

| 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 | Commonwealth Utilities Employees Credit Union | 312 WAREHAM RD UNIT B | MARION | MA | 02738-1133 | A | 5% | | CU | 2390 | 1903 | 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 | Doane College Alumni Association | 1014 Boswell Avenue | Crete | NE | 68333 | A | 5% | | M | 17800 | 78 | 0 | | Rebecca Zeipen | (888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com | | NO |
| Liberty Mutual Insurance Company, LM General Insurance Company | Murray State University Alumni Association | 100 Easley Alumni Center | Murray | KY | 42071 | A | 5% | | M | 48,000 | 126 | 0 | | Jennifer Marshall | (888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com | | NO |
| Liberty Mutual Insurance Company, LM General Insurance Company | National Association of Government Contractors | 1250 Connecticut Ave. N.W. | Washington | DC | 20036 | A | 5% | | M | 500,000 | 3,441 | 0 | | Jerome Mcary | (888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com | | NO |
| Liberty Mutual Insurance Company, LM General Insurance Company | New England Police Benevolent Association, Inc. | 7 Technology Dr, Suite 102 | Chelmsford | MA | 1863 | A | 5% | | M | 4000 | 4000 | 0 | | Maureen Pearson | (888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com | | NO |
| Liberty Mutual Insurance Company, LM General Insurance Company | Premier Source Credit Union | 232 N Main St. | East Longmeadow | MA | 01028-1803 | A | 5% | | CU | 4697 | 4697 | 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 | Teradyne, Inc. | 700 Riverside Drive | North Reading | MA | 1864 | A | 5% | | E | 3600 | 665 | 0 | | Mark Parabicoli | (888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com | | NO |
| Liberty Mutual Insurance Company, LM General Insurance Company | Town of Rockland | 242 Union Street | Rockland | MA | 2370 | A | 5% | | E | 486 | 486 | 0 | | Patrick Powers | (888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com | | NO |
| Liberty Mutual Insurance Company, LM General Insurance Company | University of Central Missouri Alumni Association | 314 S. Holden | Warrensburg | MO | 64093 | A | 5% | | M | 70000 | 163 | 0 | | Rebecca Zeipen | (888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com | | NO |
| Liberty Mutual Insurance Company, LM General Insurance Company | Van Stry Design | 420 Pearl St. | Malden | MA | 2148 | A | 5% | | E | 60 | 60 | 0 | | Laraine Finneran | (888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com | | NO |
| Liberty Mutual Insurance Company, LM General Insurance Company | VCE Corporation | 350 Campus Drive | Marlborough | MA | 01572 | A | 11% | | E | 1,150 | 375 | 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 | Walnut Hill School for the Arts | 12 Highland Street | Natick | MA | 01760 | A | 5.00% | | E | 163 | 163 | 0 | | Thomas von Jess | (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

2014

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> | <u>(1) Expenses Assumed In Insurer's Rates Currently On File</u> | <u>(2) Expenses Associated With Group Marketing Plan</u> | <u>(3) Reasons for Expensed Difference</u> | <u>(4) Requested Group Rate Deviation</u> |
|---|---|--|--|--|---|
| Liberty Mutual Insurance Company, LM General Insurance Company | Commonwealth Utilities Employees Credit Union | 29.0% | 14.6% | Lower Acquisition Costs, Reduced Marketing Costs | 5.0% |
| Liberty Mutual Insurance Company, LM General Insurance Company | Doane College Alumni Association | 29.0% | 14.9% | Lower Acquisition Costs, Reduced Marketing Costs | 5.0% |
| Liberty Mutual Insurance Company, LM General Insurance Company | Murray State University Alumni Association | 29.0% | 14.9% | Lower Acquisition Costs, Reduced Marketing Costs | 5.0% |
| Liberty Mutual Insurance Company, LM General Insurance Company | National Association of Government Contractors | 29.0% | 27.3% | Lower Acquisition Costs, Reduced Marketing Costs | 5.0% |
| Liberty Mutual Insurance Company, LM General Insurance Company | New England Police Benevolent Association, Inc. | 29.0% | 27.3% | Lower Acquisition Costs, Reduced Marketing Costs | 5.0% |
| Liberty Mutual Insurance Company, LM General Insurance Company | Premier Source Credit Union | 29.0% | 14.6% | Lower Acquisition Costs, Reduced Marketing Costs | 5.0% |
| Liberty Mutual Insurance Company, LM General Insurance Company | Teradyne, Inc. | 29.0% | 16.4% | Lower Acquisition Costs, Reduced Marketing Costs | 5.0% |
| Liberty Mutual Insurance Company, LM General Insurance Company | Town of Rockland | 29.0% | 16.4% | Lower Acquisition Costs, Reduced Marketing Costs | 5.0% |
| Liberty Mutual Insurance Company, LM General Insurance Company | University of Central Missouri Alumni Association | 29.0% | 14.9% | Lower Acquisition Costs, Reduced Marketing Costs | 5.0% |
| Liberty Mutual Insurance Company, LM General Insurance Company | Van Stry Design | 29.0% | 16.4% | Lower Acquisition Costs, Reduced Marketing Costs | 5.0% |
| Liberty Mutual Insurance Company, LM General Insurance Company | VCE Corporation | 29.0% | 16.4% | Lower Acquisition Costs, Reduced Marketing Costs | 11.0% |
| Liberty Mutual Insurance Company, LM General Insurance Company | Walnut Hill School for the Arts | 29.0% | 16.4% | Lower Acquisition Costs, Reduced Marketing Costs | 5.0% |

MASSACHUSETTS
GROUP MARKETING RATE DEVIATION NEW/RENEWAL
AFFIDAVIT

Attached is the documentation required for the application for the listed Liberty Mutual Group 2014 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 2014 and have confirmed their participation to them in writing:

Commonwealth Utilities Employees Credit Union
Doane College Alumni Association
Murray State University Alumni Association
National Association of Government Contractors
New England Police Benevolent Association, Inc.
Premier Source Credit Union
Teradyne, Inc.
Town of Rockland
University of Central Missouri Alumni Association
Van Stry Design
VCE Corporation
Walnut Hill School for the Arts

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



Jonathan D Galda