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| 193R Application Spreadsheet | | | | | | | | | | | | | | | | | | | |
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| INSURANCE | | STREET | | | | AUTO (A) or | PROPOSED | PROPOSED | | TOTAL | ELIGIBLE | NUMBER | ORIGINAL | | | PRODUCER OR | EXPERIENCE | | |
| COMPANY | GROUP NAME | ADDRESS | CITY/TOWN | STATE | ZIP CODE | HOME (H) | RATE | EFFECTIVE | GROUP | NUMBER | NUMBER | OF CURRENT | PLAN | | PRODUCER OR | MARKETING REPRESENTATIVE | SUBMITTED | | |
| | | | | | | | DEV. (0.0%) | DATE | TYPE | IN GROUP | IN GROUP | INSUREDS | DATE | | MARKETING REPRESENTATIVE | CONTACT INFORMATION | YES OR NO | | |
| The Commerce Insurance Company | Agawam Public Schools | 1305 Springfield Street | Feeding Hills | MA | 01030 | A | 4.0% | 06/15/16 | E | 650 | 620 | 0 | New | Horace Mann Service Corp. | (217)789-2500 | | 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 | Agawam Public Schools | 25.8% | 22.2% | Commision contribution by agent. Lower ULAE* Lower Acquisition Costs** Add'l Savings for Horace Mann Agents*** | 4.0% |

* - 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

*** - Producers of Horace Mann direct mail our policies