool Ultimate Net Written Premium (Projected to Ultimate) (000's)

Policy Year Financial Results through 4th Quarter 2017 for 2017 and prior years*

The premium charged by an insurance company for the period of time and coverage provided by an insurance contract in this state.



* First Quarter 2018 data will be available the end of July 2018 due to the timing of data reporting

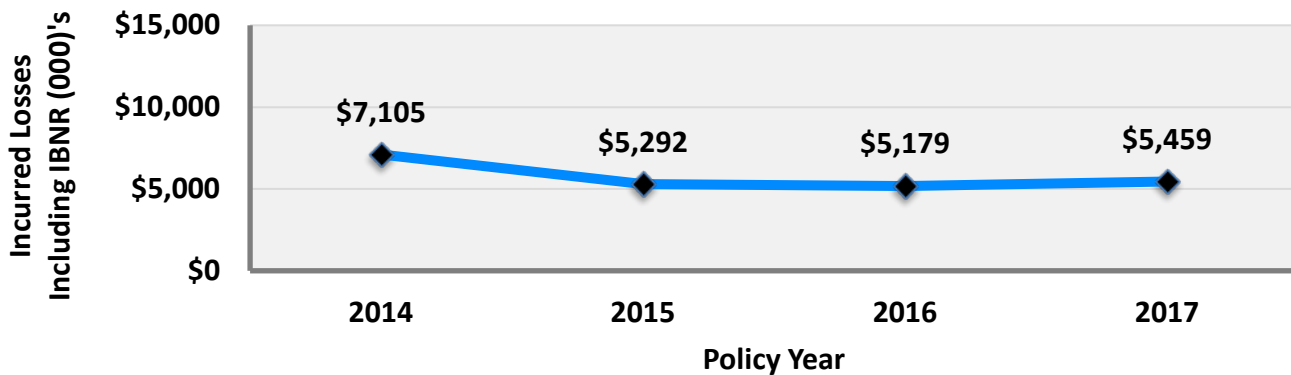


Residual Market Demographics

New Mexico Residual Market Reinsurance Pool Net Operating Results (Projected to Ultimate) Incurred Losses

Policy Year Financial Results through 4th Quarter 2017 for 2017 and prior years*

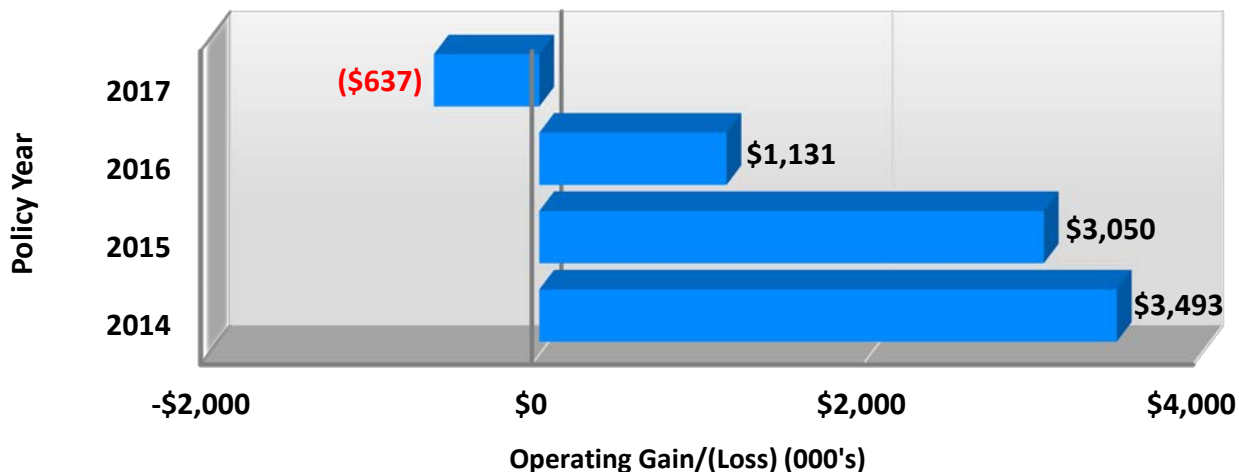
Policy year incurred losses reflect paid losses, case reserves and IBNR reserves for policies written in a particular policy year in that state.



