

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	CRISPR Therapeutics, Inc.	610 Main Street	Cambridge	MA	02139	A	5%		E	125	125	0		Paul Hackley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	No
Liberty Mutual Insurance Company and LM General Insurance Company	Regis Corporation	7201 Metro Boulevard	Minneapolis	MN	55439	A	5%		E	37,000	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	Ahold Delhaize USA, Inc.	1149 Harrisburg Pike	Carlisle	PA	17013	A	5%		E	141000	300	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	Johnson Controls Battery Group, Inc.	5757 N. Green Bay Ave	Milwaukee	WI	53201	A	5%		E	47000	1,000	0		Jean Bernhardt	(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	CRISPR Therapeutics, Inc.	26.4%	9.9%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Regis Corporation	26.4%	9.9%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Ahold Delhaize USA, Inc.	26.4%	9.9%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Johnson Controls Battery Group, Inc.	26.4%	9.9%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%