

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:

Vista Outdoor, Inc.

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



Richard P. Lonardo, FCAS
Vice President

193R Application Spreadsheet

<u>INSURANCE</u> <u>COMPANY</u>	<u>GROUP NAME</u>	<u>STREET</u> <u>ADDRESS</u>	<u>CITY/TOWN</u>	<u>STATE</u>	<u>ZIP CODE</u>	<u>AUTO (A) or</u> <u>HOME (H)</u>	<u>PROPOSED</u> <u>RATE</u> <u>DEV. (0.0%)</u>	<u>PROPOSED</u> <u>EFFECTIVE</u> <u>DATE</u>	<u>GROUP</u> <u>TYPE</u> <u>(CU, E, M, U)</u>
Metropolitan Property and Casualty	Vista Outdoor, Inc.	7480 Flying Cloud Drive	Minnesota	MN	55344	Auto	5%	upon approval	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>
4128	278			Heather Boylan	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.

<u>INSURANCE</u> <u>COMPANY</u>	<u>GROUPNAME</u>	(1) <u>Expenses Assumed</u> <u>In Insurer's Rates</u> <u>Currently on File</u>	(2) <u>Expenses Associated</u> <u>With Group Marketing</u> <u>Plan</u>	(3) <u>Reasons for</u> <u>Expensed</u> <u>Difference</u>	(4) <u>Requested</u> <u>Group Rate</u> <u>Deviation</u>
Metropolitan Property and Casualty Insurance Company	Vista Outdoors, Inc.	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>
2012	2013	2014	2012	2013	2014	2012	2013	2014	Total

193R Application Spreadsheet

<u>INSURANCE</u> <u>COMPANY</u>	<u>GROUP NAME</u>	<u>STREET</u> <u>ADDRESS</u>	<u>CITY/TOWN</u>	<u>STATE</u>	<u>ZIP CODE</u>	<u>AUTO (A) or</u> <u>HOME (H)</u>	<u>PROPOSED</u> <u>RATE</u> <u>DEV. (0.0%)</u>	<u>PROPOSED</u> <u>EFFECTIVE</u> <u>DATE</u>	<u>GROUP</u> <u>TYPE</u> <u>(CU, E, M, U)</u>
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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.

<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	Vista Outdoors, Inc.	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

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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	