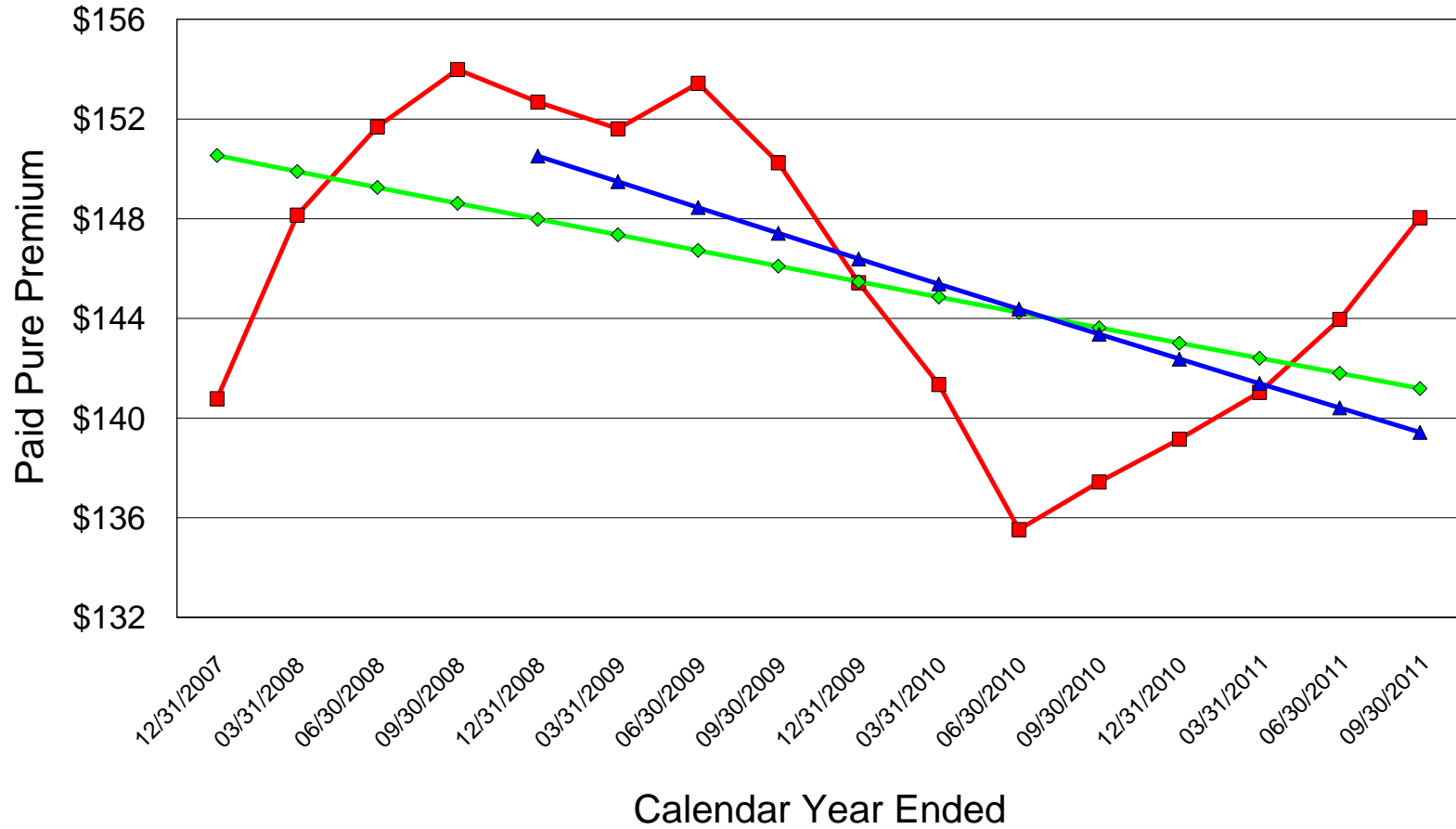


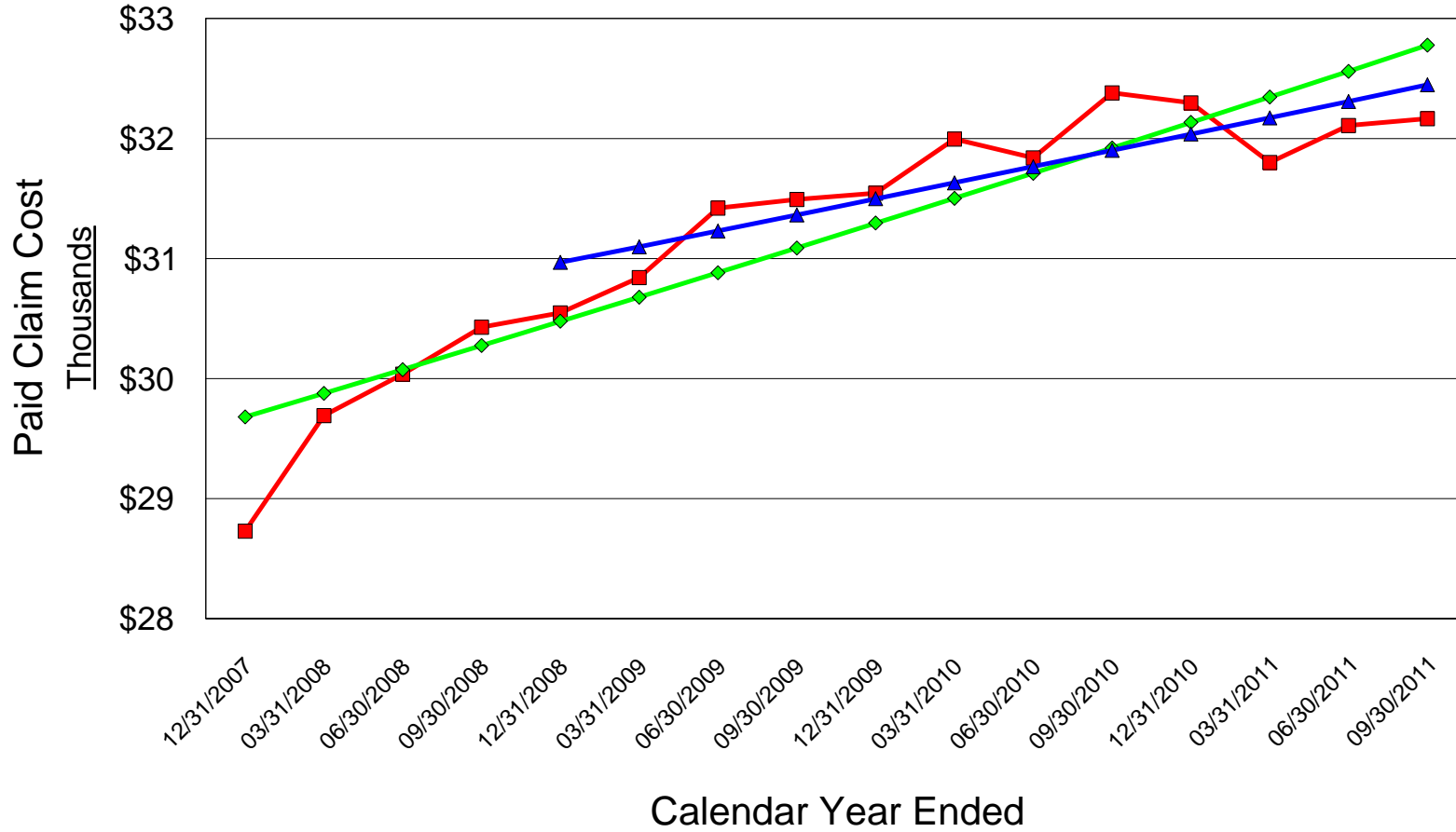
NEW JERSEY PRIVATE PASSENGER AUTOMOBILE INSURANCE Bodily Injury Liability Pure Premium Trend



■ Actual
 ◆ 16-Point Exponential
 ▲ 12-Point Exponential

16-Point Exponential Average Annual Trend = -1.7%
 12-Point Exponential Average Annual Trend = -2.7%

NEW JERSEY PRIVATE PASSENGER AUTOMOBILE INSURANCE Bodily Injury Liability Claim Cost Trend

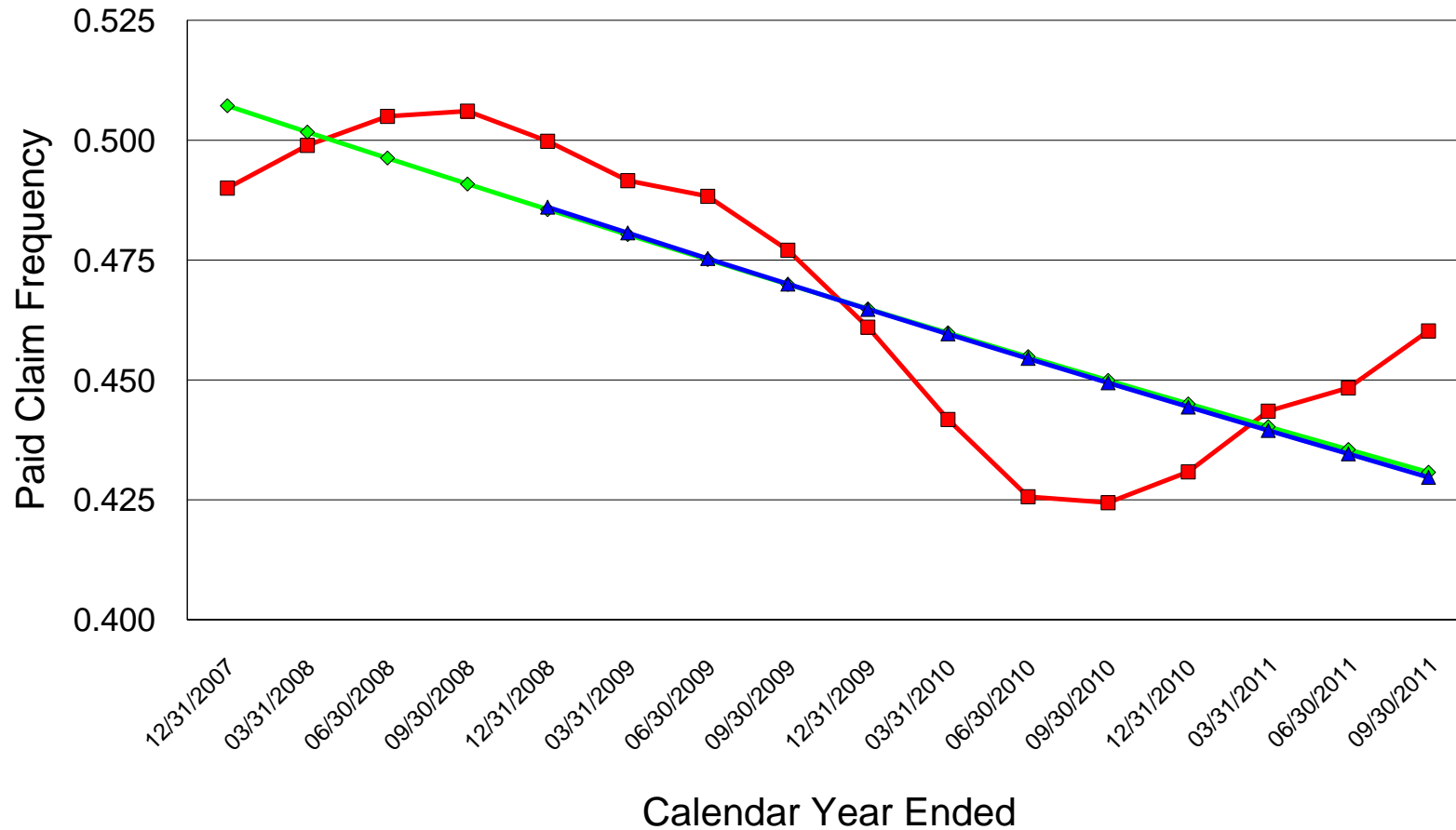


■ Actual
 ◆ 16-Point Exponential
 ▲ 12-Point Exponential

16-Point Exponential Average Annual Trend = 2.7%

12-Point Exponential Average Annual Trend = 1.7%

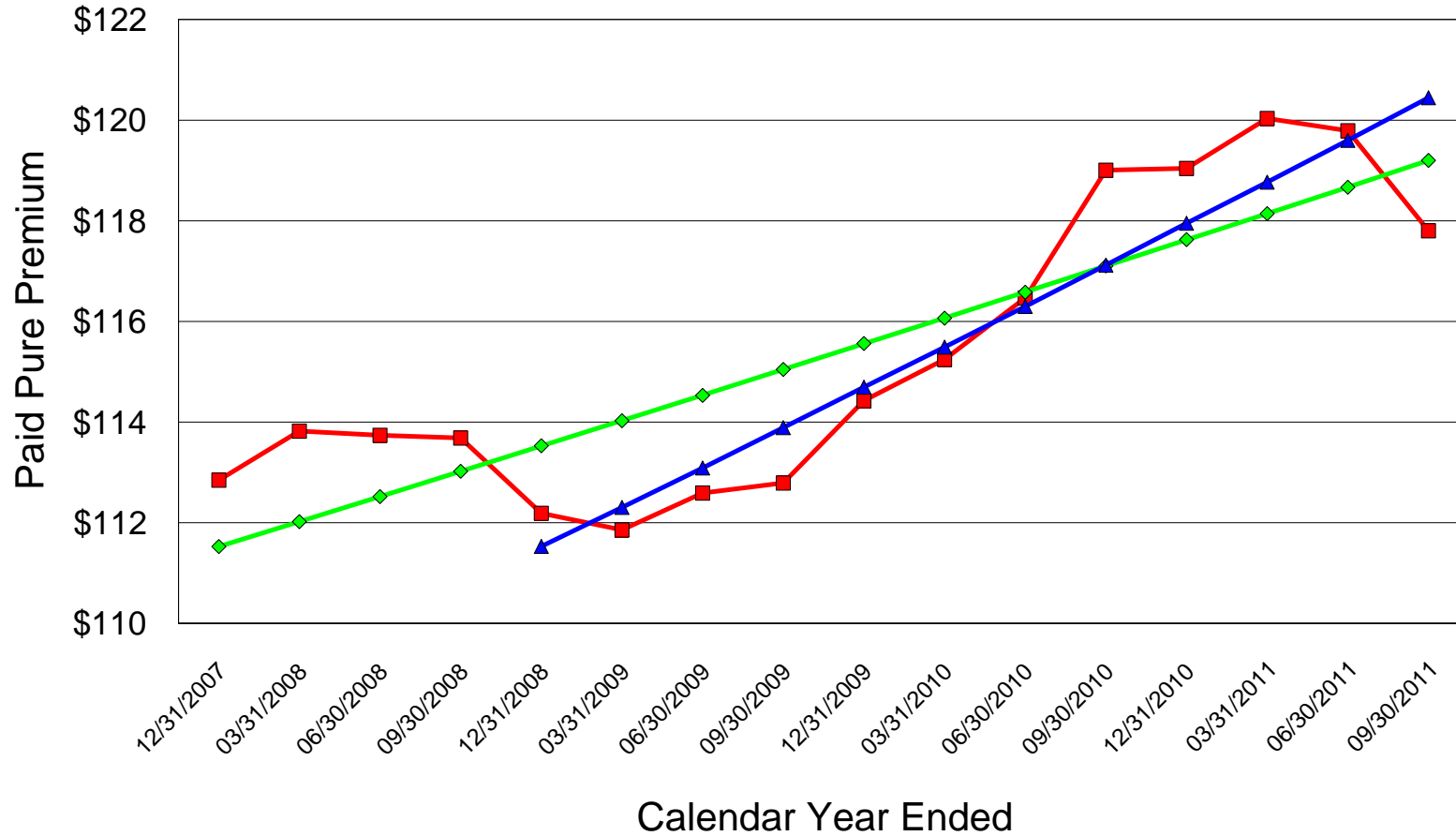
NEW JERSEY PRIVATE PASSENGER AUTOMOBILE INSURANCE Bodily Injury Liability Frequency Trend



