



New Mexico Residual Market State Activity Report

Third Quarter 2018



Executive Summary

NCCI, as Pool and Plan Administrator of the New Mexico Workers Compensation Insurance Plan, is pleased to provide the Third 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 September 30, 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.

Due to a data query issue, that is in the process of being corrected, this information is not currently available.

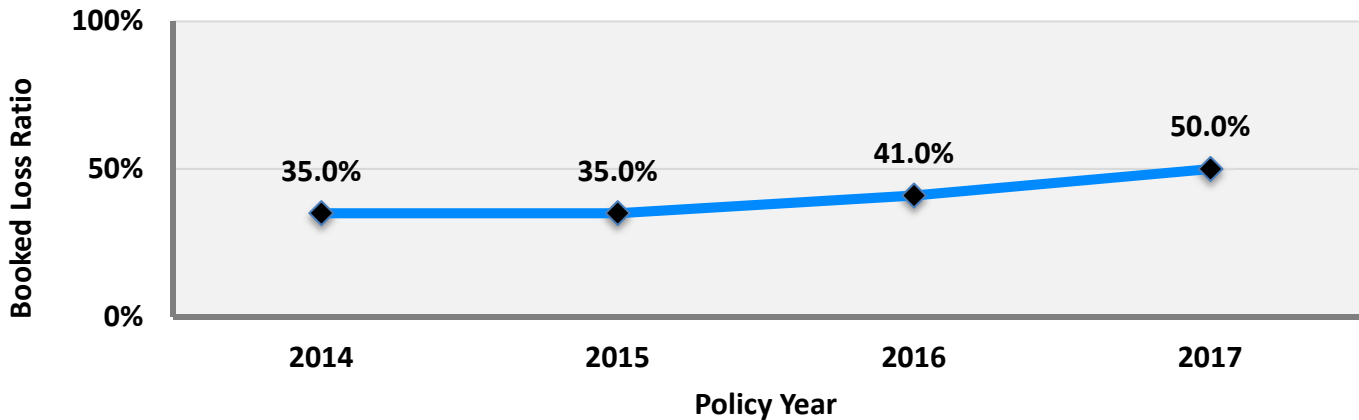
	2018	2017	2018 vs. 2017 #	2018 vs. 2017 %
Policy Count	1,742	1747	-5	-0.3%
Premium Volume	\$7,117,985	\$6,501,815	\$616,170	9.5%



Residual Market Demographics

New Mexico Residual Market Reinsurance Pool Booked Loss Ratio Policy Year Financial Results through 2nd Quarter 2018 for 2017 and prior years*

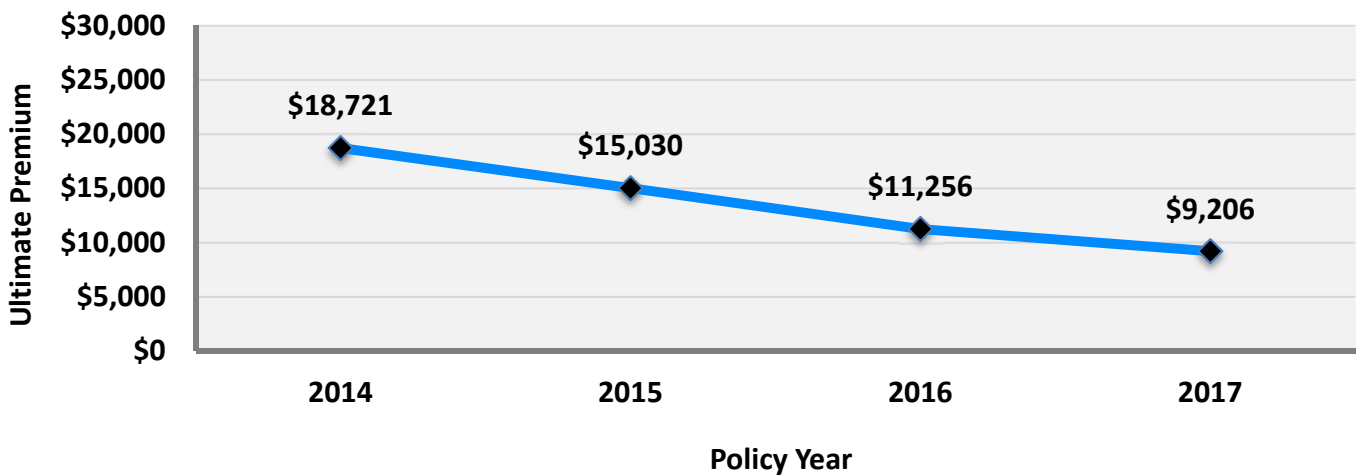
The ratio of total incurred losses to total earned premiums in a given period, in this state, expressed as a percentage.



