

193R Application Spreadsheet																
INSURANCE COMPANY	GROUP NAME	STREET ADDRESS	CITY/TOWN	STATE	ZIP CODE	AUTO (A) or HOME (H)	PROPOSED RATE DEV. (0.0%)	PROPOSED EFFECTIVE DATE	GROUP TYPE	TOTAL NUMBER IN GROUP	ELIGIBLE NUMBER IN GROUP	NUMBER OF CURRENT INSUREDS	ORIGINAL PLAN DATE	PRODUCER OR MARKETING REPRESENTATIVE	PRODUCER OR MARKETING REPRESENTATIVE CONTACT INFORMATION	EXPERIENCE SUBMITTED YES OR NO
The Commerce Insurance Company	Eastern Bank Premier Checking Customers	45 Market Street	Lynn	MA	01901	A	5.0%	05/15/16	O	67,733	37,529	0	New	Eastern Insurance Group, LLC	1-508-270-5315	No

EXPENSE EXHIBIT FOR ALL AUTO & HOME 193R GROUP MARKETING RATE DEVIATIONS

Year Plan Will be Applied

2016

Insurers are required to submit the expense ratios underlying their current rates and the expense ratio or average expense per unit associated with the group marketing rate deviation.

<u>INSURANCE</u> <u>COMPANY</u>	<u>GROUPNAME</u>	(1) Expenses Assumed In Insurer's Rates Currently On File	(2) Expenses Associated With Group Marketing Plan	(3) Reasons for Expensed Difference	(4) Requested Group Rate Deviation
The Commerce Insurance Company	Eastern Bank Premier Checking Customers	25.8%	22.2%	Commision contribution by agent. Lower ULAE* Lower Acquisition Costs**	5.0%

* - Group business has a lower loss ratio than non-group business, resulting in reduced ULAE for group business when compared to ULAE for all business.

** - Reduced costs of acquisition include lower advertising costs

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	The Commerce Insurance Company	Eastern Bank e-Z Checking Customers	45 Market Street	Lynn	MA	01901	A	5.0%	04/15/16	O	7,453	5,550	0	New	Eastern Insurance Group, LLC	1-508-270-5315	No
	The Commerce Insurance Company	Eastern Bank Free Checking Customers	45 Market Street	Lynn	MA	01901	A	5.0%	04/15/16	O	175,538	144,270	0	New	Eastern Insurance Group, LLC	1-508-270-5315	No

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