■ Actual
 ◆ 16-Point Exponential
 ▲ 12-Point Exponential

16-Point Exponential Average Annual Trend = -4.3%
 12-Point Exponential Average Annual Trend = -4.4%

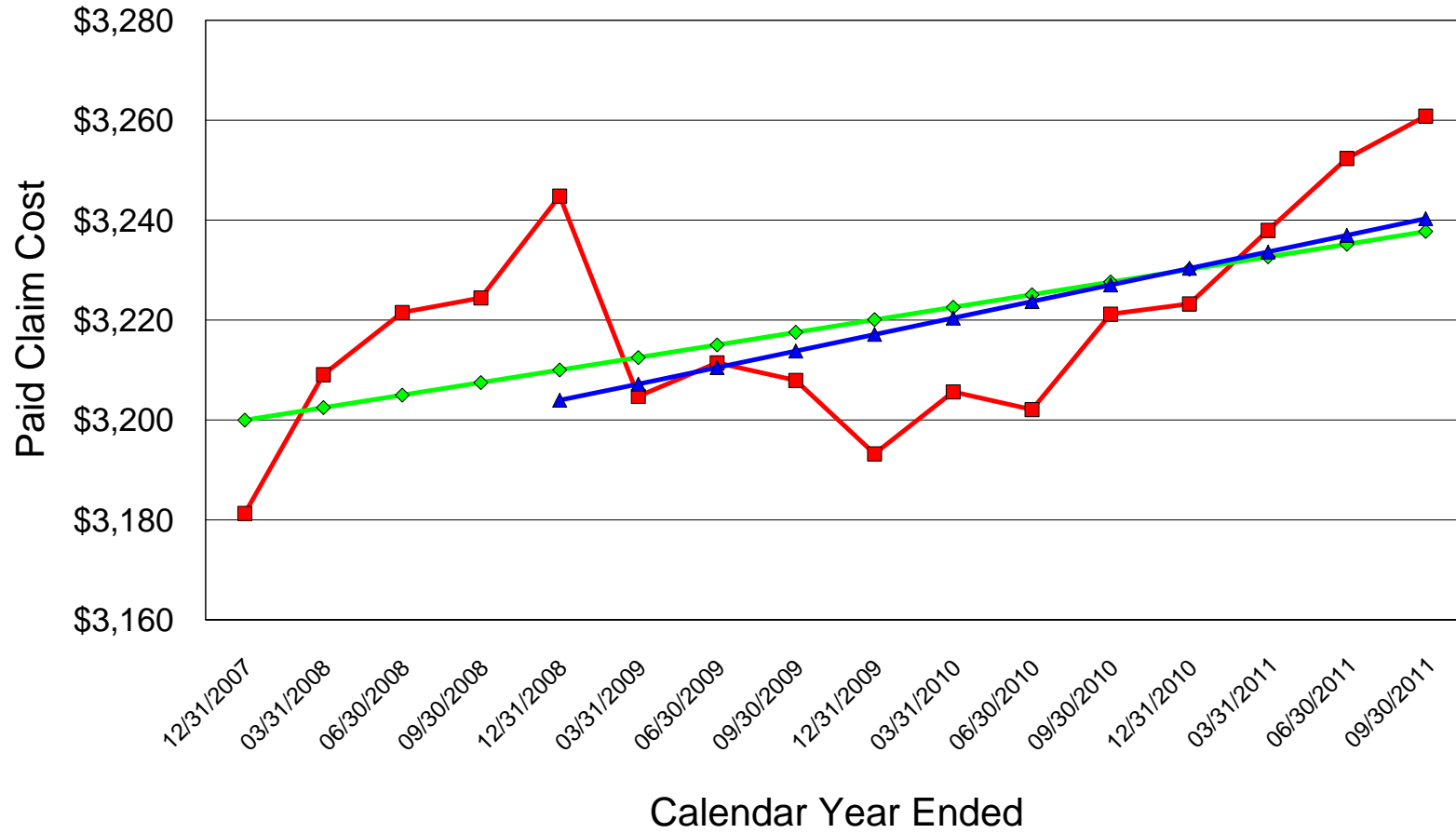
NEW JERSEY PRIVATE PASSENGER AUTOMOBILE INSURANCE Property Damage Liability Pure Premium Trend



■ Actual
 ◆ 16-Point Exponential
 ▲ 12-Point Exponential

16-Point Exponential Average Annual Trend = 1.8%
 12-Point Exponential Average Annual Trend = 2.8%

NEW JERSEY PRIVATE PASSENGER AUTOMOBILE INSURANCE Property Damage Liability Claim Cost Trend

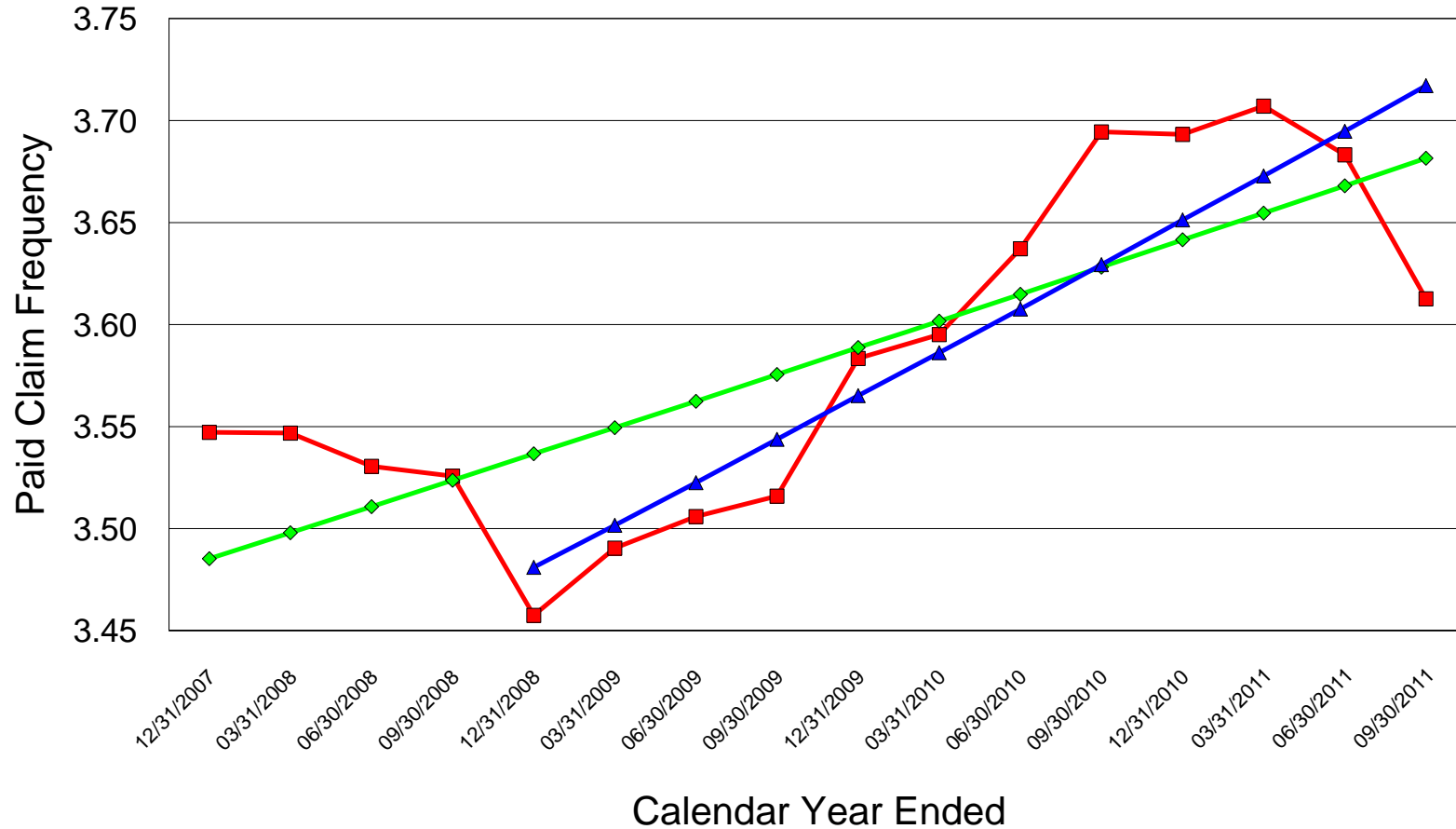


■ Actual
 ◆ 16-Point Exponential
 ▲ 12-Point Exponential

16-Point Exponential Average Annual Trend = 0.3%

12-Point Exponential Average Annual Trend = 0.4%

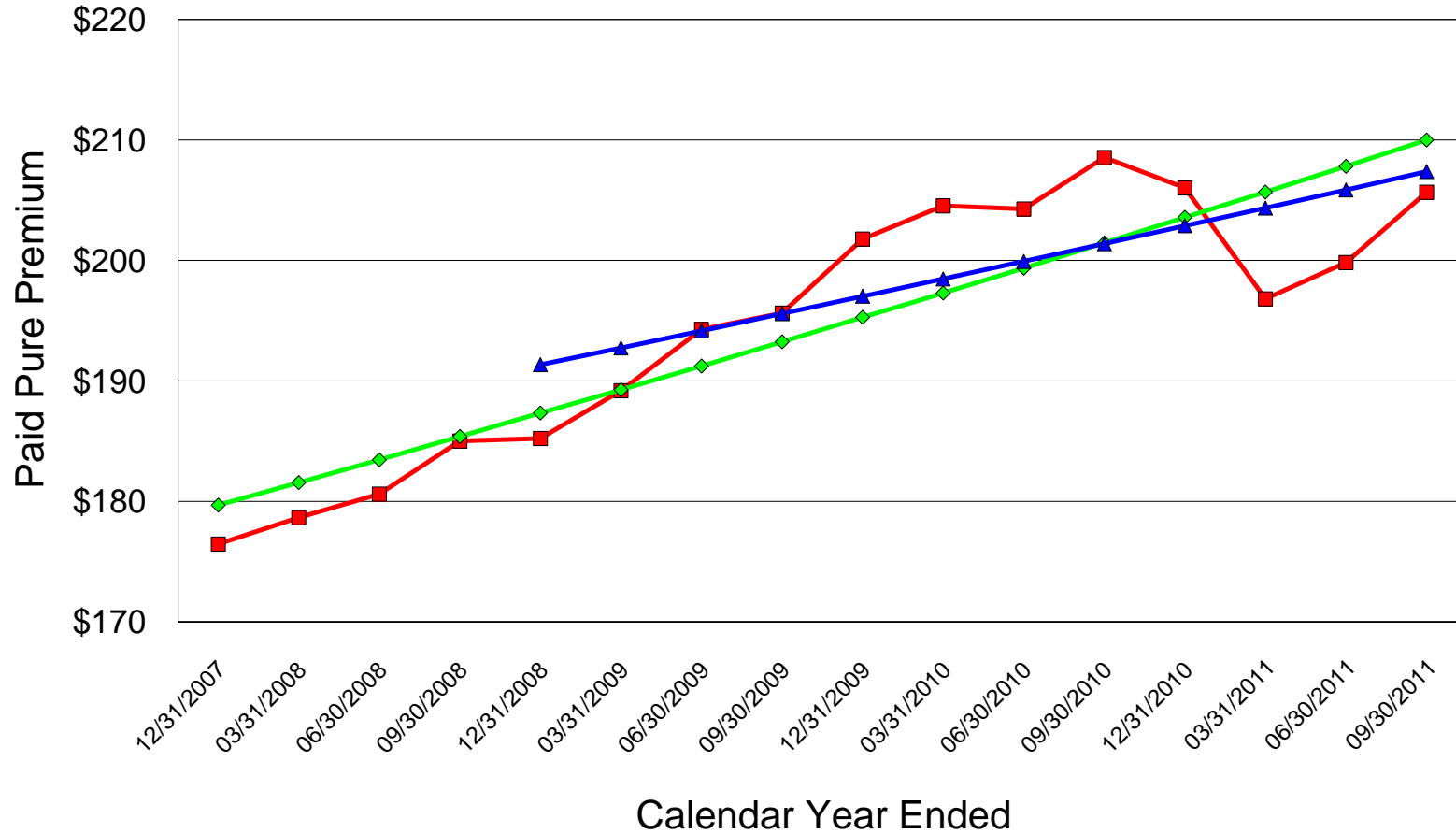
NEW JERSEY PRIVATE PASSENGER AUTOMOBILE INSURANCE Property Damage Liability Frequency Trend



