

2015 193R Application Spreadsheet																
INSURANCE COMPANY*	GROUP NAME*	STREET ADDRESS	CITY/TOWN	STATE	ZIP	AUTO (A) or HOME (H)	PROPOSED RATE DEV. (0.0%)	PROPOSED EFFECTIVE DATE	CU, E,M,U GROUP TYPE**	TOTAL NUMBER IN GROUP	ELIGIBLE NUMBER IN GROUP	NUMBER OF CURRENT INSUREDS	ORIGINAL PLAN DATE	AGENCY OR MKT. REP.	EXPERIENCE SUBMITTED YES OR NO	PRODUCER OR MARKETING REPRESENTATIVE CONTACT INFORMATION
Electric Insurance	Electric Insurance Company	75 Sam Fonzo Drive	Beverly	MA	01915	A	12%	4/1/2015	E	741	741	415	5/1/1991	Anita Pacheco	Yes	800.227.2757 or www.electricinsurance.com
Electric Insurance	Elfun Society	1000 Western Ave. M226807	Lynn	MA	01910	A	12%	4/1/2015	M	3,574	3,574	1,394	5/1/1991	Anita Pacheco	Yes	800.227.2757 or www.electricinsurance.com
Electric Insurance	General Electric	3135 Easton Turnpike	Fairfield	CT	06431	A	8%	4/1/2015	E	18,119	18,119	2,354	10/1/1991	Anita Pacheco	Yes	800.227.2757 or www.electricinsurance.com
Electric Insurance	SABIC	1 Plastics Avenue	Pittsfield	MA	01201	A	8%	4/1/2015	E	566	566	101	1991 as GE Subsidiary	Anita Pacheco	Included with GE	800.227.2757 or www.electricinsurance.com
Electric Insurance	Endicott College Employees	376 Hale Street	Beverly	MA	01915	A	8%	4/1/2015	E	647	647	4	8/1/2012	Anita Pacheco	No	800.227.2757 or www.electricinsurance.com
Electric Insurance	Endicott College Alumni	376 Hale Street	Beverly	MA	01915	A	8%	4/1/2015	M	6,302	6,302	13	8/1/2012	Anita Pacheco	No	800.227.2757 or www.electricinsurance.com
Electric Insurance	Sedgwick CMS	3 Executive Park Drive	Bedford	NH	03110	A	8%	4/1/2015	E	28	28	11	8/1/2012	Anita Pacheco	No	800.227.2757 or www.electricinsurance.com
* Provide full insurance company name and full group name. If there is more than one company name, please separate the company name by a comma.																
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INSURANCE COMPANY	GROUP NAME	Earned Premium **				Incurred Loss Incl. IBNR				Incurred Loss Ratio				3 Yr.	Adjusted Incurred Loss Ratio*
		2011	2012	2013	YTD 2014	2011	2012	2013	YTD 2014	2011	2012	2013	YTD 2014	Total	Total
Electric Insurance Company	Electric Insurance Company	452,635	509,701	571,861	399,191	292,739	254,647	289,876	204,100	64.7%	50.0%	50.7%	51.1%	53.9%	45.0%
Electric Insurance Company	ELFUN	1,491,096	1,585,625	1,694,594	1,137,314	756,900	775,305	1,293,483	602,134	50.8%	48.9%	76.3%	52.9%	58.0%	48.9%
Electric Insurance Company	General Electric	2,993,212	3,215,719	3,348,144	2,199,900	1,696,555	1,891,203	2,476,601	1,198,161	56.7%	58.8%	74.0%	54.5%	61.8%	60.0%
Electric Insurance Company	SABIC	Included in totals for General Electric^													
Electric Insurance Company	Endicott College Employees														
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Electric Insurance Company	Sedgwick CMS														
Electric Insurance Company	NONE	5,324,574	5,671,755	5,893,546	3,777,108	2,889,511	2,805,633	3,796,248	2,023,426	54.3%	49.5%	64.4%	53.6%	55.7%	55.6%

* Adjusted to reflect a common distribution of premium across class and territory.

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2014 EXPENSE EXHIBIT FOR ALL 193R GROUP MARKETING PLANS

Insurers are required to submit the expense ratios underlying their current rates and the expense ratio or average expense per vehicle associated with the group marketing plan

Physical Damage

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**MASSACHUSETTS 2014
GROUP MARKETING RENEWAL
AFFIDAVIT**

Attached is the documentation required for the application for the listed Electric Insurance Company 2014 Group Marketing clients.

We have verified that it is the intention of each of the following clients to participate in the Group Marketing program within their organization for the year 2014 and have confirmed their participation to them in writing:

Electric Insurance Company
ELFUN Society
General Electric
SABIC
Endicott College Employees
Endicott College Alumni
Sedgwick CMS

You may contact any of our clients to verify information and confirm participation.

A handwritten signature in black ink, appearing to read "M Franzese".

Michael Franzese
State Filing Specialist
Electric Insurance Company

2013 193R Application Spreadsheet																
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Electric Insurance Company	Endicott College Alumni	33.5%	31.8%	Direct Business, Lower acquisition costs, reduced marketing costs	8.0%
Electric Insurance Company	Sedgwick CMS	33.5%	31.8%	Direct Business, Lower acquisition costs, reduced marketing costs	8.0%
Electric Insurance Company	All Other	33.5%	35.2%	Subject to commissions	0.0%

Auto Liability

INSURANCE COMPANY	GROUPNAME	(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
Electric Insurance Company	Electric Insurance Company	30.4%	28.7%	Direct Business hence virtually no commissions	12.0%
Electric Insurance Company	ELFUN	30.4%	28.7%	Direct Business hence virtually no commissions	12.0%
Electric Insurance Company	General Electric	30.4%	28.7%	Direct Business hence virtually no commissions	10.0%
Electric Insurance Company	SABIC	30.4%	28.7%	Direct Business hence virtually no commissions	10.0%
Electric Insurance Company	Endicott College Employees	30.4%	28.7%	Direct Business, Lower acquisition costs, reduced marketing costs	8.0%
Electric Insurance Company	Endicott College Alumni	30.4%	28.7%	Direct Business, Lower acquisition costs, reduced marketing costs	8.0%
Electric Insurance Company	Sedgwick CMS	30.4%	28.7%	Direct Business, Lower acquisition costs, reduced marketing costs	8.0%
Electric Insurance Company	All Other	30.4%	32.1%	Subject to commissions	0.0%