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

Policy Year Financial Results through 2nd Quarter 2018 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.



* Third Quarter 2018 data will be available the end of January 2019 due to the timing of data reporting

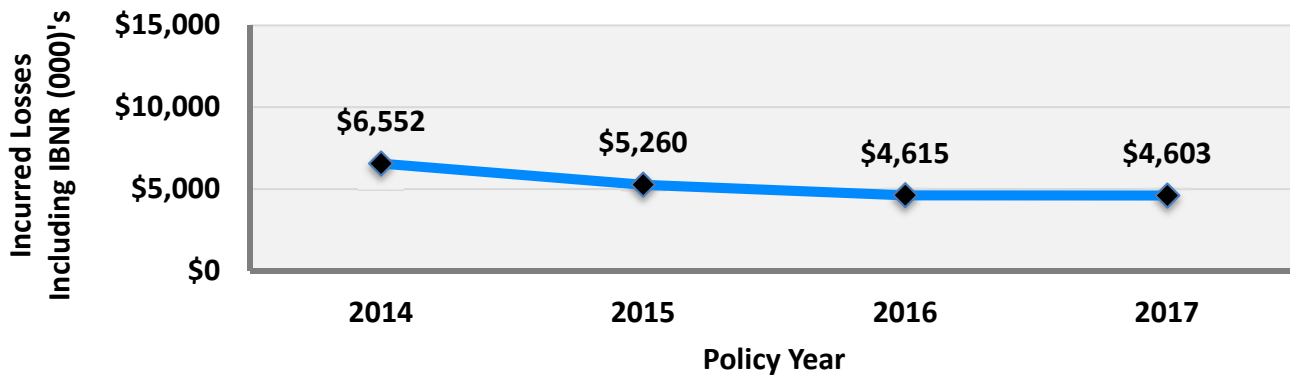


Residual Market Demographics

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

Policy Year Financial Results through 2nd Quarter 2018 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 2nd Quarter 2018 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.



* Third Quarter 2018 data will be available the end of January 2019 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 2014-2018, obtained through NP-4 and NP-5 reports including traumatic and black lung claims, evaluated through 2nd Quarter 2018.

Policy Year	Gross Written Premium	Uncollectible Premium	Percentage
2014	\$19,228,224	\$507,684	2.6%
2015	\$15,422,741	\$393,120	2.5%
2016	\$11,783,632	\$535,775	4.5%
2017	\$8,542,009	*	N/A
2018	\$2,347,331	*	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

Third Quarter Data through September 30, 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 Third Quarter 2018.

