

**IDS PROPERTY CASUALTY INSURANCE COMPANY
MASSACHUSETTS PERSONAL AUTO
COSTCO GROUP DISCOUNT SUPPORT**

Non - Costco Group Expenses

General	6.3%
Tax	2.2%
Commission	1.7%
Acq	10.0%
ALAE	<u>3.5%</u>
Total	23.7%

Costco Group Expenses

General	6.3%
Tax	2.2%
Commission	1.7%
Acq	5.2%
ALAE	<u>2.1%</u>
Total	17.5%

Expense Difference 6.2%

Selected Discount 7.0%

* Discount has been rounded up due to expense saving connected with lower commission as well as higher retention rates that have not been accounted for in this analysis

**MASSACHUSETTS
GROUP MARKETING NEW/RENEWAL
AFFIDAVIT**

Attached is the documentation required for the application for the listed IDS Property Casualty Insurance Company's 2012 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 2012 and have confirmed their participation to them in writing:

Costco Wholesale Club
Attn: John Conlon
999 Lake Drive
Issaquah, WA 98027

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

Jean Tilkens

Jean Tilkens
Legislative Analyst

2012 - 193R Application Spreadsheet								
<u>INSURANCE</u>		<u>STREET</u>				<u>AUTO (A) or</u>	PROPOSED	PROPOSED
<u>COMPANY</u>	<u>GROUP NAME</u>	<u>ADDRESS</u>	<u>CITY/TOWN</u>	<u>STATE</u>	<u>ZIP CODE</u>	<u>HOME (H)</u>	<u>RATE</u>	<u>EFFECTIVE</u>
							<u>DEV. (0.0%)</u>	<u>DATE</u>
IDS Property Casualty Insurance Compan	Costco Executive Membership	3500 Packerland Drive	De Pere	WI	54115	Auto	7.0%	04/01/2012

GROUP	TOTAL	ELIGIBLE	NUMBER	ORIGINAL	PRODUCER OR	EXPERIENCE	
TYPE	NUMBER	NUMBER	OF CURRENT	PLAN	MARKETING REPRESENTATIVE	SUBMITTED	
(CU, E, M, U)	IN GROUP	IN GROUP	INSUREDS	DATE	MARKETING REPRESENTATIVE	CONTACT INFORMATION	YES OR NO
M	89429	89429	2615	04/01/2009	Tony Klemme	tony.m.klemme@ampf.com	NO

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</u> <u>COMPANY</u>	<u>GROUPNAME</u>	(1) Non Group 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
IDS Property Casualty Insurance Compa	Costco Executive Membership	23.7%	17.5%	Lower Acquisition Costs	7.0%

PREMIUM /LOSS/EXPENSE EXHIBIT FOR 193R AUTO/HOME GROUPS AT LEAST 3 YEARS OLD WITH 1,000 OR MORE INSURED UNITS

<insert year below>

2012

Year Plan Will be Applied

Insurers are required to submit a minimum three (3) full years of data, but can at their option submit additional years of data by inserting additional columns.

INSURANCE
COMPANY

GROUPNAME

<u>Earned Premium</u>		
2009	2010	2011

<u>Incurring Loss Incl. IBNR</u>			<u>Incurring Loss Ratio</u>			
2009	2010	2011	2009	2010	2011	3 Yr. Total