

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	Abcam Inc.	1 Kendall Square, Suite B2304	Cambridge	MA	02139-1517	A	5%		E	210	210	10		Paul Hackley	call a Liberty Mutual Sales Office. www.lib	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Align Credit Union	40 Market Street	Lowell	MA	01852-1806	A	5%		CU	26,634	17,170	0		Abby Laughery	call a Liberty Mutual Sales Office. www.lib	NO
Liberty Mutual Insurance Company and LM General Insurance Company	ClearBridge Technology Group, LLC	6 Fortanc Dr	Billerica	MA	01821	A	5%		E	244	244	24		Tom Duval	call a Liberty Mutual Sales Office. www.lib	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Environmental Health Services, Inc.	823 Pleasant St	Norwood	MA	02062	A	5%		E	44	44	4		John Wagner	call a Liberty Mutual Sales Office. www.lib	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Hutchinson Sealing Systems, Inc.	171 Exeter Rd #169	Newfields	NH	03856	A	5%		E	414	17	0		Steven Bois	call a Liberty Mutual Sales Office. www.lib	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Spectro Scientific, Inc.	One Executive Drive	Chelmsford	MA	01824	A	5%		E	106	106	0		Mark Lovuolo	call a Liberty Mutual Sales Office. www.lib	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Tetraphase Pharmaceuticals, Inc.	480 Arsenal Street, Suite 110	Watertown	MA	02472	A	5%		E	74	74	0		Mark Lovuolo	call a Liberty Mutual Sales Office. www.lib	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	Abcam Inc.	27.4%	13.1%	· Acquisition Costs, Reduced Marketing	5%
Liberty Mutual Insurance Company and LM General Insurance Company	Align Credit Union	27.4%	13.6%	· Acquisition Costs, Reduced Marketing	5%
Liberty Mutual Insurance Company and LM General Insurance Company	ClearBridge Technology Group, I	27.4%	13.1%	· Acquisition Costs, Reduced Marketing	5%
Liberty Mutual Insurance Company and LM General Insurance Company	Environmental Health Services, I	27.4%	13.1%	· Acquisition Costs, Reduced Marketing	5%
Liberty Mutual Insurance Company and LM General Insurance Company	Hutchinson Sealing Systems, Inc	27.4%	13.1%	· Acquisition Costs, Reduced Marketing	5%
Liberty Mutual Insurance Company and LM General Insurance Company	Spectro Scientific, Inc.	27.4%	13.1%	· Acquisition Costs, Reduced Marketing	5%
Liberty Mutual Insurance Company and LM General Insurance Company	Tetraphase Pharmaceuticals, Inc	27.4%	13.1%	· Acquisition Costs, Reduced Marketing	5%