

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
Liberty Mutual Insurance Company and LM General Insurance Company	Henkel Corporation	1 Henkel Way	Rocky Hill	CT	06067	A	5%		E	9,982	150	0		Jean Bernhardt	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Casa Systems, Inc.	100 Old River Rd.	Andover	MA	01810	A	5%		E	345	200	0		Sarah Vezzani	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	EPAM Systems, Inc.	41 University Drive, Ste 202	Newtown	PA	18940	A	5%		E	1,554	53	0		Kevin Pignatelli	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Geocomp Corp.	125 Nagog Park	Acton	MA	01720	A	5%		E	105	105	0		Paul G Hackley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Siarr Restaurants Catering Group, LP	667 North Broad St.	Philadelphla	PA	19123	A	5%		E	1,600	50	0		Kevin Pignatelli	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Town of Oxford	325 Main Street	Oxford	MA	01540	A	5%		E	635	635	0		Paul Hackley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO

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) <u>Expenses Assumed In Insurer's Rates Currently On File</u>	(2) <u>Expenses Associated With Group Marketing Plan</u>	(3) <u>Reasons for Expensed Difference</u>	(4) <u>Requested Group Rate Deviation</u>
ABC Company	AAA Engineers, Inc.	25.0%	20.0%	Lower Acquisition Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Henkel Corporation	26.4%	9.9%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Casa Systems, Inc.	26.4%	9.9%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	EPAM Systems, Inc.	26.4%	9.9%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Geocomp Corp.	26.4%	9.9%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Starr Restaurants Catering Group, LP	26.4%	9.9%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Town of Oxford	26.4%	9.9%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%

MASSACHUSETIS
GROUP MARKETING RATE DEVIATION NEW/RENEWAL
AFFIDAVIT

Attached is the documentation required for the application for the listed Liberty Mutual Group 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:

Henkel Corporation
Casa Systems, Inc.
EPAM Systems, Inc.
Geocomp Corp.
Starr Restaurants Catering Group, LP
Town of Oxford

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

A handwritten signature in black ink that reads "Matthew Bond". The signature is written in a cursive style with a large, looped initial "M" and a long, sweeping tail.

Matthew Bond