■ Actual
 ◆ 16-Point Exponential
 ▲ 12-Point Exponential

16-Point Exponential Average Annual Trend = 1.5%
 12-Point Exponential Average Annual Trend = 2.4%

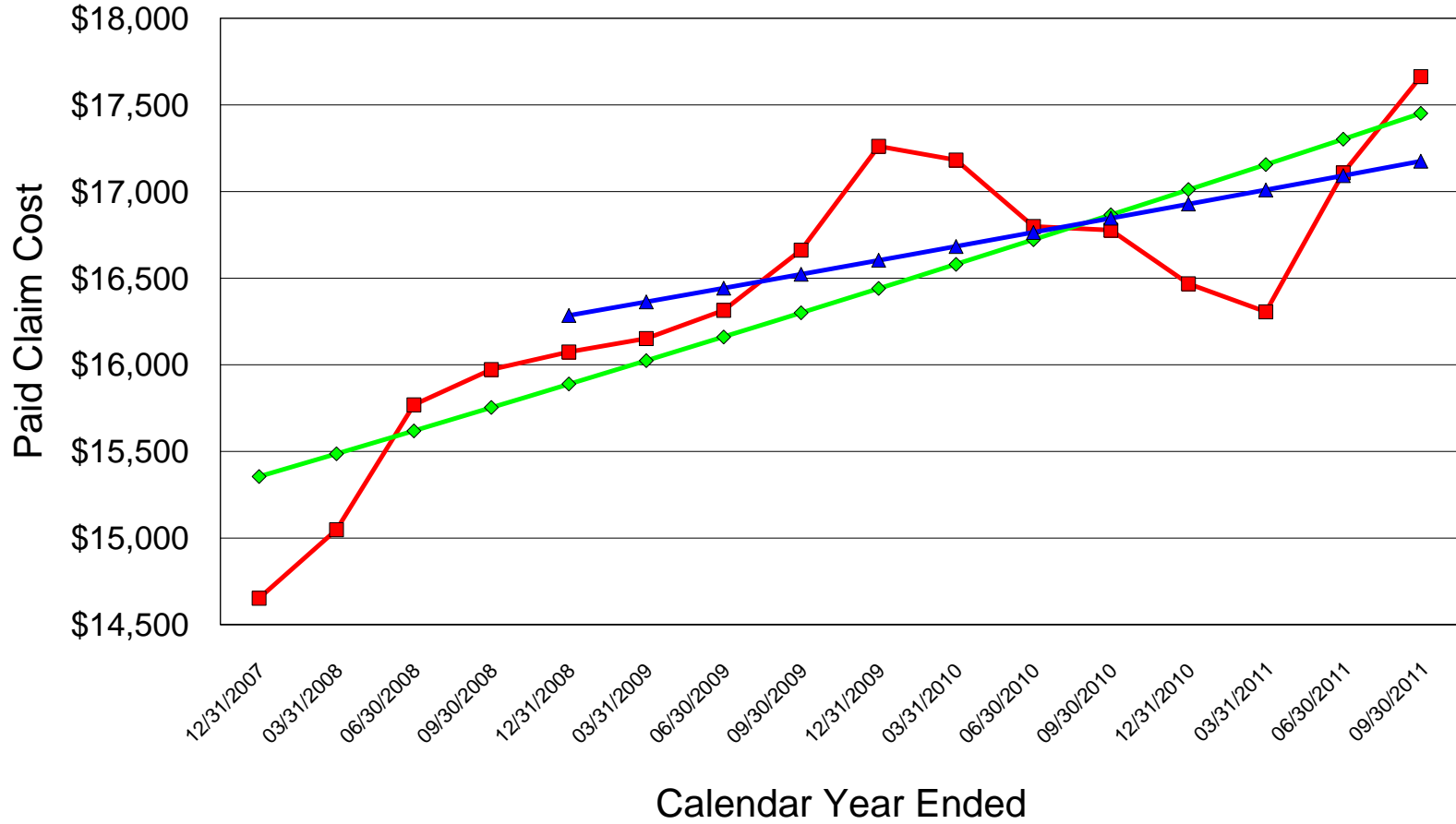
NEW JERSEY PRIVATE PASSENGER AUTOMOBILE INSURANCE Personal Injury Protection Pure Premium Trend



■ Actual
 ◆ 16-Point Exponential
 ▲ 12-Point Exponential

16-Point Exponential Average Annual Trend = 4.2%
 12-Point Exponential Average Annual Trend = 3.0%

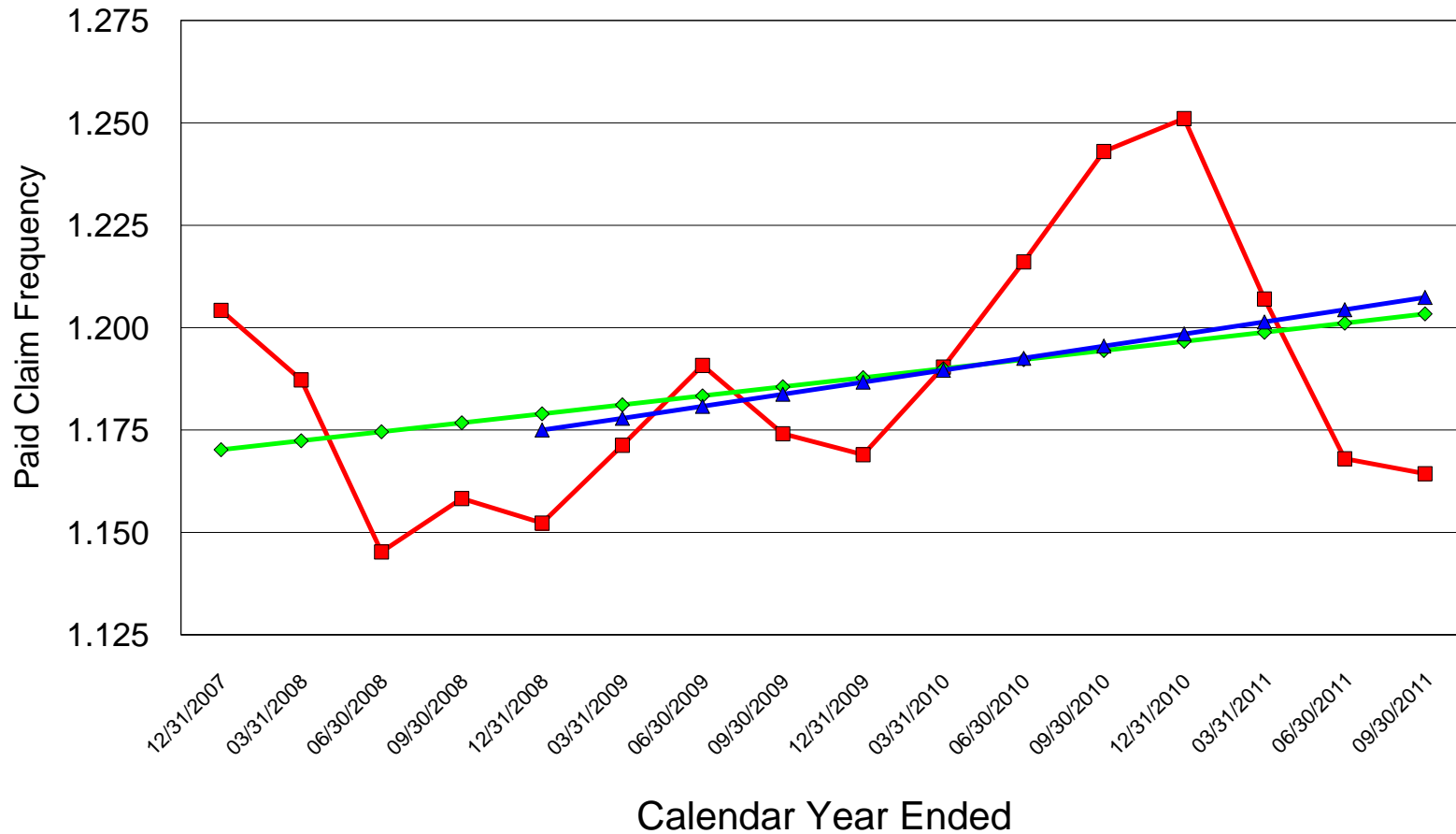
NEW JERSEY PRIVATE PASSENGER AUTOMOBILE INSURANCE Personal Injury Protection Claim Cost Trend



■ Actual
 ◆ 16-Point Exponential
 ▲ 12-Point Exponential

16-Point Exponential Average Annual Trend = 3.5%
 12-Point Exponential Average Annual Trend = 2.0%

NEW JERSEY PRIVATE PASSENGER AUTOMOBILE INSURANCE Personal Injury Protection Frequency Trend

