

# COMMONWEALTH OF MASSACHUSETTS

# OFFICE OF CONSUMER AFFAIRS AND BUSINESS REGULATION

**Division of Insurance** 

Report on the Statutory Examination of

Citation Insurance Company

Webster, Massachusetts

As of December 31, 2008

NAIC COMPANY CODE: 40274

**NAIC GROUP CODE: 0816** 



# **COMMONWEALTH OF MASSACHUSETTS**

# Office of Consumer Affairs and Business Regulation DIVISION OF INSURANCE

One South Station • Boston, MA 02110-2208 (617) 521-7794 • http://www.mass.gov/doi

Commonwealth of Massachusetts Division of Insurance Report on the 2008 Statutory Examination of CITATION INSURANCE COMPANY

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February 1, 2010

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Honorable Alfred W. Gross
Chairman, Financial Condition (E)
Committee, NAIC
Commissioner of Insurance
State Corporation Commission
Bureau of Insurance
Commonwealth of Virginia
1300 East Main Street
Richmond, Virginia 23219

Honorable Commissioners, Directors, and Superintendent:

Pursuant to your instructions and in accordance with Massachusetts General Laws, Chapter 175, Section 4, an examination has been made of the financial condition and affairs as of December 31, 2008 of the

## CITATION INSURANCE COMPANY Webster, Massachusetts

at its home office located at 211 Main Street, Webster, MA, 01570-0759. The following report thereon is respectfully submitted.

#### **SCOPE OF EXAMINATION**

Citation Insurance Company (hereinafter referred to as "the Company") was last examined as of December 31, 2003 for the period from January 1, 1999 thereto. The current examination covers the intervening period from January 1, 2004 through December 31, 2008, and any material transactions and/or events occurring subsequent and noted during the examination.

The current examination was conducted at the direction of and under the overall management and control of the examination staff of the Massachusetts Division of Insurance (the "Division") in accordance with standards established by the NAIC Financial Condition (E) Committee as well as with the requirements of the NAIC Financial Condition Examiner's Handbook, the examination standards of the Division and with Massachusetts General Laws, Representatives from the firm of KPMG LLP ("KPMG") were engaged by the Division to assist in the examination by performing certain examination procedures at the direction of and under the overall management of the Division's examination staff. This assistance included a review of accounting records, information systems, taxes, investments, and actuarially determined loss and loss adjustments expense reserves of the Inter-affiliate Reinsurance Pool (the "Commerce Pool"). The Division also conducted a concurrent examination of The Commerce Insurance Company, ("Commerce") also a Massachusetts domiciled affiliate and lead company in the Commerce Pool. Under a coordinated examination approach, insurance regulators from the states of Ohio, California, and New York conducted examinations of their respective domestic insurers, all participants of the Commerce Pool, namely American Commerce Insurance Company (OH), Commerce West Insurance Company (CA), and State-Wide Insurance Company (NY).

The principal focus of the examination was 2008 activity however transactions both prior and subsequent thereto were reviewed as deemed appropriate. The examination was conducted following the NAIC Risk Focused Examination Model, and examination efforts were coordinated with regulators from Ohio, California, and New York as noted above.

In addition to a review of the financial condition of the Company, the examination included a review of the Company's business policies and practices, corporate records, reinsurance treaties, conflict of interest disclosure statements, fidelity bonds and other insurance, disaster recovery plan and other pertinent matters to provide reasonable assurance that the Company was in compliance with applicable laws, rules and regulations. In planning and conducting the examination, consideration was given to the concepts of materiality and risk and examination efforts were directed accordingly.

The Company is currently audited by Ernst & Young LLP ("E&Y"), an independent certified public accounting firm, in accordance with 211 CMR 23.00. The firm expressed an unqualified opinion on the Company's financial statements for the calendar year 2008. Prior to E&Y's 2008 engagement as independent auditor, PricewaterhouseCoopers LLP was engaged as the Company's independent certified public accountants. During that time, the Company's parent was an SEC registrant and

subject to the Sarbanes-Oxley Act of 2002. A review and use of the certified public accountants' work papers as well as the work of the Company's internal auditors was made and relied upon where deemed appropriate.

