State:VirginiaFiling Company:Allianz Life Insurance Company of North AmericaTOI/Sub-TOI:LTC03I Individual Long Term Care/LTC03I.001 QualifiedHinary CompanyHinary CompanyProduct Name:LTC Rate Increase GPR 2023LTC Rate Increase GPR 2023/LTC Rate Increase GPR 2023Hinary CompanyProject Name/Number:LTC Rate Increase GPR 2023/LTC Rate Increase GPR 2023Hinary CompanyHinary Company

# Filing at a Glance

Company:	Allianz Life Insurance Company of North America
Product Name:	LTC Rate Increase – GPR 2023
State:	Virginia
TOI:	LTC03I Individual Long Term Care
Sub-TOI:	LTC03I.001 Qualified
Filing Type:	Rate
Date Submitted:	03/21/2023
SERFF Tr Num:	ALLB-133556439
SERFF Status:	Closed-Approved
State Tr Num:	ALLB-133556439
State Status:	Approved
Co Tr Num:	LTC RATE INCREASE – GPR 2023
Effective	On Approval
Date Requested:	
Author(s):	Kristen Seremet, Scott Laska, Joe Neary, Anne Correia, Peder Swenson, Megan Fensterman,
	Madison Boyle, Rebecca Silbersack, Susan Knutson, Ali Hitt, Jillian Wallin, Alexis Dettbarn, Andrew Kvitek, Kate Janssen, Tea Simpson, Tea Simpson, Jessica Buchberger
Reviewer(s):	Bobby Toone (primary)
Disposition Date:	06/05/2024
Disposition Status:	Approved
Effective Date:	

State:VirginiaFiling Company:Allianz Life Insurance Company of North AmericaTOI/Sub-TOI:LTC03I Individual Long Term Care/LTC03I.001 QualifiedAllianz Life Insurance Company of North AmericaProduct Name:LTC Rate Increase GPR 2023LTC Rate Increase GPR 2023/LTC Rate Increase GPR 2023Project Name/Number:LTC Rate Increase GPR 2023/LTC Rate Increase GPR 2023

# **General Information**

Project Name: LTC Rate Increase – GPR 2023 Project Number: LTC Rate Increase GPR 2023 Requested Filing Mode: Review & Approval Explanation for Combination/Other: Submission Type: New Submission Overall Rate Impact:

Deemer Date: 04/28/2024 Submitted By: Megan Fensterman

Filing Description:

Status of Filing in Domicile: Not Filed Date Approved in Domicile: Domicile Status Comments: Market Type: Individual Individual Market Type: Filing Status Changed: 06/05/2024 State Status Changed: 06/05/2024 Created By: Rebecca Silbersack Corresponding Filing Tracking Number: State TOI: LTC03I Individual Long Term Care

State:	Virginia	Filing Company:	Allianz Life Insurance Company of North America
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Qu	lalified	
Product Name:	LTC Rate Increase GPR 2023		
Project Name/Number:	LTC Rate Increase GPR 2023/LTC Rate Increase	GPR 2023	

Allianz Life Insurance Company of North America 5701 Golden Hills Drive Minneapolis, MN 55416-1297

February 10, 2023

Re: Allianz Life Insurance Company of North America / NAIC #90611 / FEIN #41-1366075 Individual Long-Term Care Insurance 10-P-Q-VA, et al.

Allianz is submitting for review revised long-term care insurance premium rates for the following form:

Generation Protector (GPR): 10-P-Q-VA

The result of this rate increase on the above policy form, if approved, is similar to a 67% aggregate rate increase in Virginia. The premium rate increase request varies by benefit period as follows:

2 - 4 Year Benefit Period – 30% rate increase 5 - 8 Year Benefit Period – 70% rate increase Lifetime Benefit Period – 95% rate increase

This form was sold from 2003 to 2007 in Virginia, and marketed nationwide from 2003 through 2009. This form is no longer being issued in any state as Allianz stopped issuing all long-term care insurance in 2010.

As noted in the attached actuarial memorandum, there has been a past rate increase on this policy form. The Bureau approved a rate increase of 56%, phased-in as two 25% increases over a three year period, on 6/8/2016. The prior rate increase levels were less than the nationwide average request. This form is in need of an additional premium rate increase due to past and projected future experience that continues to be more adverse than previously expected and originally priced for. The current premiums are unreasonably low in comparison to the benefits provided. A rate increase on the above policy form is needed to reduce the losses on this business.

In the interest of balancing the needs of policyholders and rate equity across jurisdictions, we are requesting premium rate increases averaging 67%, which is much lower than we could actuarially justify. This level is higher than the nationwide average request of 43% to help bring premiums closer to rate levels requested nationwide. The attached actuarial memorandum contains justification for this premium increase.

To better enable our policyholders to accommodate these revised premium rates, we will be offering the following options (as available):

•Maintain current benefit amounts by paying the increased premium.

•Reduce the percentage rate increase by reducing benefit period

•Lessen the impact of the rate increase by cancelling the benefit increase rider. As a part of this rate increase for a limited time, policyholders who reduce or cancel their COLA benefit riders will maintain all of their past COLA benefit increase percentages through a Policy Endorsement.

•Lessen the impact of the rate increase by reducing benefit amounts and/or benefit riders or lengthening elimination period. A reduction may fully or partially offset the premium increase. Benefit minimum policy requirements apply.

•Elect the reduced paid-up option in the Premium Increase Contingent Benefit Upon Lapse Rider which was approved on

State:	Virginia	Filing Company:	Allianz Life Insurance Company of North America
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 G	ualified	
Product Name:	LTC Rate Increase GPR 2023		
Project Name/Number	LTC Rate Increase GPR 2023/LTC Rate Increas	e GPR 2023	

5/14/2021 (SERFF Tracking # ALLB-132271512). While the requested rate increase will trigger a substantial rate increase for a majority of policies, the company is voluntarily offering this contingent benefit upon lapse to all insureds.

Subject to Bureau approval of this filing, we plan to begin implementing this increase in 2023. The increase would be effective on a policy's next anniversary following the implementation date. Policyholders will be notified at least 75 days prior to the effective date of their increase. In the notification, Allianz will lay out the above policyholder options.

If the full requested rate increase is approved and implemented, the Company doesn't currently intend to request any additional rate increases on this policy form unless experience worsens and the revised rates will be guaranteed not to increase for four years. The Company is also willing to phase-in a larger rate increase over multiple years to lessen the immediate impact on policyholders.

To comply with rate stability regulation in this jurisdiction, enclosed with this filing is a plan, subject to the Bureau's review, which demonstrates that appropriate administration and claims processing procedures are in effect.

Thank you for your consideration of this filing. If you have any questions or if you need additional information to complete your review, please send an email to Scott.Laska@AllianzLife.com.