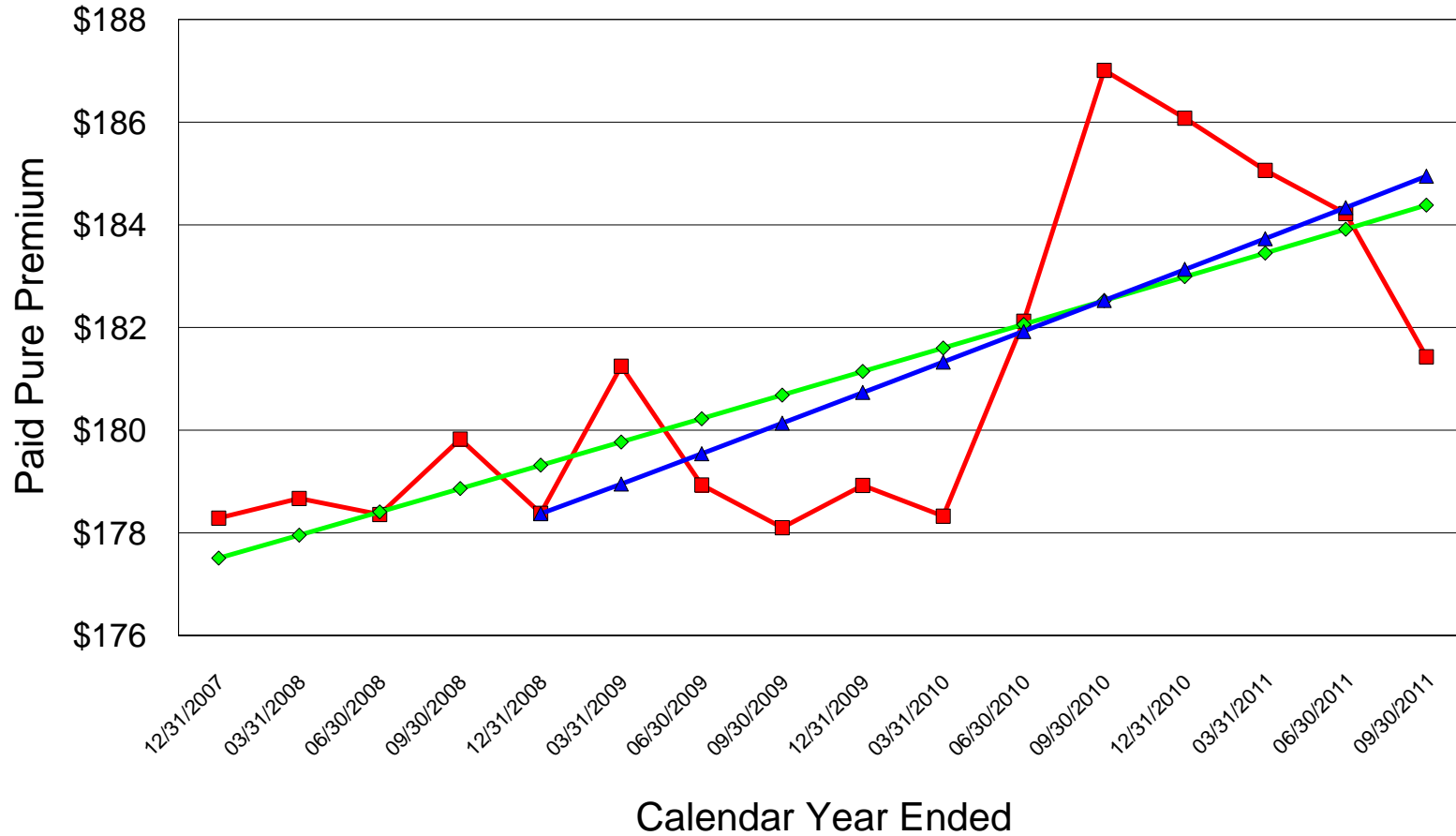


■ Actual
 ◆ 16-Point Exponential
 ▲ 12-Point Exponential

16-Point Exponential Average Annual Trend = 0.7%

12-Point Exponential Average Annual Trend = 1.0%

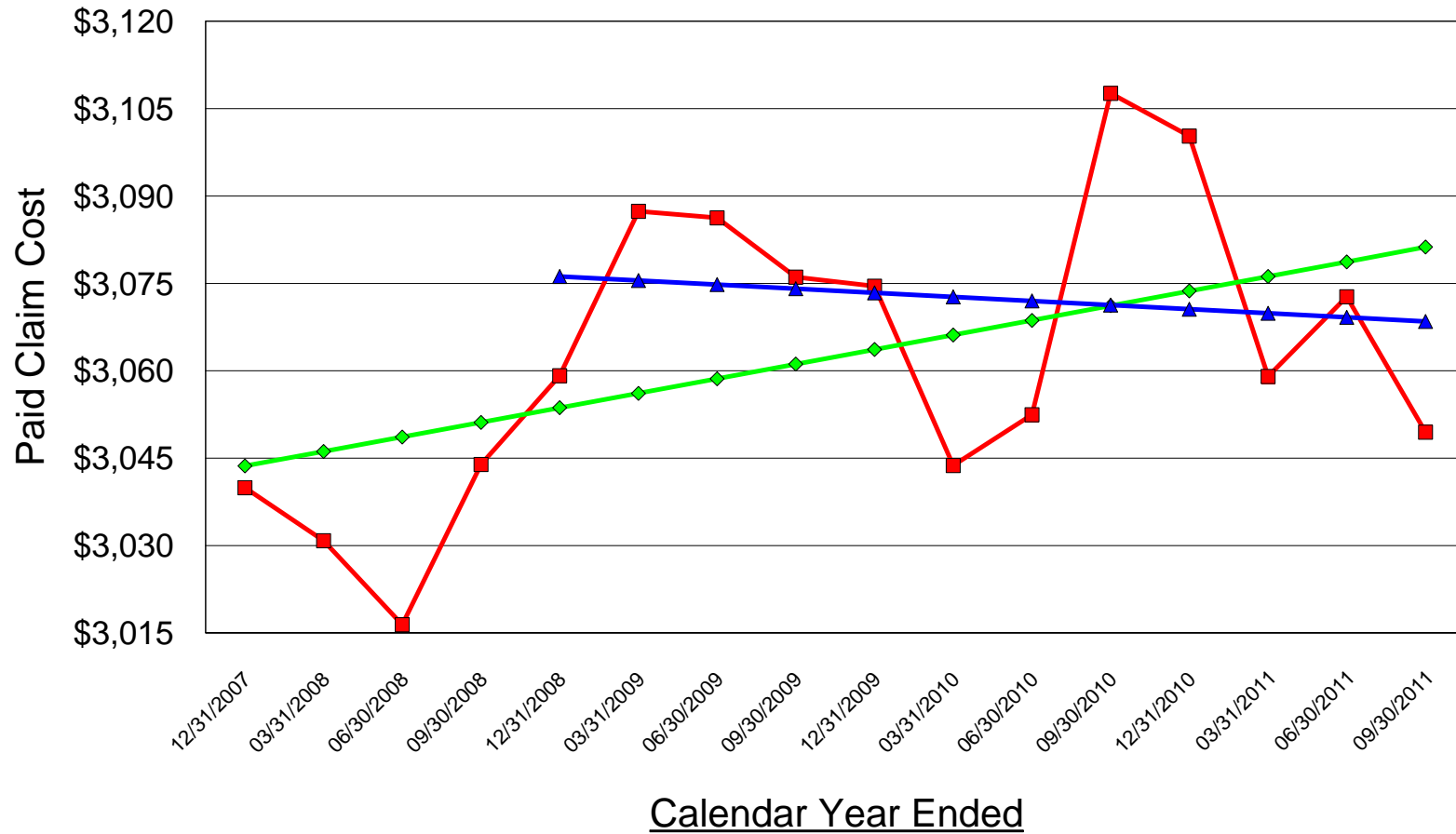
NEW JERSEY PRIVATE PASSENGER AUTOMOBILE INSURANCE Collision Pure Premium Trend



■ Actual
 ◆ 16-Point Exponential
 ▲ 12-Point Exponential

16-Point Exponential Average Annual Trend = 1.0%
 12-Point Exponential Average Annual Trend = 1.3%

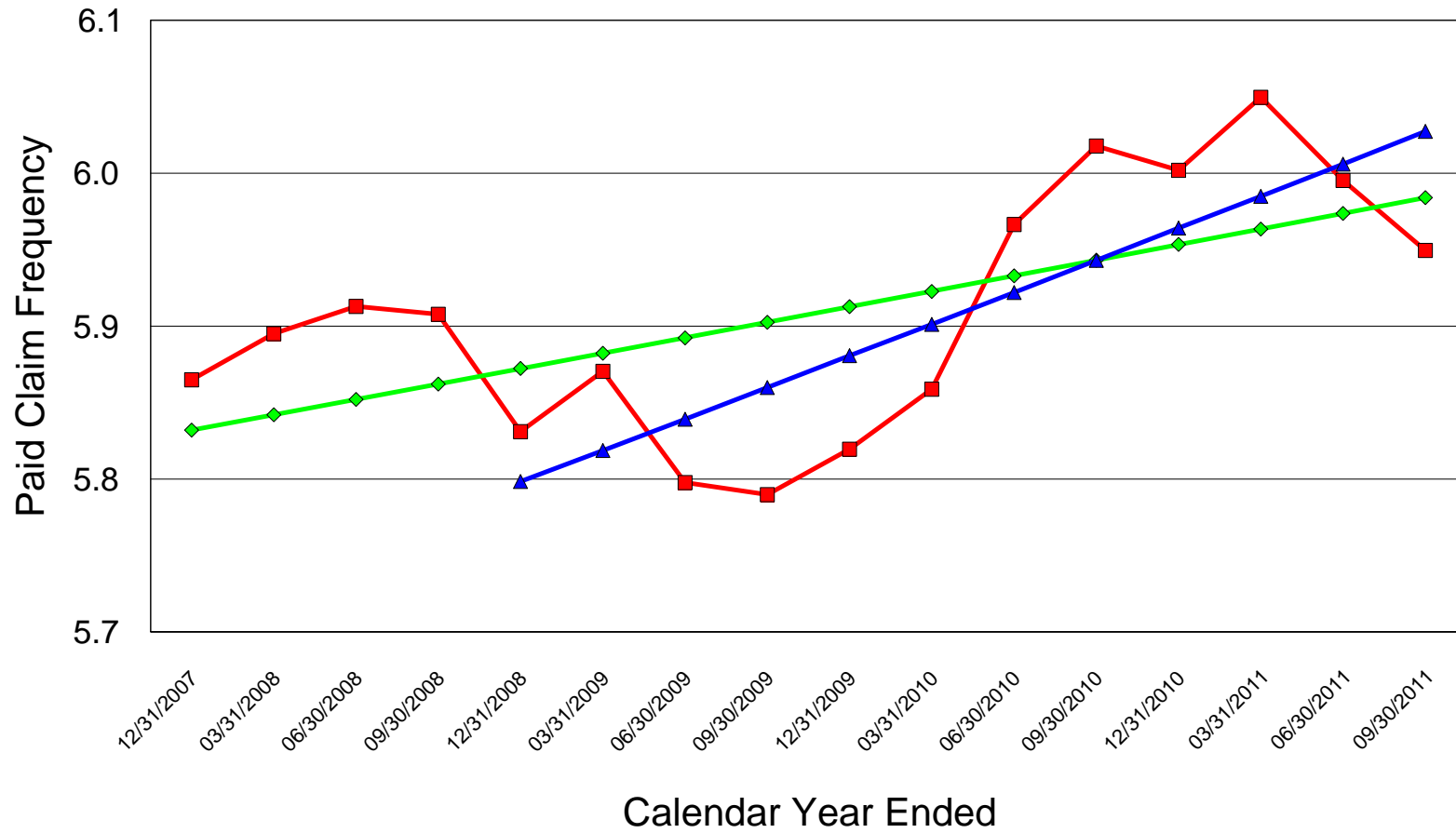
NEW JERSEY PRIVATE PASSENGER AUTOMOBILE INSURANCE Collision Claim Cost Trend



■ Actual
 ◆ 16-Point Exponential
 ▲ 12-Point Exponential

16-Point Exponential Average Annual Trend = 0.3%
 12-Point Exponential Average Annual Trend = -0.1%

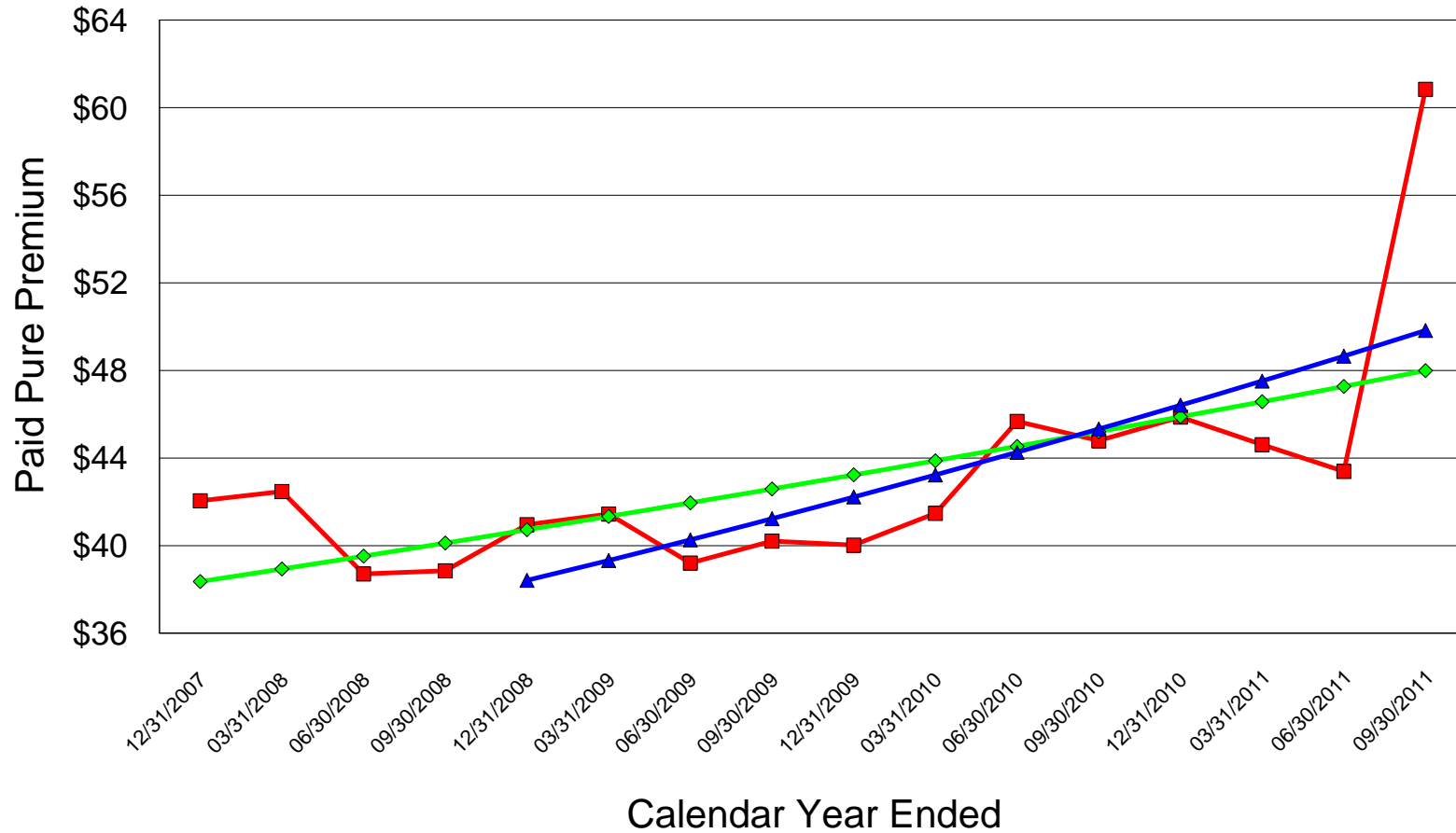
NEW JERSEY PRIVATE PASSENGER AUTOMOBILE INSURANCE Collision Frequency Trend



■ Actual
 ◆ 16-Point Exponential
 ▲ 12-Point Exponential

16-Point Exponential Average Annual Trend = 0.7%
 12-Point Exponential Average Annual Trend = 1.4%

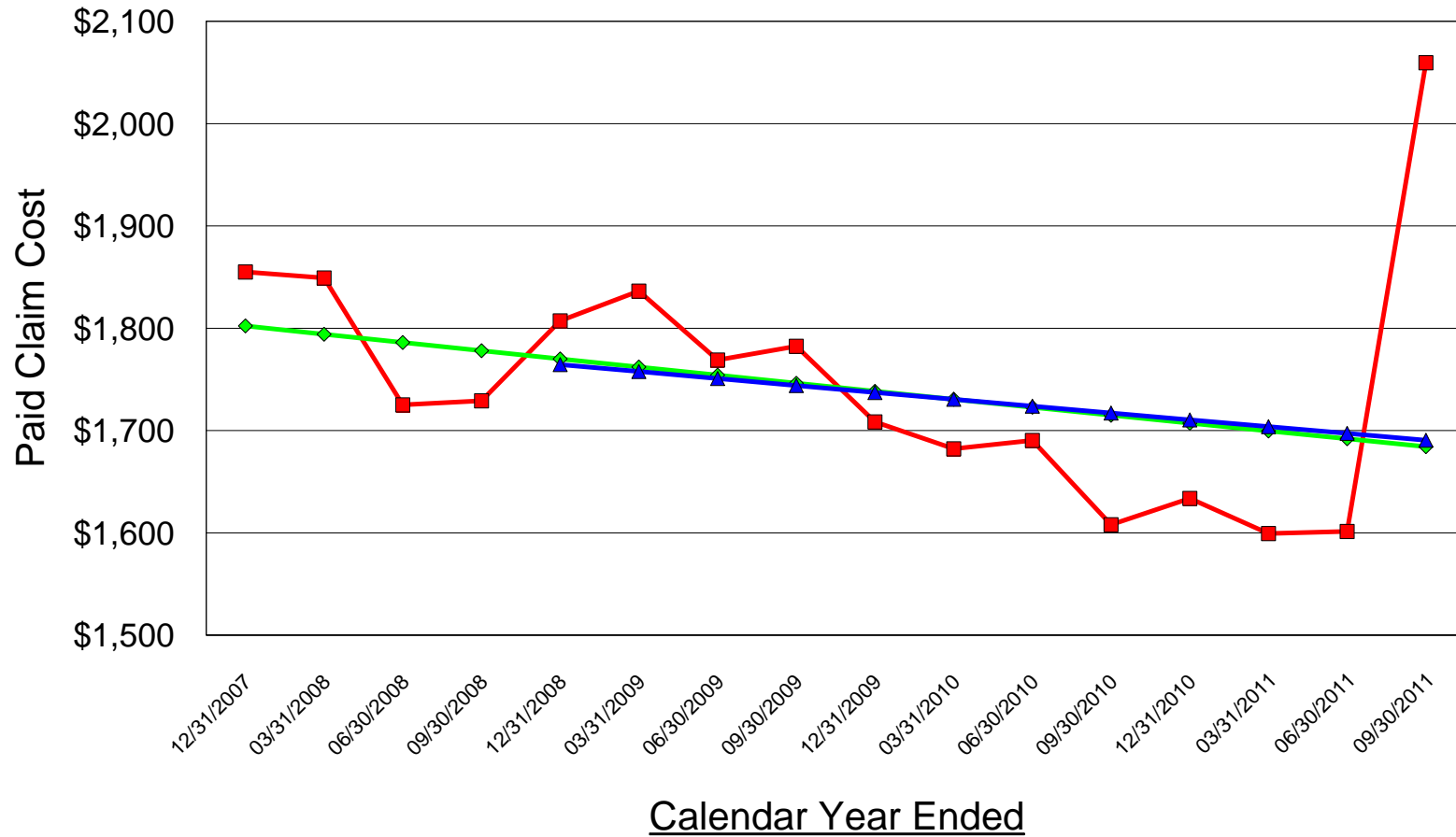
NEW JERSEY PRIVATE PASSENGER AUTOMOBILE INSURANCE Comprehensive Pure Premium Trend