#### **HISTORY**

#### General

The Company was incorporated as a stock property and casualty insurer on September 24, 1981 under the laws of the Commonwealth of Massachusetts and commenced writing business in Massachusetts on November 6, 1981. The Company is a wholly-owned subsidiary of The Commerce Group, Inc. ("CGI"). The Company is one of five insurance entities that make up the insurance operations of CGI. The other four affiliates include Commerce, a Massachusetts domiciled insurer incorporated in September 1971; Commerce West Insurance Company ("Commerce West"), a California domiciled insurer acquired in August 1995; American Commerce Insurance Company ("ACIC"), an Ohio domiciled insurer acquired in January 1999; and State-Wide Insurance Company ("State-Wide"), a New York domiciled insurer acquired in April 2007.

Effective January 1, 2004, CGI implemented an inter-affiliated reinsurance pooling agreement, whereby all insurance members of the group at the time became participants in the pooling agreement, with Commerce as the lead insurer of the pool. The pooling agreement was amended to add State-Wide to the pool upon its acquisition by CGI in 2007.

On October 30, 2007, CGI entered into a merger agreement with MAPFRE, S.A. ("MAPFRE"). The merger was approved by shareholders on February 14, 2008 and became effective in June 2008 after all regulatory approvals and all other customary closing conditions were met. Under the terms of the merger agreement, CGI became an indirect wholly-owned subsidiary of MAPFRE, which became the new ultimate parent of the Company and its affiliates. MAPFRE is reported to be the leading insurer in Spain and has a presence in over 40 countries.

CGI, Commerce, and the Company continue to be headquartered in Webster, Massachusetts.

#### Capital Stock

The Company has authorized and outstanding twenty-two thousand (22,000) shares of common capital stock with a stated par value of \$50.00 per share, for an aggregate par value of \$1,100,000. All outstanding stock is owned by CGI. The Company's capital structure also consists of \$17,200,000 additional paid in and contributed surplus.

#### Dividends to Stockholders

During the five year period covered by this examination, the Company paid a total of \$66,330,000 dollars in dividends to CGI, its sole stockholders, as follows:

	<u>Dividend</u>	<b>Year</b>
	\$13,200,000	2008
.1	21,120,000	2007
	22,660,000	2006
	6,710,000	2005
O <sub>3</sub>	<u>2,640,000</u>	2004
ŝ	\$66,330,000	Total

There were no declared but unpaid dividends as of December 31, 2008.

# TERRITORY AND PLAN OF OPERATION

The Company is licensed to write property and casualty insurance solely in the Commonwealth of Massachusetts. Its principal lines of business are homeowners multiple peril and commercial automobile policies. The Company markets its products through the same network of independent agents under agreement with its affiliate, Commerce.

#### Massachusetts Automobile Business and Regulatory Reform

The core of the CGI operation is Massachusetts private passenger automobile business. Until April 1, 2008, the private passenger automobile insurance market was heavily regulated and the Massachusetts Commissioner of Insurance (the "Commissioner") was responsible for setting premium rates on an annual basis. In July of 2007, the Massachusetts Division of Insurance issued its Opinion, Findings and Decision on the Operation of Competition in Private Motor Vehicle Insurance in 2008, in which it determined that competition in the Massachusetts private passenger motor vehicle insurance market was sufficient such that the Commissioner cannot "fix-and-establish" rates for 2008. Accordingly, effective April1, 2008, each insurer was permitted to file and use its own rates subject to disapproval by the Commissioner.

Also in July of 2007, the Division issued a decision approving rules that will implement an assigned risk plan, the Massachusetts Automobile Insurance Plan ("MAIP"), to provide private passenger insurance for those individuals unable to obtain insurance voluntarily. This new assigned risk plan will ultimately replace the current facility for high risk drivers, Commonwealth Automobile Reinsurers ("CAR"). The effect of these two decisions was to introduce "managed competition" to the Massachusetts private passenger automobile insurance market. This regulatory reform is significant to the Company as a member of CGI and participant in the Commerce Pool, as well as the industry as a whole.

#### **Growth of Company**

The growth of the Company for the years 2004 through 2008 are shown in the following schedule, which was prepared from the Company's statutory annual statements.

<u>Year</u>	Admitted Assets	Net <u>Premium Written</u>	<u>Surplus</u>	NWP to <u>Surplus %</u>
2008	\$321,291,872	\$149,483,277	\$114,798,848	130.2%
2007	383,987,639 <sup>(a)</sup>	155,632,366	132,481,247	117.5
2006	408,961,019	182,527,923	139,395,610	130.9
2005	379,014,409	173,619,179	140,577,699	123,5
2004	348,246,169	224,177,886	120,973,438	185.3

<sup>(</sup>a) 2007 Admitted Assets reflect a decrease of \$18,157,895 from the 2007 Annual Statement as filed due to subsequent correction of a reporting error in 2008. Total liabilities also corrected. 2007 reporting error had no impact on surplus.

