

193R Application Spreadsheet																
INSURANCE COMPANY	GROUP NAME	STREET ADDRESS	CITY/TOWN	STATE	ZIP CODE	AUTO (A) or HOME (H)	PROPOSED RATE DEV. (0.0%)	PROPOSED EFFECTIVE DATE	GROUP TYPE	TOTAL NUMBER IN GROUP	ELIGIBLE NUMBER IN GROUP	NUMBER OF CURRENT INSUREDS	ORIGINAL PLAN DATE	PRODUCER OR MARKETING REPRESENTATIVE	PRODUCER OR MARKETING REPRESENTATIVE CONTACT INFORMATION	EXPERIENCE SUBMITTED YES OR NO
Liberty Mutual Insurance Company and LM General Insurance Company	MedAcuity, LLC	210 Littleton Road, 2nd Floor	Westford	MA	01886	A	5%		E	104	104	0		Mark Gordon	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	AstroNova, Inc.	600 East Greenwich Avenue	West Warwick	RI	02893	A	5%		E	275	20	0		Paul G. Hackley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	WestMass ElderCare Inc	4 Valley Mill Road	Holyoke	MA	01040	A	5%		E	175	175	0		Gregory Rankowitz	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	SmartCo Services LLC	200 Miles Standish Boulevard	Taunton	MA	02780	A	5%		E	71	71	0		Alyssa Silverston	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	3play Media, Inc.	34 Farnsworth St, 4th Floor	Boston	MA	02210	A	5%		E	38	38	0		Alyssa Silverston	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO

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.

INSURANCE COMPANY	GROUPNAME	(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
ABC Company	AAA Engineers, Inc.	25.0%	20.0%	Lower Acquisition Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	MedAcuity, LLC	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	AstroNova, Inc.	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	WestMass ElderCare Inc	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	SmartCo Services LLC	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	3play Media, Inc.	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%