

<b>193R Application Spreadsheet</b>																	
<b>INSURANCE COMPANY</b>	<b>GROUP NAME</b>	<b>STREET ADDRESS</b>	<b>CITY/TOWN</b>	<b>STATE</b>	<b>ZIP CODE</b>	<b>AUTO (A) or HOME (H)</b>	<b>PROPOSED RATE DEV (0.0%)</b>	<b>PROPOSED EFFECTIVE DATE</b>	<b>GROUP TYPE</b>	<b>TOTAL NUMBER IN GROUP</b>	<b>ELIGIBLE NUMBER IN GROUP</b>	<b>NUMBER OF CURRENT INSUREDS</b>	<b>ORIGINAL PLAN DATE</b>	<b>PRODUCER OR MARKETING REPRESENTATIVE</b>	<b>PRODUCER OR MARKETING REPRESENTATIVE CONTACT INFORMATION</b>	<b>EXPERIENCE SUBMITTED YES OR NO</b>	
Liberty Mutual Insurance Company and LM General Insurance Company	MarkForged, Inc.	480 Pleasant Street	Watertown	MA	02472	A	0.05		E	260	200	0		Janet Rousseau	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company and LM General Insurance Company	Pentagon Federal Credit Union	7940 Jones Branch Dr	McLean	VA	22102	A	0.05		CU	1,714,427	12,113	0		Leslie Rolison	(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

2019

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 25.0%	(2) Expenses Associated With Group Marketing Plan 20.0%	(3) Reasons for Expensed Difference Lower Acquisition Costs	(4) Requested Group Rate Deviation 5.0%
ABC Company	AAA Engineers, Inc.				
Liberty Mutual Insurance Company and LM General Insurance Company	MarkForged, Inc.	0.26	0.06	Lower Acquisition Costs, Reduced Marketing Costs	0.05
Liberty Mutual Insurance Company and LM General Insurance Company	Pentagon Federal Credit Union	0.26	0.06	Lower Acquisition Costs, Reduced Marketing Costs	0.05

MASSACHUSETTS  
GROUP MARKETING RATE DEVIATION NEW/RENEWAL  
AFFIDAVIT

Attached is the documentation required for the application for the listed Liberty Mutual Group 2019 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 2019 and have confirmed their participation to them in writing:

MarkForged, Inc.  
Pentagon Federal Credit Union

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



Joanna Park

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Liberty Mutual Insurance Company and LM General Insurance Company	MarkForged, Inc.	480 Pleasant Street	Watertown	MA	02472	A	5%		E	260	200	0		Janet Rousseau	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company and LM General Insurance Company	Pentagon Federal Credit Union	7940 Jones Branch Dr	McLean	VA	22102	A	5%		CU	1,714,427	12,113	0		Leslie Rolison	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO	

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<b>INSURANCE COMPANY</b>	<b>GROUPNAME</b>	(1) <b>Expenses Assumed In Insurer's Rates Currently On File</b>	(2) <b>Expenses Associated With Group Marketing Plan</b>	(3) <b>Reasons for Expensed Difference</b>	(4) <b>Requested Group Rate Deviation</b>
<b>ABC Company</b>	<b>AAA Engineers, Inc.</b>	<b>25.0%</b>	<b>20.0%</b>	<b>Lower Acquisition Costs</b>	<b>5.0%</b>
Liberty Mutual Insurance Company and LM General Insurance Company	MarkForged, Inc.	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Pentagon Federal Credit Union	26.4%	6.2%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%