## MANAGEMENT AND CONTROL

#### **Board of Directors**

The bylaws of the Company provide that the Board of Directors may exercise all powers of the corporation except those reserved to the stockholders either by law, by the articles of incorporation or the bylaws of the corporation. The Board of Directors shall consist of not fewer than five, nor, more than twenty directors, and the exact number of directors shall be fixed by vote at the meeting at which they are elected. Directors shall be elected at the annual meeting of the stockholders and shall serve until their successors have been duly elected and qualified. A majority of directors present at any meeting shall constitute a quorum. When a quorum is present, a majority shall decide issues brought before the meeting.

At December 31, 2008, the Board was set and comprised of nine directors in compliance with the Company's bylaws. Each director is also a director of Commerce.

Directors duly elected and serving at December 31, 2008, with business affiliations, follows:

<u> Diréctor</u>	<b>Business Affiliation</b>
Andres Jimenez Herradon	Chairman of the Board and Chief Executive Officer of MAPFRE, S.A. and MAPFRE Internacional, S.A.
Gerald Fels	Chief Executive Officer and Chairman of the Board of Commerce Group, Inc.; Chief Executive Officer of Commerce Insurance Company and Citation Insurance Company
Jaime Tamayo	President and Chief Operating Officer of Commerce Group, Inc.; Commerce Insurance Company; Citation Insurance Company

Randall V. Becker Executive Vice President and Chief Financial Officer of

Commerce Group, Inc.; Commerce Insurance Company;

Citation Insurance Company

Javier Fernandez-Cid Director and General Manager of MAPFRE, S.A. and

MAPFRE Internacional, S.A.

Henry T. Rowles President and Chief Executive Officer of AAA Southern

New England, Retired

Mark A. Shaw President and Chief Executive Officer of AAA Southern

New England

Domingo Sugranyes Bickel Vice Chairman, MAPFRE, S.A.

Estaban Tejera Montalvo General Manager, MAPFRE, S.A.

The bylaws do not specify the number of meetings to be held during any one year however, corporate records indicate that the Board of Directors held regular meetings four times per year during the examination period.

#### **Committees of the Board of Directors**

During the period covered by this examination, and as of the examination date, there were no set committees of the Board of Directors specific to the Company. All existing committees impacting the Company were committees of CGI's Board of Directors. During the examination period, committees at the CGI level included a compensation committee, a nominating and corporate governance committee, strategy committee, countrywide products and pricing management committee and a corporate compliance committee. Also, as a SEC publicly traded corporation, CGI had in place an audit committee. As a result of the merger with MAPFRE, the audit committee of CGI has since been dissolved and the functions of the audit committee now fall under the scope of the audit committee of MAPFRE.

#### **Senior Officers**

The bylaws of the Company provide that the Company may have a Chairman of the Board and may have a Chief Executive Officer. The bylaws also state that the Company shall have a president, one or more vice-presidents, one of whom may be the executive vice-president, first senior vice-presidents, senior vice-presidents and assistant vice-presidents. Additionally, the Company shall have a secretary and a treasurer, and any number of assistant secretaries, treasurers and other officers as may be determined by the directors. Pursuant to the bylaws, the officers are elected by the Board of Directors at the first meeting following the annual meeting of the stockholders. Officers may be removed by the stockholders or the Board of Directors, and any vacancy may be filled by vote of the stockholders or directors. Each senior officer is also a senior officer of Commerce.

Senior elected officers and their respective titles at December 31, 2008 are as follows:

<u>Officer</u> <u>Title</u>

Gerald Fels Chief Executive Officer

Jaime Tamayo President and Chief Operating Officer

Daniel P. Olohan

Randall V. Becker

Arthur J. Remillard III<sup>1</sup>

Robert E. McKenna

Senior Vice President, Secretary & General Counsel

Executive Vice President and Chief Financial Officer

Executive Vice President – Policyholder Benefits

Treasurer & Vice President and Chief Accounting

Officer

David H. Cochrane Senior Vice President – Underwriting

John W. Hawie<sup>2</sup> Senior Vice President & Chief Investment Officer

Patrick J. McDonald Senior Vice President – Marketing

Debra A. Mann Senior Vice President – Management Information

**Systems** 

Cathleen M. Moynihan Senior Vice President – Human Resources

Warren S. Ehrlich Appointed Actuary

### **Corporate Governance**

Prior to the 2008 merger with MAPFRE, the Company's parent CGI, was a US SEC listed entity subject to the rules and regulations of the SEC and Section 404 of the Sarbanes-Oxley Act. The requirements of Sarbanes-Oxley are fairly substantial, and CGI has not made any substantive changes to their governance structure since the merger, other than the elimination of the independent audit committee. As a wholly owned subsidiary of CGI, the Company fell under the same standards imposed by Sarbanes-Oxley and implemented by CGI.

The Company's Board of Directors has significant influence on the entity's control consciousness. The Board, through its own activities and supported by its audit committee (prior to the MAPFRE acquisition), is responsible for overseeing all financial reporting policies and procedures. The Board appears appropriately experienced and qualified as there has not been any significant turnover on the Board other than from the result of the MAPFRE acquisition in 2008.

During the period prior to the MAPFRE acquisition, the Company's internal audit department reports appear complete and well documented. Audits were performed on a regular basis with results communicated to senior management, the respective department heads and external auditors. It is noted that the Company's external auditors did not identify any deficiencies in internal controls that were considered to be material.

#### **Conflict of Interest Procedures**

The Company has adopted a Policy Statement pertaining to Code of Ethics and Conflict of Interest. Included in the policy is an established procedure for the disclosure to the Board of Directors of any material interest or affiliation on the part of any officer or director, which is in or is likely to conflict

<sup>&</sup>lt;sup>1</sup>Mr. Remillard III left the Company as of June 30, 2009.

<sup>&</sup>lt;sup>2</sup> Mr. Hawie left the Company as of September 8, 2009.

with his/her official duties.

Annually, each officer, director and responsible employee completes a questionnaire disclosing any material conflicts of interest. The completed questionnaires were reviewed, and no discrepancies were noted. It is noted that the Company will additionally fall under guidelines adopted by MAPFRE, which has in place its own "Code of Good Governance".

#### **Management Continuity and National Emergency**

The Company provides for the continuity of management in the event of a catastrophe or other emergency in accordance with sections 180M through 180Q of Chapter 175 of the Massachusetts General Laws.

#### **Corporate Records**

#### Articles of Incorporation and Bylaws

The Company's articles of incorporation and bylaws were reviewed and found to be unchanged since the prior examination.

#### Minutes of the Board of Directors

The minutes of all Board meetings were reviewed and it was noted that a quorum was obtained at each meeting and actions taken were in compliance with guidelines established by the Board of Directors and the bylaws.

# AFFILIATED COMPANIES

The Company's direct parent is CGI and the ultimate parent company is MAPFRE, S.A. MAPFRE is a company organized under the laws of Spain and controlled by a non-profit charitable organization, FUNDACION MAPFRE, which is also organized under the laws of Spain.

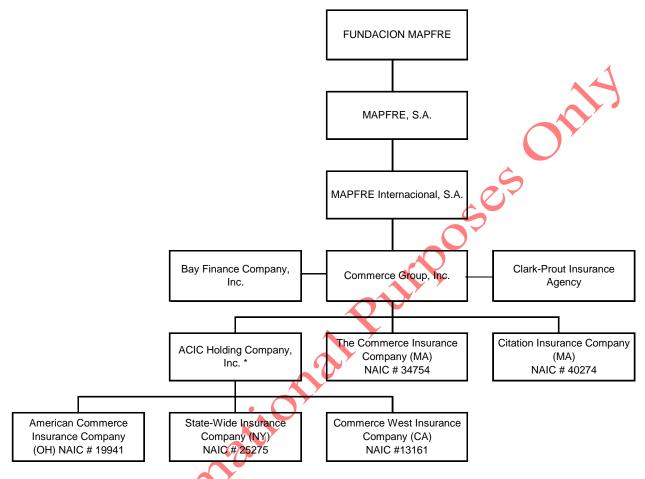
CGI's wholly owned subsidiaries are the Company and Commerce. ACIC Holding Company, a Rhode Island corporation is 95% owned by the CGI and 5% owned by AAA Southern New England and has wholly owned subsidiaries; American Commerce Insurance Company, an Ohio corporation, Commerce West Insurance Company, a California corporation, and State-Wide Insurance Company, a New York corporation. The Organizational Chart included in this report depicts the ownership structure as of the examination date.