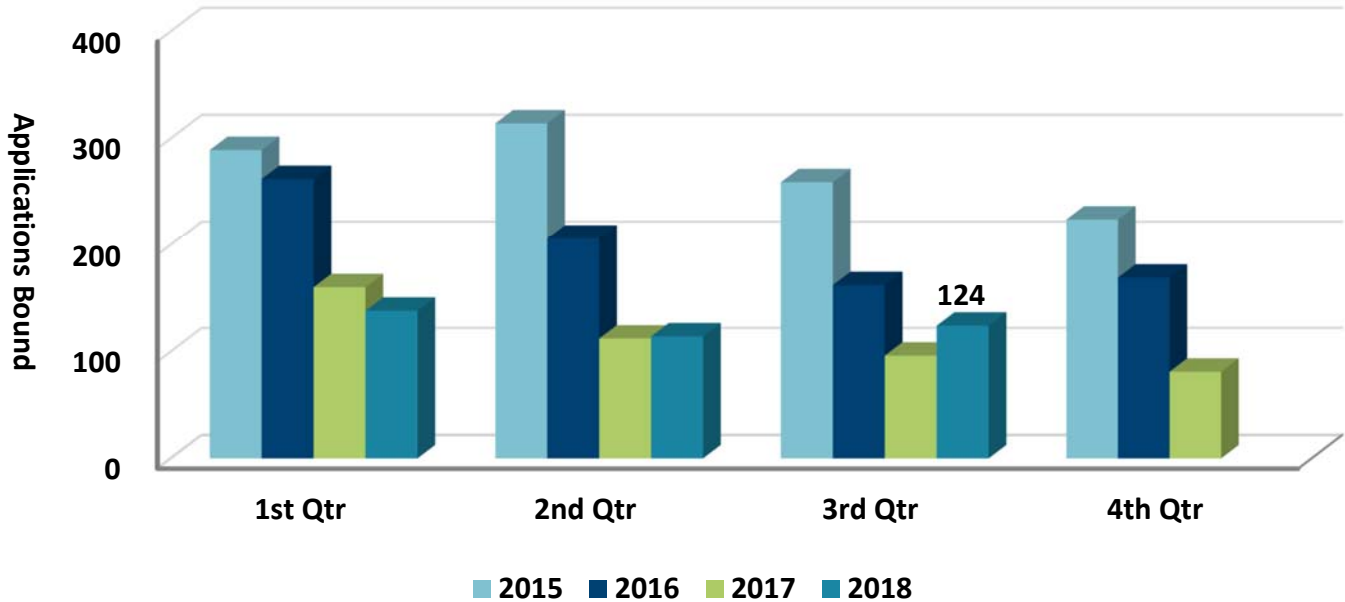
Number of Applications Reviewed by VCAP[®] Service	204
Number of VCAP[®] Service Matches	196
VCAP[®] Service Offers as a % of Matches	38.78%
Number of Confirmed VCAP[®] Service Policies	72
Confirmed VCAP[®] Service Policies as a % of Applications Reviewed	35.29%
Savings as a % of Redirected Assigned Risk Premium	15.54%



Residual Market Demographics

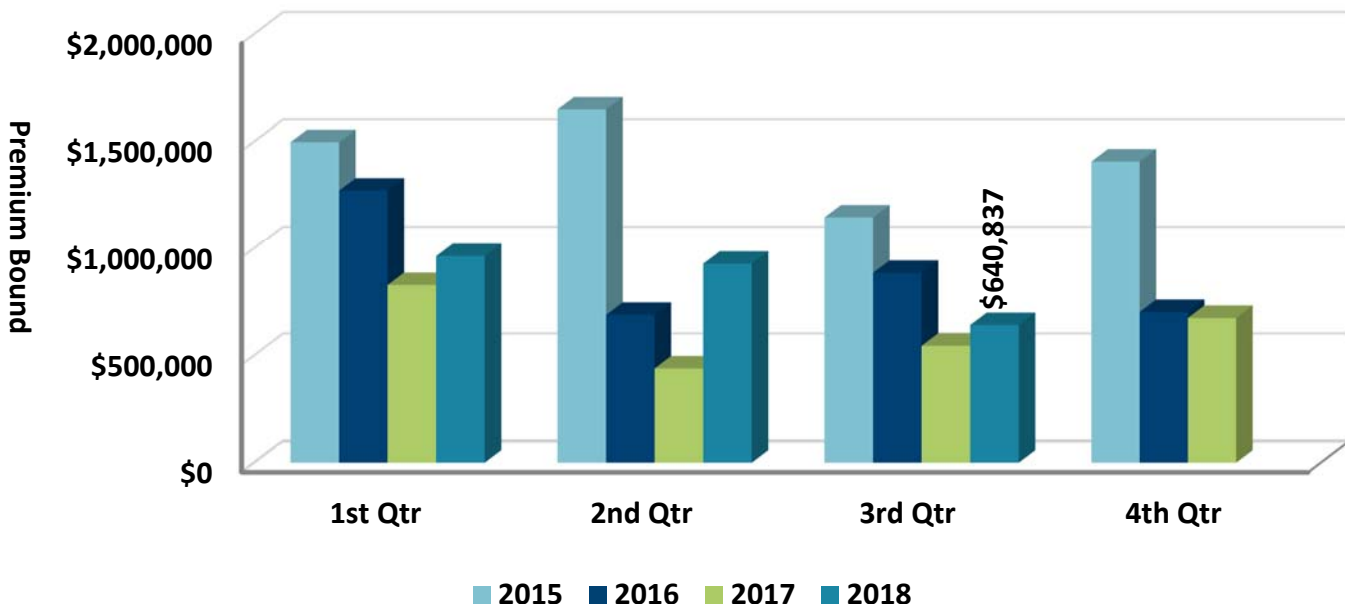
Total Applications Bound — 2015 vs. 2016 vs. 2017 vs. 2018

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).



