

193R Application Spreadsheet																
INSURANCE COMPANY	GROUP NAME	STREET ADDRESS	CITY/TOWN	STATE	ZIP CODE	AUTO (A) or HOME (H)	RATE DEV. (0.0%)	EFFECTIVE DATE	GROUP TYPE (CU, E, M, U)	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, LM General Insurance Company	AllCom Credit Union	36 PARK AVE	WORCESTER	MA	01609-1720	A	5.00%		CU	3,525	3,127	0		Lucy Hoosian	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Harvard University	1350 Massachusetts Ave.	Cambridge	MA	02138	A	8.00%		E	17,000	16,000	0		Joseph Nawrocki	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Massachusetts Golf Association	300 Arnold Palmer Boulevard	Norton	MA	02766	A	5.00%		M	84,000	83,500	0		Paul Hackley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Massachusetts Mutual Life Insurance Company	1295 State Street	Springfield	MA	01111	A	5.00%		E	7,000	5,000	0		Joseph Nawrocki	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	St. Dominics Federal Credit Union	1723 GAR HWY	SWANSEA	MA	02777-3940	A	5.00%		CU	2,675	1,770	0		Lucy Hoosian	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Town of East Longmeadow	60 Center Square	East Long Meadow	MA	01028	A	5.00%		E	1,300	1,150	0		Paul Hackley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	United Cerebral Palsy Association of Berkshire County, Inc.	208 West St	Pittsfield	MA	01201	A	5.00%		E	90	90	0		Anthony DeLucco	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	United States Olympians Association	27 S. Tejon	Colorado Springs	CO	80903	A	5.00%		M	6,300	200	0		Jackie Friese	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	University Dental Group P.C.	330 Plantation Street	Worcester	MA	01604	A	5.00%		E	40	40	0		Erik Hutchinson	(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

2013

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>
Liberty Mutual Insurance Company, LM General Insurance Company	AllCom Credit Union	24.2%	13.2%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Harvard University	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	8.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Massachusetts Golf Association	24.2%	23.2%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Massachusetts Mutual Life Insurance Company	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	St. Dominics Federal Credit Union	24.2%	13.2%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Town of East Longmeadow	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	United Cerebral Palsy Association of Berkshire (24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	United States Olympians Association	24.2%	23.2%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	University Dental Group P.C.	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%