■ Actual
 ◆ 16-Point Exponential
 ▲ 12-Point Exponential

16-Point Exponential Average Annual Trend = 6.2%
 12-Point Exponential Average Annual Trend = 9.9%

NEW JERSEY PRIVATE PASSENGER AUTOMOBILE INSURANCE Comprehensive Claim Cost Trend

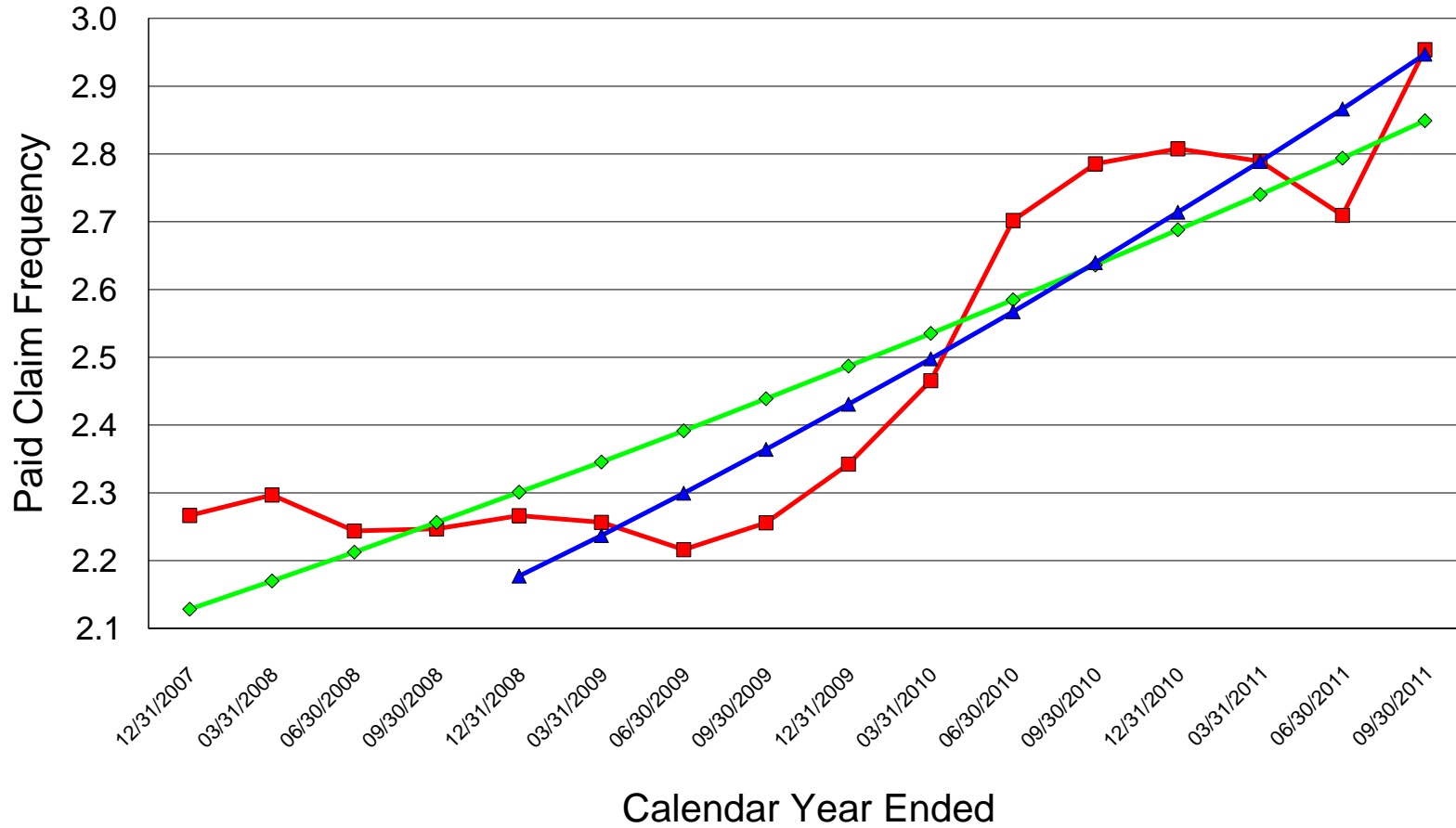


■ Actual
 ◆ 16-Point Exponential
 ▲ 12-Point Exponential

16-Point Exponential Average Annual Trend = -1.8%

12-Point Exponential Average Annual Trend = -1.5%

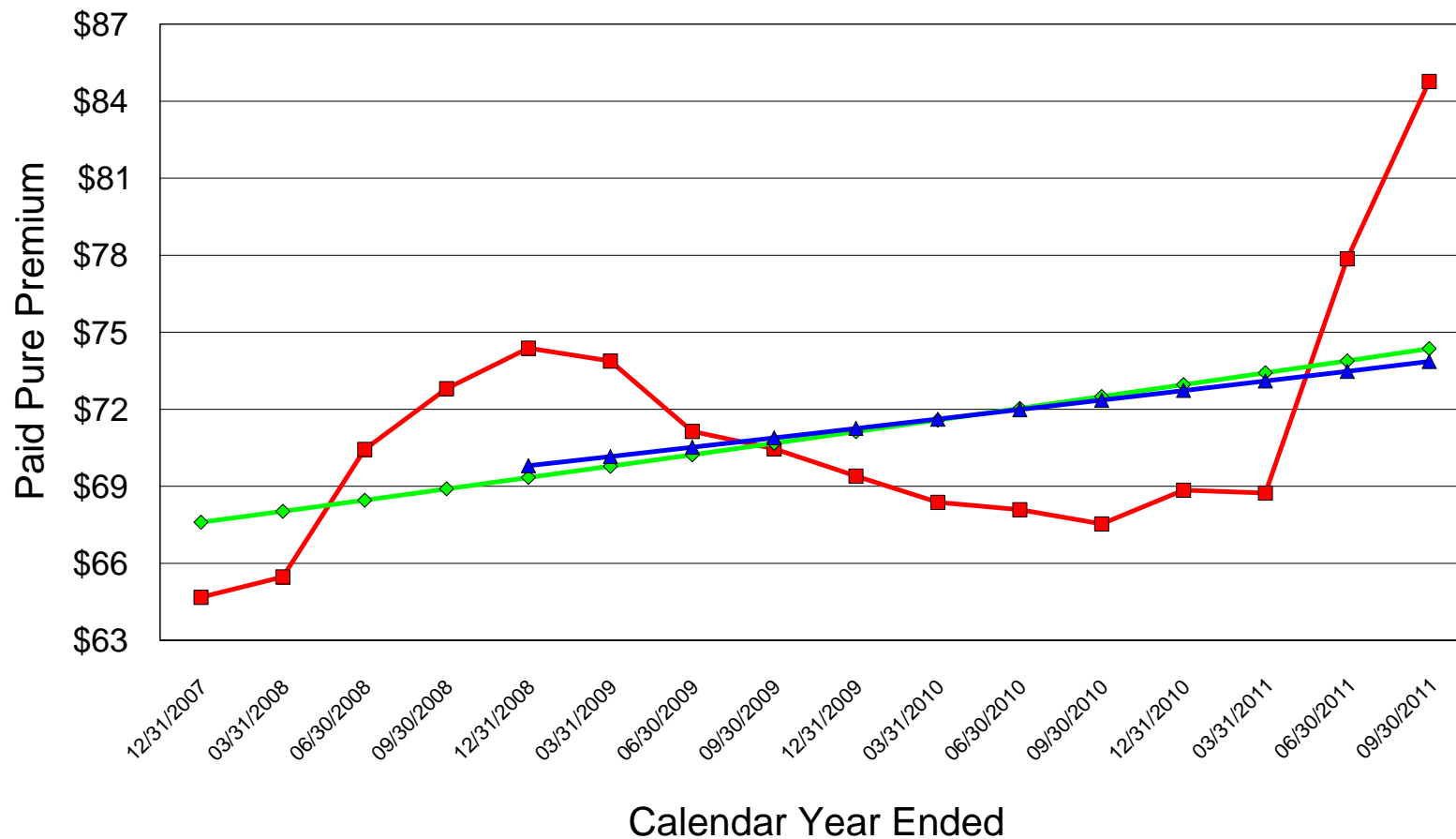
NEW JERSEY PRIVATE PASSENGER AUTOMOBILE INSURANCE Comprehensive Frequency Trend



■ Actual
 ◆ 16-Point Exponential
 ▲ 12-Point Exponential

16-Point Exponential Average Annual Trend = 8.1%
 12-Point Exponential Average Annual Trend = 11.7%

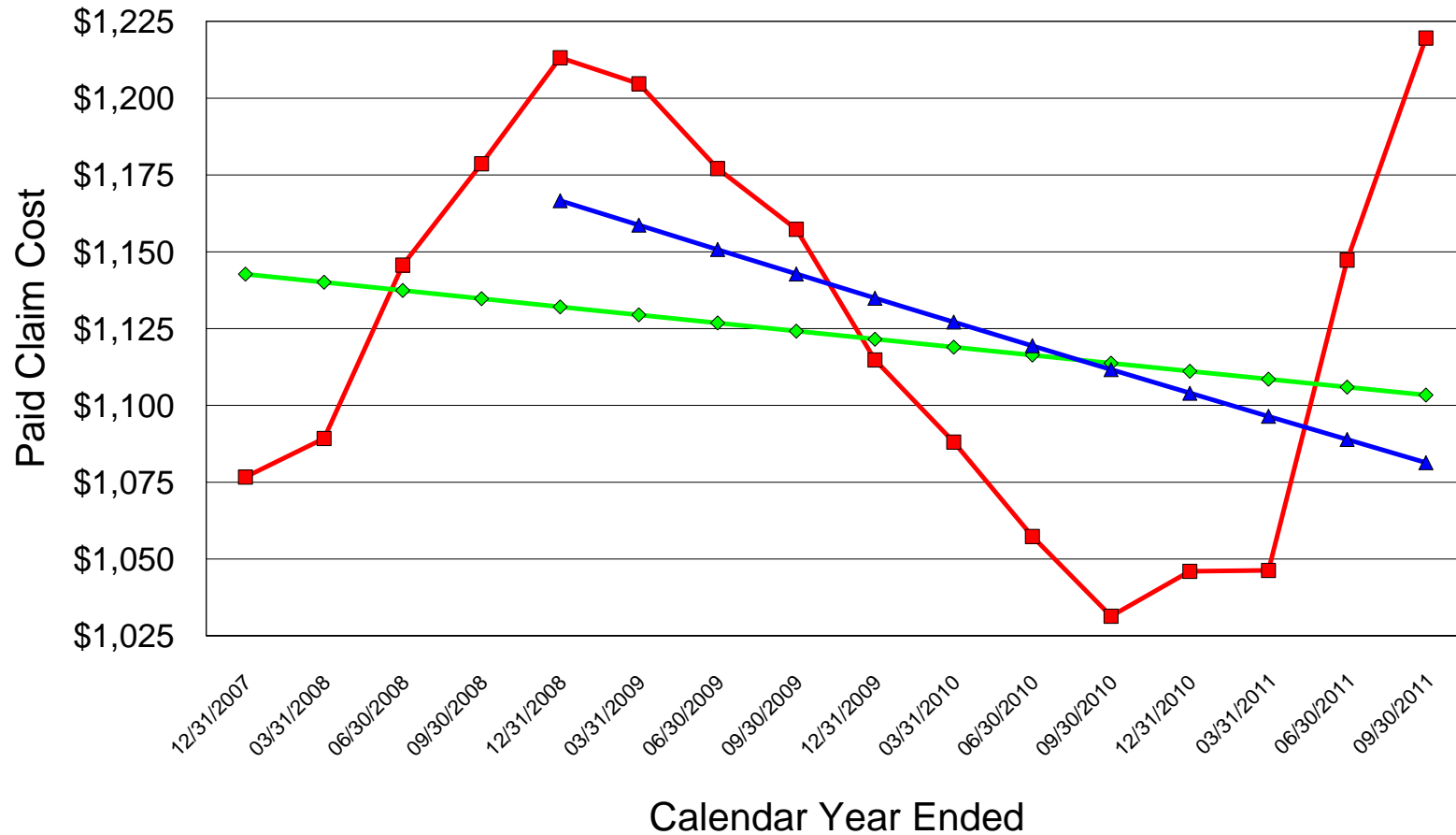
NEW JERSEY PRIVATE PASSENGER AUTOMOBILE INSURANCE Countrywide Comprehensive Pure Premium Trend



■ Actual
 ◆ 16-Point Exponential
 ▲ 12-Point Exponential

16-Point Exponential Average Annual Trend = 2.6%
 12-Point Exponential Average Annual Trend = 2.1%

