

<b>193R Application Spreadsheet</b>																
<b>INSURANCE COMPANY</b>	<b>GROUP NAME</b>	<b>STREET ADDRESS</b>	<b>CITY/TOWN</b>	<b>STATE</b>	<b>ZIP CODE</b>	<b>AUTO (A) or HOME (H)</b>	<b>PROPOSED RATE DEV. (0.0%)</b>	<b>PROPOSED EFFECTIVE DATE</b>	<b>GROUP TYPE</b>	<b>TOTAL NUMBER IN GROUP</b>	<b>ELIGIBLE NUMBER IN GROUP</b>	<b>NUMBER OF CURRENT INSUREDS</b>	<b>ORIGINAL PLAN DATE</b>	<b>PRODUCER OR MARKETING REPRESENTATIVE</b>	<b>PRODUCER OR MARKETING REPRESENTATIVE CONTACT INFORMATION</b>	<b>EXPERIENCE SUBMITTED YES OR NO</b>
Liberty Mutual Insurance Company and LM General Insurance Company	Genentech, Inc.	1 DNA Way	South San Francisco	CA	94080	A	5%		E	22,000	325	0		Jennifer Marshall	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Montachusett Home Care Corporation	680 Mechanic Street	Leominster	MA	01453	A	5%		E	133	133	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	The Fay School	48 Main Street	Southborough	MA	01772	A	5%		E	174	174	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 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) Expenses Assumed In Insurer's Rates Currently On File	(2) Expenses Associated With Group Marketing Plan	(3) Reasons for Expensed Difference	(4) Requested Group Rate Deviation
Liberty Mutual Insurance Company and LM General Insurance Company	Genentech, Inc.	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5%
Liberty Mutual Insurance Company and LM General Insurance Company	Montachusett Home Care Corpo	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5%
Liberty Mutual Insurance Company and LM General Insurance Company	The Fay School	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5%

MASSACHUSETTS  
GROUP MARKETING RATE DEVIATION NEW/RENEWAL  
AFFIDAVIT

Attached is the documentation required for the application for the listed Liberty Mutual Group 2016 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 2016 and have confirmed their participation to them in writing:

Genentech, Inc.  
Montachusett Home Care Corporation  
The Fay School

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

A handwritten signature in cursive script that reads "Gina Gibler".

Gina Gibler