New Mexico Residual Market Reinsurance Pool Net Operating Results (Projected to Ultimate) Estimated Net Operating Gain/(Loss) (000's)

Policy Year Financial Results through 4th Quarter 2017 for 2017 and prior years*

The financial statement presentation that reflects the excess of earned premium over incurred losses, less all operating expenses, plus all investment income in that state.



* First Quarter 2018 data will be available the end of July 2018 due to the timing of data reporting



Residual Market Demographics

Collections/Indemnification

The following shows a comparison of gross written premium and uncollectible premium reported in New Mexico for Policy Years 2013-2017, obtained through NP-4 and NP-5 reports including traumatic and black lung claims, evaluated through 4th Quarter 2017.

| Policy Year | Gross Written Premium | Uncollectible Premium | Percentage |
|-------------|-----------------------|-----------------------|------------|
| 2013 | \$17,738,158 | \$130,022 | 0.7% |
| 2014 | \$19,192,562 | \$494,980 | 2.6% |
| 2015 | \$15,420,194 | \$300,307 | 1.9% |
| 2016 | \$11,778,809 | * | N/A |
| 2017 | \$6,286,850 | * | N/A |

* The uncollectible premiums provided are reported by the servicing carriers on a quarterly basis. Uncollectible premium is generally reported up to 24 months after the policy expiration date due to audit, billing, and collection requirements. Therefore, the uncollectible premium data has not yet developed for the more recent policy years.



Residual Market Demographics

Voluntary Coverage Assistance Program

First Quarter Data through March 31, 2018

The volume of assigned risk applications redirected to the voluntary market through NCCI's **VCAP[®] Service**. The following shows the results **VCAP[®] Service** has provided during First Quarter 2018.

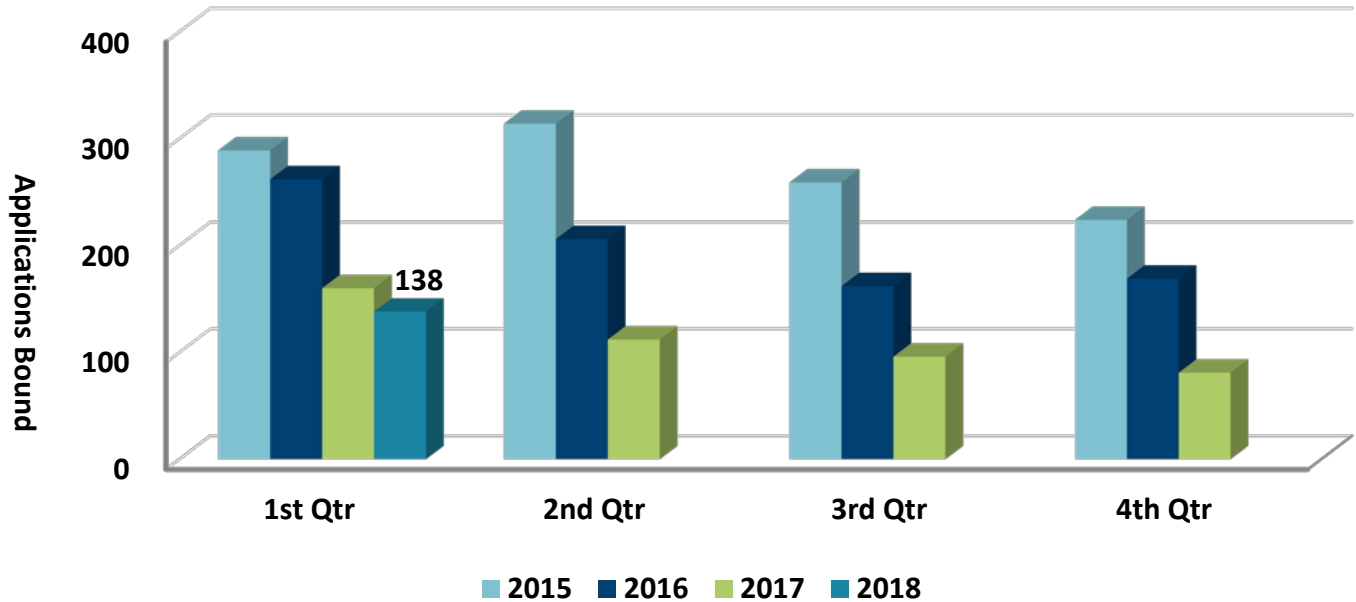
| | |
|--|--------|
| Number of Applications Reviewed by VCAP[®] Service | 202 |
| Number of VCAP[®] Service Matches | 187 |
| VCAP[®] Service Offers as a % of Matches | 34.22% |
| Number of Confirmed VCAP[®] Service Policies | 64 |
| Confirmed VCAP[®] Service Policies as a % of Applications Reviewed | 31.68% |
| Savings as a % of Redirected Assigned Risk Premium | 15.88% |