Sincerely,

Scott Laska, ASA, MAAA Assistant Actuary Allianz Life Insurance of North America

# **Company and Contact**

## Filing Contact Information

Scott Laska, Principal Actuarial Analyst 5701 Golden Hills Drive Minneapolis, MN 55416 scott.laska@allianzlife.com 763-765-7239 [Phone]

## **Filing Company Information**

Allianz Life Insurance Company of North America 5701 Golden Hills Drive Minneapolis, MN 55416-1297 (800) 328-5601 ext. [Phone] CoCode: 90611 Group Code: 761 Group Name: FEIN Number: 41-1366075 State of Domicile: Minnesota Company Type: 02 State ID Number:

State:	Virginia	Filing Company:	Allianz Life Insurance Company of North America
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Q	ualified	
Product Name:	LTC Rate Increase GPR 2023		
Project Name/Number	LTC Rate Increase GPR 2023/LTC Rate Increase	e GPR 2023	

# **Filing Fees**

# **State Fees**

Fee Required?	No
Retaliatory?	No
Fee Explanation:	

SERFF Tracking #:	ALLB-133556439	State Tracking #:	ALLB-133556439		Company Tracking #:	LTC RATE INCREASE GPR 2023
State:	Virginia			Filing Company:	Allianz Life Insura	nce Company of North America
TOI/Sub-TOI:	LTC03I Individual	Long Term Care/LTC03I.	001 Qualified			
Product Name:	LTC Rate Increas	e GPR 2023				
Project Name/Number:	LTC Rate Increas	e GPR 2023/LTC Rate In	crease GPR 2023			

# **Correspondence Summary**

# Dispositions

Status	Created By	Created On	Date Submitted
Approved	Bobby Toone	06/05/2024	06/05/2024

## **Objection Letters and Response Letters**

## **Objection Letters**

<b>Objection Lett</b>	Objection Letters			Response Letters		
Status	Created By	Created On	Date Submitted	Responded By	Created On	Date Submitted
Info has been requested from company	Bobby Toone	03/06/2024	03/06/2024	Jillian Wallin	03/28/2024	04/01/2024
Info has been requested from company	Bobby Toone	01/09/2024	01/09/2024	Kate Janssen	02/02/2024	02/05/2024
Info has been requested from company	Bill Dismore	06/23/2023	06/23/2023	Jillian Wallin	07/19/2023	07/19/2023
Info has been requested from company	Bill Dismore	05/04/2023	05/04/2023	Rebecca Silbersack	05/31/2023	06/01/2023
Info has been requested from company	Bill Dismore	03/24/2023	03/24/2023	Rebecca Silbersack	04/18/2023	04/19/2023

## **Filing Notes**

Subject	Note Type	Created By	Created On	Date Submitted
Actuarial Summary & Opinion Report	Reviewer Note	Bill Dismore	06/20/2023	
RRS	Reviewer Note	Bill Dismore	03/23/2023	

SERFF Tracking #:	ALLB-133556439	State Tracking #:	ALLB-133556439	Company Tracking #:	LTC RATE INCREASE GPR 2023
State:	Virginia		Filing Company:	Allianz Life Insura	nce Company of North America
TOI/Sub-TOI:	LTC03I Individual	Long Term Care/LTC03I.0	01 Qualified		
Product Name:	LTC Rate Increas	e GPR 2023			
Project Name/Number:	LTC Rate Increase	e GPR 2023/LTC Rate Ind	crease GPR 2023		

# Disposition

Disposition Date: 06/05/2024 Effective Date:

Status: Approved

Comment: In approving this filing, the Company is reminded that pursuant to 14VAC5-200-153 D, it is required to provide updated experience reports for the next 3 years comparing the actual results to the results that the company projected in justifying the rate increase. We would expect the first of the three experience report filings to be made no later than 15-18 months after implementation, capturing a full 12 months of experience following the rate implementation, and including updated data through the most recent year end.

Company	Overall % Indicated	Overall % Rate	Written Premium Change for	Number of Policy Holders Affected	Written Premium for	Maximum % Change	Minimum % Change
Name:	Change:	Impact:	this Program:	for this Program:	this Program:	(where req'd):	(where req'd):
Allianz Life Insurance Company of North America	67.400%	67.400%	\$2,967,585	1,654	\$4,404,970	95.000%	30.000%

Schedule	Schedule Item	Schedule Item Status	Public Access
Rate (revised)	Generation Protector	Approved	Yes
Rate	Generation Protector	Withdrawn	No
Supporting Document	Certification of Compliance/Readability	Received & Acknowledged	Yes
Supporting Document	Product Checklist	Received & Acknowledged	Yes
Supporting Document (revised)	L&H Actuarial Memorandum	Received & Acknowledged	Yes
Supporting Document	L&H Actuarial Memorandum	Withdrawn	No
Supporting Document	Long Term Care Insurance Rate Request Summary	Received & Acknowledged	Yes
Supporting Document	Rate Sheets	Received & Acknowledged	Yes
Supporting Document	Claims Administration & Procedures	Received & Acknowledged	Yes
Supporting Document	Previously approved forms	Received & Acknowledged	Yes
Supporting Document	Response to Objection 1	Received & Acknowledged	Yes
Supporting Document	John Doe forms	Received & Acknowledged	Yes
Supporting Document	Response to Objection 2	Received & Acknowledged	Yes
Supporting Document	Response to Objection 3	Received & Acknowledged	Yes
Supporting Document	Response to Objection 4	Received & Acknowledged	Yes

SERFF Tracking #:	ALLB-133556439	State Tracking #:	ALLB-133556439	Co	ompany Tracking #:	LTC RATE INCREASE GPR 2023
State:	Virginia		Filing	Company:	Allianz Life Insura	ance Company of North America
TOI/Sub-TOI:	LTC03I Individual	Long Term Care/LTC03I.0	01 Qualified			
Product Name:	LTC Rate Increas	e GPR 2023				
Project Name/Number:	LTC Rate Increas	e GPR 2023/LTC Rate Ind	rease GPR 2023			

Schedule	Schedule Item	Schedule Item Status	Public Access
Supporting Document	Objection 4 Comparison Document	Received & Acknowledged	Yes
Supporting Document	L&H Actuarial Memorandum	Withdrawn	No
Supporting Document	Response to Objection Received March 6, 2024	Received & Acknowledged	Yes

State:	Virginia	Filing Company:	Allianz Life Insurance Company of North America
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Qualified		
Product Name:	LTC Rate Increase GPR 2023		
Project Name/Number:	LTC Rate Increase GPR 2023/LTC Rate Increase	GPR 2023	

Objection Letter Status	Info has been requested from company
Objection Letter Date	03/06/2024
Submitted Date	03/06/2024
Respond By Date	04/05/2024

## Dear Scott Laska,

## Introduction:

The Bureau has the following concerns and/or needs additional information to continue its review.

Please note, any revisions, modifications, or changes of any type to this filing must be clearly identified and explained in detail. For clarity, multiple changes should be summarized in a cover letter, etc.

## **Objection 1**

- Generation Protector , [10-P-Q-VA] (Rate)
- L&H Actuarial Memorandum (Supporting Document)
- Long Term Care Insurance Rate Request Summary (Supporting Document)

Comments: As the company has agreed to implement the requested increase over 2 years, please revise the filing to reflect the 2-year implementation.

## **Objection 2**

- L&H Actuarial Memorandum (Supporting Document) Comments: Please provide the most current cumulative increase for the nationwide block.

## **Objection 3**

- L&H Actuarial Memorandum (Supporting Document)

Comments: Based on the size of this request, please confirm if the company expects this to be the final increase on this block, barring moderately adverse circumstances.

## Conclusion:

We shall be glad to continue our review of this submission upon receipt of the requested information or resolution of the issues described above. Upon subsequent review, other concerns may require attention.

A response to this request for information is expected within 30 days. After 30 days, the filing will be DISAPPROVED and CLOSED unless an extension is requested. An initial extension of up to 30-days will be granted upon request made before the Respond by Date.

Once a submission has been closed, a new SERFF submission will be required. To expedite the review, the new submission should reference the SERFF tracking number of the prior submission and verify that all outstanding issues have been addressed. Should you wish to discuss any of the objections or provide additional information related to any of the objections, this should be done prior to making a new SERFF submission.

Please let me know if you need additional clarification.

Thank you for your courtesy and consideration in this matter.