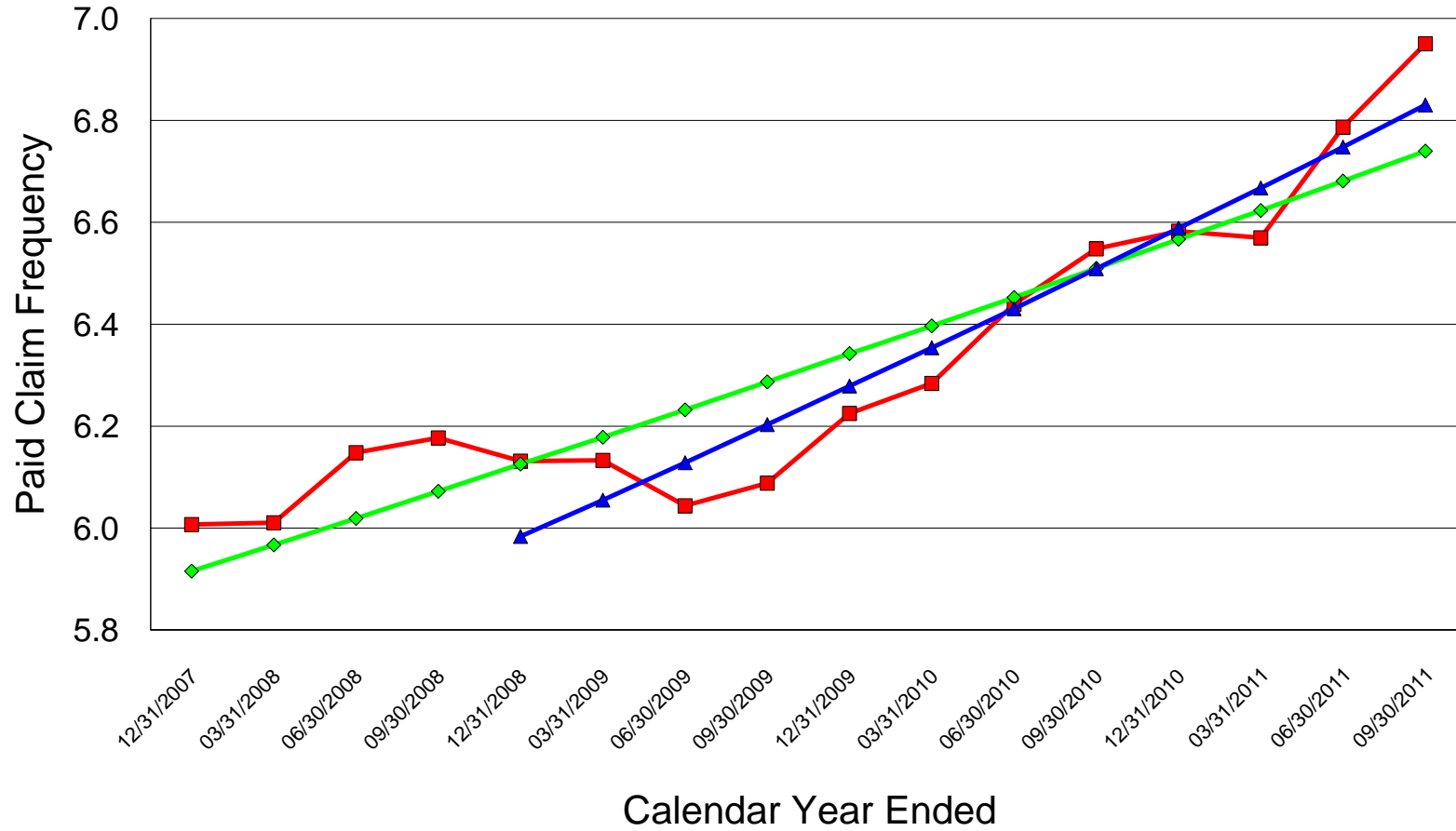
NEW JERSEY PRIVATE PASSENGER AUTOMOBILE INSURANCE Countrywide Comprehensive Claim Cost Trend



■ Actual
 ◆ 16-Point Exponential
 ▲ 12-Point Exponential

16-Point Exponential Average Annual Trend = -0.9%
 12-Point Exponential Average Annual Trend = -2.7%

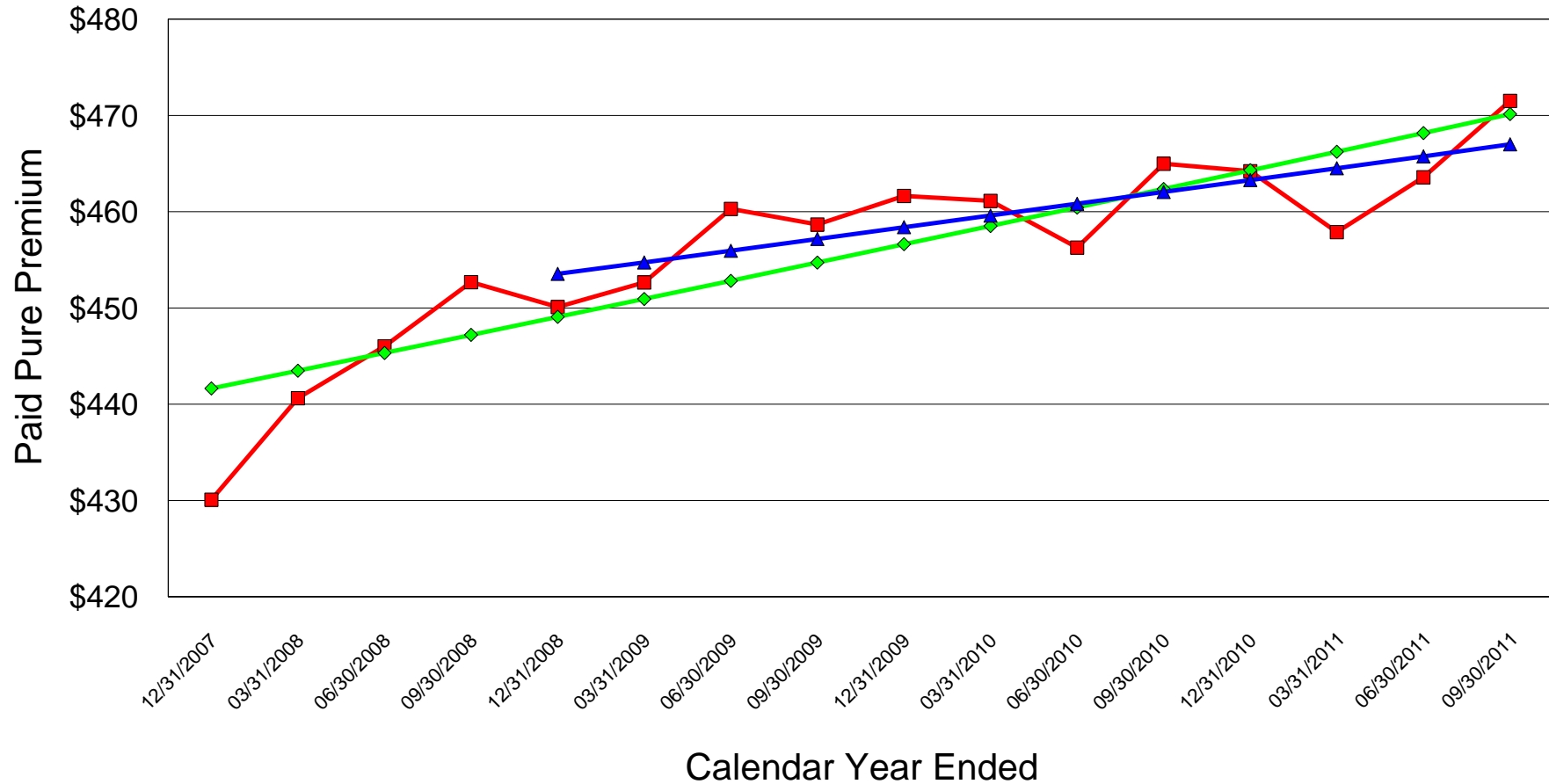
NEW JERSEY PRIVATE PASSENGER AUTOMOBILE INSURANCE Countrywide Comprehensive Frequency Trend



■ Actual
 ◆ 16-Point Exponential
 ▲ 12-Point Exponential

16-Point Exponential Average Annual Trend = 3.5%
 12-Point Exponential Average Annual Trend = 4.9%

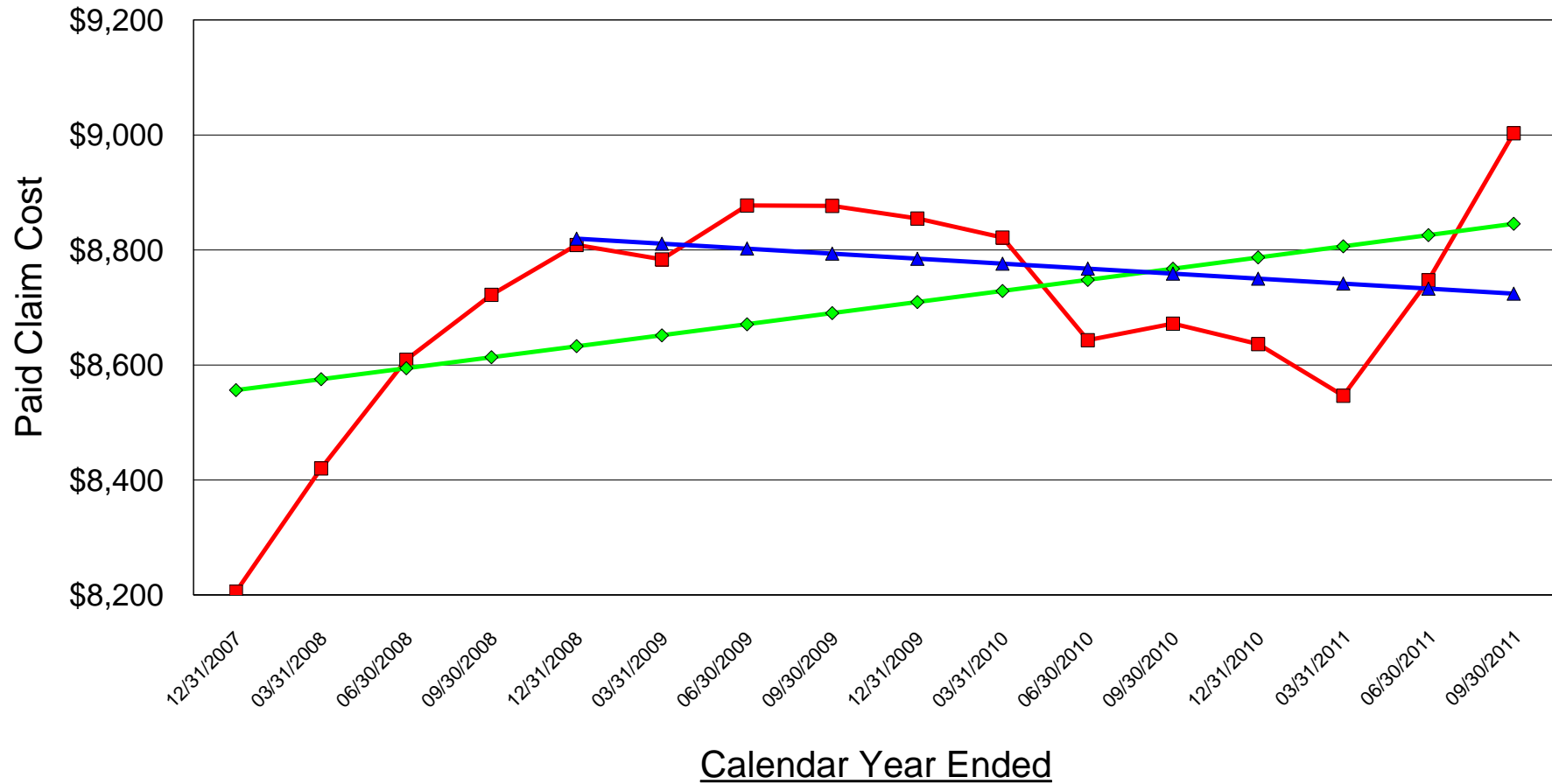
NEW JERSEY PRIVATE PASSENGER AUTOMOBILE INSURANCE Total Liability Pure Premium Trend



■ Actual
 ◆ 16-Point Exponential
 ▲ 12-Point Exponential

16-Point Exponential Average Annual Trend = 1.7%
 12-Point Exponential Average Annual Trend = 1.1%

NEW JERSEY PRIVATE PASSENGER AUTOMOBILE INSURANCE Total Liability Claim Cost Trend

