

1 **Transcript Reference: Nov. 18, 2014, Page 38, Lines 10-15**

2

3 Undertake to check the 2013 (loss trend reports) reports to see if Oliver Wyman has identified
4 that it has reverted back to the dollar-value approach.

5

6 **Response:**

7

8 In the 2012-2 Commercial Vehicles Loss Trend Report Oliver Wyman selects excluded points
9 based on a percentage change approach. For example, footnote #2 on Page 6 states: *“In this*
10 *report, for Bodily Injury and the other coverages that we review, the excluded points are those*
11 *exhibiting the highest/lowest percentage change from the corresponding prior year semester.”*

12

13 In the 2013-1 Commercial Vehicles Loss Trend Report Oliver Wyman selects excluded points
14 based on high and low values. For example, page 5 states: *“Ten-year period ending June 13,*
15 *excluding the two highest/lowest values.”*

16

17 While both reports identify the approach taken to select excluded points, the shift in approach
18 from percentage change back to actual values that occurred in 2013-1 is not explicitly stated.