

## **Illinois Department of Insurance**

JB Pritzker Governor Dana Popish Severinghaus Director

June 22, 2022

Mr. Larry E. Willeford, President First Acceptance Insurance Company, Inc. 3813 Green Hills Village Dr Nashville, TN 37202

## Re: First Acceptance Insurance Company, Inc., NAIC 10336 Market Conduct Examination Verified Report

Dear Mr. Willeford,

A Market Conduct Examination of your company was conducted by an authorized examiner designated by the Director of the Illinois Department of Insurance ("Department") pursuant to Illinois Insurance Code ("Code") Sections 132, 132.5(f), 404(1)(a) and 404(1)(c). This examination covered the period of January 1, 2019, through March 31, 2022. Enclosed with this letter is a copy of the verified examination report.

The examination report is a public document under the Freedom of Information Act ("FOIA") [5 ILCS 140/1 *et seq.*] and will be posted on the Department's website. To the extent that the examination report contains information that your Company deems private, personal, or trade secret pursuant to Sections 7(1)(b), (c), or (g) of FOIA [5 ILCS 140/7(b), (c), and (g)], your Company may request that the Department redact such information from the report prior to making it public. In making a request for confidentiality, your Company must provide a factual basis for its assertion of confidentiality. The Department will consider the request and determine whether such information is exempt from disclosure under Section 7 of FOIA.

No company, corporation, or individual shall use this report or any statement, excerpt, portion, or section thereof for any advertising, marketing or solicitation purpose. Any company, corporation or individual action contrary to the above shall be deemed a violation of Section 149 of the Illinois Insurance Code (215 ILCS 5/149).

Please contact me if you have any questions.

Sincerely,

Euca Weyhenneyer

Erica Weyhenmeyer Chief Market Conduct Examiner Illinois Department of Insurance 320 West Washington St., 5th Floor Springfield, IL 62767 Phone: 217-782-1790 Erica.Weyhenmeyer@Illinois.gov

> 320 W. Washington Street Springfield, Illinois 62767 (217) 782-4515 http://insurance.illinois.gov

| Company Name: First Acceptance Insurance Company   | CoCode:          | 10336    | Group Code: | 3362      |           |           |           |           |           |           |           |           |
|--|------------------|----------|-------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Private Passenger Auto Liability   | Accident Quarter |          |             |           |           |           |           |           |           |           |           |           |
| Statewide data (Illinois only) as of 3/31/2022   | Q1 - 2019        | Q2 -2019 | Q3 - 2019   | Q4 - 2019 | Q1 - 2020 | Q2 - 2020 | Q3 - 2020 | Q4 - 2020 | Q1 - 2021 | Q2 - 2021 | Q3 - 2021 | Q4 - 2021 |
| (2) All expenses other than loss adjustment expenses, excluding amounts from item 5 below        | 425,988          | 401,416  | 382,571     | 362,869   | 378,015   | 358,303   | 352,056   | 372,590   | 450,372   | 525,917   | 556,235   | 584,949   |
| (3) Net Earned Premium Before Application of any COVID-19 Related Premium Credit/Refund/Dividend | 888,585          | 829,754  | 777,807     | 726,297   | 685,440   | 640,992   | 610,375   | 642,792   | 723,696   | 838,261   | 883,412   | 929,982   |
| (4) The Amount of any COVID-19 Related Premium Credit/Refund/Dividend accounted for as premium   |                  |          |             |           |           |           |           |           |           |           |           |           |
| (5) The Amount of any COVID-19 Related Credit/Refund/Dividend accounted for as expense           |                  |          |             |           |           |           |           |           |           |           |           |           |
| (6) Net Ultimate Incurred Losses and Defense and Cost Containment Expenses                       | 513,021          | 264,661  | 339,673     | 531,858   | 287,626   | 361,132   | 485,716   | 398,883   | 521,261   | 591,201   | 932,344   | 660,947   |
| (7) Net Ultimate Adjusting & Other   | 80,292           | 44,621   | 57,266      | 92,627    | 54,057    | 73,433    | 89,773    | 71,748    | 89,877    | 91,841    | 142,197   | 111,227   |
| (8) Ultimate Reported Claim Counts (excluding Claims Closed without Payment)                     | 67               | 70       | 58          | 61        | 52        | 45        | 60        | 52        | 77        | 98        | 111       | . 102     |
| (9) Open Claim Counts  | C                | 1        | 1           | 3         | 1         | 3         | 4         | 4         | 7         | 17        | 55        | 41        |
|  |                  |          |             |           |           |           |           |           |           |           |           |           |
| Post-refund combined ratio (6+7+2+5)/(3-4)   | 114.7%           | 85.7%    | 100.2%      | 135.9%    | 105.0%    | 123.7%    | 152.0%    | 131.2%    | 146.7%    | 144.2%    | 184.6%    | 145.9%    |
| Pre-refund combined ratio (6+7+2)/(3)  | 114.7%           | 85.7%    | 100.2%      | 135.9%    | 105.0%    | 123.7%    | 152.0%    | 131.2%    | 146.7%    | 144.2%    | 184.6%    | 145.9%    |
| Claims severity (6)/(8)  | 7,657            | 3,781    | 5,856       | 8,719     | 5,531     | 8,025     | 8,095     | 7,671     | 6,770     | 6,033     | 8,399     | 6,480     |