State:	Virginia	Filing Company:	Allianz Life Insurance Company of North America
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Qualified		
Product Name:	LTC Rate Increase GPR 2023		
Project Name/Number:	LTC Rate Increase GPR 2023/LTC Rate Increase	GPR 2023	

Sincerely, Bobby Toone

State:	Virginia	Filing Company:	Allianz Life Insurance Company of North America
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Qualified		
Product Name:	LTC Rate Increase GPR 2023		
Project Name/Number	LTC Rate Increase GPR 2023/LTC Rate Increase	e GPR 2023	

Objection Letter Status	Info has been requested from company
Objection Letter Date	01/09/2024
Submitted Date	01/09/2024
Respond By Date	02/08/2024

## Dear Scott Laska,

## Introduction:

The Bureau has the following concerns and/or needs additional information to continue its review.

Please note, any revisions, modifications, or changes of any type to this filing must be clearly identified and explained in detail. For clarity, multiple changes should be summarized in a cover letter, etc.

## **Objection 1**

- L&H Actuarial Memorandum (Supporting Document)

Comments: Please provided the average policyholder age at issue for this block of policies.

## **Objection 2**

- L&H Actuarial Memorandum (Supporting Document)

Comments: In Section 12, please provide the Nationwide Average Annual Premium if all outstanding filings are approved as submitted.

## Conclusion:

We shall be glad to continue our review of this submission upon receipt of the requested information or resolution of the issues described above. Upon subsequent review, other concerns may require attention.

A response to this request for information is expected within 30 days. After 30 days, the filing will be DISAPPROVED and CLOSED unless an extension is requested. An initial extension of up to 30-days will be granted upon request made before the Respond by Date.

Once a submission has been closed, a new SERFF submission will be required. To expedite the review, the new submission should reference the SERFF tracking number of the prior submission and verify that all outstanding issues have been addressed. Should you wish to discuss any of the objections or provide additional information related to any of the objections, this should be done prior to making a new SERFF submission.

Please let me know if you need additional clarification.

Thank you for your courtesy and consideration in this matter.

Sincerely, Bobby Toone

State:	Virginia	Filing Company:	Allianz Life Insurance Company of North America
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Qualified		
Product Name:	LTC Rate Increase GPR 2023		
Project Name/Number:	LTC Rate Increase GPR 2023/LTC Rate Increase	GPR 2023	

Objection Letter Status	Info has been requested from company
Objection Letter Date	06/23/2023
Submitted Date	06/23/2023
Respond By Date	07/22/2023

## Dear Scott Laska,

## Introduction:

The Bureau has the following concerns and/or needs additional information to continue its review.

Please note, any revisions, modifications, or changes of any type to this filing must be clearly identified and explained in detail. For clarity, multiple changes should be summarized in a cover letter, etc.

## **Objection 1**

- Rate Sheets (Supporting Document)

- L&H Actuarial Memorandum (Supporting Document)

Comments: Because the rate increase request is large, please advise if the Company will consider spreading the rate increase over a period of 2 or more years without consideration for the time value of money.

If yes, please provide the structure by which the company would spread the increase to make it easier for the policyholder to accept.

## Conclusion:

We shall be glad to continue our review of this submission upon receipt of the requested information or resolution of the issues described above. Upon subsequent review, other concerns may require attention.

Please respond by the "Respond By Date:" above. If an extension is required, you must submit your request prior to that date. An extension may be requested for up to 30 days. Failure to respond will result in the filing being closed.

Once a submission has been closed, a new SERFF submission will be required. To expedite the review, the new submission should reference the SERFF tracking number of the prior submission and verify that all outstanding issues have been addressed. Should you wish to discuss any of the objections or provide additional information related to any of the objections, this should be done prior to making a new SERFF submission.

Sincerely, Bill Dismore

State:	Virginia	Filing Company:	Allianz Life Insurance Company of North America
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Qualified		
Product Name:	LTC Rate Increase GPR 2023		
Project Name/Number	: LTC Rate Increase GPR 2023/LTC Rate Increase	e GPR 2023	

Objection Letter Status	Info has been requested from company
Objection Letter Date	06/03/2023
Submitted Date	05/04/2023
Respond By Date	

Dear Scott Laska,

## Introduction:

The Bureau has the following concerns and/or needs additional information to continue its review.

Please note, any revisions, modifications, or changes of any type to this filing must be clearly identified and explained in detail. For clarity, multiple changes should be summarized in a cover letter, etc.

## **Objection 1**

## - L&H Actuarial Memorandum (Supporting Document)

Comments: Please provide all of the exhibits, projections and show work for the calculations supporting both the Prospective PV (Texas Approach) and If-Knew/Make-Up (Minnesota Approach) calculations as detailed in section V and Appendix C of the final MSA Framework document located at:

https://content.naic.org/sites/default/files/documents/ltci-msa-framework.pdf.

These details should be provided for both the current assumption and the prior assumption projections for Texas. For Minnesota, please separate the original premium from increase premium.

## **Objection 2**

- Long Term Care Insurance Rate Request Summary (Supporting Document)

Comments: If possible, please provide results separately for the Texas Approach and Minnesota Approach demonstrations for the three benefit period segments.

## **Objection 3**

- L&H Actuarial Memorandum (Supporting Document) Comments: If additional states have reached a disposition since 1/13/2023, it may be helpful to update Exhibit 1.

## **Conclusion:**

We shall be glad to continue our review of this submission upon receipt of the requested information or resolution of the issues described above. Upon subsequent review, other concerns may require attention.

Please respond by the "Respond By Date:" above. If an extension is required, you must submit your request prior to that date. An extension may be requested for up to 30 days. Failure to respond will result in the filing being closed.

Once a submission has been closed, a new SERFF submission will be required. To expedite the review, the new submission should reference the SERFF tracking number of the prior submission and verify that all outstanding issues have been addressed. Should you wish to discuss any of the objections or provide additional information related to any of the objections, this should be done prior to making a new SERFF submission.

Sincerely, Bill Dismore

State:	Virginia	Filing Company:	Allianz Life Insurance Company of North America
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Qualified		
Product Name:	LTC Rate Increase GPR 2023		
Project Name/Number:	LTC Rate Increase GPR 2023/LTC Rate Increase	e GPR 2023	

Objection Letter Status	Info has been requested from company
Objection Letter Date	03/24/2023
Submitted Date	03/24/2023
Respond By Date	04/23/2023

## Dear Scott Laska,

## Introduction:

The Bureau has the following concerns and/or needs additional information to continue its review.

Please note, any revisions, modifications, or changes of any type to this filing must be clearly identified and explained in detail. For clarity, multiple changes should be summarized in a cover letter, etc.

## **Objection 1**

- L&H Actuarial Memorandum (Supporting Document)

Comments: 1) Please provide the SERFF Tr. # under which the policyholder notification letter and accompanying forms were approved or has been filed for approval for this policy form.

2) Please place a John Doe notification letter with all applicable forms included in a policyholder notification under the Supporting Documentation tab as it would apply to this rate increase.

## **Objection 2**

- L&H Actuarial Memorandum (Supporting Document) Comments: Please provide the current average attained policyholder age for the Virginia policyholders.

## **Objection 3**

- L&H Actuarial Memorandum (Supporting Document)

Comments: Please advise if you had an NAIC Multistate Advisory Committee (MSA) review on a rate increase related to these forms within the past 12 months. If yes, please provide the SERFF Tracking Number and date of submission or provide us the MSA report via email @ examiner@scc.virginia.gov.

## **Objection 4**

- L&H Actuarial Memorandum (Supporting Document)

Comments: Please provide in Excel format the exhibit showing the rate increase history and status of existing rate increase requests in each state, including the cumulative approved rate increase percentage and the in force annualized premium for each state.

## **Objection 5**

- L&H Actuarial Memorandum (Supporting Document) Comments: Please provide all exhibits in Excel with working formulas so that the calculations may be followed.

