

**193R Application Spreadsheet**

<b><u>INSURANCE COMPANY</u></b>	<b><u>GROUP NAME</u></b>	<b><u>STREET ADDRESS</u></b>	<b><u>CITY/TOWN</u></b>	<b><u>STATE</u></b>	<b><u>ZIP CODE</u></b>	<b><u>AUTO (A) or HOME (H)</u></b>	<b><u>PROPOSED RATE DEV. (0.0%)</u></b>	<b><u>PROPOSED EFFECTIVE DATE</u></b>	<b><u>GROUP TYPE (CU, E, M, U)</u></b>
Metropolitan Property and Casualty	APEO, LLC	281 Sanders Creek Parkway	East Syracuse	NY	13057	Auto	5%	1/1/2015	E
Metropolitan Property and Casualty	Hartford Healthcare Corporation	90 High Street	Boston	MA	02110	Auto	3%	1/1/2015	E
Metropolitan Property and Casualty	Morganite Industries	4000 Westchase Blvd	Raleigh	NC	27607	Auto	5%	1/1/2015	E
Metropolitan Property and Casualty	Waters Corporation	34 Maple Street	Milford	MA	01757	Auto	5%	1/1/2015	E

<u>TOTAL NUMBER IN GROUP</u>	<u>ELIGIBLE NUMBER IN GROUP</u>	<u>NUMBER OF CURRENT INSUREDS</u>	<u>ORIGINAL PLAN DATE</u>	<u>PRODUCER OR MARKETING REPRESENTATIVE</u>	<u>PRODUCER OR MARKETING REPRESENTATIVE CONTACT INFORMATION</u>	<u>EXPERIENCE SUBMITTED YES OR NO</u>
5315	294			Timothy Head	1-800-GETMET8	No
15000	352			Monica Burnett	1-800-GETMET8	No
2044	298			Sara Dickey	1-800-GETMET8	No
2436	1510			Timothy Head	1-800-GETMET8	No

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

Year Plan Will be Applied **2015**  
 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><u>INSURANCE COMPANY</u></b>	<b><u>GROUPNAME</u></b>	<b>(1) Expenses Assumed In Insurer's Rates Currently on File</b>	<b>(2) Expenses Associated With Group Marketing Plan</b>	<b>(3) Reasons for Expensed Difference</b>	<b>(4) Requested Group Rate Deviation</b>
Metropolitan Property and Casualty Insurance Company	APEO, LLC	23.2%	19.9%	Lower Acquisition Costs	5.0%
Metropolitan Property and Casualty Insurance Company	Hartford Healthcare Corporation	23.2%	19.9%	Lower Acquisition Costs	3.0%
Metropolitan Property and Casualty Insurance Company	Morganite Industries	23.2%	19.9%	Lower Acquisition Costs	5.0%
Metropolitan Property and Casualty Insurance Company	Waters Corporation	23.2%	19.9%	Lower Acquisition Costs	5.0%

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

Year Plan Will be Applied

2015

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

<u>Earned Premium</u>			<u>Incurred Loss Incl. IBNR</u>			<u>Incurred Loss Ratio</u>			<u>3 Yr.</u>
<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>Total</u>

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

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<b><u>INSURANCE COMPANY</u></b>	<b><u>GROUPNAME</u></b>	<b>(1) Expenses Assumed In Insurer's Rates Currently on File</b>	<b>(2) Expenses Associated With Group Marketing Plan</b>	<b>(3) Reasons for Expensed Difference</b>	<b>(4) Requested Group Rate Deviation</b>
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<u>INSURANCE</u> <u>COMPANY</u>	<u>GROUPNAME</u>	<u>Earned Premium</u>			<u>Incurred Loss Incl. IBNR</u>			<u>Incurred Loss Ratio</u>			<u>3 Yr.</u> <u>Total</u>
		2012	2013	2014	2012	2013	2014	2012	2013	2014	



MASSACHUSETTS  
GROUP MARKETING NEW/RENEWAL  
AFFIDAVIT

Attached is the documentation required for the application for the listed Metropolitan Property and Casualty Insurance Company 2015 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 2015 and have confirmed their participation to them in writing:

APEO, LLC  
Hartford Healthcare Corporation  
Morganite Industries  
Waters Corporation

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



Richard P. Lonardo, FCAS  
Vice President