

<b>193R Application Spreadsheet</b>																
<b>INSURANCE COMPANY</b>	<b>GROUP NAME</b>	<b>STREET ADDRESS</b>	<b>CITY/TOWN</b>	<b>STATE</b>	<b>ZIP CODE</b>	<b>AUTO (A) or HOME (H)</b>	<b>PROPOSED RATE DEV. (0.0%)</b>	<b>PROPOSED EFFECTIVE DATE</b>	<b>GROUP TYPE</b>	<b>TOTAL NUMBER IN GROUP</b>	<b>ELIGIBLE NUMBER IN GROUP</b>	<b>NUMBER OF CURRENT INSUREDS</b>	<b>ORIGINAL PLAN DATE</b>	<b>PRODUCER OR MARKETING REPRESENTATIVE</b>	<b>PRODUCER OR MARKETING REPRESENTATIVE CONTACT INFORMATION</b>	<b>EXPERIENCE SUBMITTED YES OR NO</b>
Plymouth Rock Assurance Corporation	SBLI Employees	One Linscott Road	Woburn	MA	01801	A	5.0%	06/12/17	E	200	195	0	06/12/17	Encharter Insurance, LLC	(866) 669-6457	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) Expenses Assumed In Insurer's Rates Currently On File	(2) Expenses Associated With Group Marketing Plan	(3) Reasons for Expensed Difference	(4) Requested Group Rate Deviation
Plymouth Rock Assurance Corporation	SBLI Employees	34.9%	27.2%	Lower Acquisition/Admin Costs; Improved retention; Smaller rate of cancellation/reinstatement; Decreased claim volume; Economies of scale	5.0%



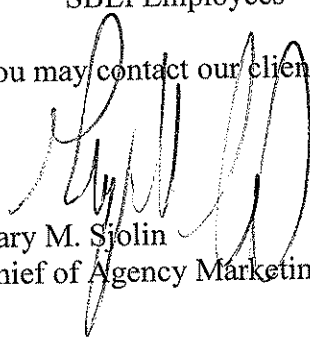
MASSACHUSETTS  
GROUP MARKETING NEW/RENEWAL  
AFFIDAVIT

Attached is the documentation required for the application for the listed Plymouth Rock Assurance Corporation 2017 Group Marketing client.

We have verified that it is the intention the following client to participate in the Group Marketing program within their organization for the year 2017 and have confirmed their participation to them in writing:

SBLI Employees

You may contact our client to verify information and confirm participation.



Gary M. Sjolín  
Chief of Agency Marketing