

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	CarGurus, Inc.	2 Canal Park Ste 4	Cambridge	MA	02141	A	5%		E	350	300	0		Hackley, Paul	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	LeadBridge Partners LLC	300 Brickstone Square Suite 302	Andover	MA	01810	A	5%		E	56	56	0		Patrick McGoldrick	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Leominster Credit Union	20 ADAMS ST	Leominster	MA	01453-5668	A	5%		CU	56262	49839	0		Laughery, Abigail	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Priority Capital Inc.	174 Green Street	Melrose	MA	02176	A	5%		E	35	35	0		Terri Fitch	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Segrus USA Inc.	475 Green Oaks Pkwy	Holly Springs	NC	27540	A	5%		E	591	74	0		Frank Remmes	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Town of Norwell	345 Main Street	Norwell	MA	02061	A	5%		E	750	750	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

2016

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 and LM General Insurance Company	CarGurus, Inc.	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	LeadBridge Partners LLC	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Leominster Credit Union	27.4%	13.6%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Priority Capital Inc.	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Seqirus USA Inc.	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Town of Norwell	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%

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	CarGurus, Inc.	2 Canal Park Ste 4	Cambridge	MA	02141	A	5%		E	350	300	0		Hackley, Paul	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	LeadBridge Partners LLC	300 Brickstone Square Suite 302	Andover	MA	01810	A	5%		E	56	56	0		Patrick McGoldrick	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Leominster Credit Union	20 ADAMS ST	Leominster	MA	01453-5668	A	5%		CU	56262	49839	0		Laughery, Abigail	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Priority Capital Inc.	174 Green Street	Melrose	MA	02176	A	5%		E	35	35	0		Terri Fitch	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Segrus USA Inc.	475 Green Oaks Pkwy	Holly Springs	NC	27540	A	5%		E	591	74	0		Frank Remmes	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Town of Norwell	345 Main Street	Norwell	MA	02061	A	5%		E	750	750	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

2016

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 and LM General Insurance Company	CarGurus, Inc.	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	LeadBridge Partners LLC	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Leominster Credit Union	27.4%	13.6%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Priority Capital Inc.	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Seqirus USA Inc.	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Town of Norwell	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%