## **Objection 6**

- Long Term Care Insurance Rate Request Summary (Supporting Document) Comments: For all projections requested in this question, please confirm that the baseline complies with the following:

State:	Virginia	Filing Company:	Allianz Life Insurance Company of North America		
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Qualified				
Product Name:	LTC Rate Increase GPR 2023				
Project Name/Number:	LTC Rate Increase GPR 2023/LTC Rate Increase	GPR 2023			

a. Any policies issued as limited-pay which are now in paid-up status should be removed, both from historical experience and future projections.

b. Premiums should be at the Virginia rate level for both historical and projected future.

c. Please use the appropriate maximum valuation interest rate for accumulation and discounting of this block.

## **Objection 7**

- L&H Actuarial Memorandum (Supporting Document)

Comments: To assist the Virginia Bureau of Insurance in its review, for each of the subsets of the business corresponding to the combinations of Benefit Period, Elimination Period and Inflation Option, please provide in Excel format the following projections on a nationwide basis:

a. current assumptions and current rates

b. current assumptions with the proposed rate increase

c. current assumptions with premiums restated as if the proposed rate increase had been in effect from inception.

d. actual historical experience to the projection date and future projections based on the prior assumptions (to be used in the Prospective PV test).

e. original assumptions and original premiums from inception

Projections a. - e. can be separate tabs or combined into separate columns on the same exhibit.

#### **Objection 8**

- L&H Actuarial Memorandum (Supporting Document)

Comments: For each subset of business used in the requested projections, please provide the active life reserve balance as of the projection date on a nationwide basis.

#### **Objection 9**

- Rate Sheets (Supporting Document)

- L&H Actuarial Memorandum (Supporting Document)

Comments: We did not find the rider forms listed under the "Affected Form Numbers" in the Rate/Rule Schedule tab.

1) Please advise if only the base rates are being increased.

2) If any of the riders are being increased, please add the form number and the amount of the requested increase as a separate Item No.

## **Objection 10**

- L&H Actuarial Memorandum (Supporting Document)
 Comments: Please identify the portion of the proposed rate increase that is attributed to each of the following components:

a. Changes in the voluntary lapse assumptions

State:VirginiaFiling Company:Allianz Life Insurance Company of North AmericaTOI/Sub-TOI:LTC03I Individual Long Term Care/LTC03I.001 QualifiedInternational CompanyInternational CompanyProduct Name:LTC Rate IncreaseGPR 2023GPR 2023/LTC Rate IncreaseGPR 2023/LTC Rate IncreaseProject Name/Number:LTC Rate IncreaseGPR 2023/LTC Rate IncreaseGPR 2023

b. Changes in the mortality assumptions

c. Changes in the expected claim cost assumptions

d. Changes in any other assumptions (e.g., interest rates)

## **Objection 11**

- L&H Actuarial Memorandum (Supporting Document) Comments: Please confirm if margin was included in claim reserve estimates.

## **Objection 12**

- L&H Actuarial Memorandum (Supporting Document)

Comments: Please provide the full credibility standard used to determine the credibility of the experience of each policy series associated with this filing.

Additionally, please provide the number of claims associated with each policy and rider series.

## **Objection 13**

- L&H Actuarial Memorandum (Supporting Document)

Comments: For each subset of business used in the requested projections, please provide the # of policyholders for each subset of business.

## **Objection 14**

- L&H Actuarial Memorandum (Supporting Document)

Comments: Please explain if any adjustments to mortality or morbidity factors were made for COVID-19. Please fully describe these adjustments.

## **Objection 15**

- L&H Actuarial Memorandum (Supporting Document) Comments: Please advise if there are any partnership policies issued to any of the remaining Virginia policyholders.

## **Objection 16**

- L&H Actuarial Memorandum (Supporting Document)

Comments: Please state the intentions of the company regarding a future rate increase if the proposed rate increase is approved.

Explain clearly what would trigger a future rate increase if the proposed rate were approved.

## **Objection 17**

- L&H Actuarial Memorandum (Supporting Document)

Comments: Please justify the 67% proposed rate increase given the fact that the current Average Annual Premium in VA is currently 11% higher than the 2021 nationwide average annual premium.

## **Objection 18**

- L&H Actuarial Memorandum (Supporting Document)

Comments: Please confirm if the company's statement in the last paragraph under "Section 16. Demonstration Of Satisfaction Of Requirements" is the rate increase (215%) necessary to maintain rate stability.

## **Conclusion:**

SERFF Tracking #:	ALLB-133556439	State Tracking #: ALLB-133556439
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State:	Virginia	Filing Company:	Allianz Life Insurance Company of North America		
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Qualified				
Product Name:	LTC Rate Increase GPR 2023				
Project Name/Number:	LTC Rate Increase GPR 2023/LTC Rate Increase	GPR 2023			

We shall be glad to continue our review of this submission upon receipt of the requested information or resolution of the issues described above. Upon subsequent review, other concerns may require attention.

Please respond by the "Respond By Date:" above. If an extension is required, you must submit your request prior to that date. An extension may be requested for up to 30 days. Failure to respond will result in the filing being closed.

Once a submission has been closed, a new SERFF submission will be required. To expedite the review, the new submission should reference the SERFF tracking number of the prior submission and verify that all outstanding issues have been addressed. Should you wish to discuss any of the objections or provide additional information related to any of the objections, this should be done prior to making a new SERFF submission.

Sincerely, Bill Dismore

SERFF Tracking #:	ALLB-133556439	State Tracking #:	ALLB-133556439		Company Tracking #:	LTC RATE INCREASE GPR 2023
State:	Virginia			Filing Company:	Allianz Life Insurar	nce Company of North America
TOI/Sub-TOI:	LTC03I Individual	Long Term Care/LTC03I.0	001 Qualified			
Product Name:	LTC Rate Increas	e GPR 2023				
Project Name/Number:	LTC Rate Increas	e GPR 2023/LTC Rate Inc	crease GPR 2023			

# **Response Letter**

Response Letter Status	Submitted to State
Response Letter Date	03/28/2024
Submitted Date	04/01/2024

## Dear Bobby Toone,

#### Introduction:

Please see our response below to your objection letter.

## **Response 1**

#### Comments:

Please see our Objection Response Letter, revised Actuarial Memorandum, and revised proposed rates. Additionally, we have submitted a Post-Submission Update concurrently with this response to revise the Company Rate Information under the Rate/Rule Tab.

## **Related Objection 1**

## Applies To:

- Generation Protector, [10-P-Q-VA] (Rate)

- Long Term Care Insurance Rate Request Summary (Supporting Document)

- L&H Actuarial Memorandum (Supporting Document)

Comments: As the company has agreed to implement the requested increase over 2 years, please revise the filing to reflect the 2-year implementation.

## Changed Items:

No Form Schedule items changed.

