

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

Year Plan Will be Applied

2017

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) Expenses Assumed In Insurer's Rates Currently On File	(2) Expenses Associated With Group Marketing Plan	(3) Reasons for Expensed Difference	(4) Requested Group Rate Deviation
NGM Insurance Company	Massachusetts Mutual Life Ins	34.6%	27.1%	Lower Acquisition Costs and lower general expenses due to extremely high retention rates	7.5%
NGM Insurance Company	Berkshire Cooperative Associ	34.6%	28.6%	Lower Acquisition Costs and transaction costs	6.0%
NGM Insurance Company	Berkshire Bank - Classic Relat	34.6%	28.6%	Lower Acquisition Costs and transaction costs	6.0%
NGM Insurance Company	Red Cross Members	34.6%	29.6%	Lower Acquisition Costs and transaction costs	5.0%

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

2017

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			3 Yr. Total
		2014	2015	2016	2014	2015	2016	2014	2015	2016	
NGM Insurance Company		\$33,223,070	\$29,638,421	\$32,030,139	\$20,264,243	\$18,809,985	\$20,029,924	61.0%	63.5%	62.5%	62.3%

*we do not have IBNR broken down by agent

MASSACHUSETTS
GROUP MARKETING RATE DEVIATION NEW/RENEWAL
AFFIDAVIT

Attached is the documentation required for the application for the listed NGM Insurance Company 2017 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 2017 and have confirmed their participation to them in writing:

- Berkshire Bank – Classic Relationship;
- Berkshire Cooperative Association;
- Massachusetts Mutual Life Insurance Company;
- Red Cross Members.

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

Hollie Carter
State Filings Manager