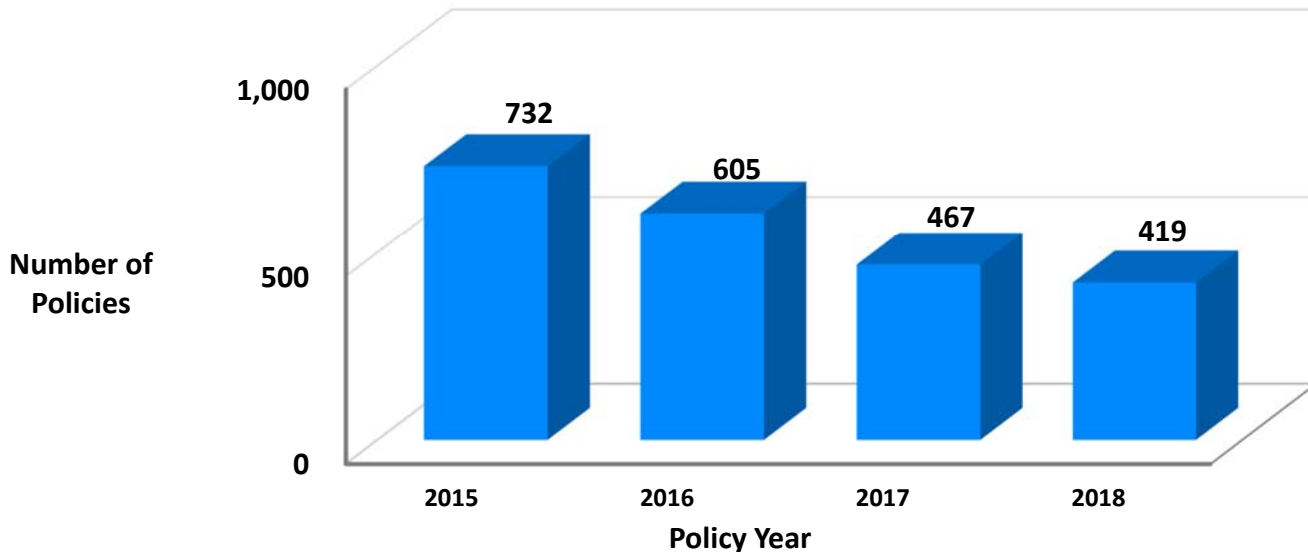


Residual Market Demographics

Residual Market Total Policy Counts

Third Quarter Data for Policies Reported through September 30, 2018

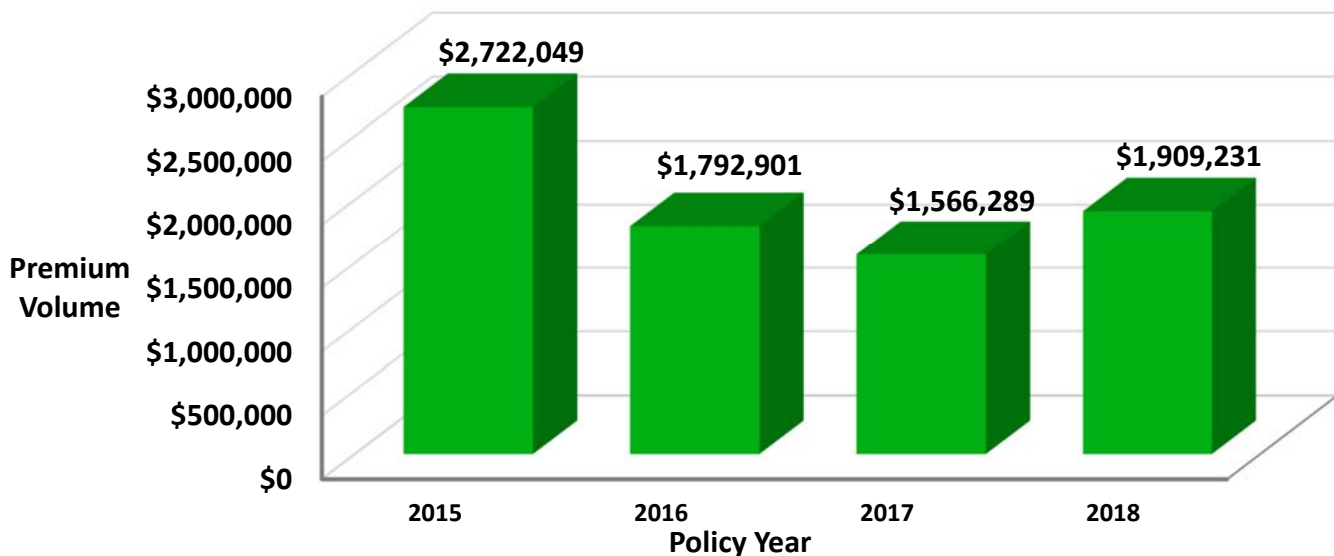
Total number of all Assigned Risk Plan policies with effective dates during the calendar period listed above.