SERFF Tracking #:	ALLB-133556439	State Tracking #:	ALLB-133556439		Company Tracking #:	LTC RATE INCREASE GPR 2023
State:	Virginia			Filing Company:	Allianz Life Insurar	nce Company of North America
TOI/Sub-TOI:	LTC03I Individual	Long Term Care/LTC03I.0	01 Qualified			
Product Name:	LTC Rate Increase	LTC Rate Increase GPR 2023				
Project Name/Number:	LTC Rate Increase	e GPR 2023/LTC Rate Inc	rease GPR 2023			

## Rate/Rule Schedule Item Changes

	fiedule item Changes					
ltem No.	Document Name	Affected Form Numbers (Separated with commas)	Rate Action	Rate Action Information	Attachments	Date Submitted
1	Generation Protector	10-P-Q-VA	Revised	Previous State Filing Number: ALLB-128730838 Percent Rate Change Request: 67.4	VA (Generation Protector) Proposed Rates rev. 3.18.2024.pdf,	04/01/2024 By: Jillian Wallin
Previous Versi	ion					
1	Generation Protector	<i>10-P-Q-VA</i>	Revised	Previous State Filing Number: ALLB-128730838 Percent Rate Change Request: 67.4	VA (Generation Protector) Proposed Rates.pdf,	<i>03/21/2023 By: Megan Fensterman</i>

SERFF Tracking #:	ALLB-133556439	State Tracking #:	ALLB-133556439	Company Tracking #:	LTC RATE INCREASE GPR 2023	
State:	Virginia		Filing Compan	y: Allianz Life Insura	nce Company of North America	
TOI/Sub-TOI:	LTC03I Individual	Long Term Care/LTC03I.0	01 Qualified			
Product Name:	LTC Rate Increas	LTC Rate Increase GPR 2023				
Project Name/Number:	LTC Rate Increas	e GPR 2023/LTC Rate Inc	rease GPR 2023			

Supporting Document Se	chedule Item Changes
Satisfied - Item:	L&H Actuarial Memorandum
Comments:	
Attachment(s):	Exhibit 2 - Current Assumption Justification - 2021.pdf Exhibit 8_Comparison of Assumptions - GPR.pdf Actuarial Memo GPR - VA rev. 3.18.2024.pdf Supplement to Act Memo GPR - VA rev. 3.18.2024.pdf
Previous Version	
Satisfied - Item:	L&H Actuarial Memorandum
Comments:	
Attachment(s):	Supplement to Act Memo GPR - VA.pdf Exhibit 2 - Current Assumption Justification - 2021.pdf Exhibit 8_Comparison of Assumptions - GPR.pdf Actuarial Memo GPR - VA rev. 1.25.2024.pdf
Previous Version	
Satisfied - Item:	L&H Actuarial Memorandum
Comments:	
Attachment(s):	Supplement to Act Memo GPR - VA.pdf Exhibit 2 - Current Assumption Justification - 2021.pdf Exhibit 8_Comparison of Assumptions - GPR.pdf Actuarial Memo GPR - VA.pdf

SERFF Tracking #:	ALLB-133556439	State Tracking #:	ALLB-133556439	Company Tracking #:	LTC RATE INCREASE GPR 2023	
State:	Virginia		Filing Company:	Allianz Life Insura	nce Company of North America	
TOI/Sub-TOI:	LTC03I Individual	Long Term Care/LTC03I.0	01 Qualified			
Product Name:	LTC Rate Increas	LTC Rate Increase GPR 2023				
Project Name/Number:	LTC Rate Increas	e GPR 2023/LTC Rate Inc	rease GPR 2023			

Supporting Document Se	chedule Item Changes
Satisfied - Item:	L&H Actuarial Memorandum
Comments:	
Attachment(s):	Exhibit 2 - Current Assumption Justification - 2021.pdf Exhibit 8_Comparison of Assumptions - GPR.pdf Actuarial Memo GPR - VA rev. 3.18.2024.pdf Supplement to Act Memo GPR - VA rev. 3.18.2024.pdf
Previous Version	
Satisfied - Item:	L&H Actuarial Memorandum
Comments:	
Attachment(s):	Supplement to Act Memo GPR - VA.pdf Exhibit 2 - Current Assumption Justification - 2021.pdf Exhibit 8_Comparison of Assumptions - GPR.pdf Actuarial Memo GPR - VA rev. 1.25.2024.pdf
Previous Version	
Satisfied - Item:	L&H Actuarial Memorandum
Comments:	
Attachment(s):	Supplement to Act Memo GPR - VA.pdf Exhibit 2 - Current Assumption Justification - 2021.pdf Exhibit 8_Comparison of Assumptions - GPR.pdf Actuarial Memo GPR - VA.pdf

Satisfied - Item:	Response to Objection Received March 6, 2024
Comments:	
Attachment(s):	Response to Objection Received on March 6 2024 - GPR.pdf

## Response 2

## Comments:

Please see our Objection Response Letter.

## **Related Objection 2**

Applies To:

- L&H Actuarial Memorandum (Supporting Document)

Comments: Please provide the most current cumulative increase for the nationwide block.

## Changed Items:

ALLB-133556439	State Tracking #:	ALLB-133556439		Company Tracking #:	LTC RATE INCREASE GPR 2023
Virginia			Filing Company:	Allianz Life Insural	nce Company of North America
LTC03I Individual	Long Term Care/LTC03I.0	01 Qualified			
LTC Rate Increas	LTC Rate Increase GPR 2023				
LTC Rate Increas	e GPR 2023/LTC Rate Inc	crease GPR 2023			
	Virginia LTC03I Individual LTC Rate Increas	Virginia LTC03I Individual Long Term Care/LTC03I.0 LTC Rate Increase GPR 2023	Virginia LTC03I Individual Long Term Care/LTC03I.001 Qualified LTC Rate Increase GPR 2023	Virginia Filing Company: LTC03I Individual Long Term Care/LTC03I.001 Qualified LTC Rate Increase GPR 2023	Virginia Filing Company: Allianz Life Insural LTC03I Individual Long Term Care/LTC03I.001 Qualified LTC Rate Increase GPR 2023

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

Supporting Document Schedule Item Changes				
Satisfied - Item:	Response to Objection Received March 6, 2024			
Comments:				
Attachment(s):	Response to Objection Received on March 6 2024 - GPR.pdf			

#### Response 3

#### Comments:

Please see our Objection Response Letter.

#### **Related Objection 3**

Applies To:

- L&H Actuarial Memorandum (Supporting Document)

Comments: Based on the size of this request, please confirm if the company expects this to be the final increase on this block, barring moderately adverse circumstances.

### Changed Items:

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

Supporting Document Schedule Item Changes				
Satisfied - Item:	esponse to Objection Received March 6, 2024			
Comments:				
Attachment(s):	Response to Objection Received on March 6 2024 - GPR.pdf			

#### **Conclusion:**

Thank you for your continued review of our filing. Sincerely, Jillian Wallin

SERFF Tracking #:	ALLB-133556439	State Tracking #:	ALLB-133556439		Company Tracking #:	LTC RATE INCREASE GPR 2023
State:	Virginia			Filing Company:	Allianz Life Insura	nce Company of North America
TOI/Sub-TOI:	LTC03I Individual	Long Term Care/LTC03L0	01 Qualified			
Product Name:	LTC Rate Increas	se GPR 2023				
Project Name/Number:	LTC Rate Increas	e GPR 2023/LTC Rate Ind	crease GPR 2023			

# **Response Letter**

Response Letter Status	Submitted to State
Response Letter Date	02/02/2024
Submitted Date	02/05/2024

#### Dear Bobby Toone,

#### Introduction:

Please see our response to your objection letter below.

## **Response 1**

#### Comments:

Please see our Objection Response Letter.

## **Related Objection 1**

Applies To:

- L&H Actuarial Memorandum (Supporting Document)

Comments: Please provided the average policyholder age at issue for this block of policies.

## Changed Items:

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

Supporting Document Schedule Item Changes			
Satisfied - Item:	Response to Objection 4		
Comments:			
Attachment(s):	Response to Objection Received on January 9 2024 - GPR.pdf		

## Response 2

#### Comments:

Please see our Objection Response Letter and revised Actuarial Memorandum. We have also uploaded a comparison document for ease of review.