The affiliated companies' structure has changed subsequent to the examination date. Bay Finance Company, Inc., Clark-Prout Insurance Agency and New Main Street Liquidation Company, all non-insurance affiliates of CGI were merged into CGI effective April 16, 2009.

Also subsequent to the examination date, Commerce acquired MAPFRE U.S.A. Corp. and its affiliates from MAPFRE Internacional, S.A., which included two insurance companies and an insurance agency. As part of the restructuring of the organization, MAPFRE U.S.A. Corp. was than dissolved and ownership of its subsidiaries transferred to Commerce. Effective July 1, 2009, the Inter-affiliate Pooling Agreement was expanded to include MAPFRE Insurance Company of Florida.

#### **ORGANIZATION CHART**

The organizational structure of Commerce and its subsidiary, affiliated and controlled entities as of December 31, 2008 is as follows:



<sup>\*</sup> Note: 5% of ACIC Holding Company, Inc. is owned by AAA Southern New England.

#### Transactions and Agreements with Subsidiaries and Affiliates

#### Management Cost Allocation Agreement

The Company is party to a "Management Cost Allocation Agreement" whereby all companies in the group may provide from time to time to each other personnel, property, and services necessary to perform certain "Management Services". Services are generally classified as non-investment related and investment related.

Non-investment related services include normal and customary management and operational functions. Compensation for such services, or the "management fee" is based on actual cost and expenses and shall be based upon recorded time spent providing the services, shall not include a profit factor, and shall not exceed those actual cost incurred to provide those services.

Investment related services are broken out into two categories; investment management services and investment recordkeeping services. Compensation for investment related services is based on a

formula of actual cost multiplied by a corresponding "basis point" factor and compensation is also limited not to exceed the actual cost incurred in providing the services. Investment related services are provided in accordance with the investment guidelines approved by the Board of Directors of each Company. All management fees shall be settled within 30 days of the end of each calendar quarter.

## Tax Sharing Agreement

The Company is a member of an affiliated group within the meaning of Section 1504(a) of the Internal Revenue Code of 1986 of which CGI is the common parent. As such, the Company files its taxes on a consolidated basis following the "Tax Allocation Agreement" restated and in effect as of April, 2007. The individual corporate income tax liability for each affiliate in the consolidated group shall be calculated for each affiliate as if such affiliate had never been a member of the CGI Group, but giving effect to the intercompany rules contained in the U.S. Treasury Regulations. Commerce has been designated as the payor of taxes on behalf of CGI, and shall pay, or cause to be paid, the consolidated payments due on behalf of the group. All members of the Group shall settle with Commerce all amounts due no later than 30 days after the filing /payment date.

## FIDELITY BOND AND OTHER INSURANCE

The Company, as a named insured on policies issued to CGI, maintains fidelity coverage with an authorized Massachusetts insurer, consistent with Massachusetts General Laws, Chapter 175, Section 60. The aggregate limit of liability exceeds the NAIC suggested minimum.

The Company has further protected its interests and property by policies of insurance covering other insurable risks. Coverage is provided by insurers licensed in the Commonwealth of Massachusetts and was in force as of December 31, 2008.

# SPECIAL DEPOSITS

Special Deposits of the Company at December 31, 2008 are as follows:

<u>State</u>	Purpose of Deposit	Book Value	Fair Value
Massachusetts	Benefit of All Policyholders	\$493,178	\$580,625

# TREATMENT OF POLICYHOLDERS AND RELATED PRACTICES

# **Treatment of Policyholders – Market Conduct**

During the financial examination of the Company, the Division's Market Conduct Section initiated a comprehensive market conduct examination of Massachusetts business of the Company and its affiliate, Commerce, for the period January 1, 2008 through December 31, 2008. The market conduct examination was called pursuant to authority in Massachusetts General Laws Chapter 175, Section 4. The market conduct examination was conducted at the direction of, and under the overall management and control of, the Market Conduct Examination Staff of the Division. Representatives from the firm of Rudmose & Noller Advisors, LLC were engaged to complete certain agreed upon procedures which were developed using the guidance and standards of the NAIC Market Conduct

Examiner's Handbook, the market conduct examination standards of the Division, and the Commonwealth of Massachusetts insurance laws, regulations and bulletins. The basic business areas reviewed under this market conduct examination are company operations/management; complaint handling; marketing and sales; producer licensing; policyholder services; underwriting and rating; and claims. Once this market conduct examination is completed, a "Report on the Comprehensive Market Conduct Examination" for the period January 1, 2008 through December 31, 2008 will be issued and become available as a public document.