Residual Market Demographics

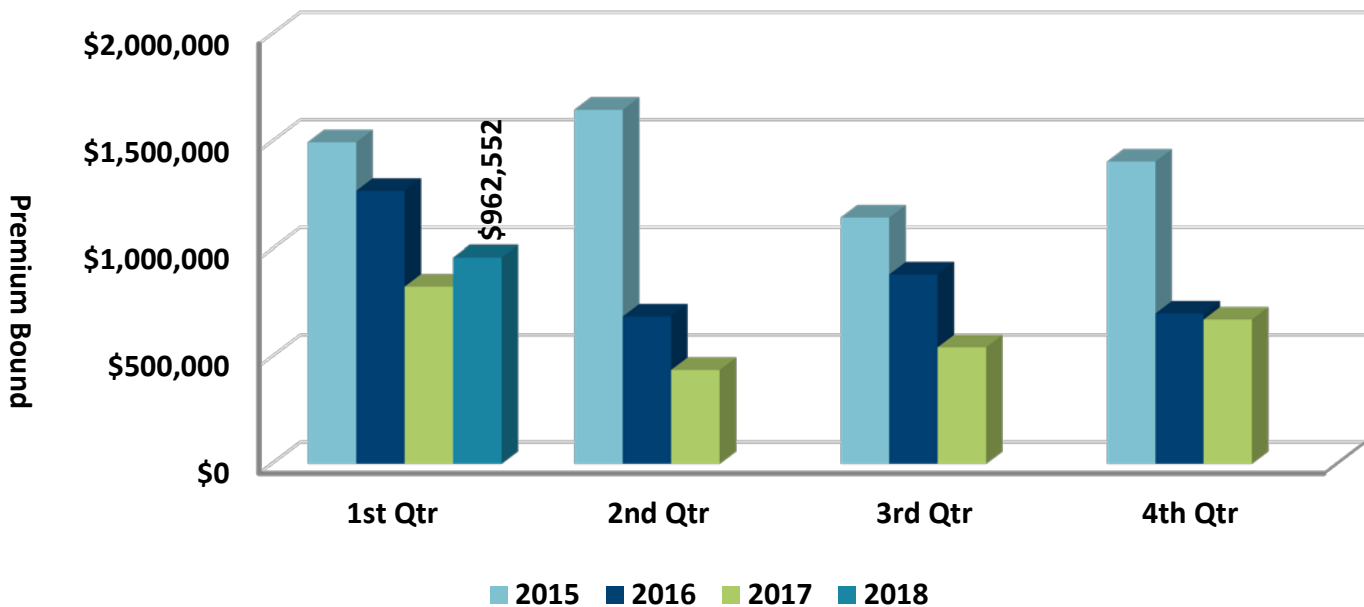
Total Applications Bound — 2015 vs. 2016 vs. 2017 vs. 2018

The number of applications—both new and churn—that are assigned to a Servicing Carrier or a Direct Assignment Carrier (if applicable).



Total Application Premium Bound — 2015 vs. 2016 vs. 2017 vs. 2018

The total estimated premium on bound applications—both new and churn—that are assigned to a Servicing Carrier or a Direct Assignment Carrier (if applicable).



