

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
Metropolitan Property and Casualty Insurance Company	Cardinal Health, Inc	7000 Cardinal Place	Dublin	OH	43017	Auto	5%	5/1/2018	E
Metropolitan Property and Casualty Insurance Company	Change Healthcare, Inc	3055 Lebanon Pike	Nashville	TN	37214	Auto	5%	Upon Approval	E
Metropolitan Property and Casualty Insurance Company	Interstate Hotels & Resorts	4501 N Fairfax Rd, Suite 500	Arlington	VA	22203	Auto	5%	Upon Approval	E
Metropolitan Property and Casualty Insurance Company	TruGreen Limited Partnership	860 Ridge Lake Blvd	Memphis	TN	38120	Auto	5%	Upon Approval	E

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
26384	1117			MARK KRAMER	1-800-GETMET-8	No
13603	315			WILLIAM BEINE	1-800-GETMET-8	No
28522	812			GEORGE TRENCHARD	1-800-GETMET-8	No
13789	345			KEVIN GERLI	1-800-GETMET-8	No

EXPENSE EXHIBIT FOR ALL AUTO & HOME 193R GROUP MARKETING RATE DEVIATIONS

Year Plan Will be Applied

2018

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>
Metropolitan Property and Casualty Insurance Company	Cardinal Health, Inc	23.7%	20.0%	Lower Acquisition Costs	5%
Metropolitan Property and Casualty Insurance Company	Change Healthcare, Inc	23.7%	20.0%	Lower Acquisition Costs	5%
Metropolitan Property and Casualty Insurance Company	Interstate Hotels & Resorts	23.7%	20.0%	Lower Acquisition Costs	5%
Metropolitan Property and Casualty Insurance Company	TruGreen Limited Partnership	23.7%	20.0%	Lower Acquisition Costs	5%

PREMIUM /LOSS/EXPENSE EXHIBIT FOR 193R AUTO/HOME GROUPS AT LEAST 3 YEARS OLD WITH 1,000 OR MORE INSURED UNITS

<insert year below>

Year Plan Will be Applied

2018

Insurers are required to submit a minimum three (3) full years of data, but can at their option submit additional years of data by inserting additional columns.

**INSURANCE
COMPANY**

GROUPNAME

Earned Premium			Incurred Loss Incl. IBNR			Incurred Loss Ratio			
2015	2016	2017	2015	2016	2017	2015	2016	2017	3 Yr. Total

MASSACHUSETTS
GROUP MARKETING NEW/RENEWAL
AFFIDAVIT

Attached is the documentation required for the application for the listed Metropolitan Property and Casualty Insurance Company 2018 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 2018 and have confirmed their participation to them in writing:

Cardinal Health, Inc
Change Healthcare, Inc
Interstate Hotels & Resorts
TruGreen Limited Partnership

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

Chris Rhodes
Vice President

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
43500	731			SARA STEIN	1-800-GETMET-8	No
26384	1117			MARK KRAMER	1-800-GETMET-8	No
13603	315			WILLIAM BEINE	1-800-GETMET-8	No
28522	812			GEORGE TRENCHARD	1-800-GETMET-8	No
13789	345			KEVIN GERLI	1-800-GETMET-8	No

EXPENSE EXHIBIT FOR ALL AUTO & HOME 193R GROUP MARKETING RATE DEVIATIONS

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<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>
Metropolitan Property and Casualty Insurance Company	Association of Surgical Technologists	23.7%	19.7%	Lower Acquisition Costs	5%
Metropolitan Property and Casualty Insurance Company	Cardinal Health, Inc	23.7%	20.0%	Lower Acquisition Costs	5%
Metropolitan Property and Casualty Insurance Company	Change Healthcare, Inc	23.7%	20.0%	Lower Acquisition Costs	5%
Metropolitan Property and Casualty Insurance Company	Interstate Hotels & Resorts	23.7%	20.0%	Lower Acquisition Costs	5%
Metropolitan Property and Casualty Insurance Company	TruGreen Limited Partnership	23.7%	20.0%	Lower Acquisition Costs	5%

PREMIUM /LOSS/EXPENSE EXHIBIT FOR 193R AUTO/HOME GROUPS AT LEAST 3 YEARS OLD WITH 1,000 OR MORE INSURED UNITS

<insert year below>

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**INSURANCE
COMPANY**

GROUPNAME

Earned Premium			Incurred Loss Incl. IBNR			Incurred Loss Ratio			3 Yr.
2015	2016	2017	2015	2016	2017	2015	2016	2017	Total