

193R Application Spreadsheet															
INSURANCE		STREET				AUTO (A) or	PROPOSED	PROPOSED		TOTAL	ELIGIBLE	NUMBER	ORIGINAL		PRODUCER OR
COMPANY	GROUP NAME	ADDRESS	CITY/TOWN	STATE	ZIP CODE	HOME (H)	RATE	EFFECTIVE	GROUP	NUMBER	NUMBER	OF CURRENT	PLAN		PRODUCER OR
							DEV. (0.0%)	DATE	TYPE	IN GROUP	IN GROUP	INSUREDS	DATE	MARKETING REPRESENTATIVE	CONTACT INFORMATION
Liberty Mutual Insurance Company and L.M General Insurance Company	Pro-Teck Services LTD.	307 Waverley Oaks Rd, Suite 305	Waltham	MA	02452	A	5%		E	125	125	0		Michael Sakraida	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com

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

Year Plan Will be Applied

2018

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) <u>Expenses Assumed In Insurer's Rates Currently On File</u>	(2) <u>Expenses Associated With Group Marketing Plan</u>	(3) <u>Reasons for Expensed Difference</u>	(4) <u>Requested Group Rate Deviation</u>
ABC Company	AAA Engineers, Inc.	25.0%	20.0%	Lower Acquisition Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Pro-Teck Services LTD.	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%