

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 |
|--------------------------------------|------------------------------|----------------------|-----------|-------|----------|----------------------|---------------------------|-------------------------|------------|-----------------------|--------------------------|----------------------------|--------------------|---|---|--------------------------------|
| Quincy Mutual Fire Insurance Company | Quincy Mutual Employee Group | 57 Washington Street | Quincy | MA | 02169 | (A) | -13.0% | 04/01/17 | E | 255 | 317 | 255 | 4/1/2004 | Burgin Platner Hurley Agency/Mr. Michael Prendergast #700 | Mr. Michael Prendergast, 14 Franklin St., Quincy, MA 02169 617-472-3000 | YES |

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 |
|--------------------------------------|------------------------------|--|--|--|---|
| ABC Company | AAA Engineers, Inc. | 25.0% | 20.0% | Lower Acquisition Costs | 5.0% |
| Quincy Mutual Fire Insurance Company | Quincy Mutual Employee Group | 36.60% | 20.00% | Lower Acquisition Costs, No Advertising | -13.00% |

Year Plan Will be Applied <insert year below>
 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 | |
| ABC Company | ABC Company Total Group and Non-Group | \$200,000,000 | \$200,000,000 | \$200,000,000 | \$150,000,000 | \$175,000,000 | \$125,000,000 | 75.0% | 87.5% | 62.5% | 75.0% |
| ABC Company | AAA Engineers, Inc. | \$125,000 | \$250,000 | \$305,000 | \$92,354 | \$67,000 | \$200,000 | 73.9% | 26.8% | 65.6% | 52.8% |
| Quincy Mutual Fire Insurance Company | Quincy Mutual Employee Group Automobile | \$334,029 | \$350,308 | \$373,999 | \$258,026 | \$249,135 | \$183,728 | 77.2% | 71.1% | 49.1% | 65.3% |

| | Liability/Injury Coverages | | | | | Physical Damage Coverages | | | | |
|---|----------------------------|-------------|-------------|-------------|-------------|---------------------------|-------------|-------------|-------------|-------------|
| | <u>2015</u> | <u>2014</u> | <u>2013</u> | <u>2012</u> | <u>2011</u> | <u>2015</u> | <u>2014</u> | <u>2013</u> | <u>2012</u> | <u>2011</u> |
| Direct MA Written Premium | 39,014 | 42,842 | 44,259 | 43,848 | 40,247 | 33,598 | 33,256 | 32,691 | 30,173 | 27,490 |
| Direct MA Commissions/Brokerage | 6,185 | 6,826 | 7,843 | 7,625 | 6,243 | 5,360 | 5,346 | 5,848 | 5,286 | 4,300 |
| Direct MA Taxes, Licenses, Fees | 1,018 | 1,046 | 1,292 | 992 | 943 | 877 | 812 | 954 | 682 | 644 |
| Direct Countrywide Written Premium | 49,252 | 53,320 | 54,987 | 53,904 | 48,591 | 39,178 | 38,869 | 38,463 | 35,210 | 31,919 |
| Direct Countrywide Earned Premium | 50,939 | 54,255 | 54,984 | 51,521 | 47,381 | 38,740 | 38,937 | 37,187 | 33,241 | 31,646 |
| Direct Countrywide Other Acq Expense | 3,368 | 3,779 | 4,279 | 3,886 | 2,993 | 2,679 | 2,755 | 2,993 | 2,538 | 1,966 |
| Direct Countrywide General Expense | 2,461 | 2,554 | 2,672 | 2,529 | 1,986 | 1,957 | 1,862 | 1,869 | 1,652 | 1,305 |
| Commissions/Brokerage Expense Ratio | 15.85% | 15.93% | 17.72% | 17.39% | 15.51% | 15.95% | 16.08% | 17.89% | 17.52% | 15.64% |
| Taxes/Licenses/Fees Expense Ratio | 2.61% | 2.44% | 2.92% | 2.26% | 2.34% | 2.61% | 2.44% | 2.92% | 2.26% | 2.34% |
| Other Acquisition Expense Ratio | 6.84% | 7.09% | 7.78% | 7.21% | 6.16% | 6.84% | 7.09% | 7.78% | 7.21% | 6.16% |
| General Expense Ratio | 5.00% | 4.79% | 4.86% | 4.69% | 4.09% | 5.00% | 4.79% | 4.86% | 4.69% | 4.09% |
| Non-Database Adj/Other Expense Ratio | 6.73% | 7.08% | 8.07% | 6.65% | 4.41% | 4.99% | 5.82% | 8.16% | 5.70% | 4.02% |
| Selected Variable Expense Ratio* | 37.30% | | | | | 35.78% | | | | |
| Total Expense Ratio | 36.60% | | | | | | | | | |

* Selected values include 2014 values for Commissions/Brokerage, a five-year average for Taxes/Licenses/Fees, a three-year average for Other Acq and General Expense, and a 75/25 average of 2015 and 2014 for Non-Database Adjusting/Other.

Notes: All dollar amounts are in 000s.
 Dollar amounts for direct MA business are from statutory Page 14 for each year.
 Dollar amounts for direct countrywide business are from IEE Part III for each year.
 Commissions/Brokerage and Taxes/Licenses/Fees ratios are relative to direct MA written premium values above.
 Other Acquisition and General Expense ratios are relative to direct countrywide written premium values above.
 Non-Database Adjusting/Other Expense ratios are based on internal company reports and capture expenses not reflected in underlying loss and claim expense database (i.e., adjusting/other expense not assigned to individual claims).

MASSACHUSETTS
GROUP MARKETING NEW/RENEWAL
AFFIDAVIT

Attached is the documentation required for the application for the listed Quincy Mutual Fire 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:

Quincy Mutual Employee Group

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

Susan M. Sullivan
Regulatory Affairs Analyst