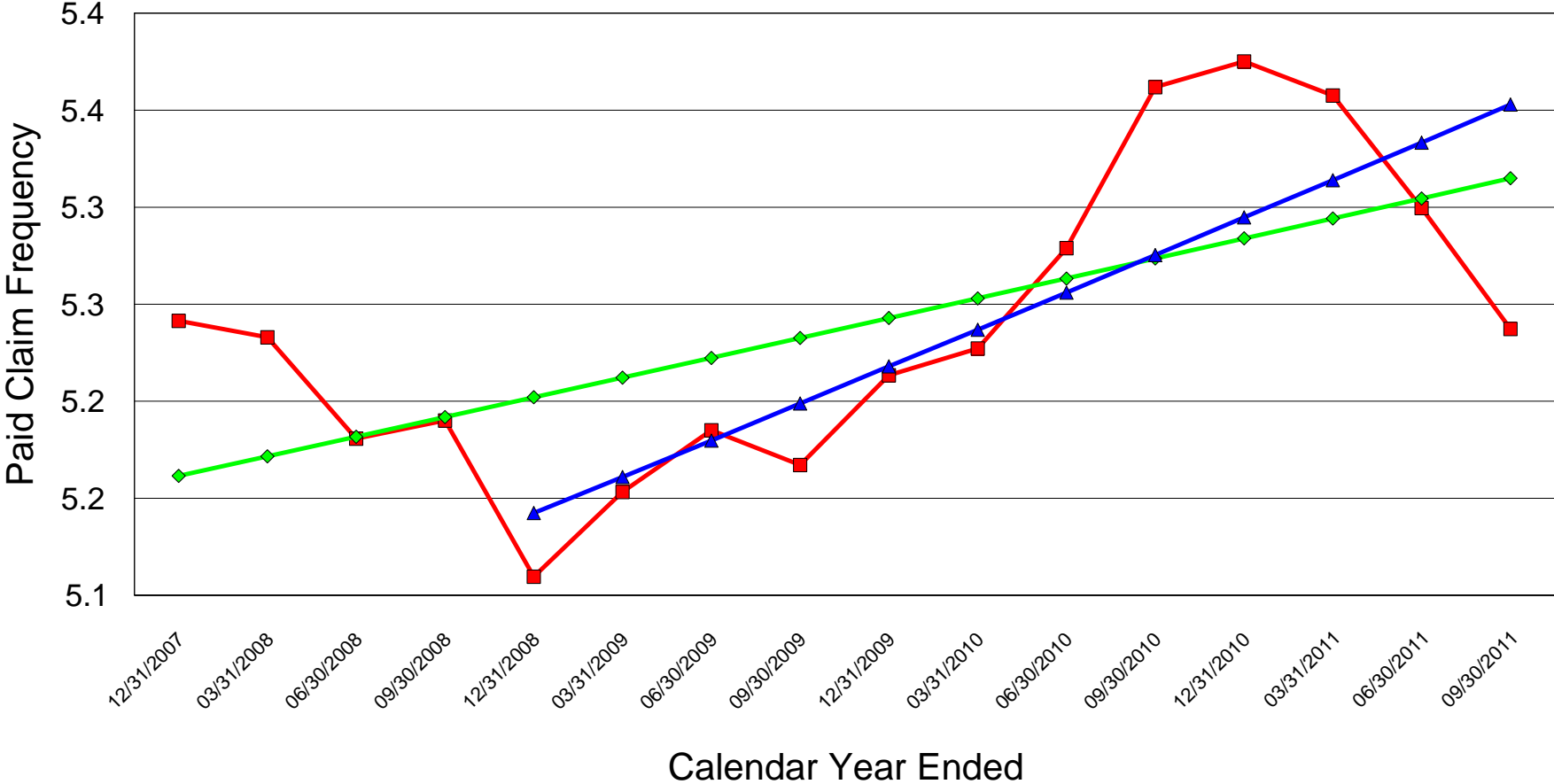


■ Actual
 ◆ 16-Point Exponential
 ▲ 12-Point Exponential

16-Point Exponential Average Annual Trend = 0.9%
 12-Point Exponential Average Annual Trend = -0.4%

NEW JERSEY PRIVATE PASSENGER AUTOMOBILE INSURANCE

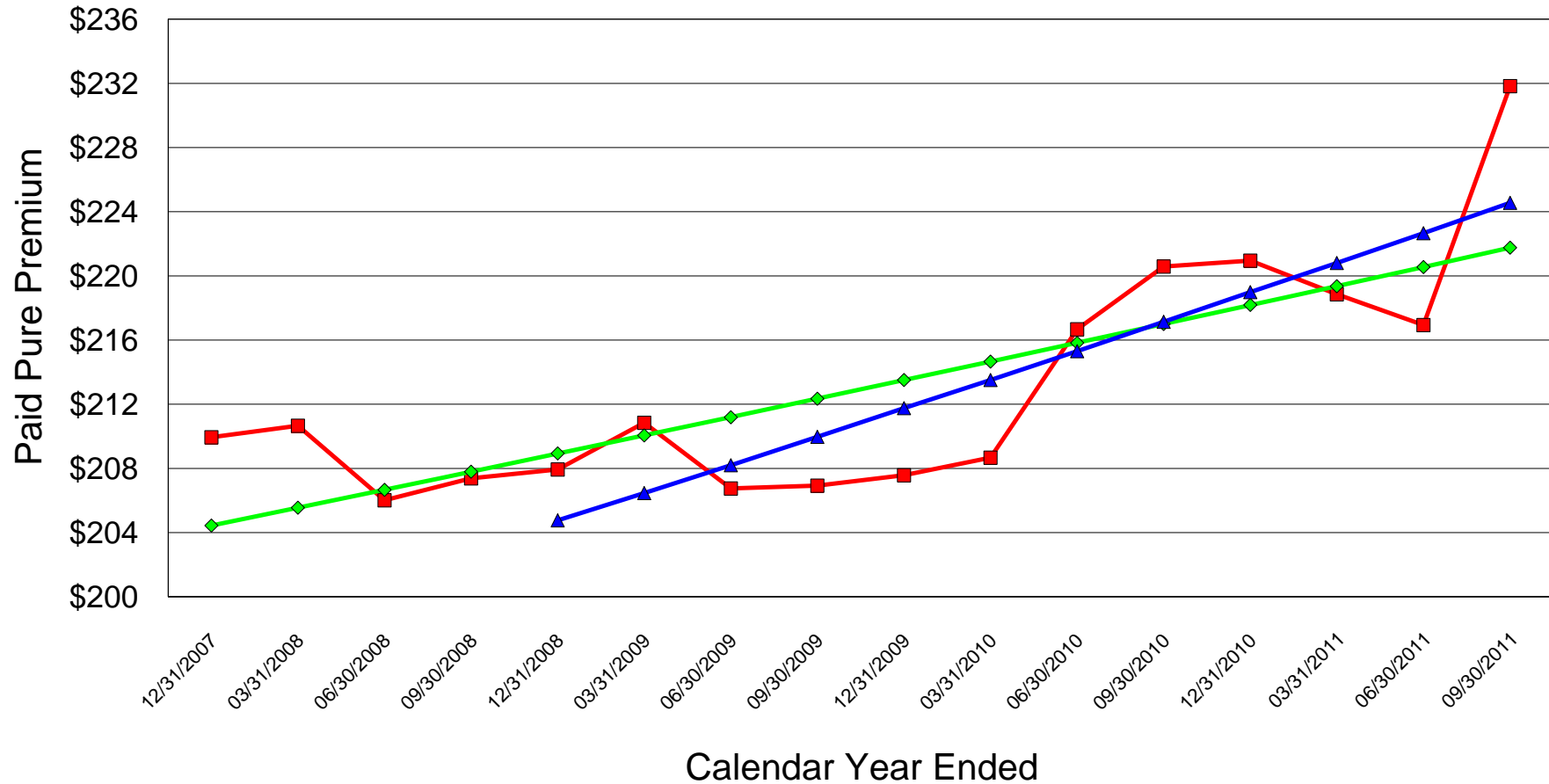
Total Liability Frequency Trend



■ Actual
 ◆ 16-Point Exponential
 ▲ 12-Point Exponential

16-Point Exponential Average Annual Trend = 0.8%
 12-Point Exponential Average Annual Trend = 1.5%

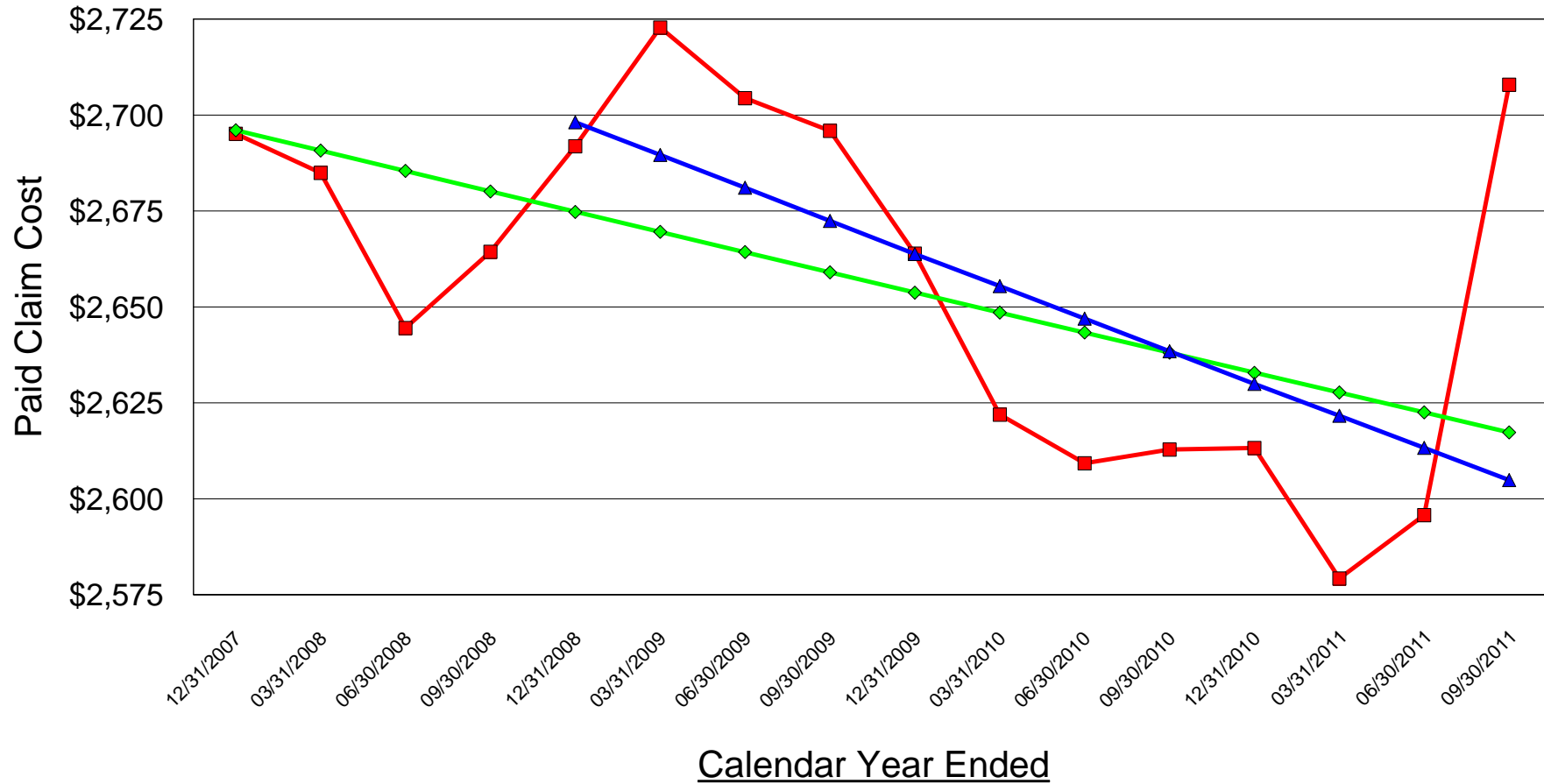
NEW JERSEY PRIVATE PASSENGER AUTOMOBILE INSURANCE Total Physical Damage Pure Premium Trend



■ Actual
 ◆ 16-Point Exponential
 ▲ 12-Point Exponential

16-Point Exponential Average Annual Trend = 2.2%
 12-Point Exponential Average Annual Trend = 3.4%

NEW JERSEY PRIVATE PASSENGER AUTOMOBILE INSURANCE Total Physical Damage Claim Cost Trend



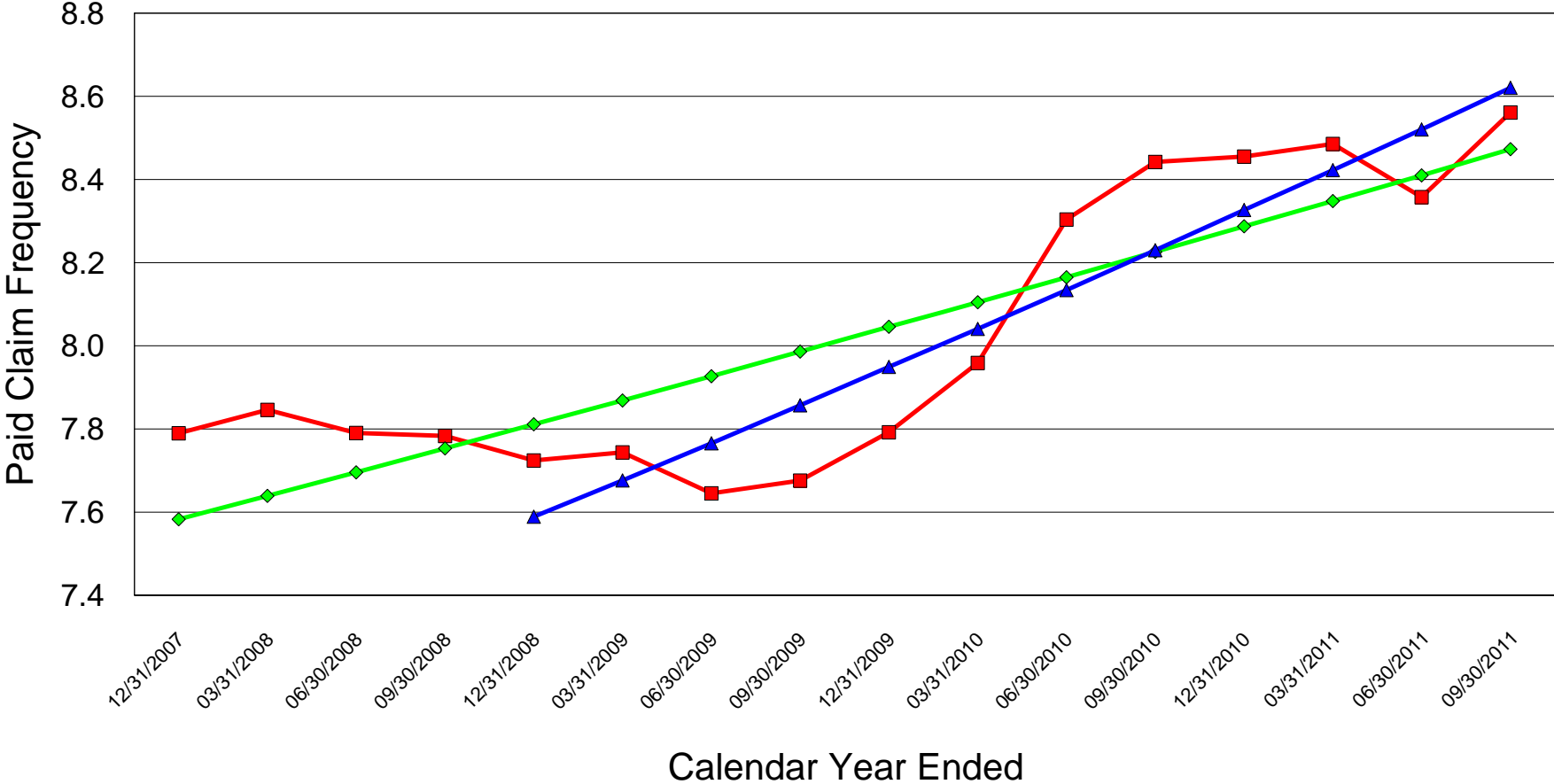
■ Actual
 ◆ 16-Point Exponential
 ▲ 12-Point Exponential