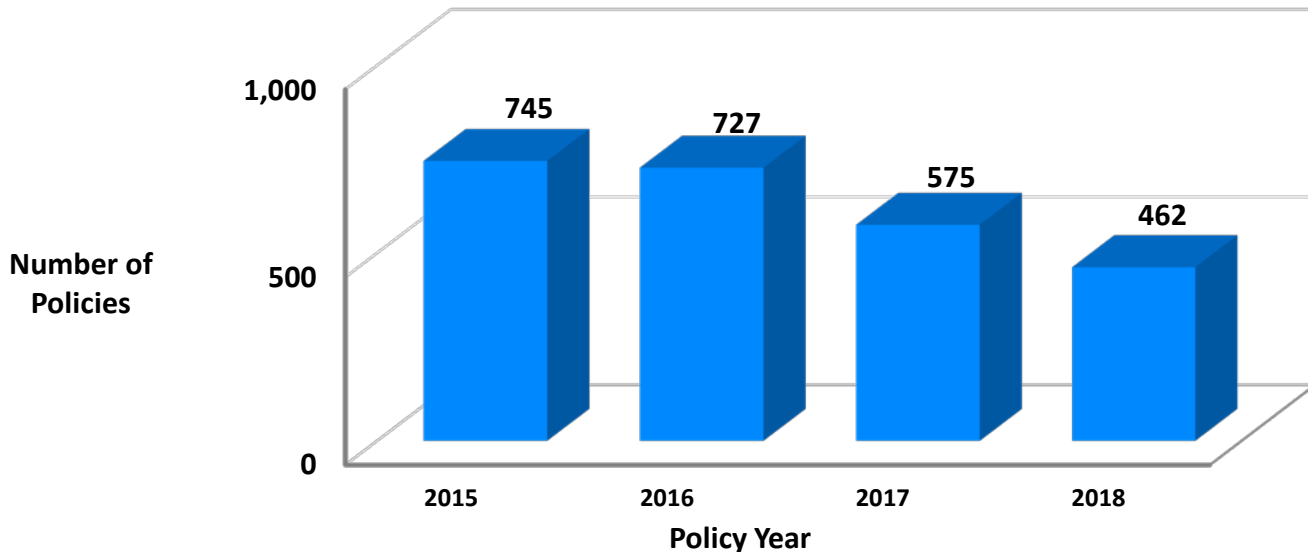


Residual Market Demographics

Residual Market Total Policy Counts

First Quarter Data for Policies Reported through March 31, 2018

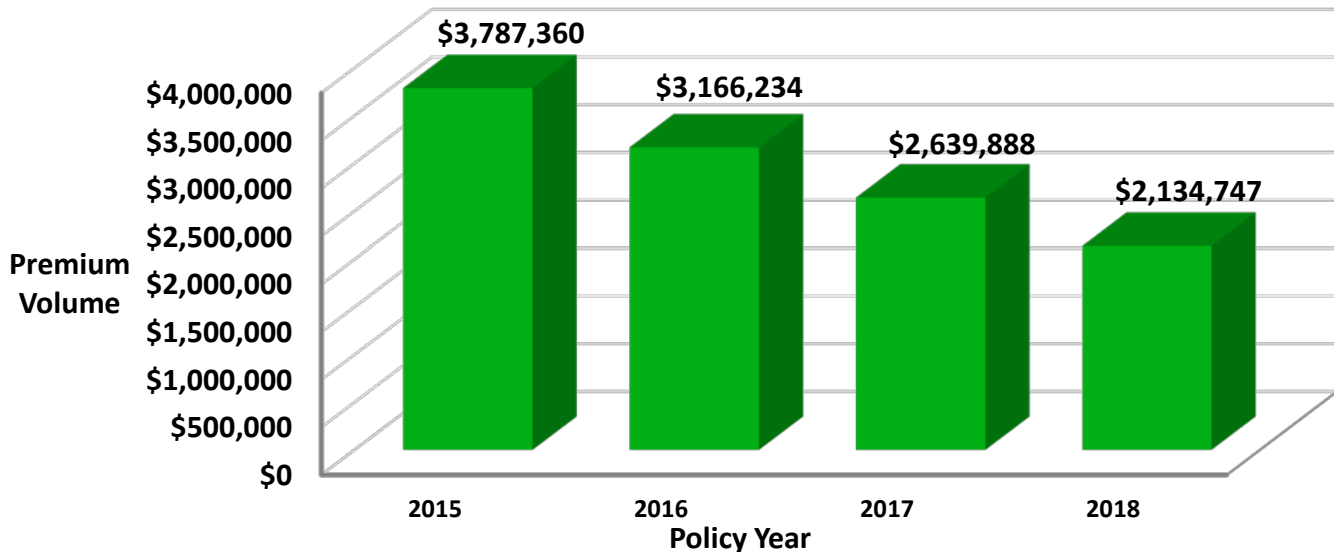
Total number of all Assigned Risk Plan policies with effective dates during the calendar period listed above.



