

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	Neon Therapeutics, Inc.	40 Erie Street Suite 110	Cambridge	MA	02139	A	5%		E	106	103	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	Wave Life Sciences USA, Inc.	733 Concord Avenue	Cambridge	MA	02138	A	5%		E	325	325	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	1199SEIU MA	108 Myrtle Street	Quincy	MA	02171	A	5%		TU	28,000	25,000	0		Paul Hackley	(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.

ABC Company	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%
Liberty Mutual Insurance Company and LM General Insurance Company		AAA Engineers, Inc.	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5%
Liberty Mutual Insurance Company and LM General Insurance Company		Wave Life Sciences USA, Inc.	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5%
Liberty Mutual Insurance Company and LM General Insurance Company		1199SEIU MA	26.4%	9.5%	Lower Acquisition Costs, Reduced Marketing Costs	5%