

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	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
Plymouth Rock Assurance Corporation	Enterprise Bank	222 Merrimack Street	Lowell	MA	01852	A	5.0%	09/01/18	E	562	477	0	09/01/18	Hub International New England, LLC	978-657-5100	NO
Plymouth Rock Assurance Corporation	William Raveis Real Estate, Mortgage and Insurance	17 Trap Falls Road	Shelton	CT	06484	A	3.0%	09/01/18	E	2,685	800	0	09/01/18	William Raveis Insurance Agency, LLC	866-603-1191	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	Enterprise Bank	35.7%	27.2%	Lower Acquisition/Admin Costs; Improved retention; Smaller rate of cancellation/reinstatement; Decreased claim volume; Economies of scale	5.0%
Plymouth Rock Assurance Corporation	William Raveis Real Estate, Mortgage and Insurance	35.7%	27.2%	Lower Acquisition/Admin Costs; Improved retention; Smaller rate of cancellation/reinstatement; Decreased claim volume; Economies of scale	3.0%