Residual Market Total Premium Volume

First Quarter Data Reported through March 31, 2018

Total amount of all Assigned Risk Plan premium with effective dates during the calendar period listed above.





Residual Market Demographics

Total Premium Distribution by Size of Risk

First Quarter Data Reported through March 31, 2018

The total number of Assigned Risk Plan policies reported to NCCI by Direct Assignment and Servicing Carriers in a premium range as of the date listed above.

| Premium Interval | Policy Count | % of Total Policies | Total State Premium | % of Total Premium | Average Premium |
|------------------|--------------|---------------------|---------------------|--------------------|-----------------|
| \$0–2499 | 328 | 71.0% | \$308,940 | 14.5% | \$941 |
| \$2500–4999 | 42 | 9.1% | \$147,337 | 6.9% | \$3,508 |
| \$5000–9999 | 35 | 7.6% | \$259,133 | 12.1% | \$7,403 |
| \$10000–19999 | 32 | 6.9% | \$478,483 | 22.4% | \$14,952 |
| \$20000–49999 | 21 | 4.6% | \$569,706 | 26.7% | \$27,128 |
| \$50000–99999 | 3 | 0.7% | \$240,804 | 11.3% | \$80,268 |
| \$100000–199999 | 1 | 0.2% | \$130,344 | 6.1% | \$130,344 |
| \$200000 + | 0 | 0.0% | \$0 | 0.0% | \$0 |
| Total | 462 | 100% | \$2,134,747 | 100% | \$4,621 |

First Quarter 2017 Data for Comparison

| Premium Interval | Policy Count | % of Total Policies | Total State Premium | % of Total Premium | Average Premium |
|------------------|--------------|---------------------|---------------------|--------------------|-----------------|
| \$0–2499 | 433 | 75.3% | \$408,451 | 15.5% | \$943 |
| \$2500–4999 | 48 | 8.4% | \$171,643 | 6.5% | \$3,575 |
| \$5000–9999 | 35 | 6.1% | \$241,560 | 9.2% | \$6,901 |
| \$10000–19999 | 28 | 4.9% | \$404,748 | 15.3% | \$14,455 |
| \$20000–49999 | 24 | 4.2% | \$741,897 | 28.1% | \$30,912 |
| \$50000–99999 | 5 | 0.9% | \$363,060 | 13.8% | \$72,612 |
| \$100000–199999 | 2 | 0.4% | \$308,529 | 11.7% | \$154,264 |
| \$200000 + | 0 | 0.0% | \$0 | 0.0% | \$0 |
| Total | 575 | 100.0% | \$2,639,888 | 100.0% | \$4,591 |



Residual Market Demographics

Residual Market Top 10 Classification Codes by Policy Count First Quarter Data Reported through March 31, 2018

The top 10 governing class codes by total policy count—policies issued by Servicing Carriers and Direct Assignment Carriers in this state as of the date listed above.

