

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

Year Plan Will be Applied

2012

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 COMPANY</u>	<u>GROUPNAME</u>	(1) Expenses Assumed In Insurer's Rates <u>Currently On File</u>	(2) Expenses Associated With Group Marketing <u>Plan</u>	(3) Reasons for Expensed <u>Difference</u>	(4) Requested Group Rate <u>Deviation</u>
GEICO/GEICO GENERAL	Berkshire Hathaway Inc.	17.4%	11.6%	Lower Acquisition Costs	-5.0%



<b>193R Application Spreadsheet</b>																		
							PROPOSED	PROPOSED	GROUP	TOTAL	ELIGIBLE	NUMBER	ORIGINAL		PRODUCER OR	EXPERIENCE		
INSURANCE		STREET				AUTO (A) or	RATE	EFFECTIVE	TYPE	NUMBER	NUMBER	OF CURRENT	PLAN		PRODUCER OR	MARKETING REPRESENTATIVE	MARKETING REPRESENTATIVE	SUBMITTED
COMPANY	GROUP NAME	ADDRESS	CITY/TOWN	STATE	ZIP CODE	HOME (H)	DEV. (0.0%)	DATE	(CU, E, M, U)	IN GROUP	IN GROUP	INSUREDS	DATE		MARKETING REPRESENTATIVE	CONTACT INFORMATION	CONTACT INFORMATION	YES OR NO
GEICO/GEICO GENERAL	Berkshire Hathaway Inc.	3555 Farnam Street Suite 1440	Omaha	NE	68131	Auto	-5.00%	5/18/2012	E	438,517	10,077	126	5/18/2009			<a href="http://www.geico.com/">http://www.geico.com/</a>	<a href="http://www.geico.com/">http://www.geico.com/</a>	N