

193R Application Spreadsheet															
Year Plan Will be Applied	2011														
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
GEICO/GEICO GENERAL	Berkshire Hathaway Inc.	3555 Farnam Street Suite 1440	Omaha	NE	68131	Auto	-5.00%	5/18/2011	E	395,190	9,544	92	5/18/2009		N
* 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.															
** Group Type - E = employee, CU = credit union, M = all other member groups, U = unions															

**EXPENSE EXHIBIT FOR ALL AUTO & HOME 193R GROUP MARKETING PLANS**

Year Plan Will be Applied

2011

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 plan

<b><u>INSURANCE COMPANY</u></b>	<b><u>GROUPNAME</u></b>	<b>(1) Expenses Assumed In Insurer's Rates <u>Currently On File</u></b>	<b>(2) Expenses Associated With Group Marketing <u>Plan</u></b>	<b>(3) Reasons for Expensed <u>Difference</u></b>	<b>(4) Requested Group Rate <u>Deviation</u></b>
GEICO/GEICO GENERAL	Berkshire Hathaway Inc.	20.0%	12.6%	Lower Acquisition Costs	-5.0%



**Association Name**  
Berkshire Hathaway

**Website with Corporate Governance/Structure**  
<http://www.berkshirehathaway.com/govern/corpgov.pdf>

**MASSACHUSETTS  
GROUP MARKETING NEW/RENEWAL  
AFFIDAVIT**

Attached is the documentation required for the application for the listed Government Employees Insurance Company/GEICO General Insurance Company 2011 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 2011 and have confirmed their participation to them in writing:

Berkshire Hathaway, Inc. (see attached listing)

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

Sincerely,

*Triana Woodard*

Triana Woodard  
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Enclosures