	+															
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193R Application Spreadsheet																
							PROPOSED	PROPOSED		TOTAL	ELIGIBLE	NUMBER	ORIGINAL		PRODUCER OR	EXPERIENCE
INSURANCE		STREET				AUTO (A) or	RATE	EFFECTIVE	GROUP	NUMBER	NUMBER	OF CURRENT	PLAN	PRODUCER OR	MARKETING REPRESENTATIV	
COMPANY	GROUP NAME	ADDRESS	CITY/TOWN	STATE	ZIP CODE	HOME (H)	DEV. (0.0%)	DATE	TYPE	IN GROUP	IN GROUP	INSUREDS	DATE	MARKETING REPRESENTATIVE	CONTACT INFORMATION	YES OR NO
Plymouth Rock Assurance Corporation	Navigate	20 A Street	Burlington	MA	01803	Α	5.0%	04/01/17	E	354	354	0	04/01/17	Columbia Insurance Agency, Inc.	(781) 598-5000	NO

## EXPENSE EXHIBIT FOR ALL AUTO & HOME 193R GROUP MARKETING RATE DEVIATIONS

Year Plan Will be Applied
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.

per unit associated with the group marketi	ig rate deviation.				
		(1)	(2)	(3)	(4)
		Expenses Assumed	Expenses Associated	Reasons for	Requested
INSURANCE		In Insurer's Rates	With Group Marketing	Expensed	Group Rate
COMPANY	GROUPNAME	Currently On File	<u>Plan</u>	<u>Difference</u>	Deviation
				Lower Acquisition/Admin Costs; Improved retention;	
				Smaller rate of cancellation/reinstatement; Decreased	
Plymouth Rock Assurance Corporation	Navigate	35.7%	27.2%	claim volume; Economies of scale	5.0%

## PREMIUM /LOSS/EXPENSE EXHIBIT FOR 193R AUTO/HOME GROUPS AT LEAST 3 YEARS OLD WITH 1,000 OR MORE INSURED UNITS

<insert year below> 2017

Year Plan Will be Applied
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.

Earned Premium Incurred Loss Incl. IBNR Incurred Loss Ratio INSURANCE COMPANY GROUPNAME 2014 2015 2016 2014 2015 2016 2014 2015 2016 Total