#### **REINSURANCE**

#### **Inter-Affiliate Reinsurance Pooling Agreement**

As previously noted, the Company and its insurance affiliates adopted an "Inter-affiliate Reinsurance Pooling Agreement" effective January 1, 2004. Commerce is the "lead insurer" in the Commerce Pool and along with its affiliates (collectively called "Pool Participants"), share in the underwriting results of the business written and retained by the group. Under the pooling agreement, each of the Pool Participants cedes 100% of their combined premiums, losses, loss adjustment expenses and underwriting expenses to Commerce as the lead company in the pool. This business is combined with all other direct and assumed business of the Pool Participants, and then retro-ceded back to each Pool Participant in accordance with each participant's participation percentage of the total pool.

The pooling agreement was revised effective April 2, 2007 to include its newest affiliate, State-Wide Insurance Company. The Company's participation ratio during the examination period has decreased from 10.0% as of January 1, 2004 to 8.9% as a result of this new Pool Participant. The Pool Participants and their respective participation percentages as of April 2, 2007 and in effective at December 31, 2008 were as follows:

	NAIC	Participation
Company (State of Domicile)	<b>CoCode</b>	<b>Ratio</b>
Commerce Insurance Company (MA)	34754	76.2%
Citation Insurance Company (MA)	40274	8.9%
American Commerce Insurance Company (OH)	19941	8.3%
Commerce West Insurance Company (CA)	13161	3.8%
State-Wide Insurance Company (NY)	25275	2.8%
<b>Y</b>		100.0%

All external reinsurance, in the form of catastrophe, quota share, facultative and excess of loss contracts are ceded to external reinsurers by Commerce under the terms of the reinsurance contracts. The objective of the reinsurance program is to mitigate the adverse financial consequences of a severe loss under individual policies, or a catastrophic loss from an extraordinary aggregate loss. This reinsurance does not discharge the Company or Commerce of its primary liability. For a more complete description of the reinsurance program implemented and managed by Commerce, see The Commerce Insurance Company Examination Report.

#### ACCOUNTS AND RECORDS

The Company's internal control structure was discussed with management through questionnaires and through a review of the work performed by the Company's independent certified public accountants, Ernst & Young LLP in 2008, and including work papers generated to support the requirements of the Sarbanes-Oxley Act of 2002. As part of its engagement for the Massachusetts Insurance Division, KPMG performed a review and evaluation of the control environment of Commerce Group's IT systems. The NAIC's Information Systems Questionnaire (ISQ) completed by the Company was reviewed and interviews with Company management and IT staff were conducted to gather supplemental information and corroborate the Company's responses to the ISQ. Included was a review of the documentation supporting management and organization controls, application systems development and maintenance controls, operating and processing controls, logical and physical security controls, contingency planning controls, personal computers, Local Area Network (LAN), Wide Area Network (WAN) and internet controls. The control environment of the Company's information systems was found to have in place sufficient internal controls.

No material internal control weaknesses were noted in connection with the examination, nor were any such matters reported in the CPA firm's filings with the Division.

The Company uses an automated general ledger system. Trial balances were traced from the general ledger and supporting documents to the 2008 Annual Statement. No material exceptions were noted.

# FINANCIAL STATEMENTS

The following financial statements are presented on the basis of accounting practices prescribed or permitted by the Division of Insurance of the Commonwealth of Massachusetts and by the NAIC as of December 31, 2008.

Statement of Assets, Liabilities, Surplus and Other Funds as of December 31, 2008

Statement of Income for the Year Ended December 31, 2008

Statement of Capital and Surplus as of December 31, 2008

Reconciliation of Capital and Surplus for Each Year in the Five Year Period Ended December 31, 2008

