

<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>
Plymouth Rock Assurance Corporation	OPEIU Local 6	150 Wood Road, Suite 400	Braintree	MA	02184	A	5.0%	04/01/18	TU	4,500	4,000	0	04/01/18	Flynn Insurance Agency, Inc.	617-242-1200	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>	(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
Plymouth Rock Assurance Corporation	OPEIU Local 6	35.7%	27.2%	Lower Acquisition/Admin Costs; Improved retention; Smaller rate of cancellation/reinstatement; Decreased claim volume; Economies of scale	5.0%

