

**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 2013 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 2013 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,

*Amber Jones*

Amber Jones  
Analyst, State Filings  
(301) 986-5658  
Fax: 301-986-3922  
Email: [amjones@geico.com](mailto:amjones@geico.com)  
Enclosures

193R Application Spreadsheet															
INSURANCE	STREET					AUTO (A) or	PROPOSED	PROPOSED	GROUP	TOTAL	ELIGIBLE	NUMBER	ORIGINAL	PRODUCER OR	EXPERIENCE
COMPANY	GROUP NAME	ADDRESS	CITY/TOWN	STATE	ZIP CODE	HOME (H)	RATE	EFFECTIVE	TYPE	NUMBER	NUMBER	OF CURRENT	PLAN	MARKETING REPRESENTATIVE	MARKETING REPRESENTATIVE
							DEV. (0.0%)	DATE	(C, E, M, U)	IN GROUP	IN GROUP	INSUREDS	DATE	CONTACT INFORMATION	YES OR NO
GEICO/GEICO GENERAL	Berkshire Hathaway Inc.	3555 Farnam Street Suite 1440	Omaha	NE	68131	Auto	-5.00%	5/18/2013	E	270,858	6,236	172	5/18/2009	<a href="http://www.geico.com/">http://www.geico.com/</a>	N

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

Year Plan Will be Applied

2013

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 Currently On File	(2) Expenses Associated With Group Marketing Plan	(3) Reasons for Expensed Difference	(4) Requested Group Rate Deviation
GEICO/GEICO GENERAL	Berkshire Hathaway Inc.	17.3%	11.2%	Lower Acquisition Costs	-5.0%