Notes:

Data from row (1) will be made available on an all company weighted average frequency basis. Data will not be publicly released on an individual company basis.

All data provided in rows (2)-(9) will be considered public.

"Net" refers to net of reinsurance and salvage & subrogation.

Claim counts should be reported net of quota share reinsurance.

| Company Name: First Acceptance Insurance Company   | CoCode:          | 10336    | Group Code: | 3362      |           |           |           |           |           |           |           |           |
|--|------------------|----------|-------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Private Passenger Auto Physical Damage   | Accident Quarter |          |             |           |           |           |           |           |           |           |           |           |
| Statewide data (Illinois only) as of 3/31/2022   | Q1 - 2019        | Q2 -2019 | Q3 - 2019   | Q4 - 2019 | Q1 - 2020 | Q2 - 2020 | Q3 - 2020 | Q4 - 2020 | Q1 - 2021 | Q2 - 2021 | Q3 - 2021 | Q4 - 2021 |
| (2) All expenses other than loss adjustment expenses, excluding amounts from item 5 below        | 425,988          | 401,416  | 382,571     | 362,869   | 378,015   | 358,303   | 352,056   | 372,590   | 450,372   | 525,917   | 556,235   | 584,949   |
| (3) Net Earned Premium Before Application of any COVID-19 Related Premium Credit/Refund/Dividend | 390,658          | 375,700  | 371,055     | 363,398   | 350,218   | 340,660   | 354,161   | 378,003   | 410,743   | 486,467   | 517,684   | 543,442   |
| (4) The Amount of any COVID-19 Related Premium Credit/Refund/Dividend accounted for as premium   |                  |          |             |           |           |           |           |           |           |           |           |           |
| (5) The Amount of any COVID-19 Related Credit/Refund/Dividend accounted for as expense           |                  |          |             |           |           |           |           |           |           |           |           |           |
| (6) Net Ultimate Incurred Losses and Defense and Cost Containment Expenses                       | 513,021          | 264,661  | 339,673     | 531,858   | 287,626   | 361,132   | 485,716   | 398,883   | 521,261   | 591,201   | 932,344   | 660,947   |
| (7) Net Ultimate Adjusting & Other   | 80,292           | 44,621   | 57,266      | 92,627    | 54,057    | 73,433    | 89,773    | 71,748    | 89,877    | 91,841    | 142,197   | 111,227   |
| (8) Ultimate Reported Claim Counts (excluding Claims Closed without Payment)                     | 98               | 76       | 69          | 82        | 78        | 48        | 82        | 70        | 81        | 103       | 149       | 127       |
| (9) Open Claim Counts  | 0                | 0        | 0           | 0         | 0         | 0         | 0         | 0         | 0         | 1         | 1         | 3         |
|  |                  |          |             |           |           |           |           |           |           |           |           |           |
| Post-refund combined ratio (6+7+2+5)/(3-4)   | 260.9%           | 189.2%   | 210.1%      | 271.7%    | 205.5%    | 232.7%    | 261.9%    | 223.1%    | 258.4%    | 248.5%    | 315.0%    | 249.7%    |
| Pre-refund combined ratio (6+7+2)/(3)  | 260.9%           | 189.2%   | 210.1%      | 271.7%    | 205.5%    | 232.7%    | 261.9%    | 223.1%    | 258.4%    | 248.5%    | 315.0%    | 249.7%    |
| Claims severity (6)/(8)  | 5,235            | 3,482    | 4,923       | 6,486     | 3,688     | 7,524     | 5,923     | 5,698     | 6,435     | 5,740     | 6,257     | 5,204     |

Notes:

Data from row (1) will be made available on an all company weighted average frequency basis. Data will not be publicly released on an individual company basis.

All data provided in rows (2)-(9) will be considered public.

"Net" refers to net of reinsurance and salvage & subrogation.

Claim counts should be reported net of quota share reinsurance.