# The Citation Insurance Company Statement of Assets, Liabilities, Surplus and Other Funds as of December 31, 2008

Per Company	Examination Changes	Notes	Per Examination
\$215,496,670	\$0		\$215,496,670
25,296,595			25,296,595
21,813,189			21,813,189
262,606,454	0	•	262,606,454
2,313,221			2,313,221
10,338,929			10,338,929
, ,		-5	, ,
21.983.841	. (		21,983,841
	6		6,314,425
0,511,125			0,511,125
14 885 507			14,885,597
2,849,403			2,849,405
\$321,291,872	\$0	•	\$321,291,872
	Company \$215,496,670 25,296,595 21,813,189 262,606,454 2,313,221 10,338,929 21,983,841 6,314,425 14,885,597 2,849,405	Company         Changes           \$215,496,670         \$0           25,296,595         21,813,189           262,606,454         0           2,313,221         10,338,929           21,983,841         6,314,425           14,885,597         2,849,405           \$321,291,872         \$0	Company         Changes         Notes           \$215,496,670         \$0           25,296,595         21,813,189           262,606,454         0           2,313,221         0           10,338,929         21,983,841           6,314,425         14,885,597           2,849,405         \$0           \$321,291,872         \$0

#### The Citation Insurance Company Statement of Assets, Liabilities, Surplus and Other Funds as of December 31, 2008

Liabilities, Surplus and Other Funds		Examination		Per
	Company	Changes	Notes	Examination
Losses	\$60,200,044	¢Ω	1	¢60 200 044
Losses Reinsurance payable on paid losses and loss	\$60,200,944	\$0	1	\$60,200,944
adjustment expenses	25,828,472			25,828,472
Loss adjustment expenses	13,420,837		1	13,420,837
Commissions payable, contingent commissions and	13,420,037		•	13,420,03
other similar charges	4,627,524			4,627,524
Other expenses (excluding taxes, licenses and fees)	414,203			414,203
Current federal and foreign income taxes	5,223,792	<u> </u>		5,223,792
Unearned premiums	71,006,784		7	71,006,784
Ceded reinsurance premiums payable (net of ceding	, 1,000,701		•	, 1,000,70
commission)	20,341,030			20,341,030
Payable to parent, subsidiaries and affiliates	5,429,438			5,429,438
Total Liabilities	206,493,024	0	· -	206,493,024
2000 2000	200,150,02		-	200,150,02
Common capital stock	1,100,000	<b>y</b>		1,100,00
Gross paid in and contributed surplus	17,200,000			17,200,00
Unassigned funds (surplus)	96,498,848			96,498,84
Surplus as regards policyholders	114,798,848	0	·	114,798,84
Total liabilities and policyholders surplus	\$321,291,872	\$0		\$321,291,87

## The Citation Insurance Company Statement of Income, Capital and Surplus For the Year Ended December 31, 2008

	Per	Examination	Per
	Company	Changes	Examination
Underwriting Income			
Premiums earned	\$153,604,828	\$0	\$153,604,828
<b>Deductions:</b>			4
Losses incurred	86,478,634		86,478,634
Loss adjustment expenses incurred	18,045,461		18,045,461
Other underwriting expenses incurred	42,943,023		42,943,023
Total underwriting deductions	147,467,118	0	147,467,118
Net underwriting gain or (loss)	6,137,710	0	6,137,710
Net investment income earned	14,121,041		14,121,041
Net realized capital gains or (losses)	(17,428,249)		(17,428,249)
Net investment gain or (loss)	(3,307,208)	0	(3,307,208)
The investment gain of (1055)	(3,307,200)	<del>)                                     </del>	(3,307,200)
Net income before dividends to policyholders			
and before federal income taxes	2,830,502		2,830,502
Foreign and federal income taxes incurred	5,055,328		5,055,328
/ Storgil and rederal medine takes medited	0,033,320		2,022,320
Net income	(\$2,224,826)	0	(\$2,224,826)
	~		
Capital and Surplus Account			
Surplus as regards policyholders,			
December 31 prior year	\$132,481,247	0	\$132,481,247
Net income	(2,224,826)		(2,224,826)
Change in net unrealized capital gains (losses)	250,898		250,898
Change in net deferred income tax	5,577,573		5,577,573
Change in nonadmitted assets	(8,086,044)		(8,086,044)
Dividends to stockholders	(13,200,000)		(13,200,000)
Change in surplus as regards policyholders for the year	(17,682,399)	0	(17,682,399)
Surplus as regards policyholders,	h	*~	<b></b>
December 31 current year	\$114,798,848	\$0	\$114,798,848

# The Citation Insurance Company Reconciliation of Capital and Surplus For Each Year in the Five Year Period Ended December 31, 2008