| Rank | Code | Description | Policy Count | % of Policies |
|------|------|--|--------------|---------------|
| 1 | 5645 | Carpentry Construction of Residential Dwellings Not Exceeding Three Stories In Height | 57 | 12.3% |
| 2 | 7219 | Trucking: NOC-All Employees & Drivers | 32 | 6.9% |
| 3 | 5551 | Roofing-All Kinds & Drivers | 29 | 6.3% |
| 4 | 5437 | Carpentry-Installation of Cabinet Work or Interior Trim | 16 | 3.5% |
| 5 | 5474 | Painting NOC & Shop Operations Drivers | 12 | 2.6% |
| 6 | 5190 | Electrical Wiring-Within Buildings & Drivers | 11 | 2.4% |
| 7 | 8810 | Clerical Office Employees NOC | 10 | 2.2% |
| 8 | 5537 | Heating Ventilation Air Conditioning and Refrigeration Systems - Installation Service and Repair Shop Yard & Drivers | 10 | 2.2% |
| 9 | 6216 | Oil or Gas Lease Work NOC-By Contractor & Drivers | 8 | 1.7% |
| 10 | 5348 | Ceramic Tile Indoor Stone Marble or Mosaic Work | 8 | 1.7% |

Residual Market Top 10 Classification Codes by Premium Volume First Quarter Data Reported through March 31, 2018

The top 10 governing class codes by premium volume written on total policies issued by Servicing Carriers and Direct Assignment Carriers in this state as of the date listed above.

| Rank | Code | Description | Premium | % of Premium |
|------|------|---|-----------|--------------|
| 1 | 0008 | Farm: Gardening-Market or Truck-& Drivers | \$191,642 | 9.0% |
| 2 | 7219 | Trucking: NOC-All Employees & Drivers | \$170,402 | 8.0% |
| 3 | 1710 | Stone Crushing & Drivers | \$130,344 | 6.1% |
| 4 | 7600 | Telephone or Telegraph Co.: All Other Employees & Drivers | \$99,706 | 4.7% |
| 5 | 5551 | Roofing-All Kinds & Drivers | \$85,075 | 4.0% |
| 6 | 5645 | Carpentry Construction of Residential Dwellings Not Exceeding Three Stories in Height | \$67,978 | 3.2% |
| 7 | 0005 | Farm: Nursery Employees & Drivers | \$57,115 | 2.7% |
| 8 | 0016 | Farm: Orchard or Grove & Drivers | \$55,496 | 2.6% |
| 9 | 5022 | Masonry NOC | \$52,059 | 2.4% |
| 10 | 6216 | Oil or Gas Lease Work NOC-By Contractor & Drivers | \$48,038 | 2.3% |



Glossary of Terms

Applications Bound—The applications that are actually assigned to a Servicing Carrier or Direct Assignment Carrier (if applicable).

Earned Premium or Premiums Earned—That portion of written premiums applicable to the expired portion of the time for which the insurance was in effect. When used as an accounting term, “premiums earned” describes the premiums written during a period, plus the unearned premiums at the beginning of the period, less the unearned premiums at the end of the period.

In Force (Policies/Premium)—All policies and associated estimated premium that are current as of a given date.

Incurred But Not Reported (IBNR)—Pertaining to losses where the events that will result in a loss, and eventually a claim, have occurred, but have not yet been reported to the insurance company. The term may also include “bulk” reserves for estimated future development of case reserves.

Loss Ratio—The ratio of total incurred losses to total earned premiums in a given period, expressed as a percentage. The formula for loss ratio is $(\text{loss} + \text{loss adjustment expense}) / \text{earned premium}$.

Premium Bound—The total estimated annual premium on bound applications.

Underwriting Gain/ (Loss)—The financial statement presentation that reflects the excess of earned premium over incurred losses.

VCAP[®] Service—Voluntary Coverage Assistance Program is a supplemental program to NCCI’s Workers Compensation Insurance Plan. As part of NCCI’s strategic vision of maintaining and depopulating the residual market, NCCI’s **VCAP[®] Service** redirects coverage opportunities for employers to voluntary market insurers, which generally provide coverage at a lower cost. **VCAP[®] Service** provides an additional source for producers and employers to secure voluntary workers compensation coverage prior to entering the residual market for coverage.