

<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	Advance Auto Parts, Inc.	5008 Airport Rd NW	Roanoke	VA	24012	A	5.00%		E	70,000	1,083	0		Deborah R Kesecker	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Atlantic Closing & Escrow, LLC	15 Crawford Street	Needham	MA	02494	A	5.00%		E	69	69	0		Giulia Goncalves	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Great Wolf Resorts, Inc.	525 Junction Rd Ste 6000	Madison	WI	53717	A	5.00%		E	6,000	200	0		Becki Zeipen	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Northeast Rehabilitation Hospital Network	70 Butler Street	Salem	NH	03079	A	5.00%		E	396	396	0		Paul Addonizio	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Simplivity Corporation	8 Technology Dr	Westborough	MA	01581	A	5.00%		E	585	400	0		Paul Hakley	(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	Advance Auto Parts, Inc.	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Atlantic Closing & Escrow, LLC	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Great Wolf Resorts, Inc.	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Northeast Rehabilitation Hospital Network	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Simplivity Corporation	27.4%	13.1%	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 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:

Advance Auto Parts, Inc.  
Atlantic Closing & Escrow, LLC  
Great Wolf Resorts, Inc.  
Northeast Rehabilitation Hospital Network  
Simplivity Corporation

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

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Liberty Mutual Insurance Company and LM General Insurance Company	Analysis Group, Inc.	111 Huntington Avenue, 14th Floor	Boston	MA	02199	A	5%		E	600	100	0		Paul Hackley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO									
Liberty Mutual Insurance Company and LM General Insurance Company	Career Resources, Corp.	22 Parkridge Road, Unit D	Haverhill	MA	01835	A	5%		E	121	121	0		Jacob Wisel	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO									
Liberty Mutual Insurance Company and LM General Insurance Company	eWomenNetwork	14900 Landmark Blvd., Suite 540	Dallas	TX	75254	A	5%		PA	352,000	15	0		Sarah Fry	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO									
Liberty Mutual Insurance Company and LM General Insurance Company	Fairway Independent Mortgage Corporation	5305 Buttonwood Drive	Madison	WI	53719	A	5%		E	3,200	151	0		Rebecca Zeipen	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO									
Liberty Mutual Insurance Company and LM General Insurance Company	Fulfillment America, Inc.	17 Progress Road	Billerica	MA	01821	A	5%		E	113	113	0		Douglas Long	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	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	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO									
Liberty Mutual Insurance Company and LM General Insurance Company	Logmein, Inc.	520 Summer Street	Boston	MA	02210	A	5%		E	850	850	0		Paul Hackley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO									
Liberty Mutual Insurance Company and LM General Insurance Company	The Providence Community Health Centers, Inc.	375 Allens Avenue	Providence	RI	02905	A	5%		E	356	21	0		Paul Hackley	(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 Grafton	30 Providence Rd	Grafton	MA	01519	A	5%		E	850	850	0		Paul Hackley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO									
Liberty Mutual Insurance Company and LM General Insurance Company	SOQZ Biotechnologies Company	100 Morrissey Blvd.	Boston	MA	02125	A	5%		E	52	52	0		Michael Sakrada	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO									

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Liberty Mutual Insurance Company and LM General Insurance Company	Analysis Group, Inc.	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Career Resources, Corp.	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	eWomenNetwork	27.4%	13.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Fairway Independent Mortgage Corporation	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Fulfillment America, Inc.	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Hutchinson Sealing Systems, Inc.	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Logmein, Inc.	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	The Providence Community Health Centers, Inc.	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Town of Grafton	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	SQZ Biotechnologies Company	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%

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Year Plan Will be Applied

2016

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