

| 193R Application Spreadsheet | | | | | | | | | | | | | | | |
|--|----------------------|----------------------------|-----------|-------|-------|----------------------|---------------------------|-------------------------|------------------------|-----------------------|--------------------------|----------------------------|--------------------|-------------------------------|--------------------------------|
| Year Plan Will be Applied | | | | | | | | | | | | | | | |
| | 2011 | | | | | | | | | | | | | | |
| INSURANCE COMPANY* | GROUP NAME* | STREET ADDRESS | CITY/TOWN | STATE | ZIP | AUTO (A) or HOME (H) | PROPOSED RATE DEV. (0.0%) | PROPOSED EFFECTIVE DATE | CU, E,M,U GROUP TYPE** | TOTAL NUMBER IN GROUP | ELIGIBLE NUMBER IN GROUP | NUMBER OF CURRENT INSUREDS | ORIGINAL PLAN DATE | AGENCY OR MKT. REP. | EXPERIENCE SUBMITTED YES OR NO |
| The Premier Insurance Company of Massachusetts | BlackRock, Inc. | 40 E. 52 nd St. | New York | NY | 10022 | A | 4.0 | 5/1/2011 | E | 5,151 | 192 | | | Premier Affinity | No |
| The Premier Insurance Company of Massachusetts | Novartis Corporation | 608 Fifth Ave. | New York | NY | 10020 | A | 4.0 | 5/1/2011 | E | 18,500 | 1,791 | | | Premier Affinity | No |
| The Premier Insurance Company of Massachusetts | State of Connecticut | 55 Elm Street | Hartford | CT | 06106 | A | 4.0 | 5/1/2011 | E | 65,000 | 2,500 | | | Smith Brothers Insurance Inc. | No |
| The Premier Insurance Company of Massachusetts | U.S. Airways, Inc. | 111 W. Rio Salado Parkway | Tempe | AZ | 85281 | A | 4.0 | 5/1/2011 | E | 59,572 | 1,182 | | | Premier Affinity | No |

| EXPENSE EXHIBIT FOR ALL AUTO & HOME 193R GROUP MARKETING PLANS | | | | | |
|---|----------------------|-------------------------------------|------------------------|----------------------------|-------------------|
| Year Plan Will be Applied | | 2011 | | | |
| 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 | | | | | |
| | | (1) | (2) | (3) | (4) |
| | | Expenses Assumpenses Associa | | Reasons for | Requested |
| INSURANCE | | In Insurer's Rates | in Group Market | Expensed | Group Rate |
| COMPANY | GROUPNAME | Currently On File | Plan | Difference | Deviation |
| The Premier Insurance Company of Massachusetts | BlackRock, Inc. | 28.2 | 12.7 | 1 | 4.0 |
| The Premier Insurance Company of Massachusetts | Novartis Corporation | 28.2 | 12.7 | 1 | 4.0 |
| The Premier Insurance Company of Massachusetts | State of Connecticut | 28.2 | 15.7 | 1 | 4.0 |
| The Premier Insurance Company of Massachusetts | U.S. Airways, Inc. | 28.2 | 12.7 | 1 | 4.0 |
| | | | | | |
| | | | | 1. Reduced Commission | |
| | | | | 2. Reduced Marketing Costs | |

MASSACHUSETTS
GROUP MARKETING NEW/RENEWAL
AFFIDAVIT

Attached is the documentation required for the application for the listed Premier Insurance Company of Massachusetts 2011 - 2012 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 2011 - 2012 and have confirmed their participation to them in writing:

BlackRock, Inc.
Novartis Corporation
State of Connecticut
U.S. Airways, Inc.

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



James C. Fleming
Senior Auto Product Analyst