

<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	Cambridge Semantics Incorporated	141 Tremont St, 6th Floor	Boston	MA	02111	A	5%		E	60	60	0		Youssef Elmoutassir	call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company and LM General Insurance Company	Franciscan Hospital for Children, Inc.	30 Warren Street	Brighton	MA	02135	A	5%		E	658	658	0		Paul G Hackley	call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company and LM General Insurance Company	Liberty Bay Credit Union	350 Granite St, Suite 1102	Braintree	MA	02184	A	5%		CU	22,839	22,839	0		Michelle Vitagliano	call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company and LM General Insurance Company	Town of Wakefield	1 Lafayette street	Wakefield	MA	01880	A	5%		E	1,200	1,200	0		Marianne von Jess	call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company and LM General Insurance Company	Wakefly, Inc.	293 Boston Post Road West, Suite 140	Marlborough	MA	01752	A	5%		E	47	47	0		Jose Brador	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.

<b>INSURANCE COMPANY</b>	<b><u>GROUPNAME</u></b>	<b>(1) Expenses Assumed In Insurer's Rates <u>Currently On File</u></b>	<b>(2) Expenses Associated With Group Marketing <u>Plan</u></b>	<b>(3) Reasons for Expensed <u>Difference</u></b>	<b>(4) Requested Group Rate <u>Deviation</u></b>
Liberty Mutual Insurance Company and LM General Insurance Company	Cambridge Semantics Incorporated	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Franciscan Hospital for Children, Inc.	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Liberty Bay Credit Union	27.4%	13.6%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Town of Wakefield	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Wakefly, Inc.	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%