Residual Market Total Premium Volume

Third Quarter Data Reported through September 30, 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

Third Quarter Data Reported through September 30, 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	325	77.6%	\$305,888	16.0%	\$941
\$2500–4999	37	8.8%	\$130,684	6.8%	\$3,532
\$5000–9999	31	7.4%	\$225,445	11.8%	\$7,272
\$10000–19999	12	2.9%	\$165,781	8.7%	\$13,815
\$20000–49999	9	2.2%	\$317,012	16.6%	\$35,223
\$50000–99999	2	0.5%	\$166,484	8.7%	\$83,242
\$100000–199999	2	0.5%	\$216,211	11.3%	\$108,105
\$200000 +	1	0.2%	\$381,726	20.0%	\$381,726
Total	419	100.0%	\$1,909,231	100.0%	\$4,557

Third Quarter 2017 Data for Comparison

Premium Interval	Policy Count	% of Total Policies	Total State Premium	% of Total Premium	Average Premium
\$0–2499	364	77.9%	\$333,981	21.3%	\$917
\$2500–4999	40	8.6%	\$146,318	9.3%	\$3,657
\$5000–9999	34	7.3%	\$259,681	16.6%	\$7,637
\$10000–19999	20	4.3%	\$292,876	18.7%	\$14,643
\$20000–49999	5	1.1%	\$168,700	10.8%	\$33,740
\$50000–99999	2	0.4%	\$109,037	7.0%	\$54,518
\$100000–199999	2	0.4%	\$255,696	16.3%	\$127,848
\$200000 +	0	0.0%	\$0	0.0%	\$0
Total	467	100.0%	\$1,566,289	100.0%	\$3,354



Residual Market Demographics

Residual Market Top 10 Classification Codes by Policy Count Third Quarter Data Reported through September 30, 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	55	13.1%
2	7219	Trucking - NOC-All Employees & Drivers	32	7.6%
3	5551	Roofing-All Kinds & Drivers	31	7.4%
4	5537	Heating Ventilation Air Conditioning And Refrigeration Systems - Installation Service	14	3.3%
5	6216	Oil or Gas - Lease Work NOC - By Specialist Contractor & Drivers	13	3.1%
6	8810	Clerical Office Employees NOC	10	2.4%
7	7222	Trucking - Oil Field Equipment - All Employees & Drivers	9	2.2%
8	5437	Carpentry-Installation of Cabinet Work or Interior Trim	8	1.9%
9	5190	Electrical Wiring-Within Buildings & Drivers	8	1.9%
10	5022	Masonry NOC	7	1.7%

Residual Market Top 10 Classification Codes by Premium Volume Third Quarter Data Reported through September 30, 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	7219	Trucking - NOC-All Employees & Drivers	\$512,240	26.8%
2	5403	Carpentry NOC	\$123,448	6.5%
3	5551	Roofing-All Kinds & Drivers	\$118,922	6.2%
4	1005	Coal Mining - Surface & Drivers	\$109,047	5.7%
5	8901	Telecommunications Co. - Office or Exchange Employees & Clerical	\$101,357	5.3%
6	5645	Carpentry Construction of Residential Dwellings Not Exceeding Three Stories in Height	\$76,470	4.0%
7	0008	Farm	\$54,335	2.9%
8	9102	Park NOC-All Employees & Drivers	\$52,356	2.7%
9	0035	Farm: Florist & Drivers	\$46,431	2.4%
10	8017	Store: Retail NOC	\$39,732	2.1%



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.