16-Point Exponential Average Annual Trend = -0.8%

12-Point Exponential Average Annual Trend = -1.3%

NEW JERSEY PRIVATE PASSENGER AUTOMOBILE INSURANCE

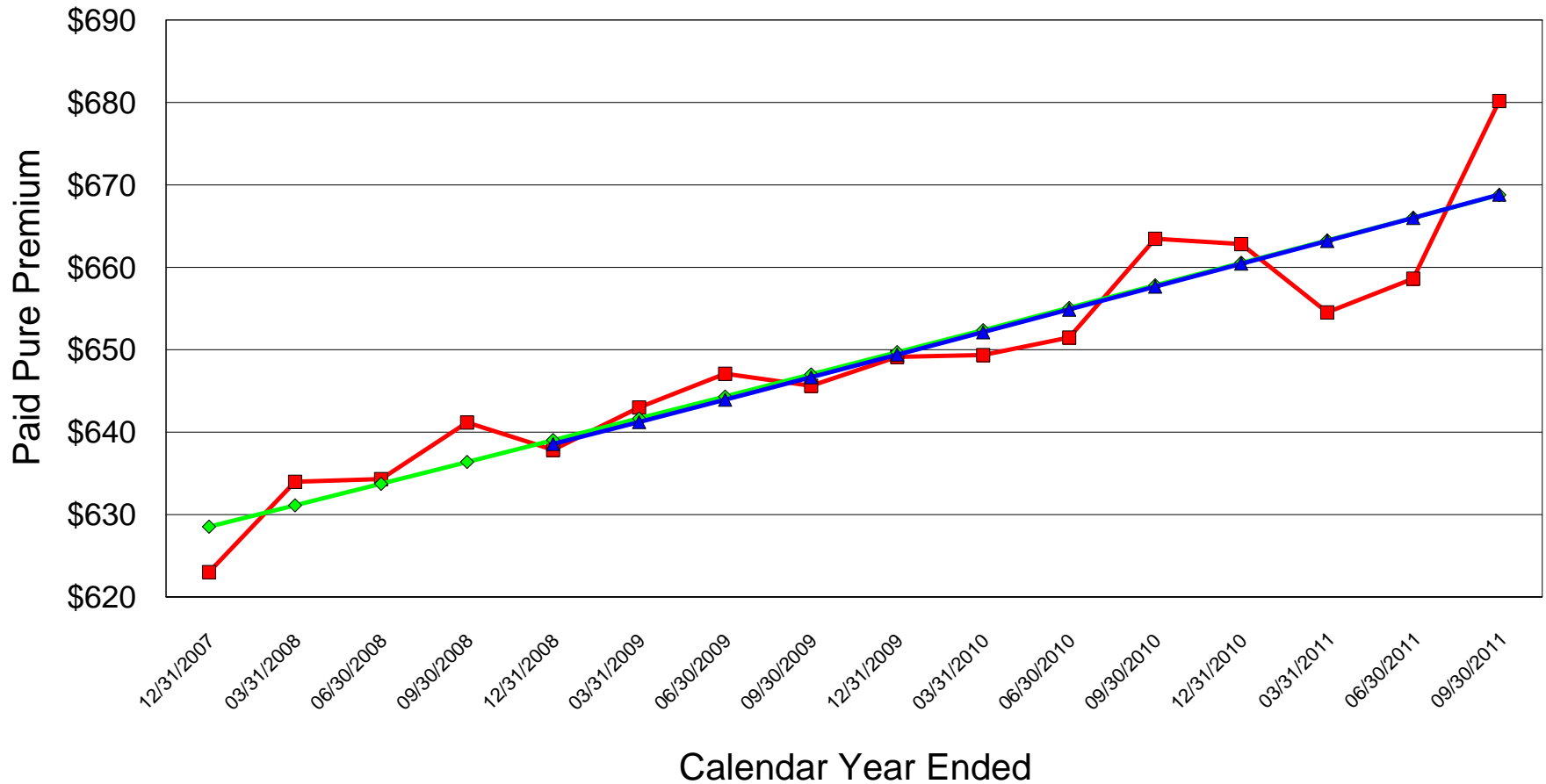
Total Physical Damage Frequency Trend



■ Actual
 ◆ 16-Point Exponential
 ▲ 12-Point Exponential

16-Point Exponential Average Annual Trend = 3.0%
 12-Point Exponential Average Annual Trend = 4.7%

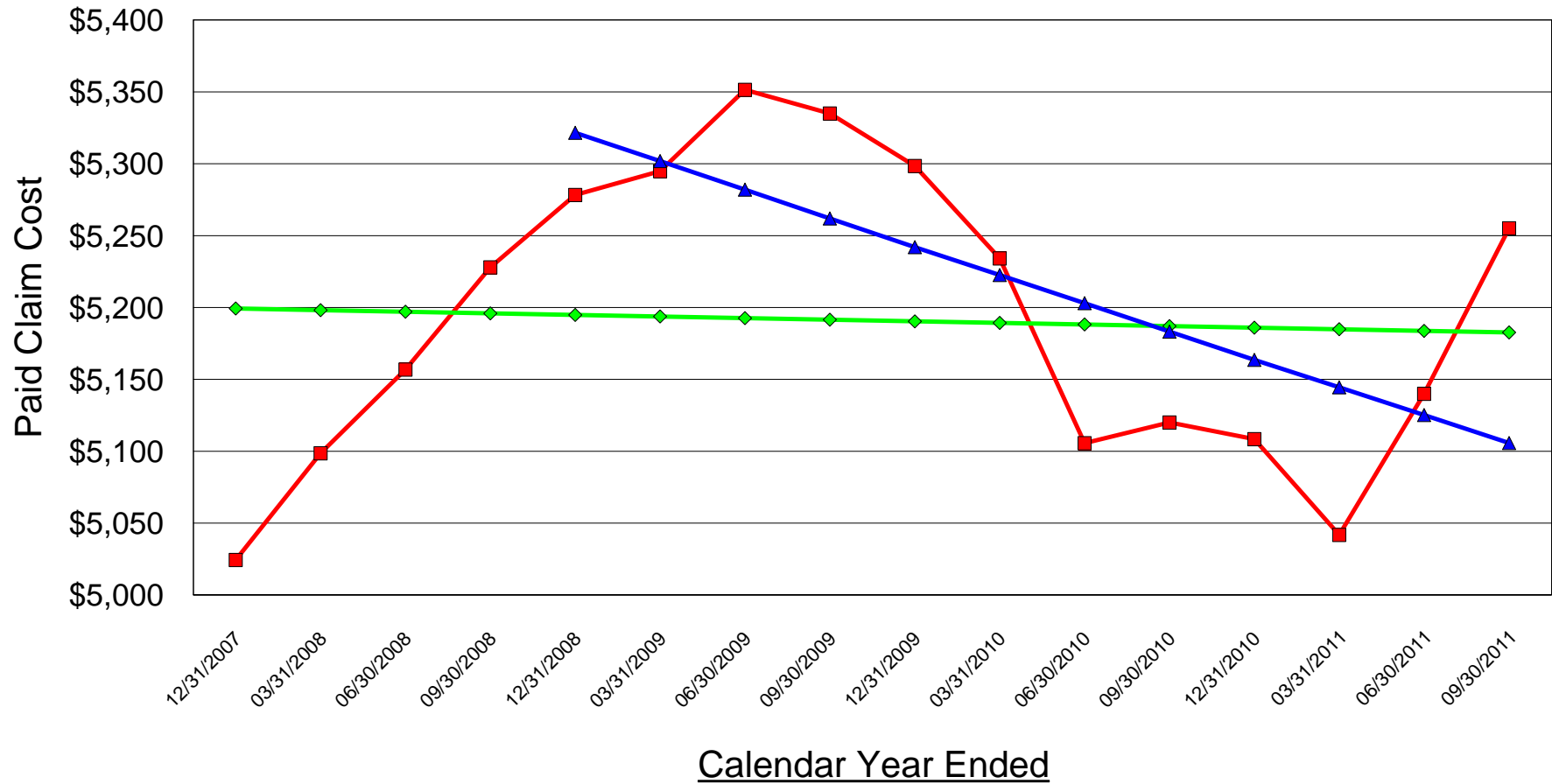
NEW JERSEY PRIVATE PASSENGER AUTOMOBILE INSURANCE Total Auto Pure Premium Trend



■ Actual
 ◆ 16-Point Exponential
 ▲ 12-Point Exponential

16-Point Exponential Average Annual Trend = 1.7%
 12-Point Exponential Average Annual Trend = 1.7%

NEW JERSEY PRIVATE PASSENGER AUTOMOBILE INSURANCE Total Auto Claim Cost Trend

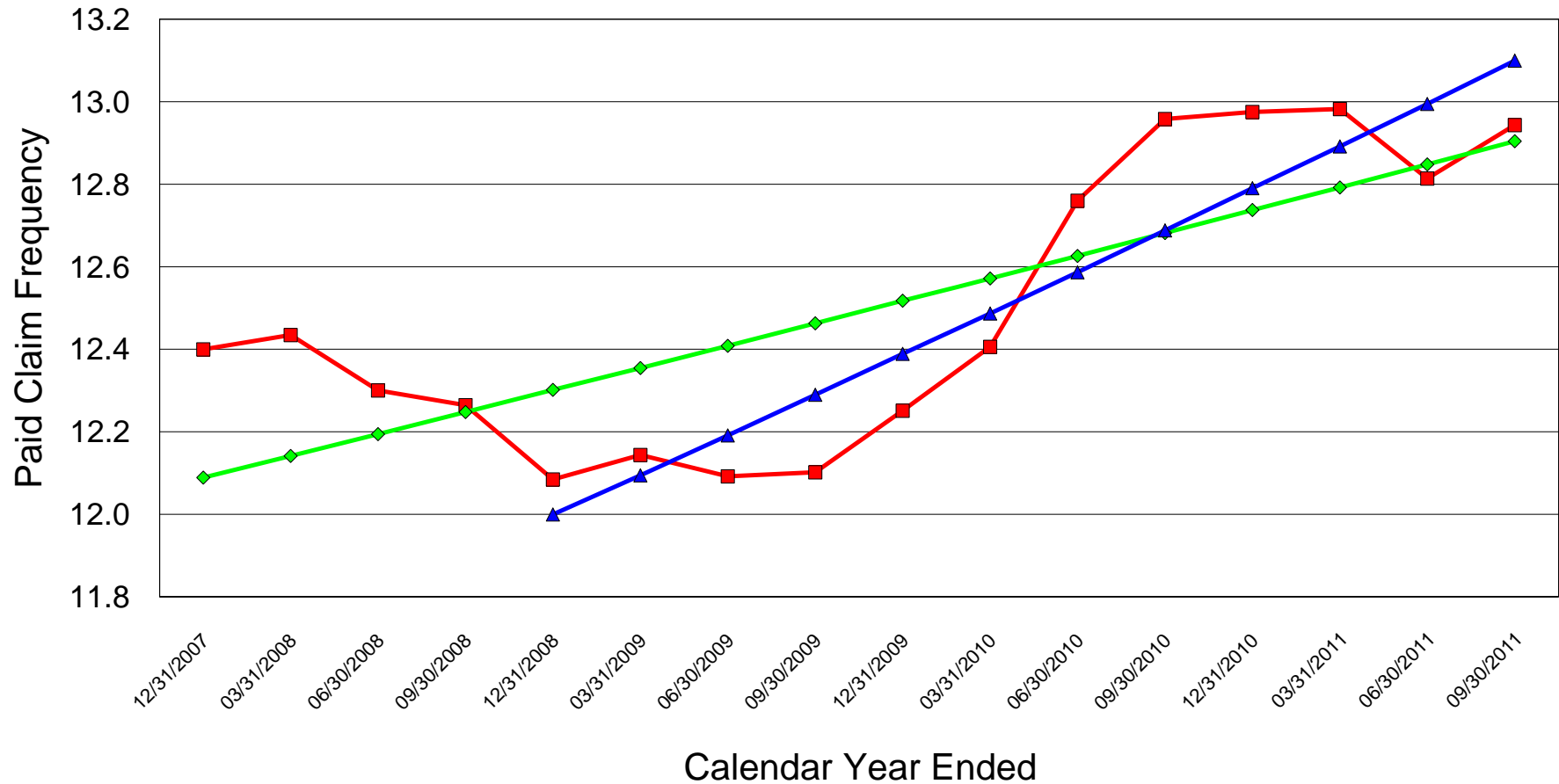


■ Actual
 ◆ 16-Point Exponential
 ▲ 12-Point Exponential

16-Point Exponential Average Annual Trend = -0.1%

12-Point Exponential Average Annual Trend = -1.5%

NEW JERSEY PRIVATE PASSENGER AUTOMOBILE INSURANCE Total Auto Frequency Trend



■ Actual
 ◆ 16-Point Exponential
 ▲ 12-Point Exponential

16-Point Exponential Average Annual Trend = 1.8%
 12-Point Exponential Average Annual Trend = 3.2%