## **Related Objection 2**

Applies To:

- L&H Actuarial Memorandum (Supporting Document)

SERFF Tracking #:	ALLB-133556439	State Tracking #:	ALLB-133556439		Company Tracking #:	LTC RATE INCREASE GPR 2023	
State:	Virginia		Fili	ing Company:	Allianz Life Insurar	nce Company of North America	
TOI/Sub-TOI:	LTC03I Individual	Long Term Care/LTC03I.0	001 Qualified				
Product Name:	LTC Rate Increase GPR 2023						
Project Name/Number:	LTC Rate Increas	e GPR 2023/LTC Rate Inc	crease GPR 2023				

Comments: In Section 12, please provide the Nationwide Average Annual Premium if all outstanding filings are approved as submitted.

## Changed Items:

No Form Schedule items changed.

Supporting Document Schedule	Supporting Document Schedule Item Changes			
Satisfied - Item:	L&H Actuarial Memorandum			
Comments:				
Attachment(s):	Supplement to Act Memo GPR - VA.pdf Exhibit 2 - Current Assumption Justification - 2021.pdf Exhibit 8_Comparison of Assumptions - GPR.pdf Actuarial Memo GPR - VA rev. 1.25.2024.pdf			
Previous Version				
Satisfied - Item:	L&H Actuarial Memorandum			
Comments:				
Attachment(s):	Supplement to Act Memo GPR - VA.pdf Exhibit 2 - Current Assumption Justification - 2021.pdf Exhibit 8_Comparison of Assumptions - GPR.pdf Actuarial Memo GPR - VA.pdf			

SERFF Tracking #:	ALLB-133556439	State Tracking #:	ALLB-133556439	Company Tracking #:	LTC RATE INCREASE GPR 2023
State:	Virginia		Filing Company	Allianz Life Insural	nce Company of North America
TOI/Sub-TOI:	LTC03I Individual	Long Term Care/LTC03I.0	01 Qualified		
Product Name:	LTC Rate Increase	LTC Rate Increase GPR 2023			
Project Name/Number:	LTC Rate Increase	e GPR 2023/LTC Rate Inc	rease GPR 2023		

Supporting Document Sc	hedule Item Changes
Satisfied - Item:	L&H Actuarial Memorandum
Comments:	
Attachment(s):	Supplement to Act Memo GPR - VA.pdf Exhibit 2 - Current Assumption Justification - 2021.pdf Exhibit 8_Comparison of Assumptions - GPR.pdf Actuarial Memo GPR - VA rev. 1.25.2024.pdf
Previous Version	
Satisfied - Item:	L&H Actuarial Memorandum
Comments:	
Attachment(s):	Supplement to Act Memo GPR - VA.pdf Exhibit 2 - Current Assumption Justification - 2021.pdf Exhibit 8_Comparison of Assumptions - GPR.pdf Actuarial Memo GPR - VA.pdf

Satisfied - Item:	Response to Objection 4
Comments:	
Attachment(s):	Response to Objection Received on January 9 2024 - GPR.pdf

SERFF Tracking #:	ALLB-133556439	State Tracking #:	ALLB-133556439	Company Tracking #:	LTC RATE INCREASE GPR 2023
State:	Virginia		Filing Comp	any: Allianz Life Insura	ance Company of North America
TOI/Sub-TOI:	LTC03I Individual	LTC03I Individual Long Term Care/LTC03I.001 Qualified			
Product Name:	LTC Rate Increase	LTC Rate Increase GPR 2023			
Project Name/Number:	LTC Rate Increase	e GPR 2023/LTC Rate Inc	rease GPR 2023		

Supporting Document So	Supporting Document Schedule Item Changes				
Satisfied - Item:	L&H Actuarial Memorandum				
Comments:					
Attachment(s):	Supplement to Act Memo GPR - VA.pdf Exhibit 2 - Current Assumption Justification - 2021.pdf Exhibit 8_Comparison of Assumptions - GPR.pdf Actuarial Memo GPR - VA rev. 1.25.2024.pdf				
Previous Version					
Satisfied - Item:	L&H Actuarial Memorandum				
Comments:					
Attachment(s):	Supplement to Act Memo GPR - VA.pdf Exhibit 2 - Current Assumption Justification - 2021.pdf Exhibit 8_Comparison of Assumptions - GPR.pdf Actuarial Memo GPR - VA.pdf				

Satisfied - Item:	Response to Objection 4
Comments:	
Attachment(s):	Response to Objection Received on January 9 2024 - GPR.pdf
Satisfied - Item:	Objection 4 Comparison Document
Comments:	
Attachment(s):	Actuarial Memo GPR - VA v Actuarial Memo GPR - VA rev. 1.25.2024.pdf

## Conclusion:

Thank you for your continued review of our filing. Sincerely,

Kate Janssen

SERFF Tracking #:	ALLB-133556439	State Tracking #:	ALLB-133556439		Company Tracking #:	LTC RATE INCREASE GPR 2023
State:	Virginia		F	ling Company:	Allianz Life Insura	nce Company of North America
TOI/Sub-TOI:	LTC03I Individual	I Long Term Care/LTC03I.(	001 Qualified			
Product Name:	LTC Rate Increas	se GPR 2023				
Project Name/Number:	LTC Rate Increas	e GPR 2023/LTC Rate Ind	crease GPR 2023			

# **Response Letter**

Response Letter Status	Submitted to State
Response Letter Date	07/19/2023
Submitted Date	07/19/2023

#### Dear Bobby Toone,

#### Introduction:

Please see our response below to your objection letter.

## **Response 1**

#### Comments:

Please see our Objection Response Letter.

## **Related Objection 1**

## Applies To:

- L&H Actuarial Memorandum (Supporting Document)
- Rate Sheets (Supporting Document)

Comments: Because the rate increase request is large, please advise if the Company will consider spreading the rate increase over a period of 2 or more years without consideration for the time value of money.

If yes, please provide the structure by which the company would spread the increase to make it easier for the policyholder to accept.

## Changed Items:

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

Supporting Document Schedule Item Changes				
Satisfied - Item:	Response to Objection 3			
Comments:				
Attachment(s):	Response to Objection Received on June 23 2023 - GPR.pdf			

## **Conclusion:**

Thank you for your continued review of our filing. Sincerely,

SERFF Tracking #:	ALLB-133556439	State Tracking #:	ALLB-133556439	Company Tracking #:	LTC RATE INCREASE GPR 2023
State:	Virginia		Filing Compan	y: Allianz Life Insura	nce Company of North America
TOI/Sub-TOI:	LTC03I Individual	Long Term Care/LTC03I.0	01 Qualified		
Product Name:	LTC Rate Increase GPR 2023				
Project Name/Number:	LTC Rate Increase	e GPR 2023/LTC Rate Inc	crease GPR 2023		

Jillian Wallin

SERFF Tracking #:	ALLB-133556439	State Tracking #:	ALLB-133556439		Company Tracking #:	LTC RATE INCREASE GPR 2023
State:	Virginia			Filing Company:	Allianz Life Insural	nce Company of North America
TOI/Sub-TOI:	LTC03I Individual	Long Term Care/LTC03I.0	001 Qualified			
Product Name:	LTC Rate Increas	se GPR 2023				
Project Name/Number:	LTC Rate Increas	e GPR 2023/LTC Rate Ind	crease GPR 2023			

# **Response Letter**

Response Letter Status	Submitted to State
Response Letter Date	05/31/2023
Submitted Date	06/01/2023

#### Dear Bobby Toone,

#### Introduction:

Please see our responses below to your objection letter.

## Response 1

#### Comments:

Please see our attached response letter.

## **Related Objection 1**

## Applies To:

- L&H Actuarial Memorandum (Supporting Document)

Comments: Please provide all of the exhibits, projections and show work for the calculations supporting both the Prospective PV (Texas Approach) and If-Knew/Make-Up (Minnesota Approach) calculations as detailed in section V and Appendix C of the final MSA Framework document located at:

https://content.naic.org/sites/default/files/documents/ltci-msa-framework.pdf.

