

MASSACHUSETTS
GROUP MARKETING RATE DEVIATION NEW/RENEWAL
AFFIDAVIT

Attached is the documentation required for the application for the listed Esurance Insurance Company 2015 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 2015 and have confirmed their participation to them in writing:

CUNA Mutual

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

Sincerely,

A handwritten signature in cursive script, appearing to read "Li Li".

Zhimin Li
Product Manager

193R Application Spreadsheet

| <u>INSURANCE COMPANY</u> | <u>GROUP NAME</u> | <u>STREET ADDRESS</u> | <u>CITY/TOWN</u> | <u>STATE</u> | <u>ZIP CODE</u> | <u>AUTO (A) or HOME (H)</u> | <u>PROPOSED RATE DEV. (0.0%)</u> | <u>PROPOSED EFFECTIVE DATE</u> | <u>GROUP TYPE (C, U, E, M, U)</u> | <u>TOTAL NUMBER IN GROUP</u> | <u>ELIGIBLE NUMBER IN GROUP</u> | <u>NUMBER OF CURRENT INSUREDS</u> | <u>ORIGINAL PLAN DATE</u> | <u>PRODUCER OR MARKETING REPRESENTATIVE</u> | <u>PRODUCER OR MARKETING REPRESENTATIVE CONTACT INFORMATION</u> | <u>EXPERIENCE SUBMITTED YES OR NO</u> |
|----------------------------|-------------------|-------------------------|------------------|--------------|-----------------|-----------------------------|----------------------------------|--------------------------------|-----------------------------------|------------------------------|---------------------------------|-----------------------------------|---------------------------|---|--|---------------------------------------|
| Esurance Insurance Company | CUNA Mutual Group | 5910 Mineral Point Road | Madison | WI | 53705 | (A) | -5.0% | 07/19/15 | CU | 2,500,000 | 2,500,000 | 238 | 07/19/13 | Steven Arnold | steven.arnold@cunamutual.com | No |