

193R Application Spreadsheet																
Year Plan Will be Applied																
2010																
INSURANCE							PROPOSED	PROPOSED	CU, E, M, U	TOTAL	ELIGIBLE	NUMBER	ORIGINAL			EXPERIENCE
COMPANY*	GROUP NAME*	STREET	CITY/TOWN	STATE	ZIP	AUTO (A) or HOME (H)	RATE	EFFECTIVE	GROUP	NUMBER	NUMBER	OF CURRENT	PLAN	AGENCY OR	SUBMITTED	
		ADDRESS					DEV. (0.0%)	DATE	TYPE**	IN GROUP	IN GROUP	INSUREDS	DATE	MKT. REP.	YES OR NO	
Safety Insurance Company	Cobham	1001 Pawtucket Boulevard	Lowell	MA	01853	A	5.0%	9/1/2010	E	230	230	N/A	N/A	Fred C. Church	No	

EXPENSE EXHIBIT FOR ALL AUTO & HOME 193R GROUP MARKETING PLANS

Year Plan Will be Applied

2010

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 plan

<u>INSURANCE COMPANY</u>	<u>GROUPNAME</u>	(1) Expenses Assumed In Insurer's Rates <u>Currently On File</u>	(2) Expenses Associated With Group Marketing <u>Plan</u>	(3) Reasons for Expensed <u>Difference</u>	(4) Requested Group Rate <u>Deviation</u>
Safety Insurance Company	Cobham	37.6%	30.0%	Lower Acquisition Costs and Lower Commission Paid	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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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.

<u>INSURANCE</u> <u>COMPANY</u>	<u>GROUPNAME</u>	<u>Gross Earned Premium</u>			<u>Incurred Loss Incl. IBNR</u>			<u>Incurred Loss Ratio</u>			3 Yr. Total
		2007	2008	2009	2007	2008	2009	2007	2008	2009	

MASSACHUSETTS
GROUP MARKETING NEW/RENEWAL
AFFIDAVIT

Attached is the documentation required for the application for the listed Safety Insurance 2010 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 2010 and have confirmed their participation to them in writing:

Cobham

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

Glenn Hiltbold, F.C. A.S.

Glenn Hiltbold, FCAS
Director – Actuarial Services