These details should be provided for both the current assumption and the prior assumption projections for Texas. For Minnesota, please separate the original premium from increase premium.

## Changed Items:

No Form Schedule items changed.

Supporting Document Schedule Item Changes				
Satisfied - Item:	Response to Objection 2			
Comments:				
Attachment(s):	Response to Objection Received on May 4 2023 - GPR.pdf Response to 5.4.2023 - Numerical Data - VA GPR.xlsx			

SERFF Tracking #:	ALLB-133556439	State Tracking #:	ALLB-133556439		Company Tracking #:	LTC RATE INCREASE GPR 2023	
State:	Virginia			Filing Company:	Allianz Life Insural	nce Company of North America	
TOI/Sub-TOI:	LTC03I Individual	I Long Term Care/LTC03I.(	001 Qualified				
Product Name:	LTC Rate Increas	se GPR 2023					
Project Name/Number:	LTC Rate Increas	se GPR 2023/LTC Rate Ind	crease GPR 2023				

#### Response 2

#### Comments:

Please see our attached response letter.

## **Related Objection 2**

Applies To:

- Long Term Care Insurance Rate Request Summary (Supporting Document)

Comments: If possible, please provide results separately for the Texas Approach and Minnesota Approach demonstrations for the three benefit period segments.

## Changed Items:

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

Supporting Document Schedule Item Changes				
Satisfied - Item:	Response to Objection 2			
Comments:				
Attachment(s):	Response to Objection Received on May 4 2023 - GPR.pdf Response to 5.4.2023 - Numerical Data - VA GPR.xlsx			

## Response 3

#### Comments:

Please see our attached response letter.

## **Related Objection 3**

Applies To:

- L&H Actuarial Memorandum (Supporting Document)

Comments: If additional states have reached a disposition since 1/13/2023, it may be helpful to update Exhibit 1.

## Changed Items:

No Form Schedule items changed.

SERFF Tracking #:	ALLB-133556439	State Tracking #:	ALLB-133556439		Company Tracking #:	LTC RATE INCREASE GPR 2023
State:	Virginia			Filing Company:	Allianz Life Insural	nce Company of North America
TOI/Sub-TOI:	LTC03I Individua	Long Term Care/LTC03L0	01 Qualified			
Product Name:	LTC Rate Increas	se GPR 2023				
Project Name/Number:	LTC Rate Increas	se GPR 2023/LTC Rate Inc	crease GPR 2023			

Supporting Document Schedule Item Changes			
Satisfied - Item:	Response to Objection 2		
Comments:			
Attachment(s):	Response to Objection Received on May 4 2023 - GPR.pdf Response to 5.4.2023 - Numerical Data - VA GPR.xlsx		

## Conclusion:

Thank you for your continued review of our filing.

Sincerely,

Rebecca Silbersack

SERFF Tracking #:	ALLB-133556439	State Tracking #:	ALLB-133556439		Company Tracking #:	LTC RATE INCREASE GPR 2023
State:	Virginia			Filing Company:	Allianz Life Insural	nce Company of North America
TOI/Sub-TOI:	LTC03I Individual	Long Term Care/LTC03I.0	001 Qualified			
Product Name:	LTC Rate Increas	se GPR 2023				
Project Name/Number:	LTC Rate Increas	e GPR 2023/LTC Rate Ind	crease GPR 2023			

# **Response Letter**

Response Letter Status	Submitted to State
Response Letter Date	04/18/2023
Submitted Date	04/19/2023

## Dear Bobby Toone,

#### Introduction:

Please see our response below to your objection letter.

#### Response 1

#### Comments:

Please see our attached response letter and John Doe forms.

## **Related Objection 1**

## Applies To:

- L&H Actuarial Memorandum (Supporting Document)

Comments: 1) Please provide the SERFF Tr. # under which the policyholder notification letter and accompanying forms were approved or has been filed for approval for this policy form.

2) Please place a John Doe notification letter with all applicable forms included in a policyholder notification under the Supporting Documentation tab as it would apply to this rate increase.

## Changed Items:

No Form Schedule items changed.

Supporting Document Schedule Item Changes			
Satisfied - Item:	Response to Objection 1		
Comments:			
Attachment(s):	Response to Objection Received on March 24 2023 - GPR.pdf Response Numerical Data - VA GPR.xlsx Numerical Data - VA GPR.xlsx		

SERFF Tracking #:	ALLB-133556439	State Tracking #:	ALLB-133556439		Company Tracking #:	LTC RATE INCREASE GPR 2023
State:	Virginia		Fi	ling Company:	Allianz Life Insurar	nce Company of North America
TOI/Sub-TOI:	LTC03I Individual	LTC03I Individual Long Term Care/LTC03I.001 Qualified				
Product Name:	LTC Rate Increase GPR 2023					
Project Name/Number:	LTC Rate Increas	e GPR 2023/LTC Rate Inc	crease GPR 2023			

Supporting Document Schedule	Supporting Document Schedule Item Changes			
Satisfied - Item:	Response to Objection 1			
Comments:				
Attachment(s):	Response to Objection Received on March 24 2023 - GPR.pdf Response Numerical Data - VA GPR.xlsx Numerical Data - VA GPR.xlsx			
Satisfied - Item:	John Doe forms			
Comments:				
Attachment(s):	95440-02 (John Doe).pdf BSP95440-02 (John Doe).pdf PL95440-02-VA (John Doe).pdf S2281-01-VA (John Doe).pdf			

## Response 2

#### Comments:

Please see our attached response letter and numerical data worksheets.

## **Related Objection 2**

Applies To:

- L&H Actuarial Memorandum (Supporting Document)

Comments: Please provide the current average attained policyholder age for the Virginia policyholders.

#### Changed Items:

No Form Schedule items changed.

Supporting Document Schedule Item Changes			
Satisfied - Item:	Response to Objection 1		
Comments:			
Attachment(s):	Response to Objection Received on March 24 2023 - GPR.pdf Response Numerical Data - VA GPR.xlsx Numerical Data - VA GPR.xlsx		

SERFF Tracking #:	ALLB-133556439	State Tracking #:	ALLB-133556439	Company Tracking #:	LTC RATE INCREASE GPR 2023
State:	Virginia		Filing Compa	ny: Allianz Life Insural	nce Company of North America
TOI/Sub-TOI:	LTC03I Individual	Long Term Care/LTC03I.0	001 Qualified		
Product Name:	LTC Rate Increas	e GPR 2023			
Project Name/Number:	LTC Rate Increas	e GPR 2023/LTC Rate Inc	crease GPR 2023		

#### Comments:

Please see our attached response letter and numerical data worksheets.

#### **Related Objection 3**

Applies To:

- L&H Actuarial Memorandum (Supporting Document)

Comments: Please advise if you had an NAIC Multistate Advisory Committee (MSA) review on a rate increase related to these forms within the past 12 months. If yes, please provide the SERFF Tracking Number and date of submission or provide us the MSA report via email @ examiner@scc.virginia.gov.

#### **Changed Items:**

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

Supporting Document Schedule Item Changes			
Satisfied - Item:	Response to Objection 1		
Comments:			
Attachment(s):	Response to Objection Received on March 24 2023 - GPR.pdf Response Numerical Data - VA GPR.xlsx Numerical Data - VA GPR.xlsx		

#### **Response 4**

#### Comments:

Please see our attached response letter and numerical data worksheets.

## **Related Objection 4**

Applies To:

- L&H Actuarial Memorandum (Supporting Document)

Comments: Please provide in Excel format the exhibit showing the rate increase history and status of existing rate increase requests in each state, including the cumulative approved rate increase percentage and the in force annualized premium for each state.