	2008	2007	2006	2005	2004
Surplus as regards policyholders, December 31 previous year	\$132,481,247	\$139,395,610	\$140,577,699	\$120,973,438	\$107,386,915
Net income (loss) Change in net unrealized capital gains (losses) Change in net deferred income taxes Change in nonadmitted assets Dividends to stockholders Aggregate write-ins for gains and losses in surplus	(2,224,826) 250,898 5,577,573 (8,086,044) (13,200,000)	19,131,745 (3,944,612) (458,854) (210,921) (21,120,000) (311,721)	21,150,334 341,833 (740,244) 725,988 (22,660,000)	27,981,292 (98,356) (4,063,627) 2,494,952 (6,710,000)	10,196,168 (343,645) 10,209,431 (2,847,003) (2,640,000) (988,428)
Change in surplus	(17,682,399)	(6,914,363)	(1,182,089)	19,604,261	13,586,523
Surplus as regards policyholders, December 31 current year	\$114,798,848	\$132,481,247	\$139,395,610	\$140,577,699	\$120,973,438
	ations				

#### NOTES TO FINANCIAL STATEMENTS

#### Note 1: Loss and Loss Adjustment Expense (LAE) Reserves

As part of the coordinated financial examination of The Commerce and Citation Insurance Companies by the Massachusetts Division of Insurance, the "lead state" of the Group, The Division retained the actuarial services of KPMG to perform an actuarial analysis of the loss and loss adjustment expenses (LAE) reserves of the Commerce Inter-affiliate Reinsurance Pool, which includes all reinsured affiliates as of December 31, 2008. Actuarial data utilized by KPMG, as provided by the Company, was reviewed and tested by the examination staff for both accuracy and completeness by performing various examination procedures on samples of paid losses and case reserves. KPMG has made an independent assessment of the Pool's loss and LAE reserves as of December 31, 2008 to determine whether the reserve amounts carried are reasonably stated in accordance with sound actuarial principals. This analysis was performed both gross and net of reinsurance.

The Inter-affiliate Reinsurance Pooling Agreement became effective January 1, 2004. Through the pooling agreement, Commerce, as the lead company in the pool, assumed from the other insurance affiliates all of their combined premiums, losses, loss adjustment expenses, and underwriting expenses. Commerce then combined this business with its own direct and assumed business, and then ceded back to the Pool Participants, net of applicable reinsurance, each member's respective pooling participation percentage. This allows each company to share in the consolidated experience of the group. The Company's participation ratio in the pool as of December 31, 2008 was 8.9%. The remaining 91.1% of the pool is assumed by the other participants in the following ratios: Commerce 76.2%; ACIC 8.3%; Commerce West 3.8%; and State-Wide 2.8%.

KPMG has concluded that based on its review of the Inter-affiliate Reinsurance Pool's loss and LAE reserve calculations, as well as its own independent testing, that loss and LAE reserves held by the pool are reasonably stated and fall within a range of reasonableness as of December 31, 2008. The tables below summarizes a comparison of KPMG's gross, ceded, and net loss and LAE reserve estimates to those carried by the pool in total and the Company's based on its pro-rata participation percentage as of December 31, 2008.

Commerce Inter-Affiliate Reinsurance Pool (in thousands)					
KPMG Estimates					
	Low	Selected	<u>High</u>	Total Pool <u>Carried</u>	Redundancy/ (Deficiency)
Gross Loss & LAE	\$ 805,430	\$ 885,520	\$ 975,030	\$ 921,353	\$ 35,833
Ceded Loss & LAE	83,552	95,030	102,786	94,142	888
Total Net Loss & LAE	\$ 721,878	\$ 790,490	\$ 872,244	\$ 827,211	\$ 36,721
					4
Citation Insurance Company Net Loss and LAE Reserves (in thousands)  KPMG Estimates					
	Low	Selected	High	Company <u>Carried</u>	Redundancy/ (Deficiency)
Company Net Loss and LAE Reserves	\$64,247	\$70,354	\$77,630	\$73,622	\$3,268

Total net reserves for loss and LAE carried by the pool as of December 31, 2008 are \$827,211,000 and are approximately 4.6% greater than KPMG's select point estimate and fall within a range of reasonableness. Based on the Company's pool participation ratio of 8.9%, the Company reported net carried reserves for loss and LAE are \$73,621,781.

#### **AKNOWLEDGEMENT**

Acknowledgment is made of the cooperation and courtesies extended by the officers and employees of the Company to all the examiners during the course of the examination.

For Informational Purposes On