

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

Year Plan Will be Applied

2017

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	United States Military	15.6%	10.3%	Lower Acquisition Costs	-5.0%

**MASSACHUSETTS
GROUP MARKETING RATE DEVIATION NEW/RENEWAL
AFFIDAVIT**

Attached is the documentation required for the application for the listed Government Employees Insurance Company/GEICO General Insurance Company 2017 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 2017 and have confirmed their participation to them in writing:

United States Military (see attached listing)

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

Sincerely,

Kate Frasca

Analyst, State Filings

Phone: 1-800-824-5404, x 2701

Email: kfrasca@geico.com

Enclosures