## Changed Items:

No Form Schedule items changed.

SERFF Tracking #:	ALLB-133556439	State Tracking #:	ALLB-133556439		Company Tracking #:	LTC RATE INCREASE GPR 2023
State:	Virginia			Filing Company:	Allianz Life Insural	nce Company of North America
TOI/Sub-TOI:	LTC03I Individua	I Long Term Care/LTC03I.0	01 Qualified			
Product Name:	LTC Rate Increase GPR 2023					
Project Name/Number:	LTC Rate Increas	se GPR 2023/LTC Rate Inc	crease GPR 2023			

Supporting Document Schedule Item Changes			
Satisfied - Item:	Response to Objection 1		
Comments:			
Attachment(s):	Response to Objection Received on March 24 2023 - GPR.pdf Response Numerical Data - VA GPR.xlsx Numerical Data - VA GPR.xlsx		

## Response 5

#### Comments:

Please see our attached response letter and numerical data worksheets.

## **Related Objection 5**

Applies To:

- L&H Actuarial Memorandum (Supporting Document)

Comments: Please provide all exhibits in Excel with working formulas so that the calculations may be followed.

## Changed Items:

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

Supporting Document Schedule Item Changes	
Satisfied - Item:	Response to Objection 1
Comments:	
Attachment(s):	Response to Objection Received on March 24 2023 - GPR.pdf Response Numerical Data - VA GPR.xlsx Numerical Data - VA GPR.xlsx

## Response 6

#### Comments:

Please see our attached response letter and numerical data worksheets.

## **Related Objection 6**

Applies To:

SERFF Tracking #: ALLB-133556439 State Tracking #: ALLB-133556439 Company Tracking #: LTC RATE INCREASE GPR 2023 Filing Company: State: Virginia Allianz Life Insurance Company of North America TOI/Sub-TOI: LTC03I Individual Long Term Care/LTC03I.001 Qualified Product Name: LTC Rate Increase GPR 2023 Project Name/Number: LTC Rate Increase GPR 2023/LTC Rate Increase GPR 2023

- Long Term Care Insurance Rate Request Summary (Supporting Document)

Comments: For all projections requested in this question, please confirm that the baseline complies with the following:

a. Any policies issued as limited-pay which are now in paid-up status should be removed, both from historical experience and future projections.

b. Premiums should be at the Virginia rate level for both historical and projected future.

c. Please use the appropriate maximum valuation interest rate for accumulation and discounting of this block.

## Changed Items:

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

Supporting Document Schedule Item Changes	
Satisfied - Item:	Response to Objection 1
Comments:	
Attachment(s):	Response to Objection Received on March 24 2023 - GPR.pdf Response Numerical Data - VA GPR.xlsx Numerical Data - VA GPR.xlsx

#### Response 7

#### Comments:

Please see our attached response letter and numerical data worksheets.

## **Related Objection 7**

Applies To:

- L&H Actuarial Memorandum (Supporting Document)

SERFF Tracking #:	ALLB-133556439	State Tracking #:	ALLB-133556439	Company Tracking #.	LTC RATE INCREASE GPR 2023
State:	Virginia		Filing Cor	npany: Allianz Life Ins	surance Company of North America
TOI/Sub-TOI:	LTC03I Individual	Long Term Care/LTC03I.0	001 Qualified		
Product Name:	LTC Rate Increase GPR 2023				
Project Name/Number:	LTC Rate Increas	e GPR 2023/LTC Rate Inc	crease GPR 2023		

Comments: To assist the Virginia Bureau of Insurance in its review, for each of the subsets of the business corresponding to the combinations of Benefit Period, Elimination Period and Inflation Option, please provide in Excel format the following projections on a nationwide basis:

a. current assumptions and current rates

b. current assumptions with the proposed rate increase

c. current assumptions with premiums restated as if the proposed rate increase had been in effect from inception.

d. actual historical experience to the projection date and future projections based on the prior assumptions (to be used in the Prospective PV test).

e. original assumptions and original premiums from inception

Projections a. - e. can be separate tabs or combined into separate columns on the same exhibit.

#### Changed Items:

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

Supporting Document Schedule Item Changes			
Satisfied - Item:	Response to Objection 1		
Comments:			
Attachment(s):	Response to Objection Received on March 24 2023 - GPR.pdf Response Numerical Data - VA GPR.xlsx Numerical Data - VA GPR.xlsx		

#### Response 8

Comments:

Please see our attached response letter and numerical data worksheets.

#### **Related Objection 8**

Applies To:

- L&H Actuarial Memorandum (Supporting Document)

Comments: For each subset of business used in the requested projections, please provide the active life reserve balance as of the projection date on a nationwide basis.

SERFF Tracking #:	ALLB-133556439	State Tracking #:	ALLB-133556439	Company Tracking #:	LTC RATE INCREASE GPR 2023	
State:	Virginia		Filing Company	: Allianz Life Insura	nce Company of North America	
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Qualified					
Product Name:	LTC Rate Increase GPR 2023					
Project Name/Number:	LTC Rate Increase GPR 2023/LTC Rate Increase GPR 2023					

#### Changed Items:

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

Supporting Document Schedule Item Changes			
Satisfied - Item:	Response to Objection 1		
Comments:			
Attachment(s):	Response to Objection Received on March 24 2023 - GPR.pdf Response Numerical Data - VA GPR.xlsx Numerical Data - VA GPR.xlsx		

#### Response 9

#### Comments:

Please see our attached response letter and numerical data worksheets.

#### **Related Objection 9**

Applies To:

- L&H Actuarial Memorandum (Supporting Document)
- Rate Sheets (Supporting Document)

Comments: We did not find the rider forms listed under the "Affected Form Numbers" in the Rate/Rule Schedule tab.

1) Please advise if only the base rates are being increased.

2) If any of the riders are being increased, please add the form number and the amount of the requested increase as a separate Item No.

## Changed Items:

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

SERFF Tracking #:	ALLB-133556439	State Tracking #:	ALLB-133556439	)	Company Tracking #:	LTC RATE INCREASE GPR 2023
State:	Virginia			Filing Company:	Allianz Life Insural	nce Company of North America
TOI/Sub-TOI:	LTC03I Individua	al Long Term Care/LTC03I.(	001 Qualified			
Product Name:	LTC Rate Increase GPR 2023					
Project Name/Number:	: LTC Rate Increas	se GPR 2023/LTC Rate Ind	crease GPR 2023			
Project Name/Number	: LIC Rate Increas	se GPR 2023/LTC Rate Ind	crease GPR 2023			

Supporting Document Schedule Item Changes			
Satisfied - Item:	Response to Objection 1		
Comments:			
Attachment(s):	Response to Objection Received on March 24 2023 - GPR.pdf Response Numerical Data - VA GPR.xlsx Numerical Data - VA GPR.xlsx		

## Response 10

## Comments:

Please see our attached response letter and numerical data worksheets.

## **Related Objection 10**

Applies To:

- L&H Actuarial Memorandum (Supporting Document)

Comments: Please identify the portion of the proposed rate increase that is attributed to each of the following components:

- a. Changes in the voluntary lapse assumptions
- b. Changes in the mortality assumptions
- c. Changes in the expected claim cost assumptions
- d. Changes in any other assumptions (e.g., interest rates)

## Changed Items:

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

Supporting Document Schedule Item Changes			
Satisfied - Item:	Response to Objection 1		
Comments:			
Attachment(s):	Response to Objection Received on March 24 2023 - GPR.pdf Response Numerical Data - VA GPR.xlsx Numerical Data - VA GPR.xlsx		

SERFF Tracking #:	ALLB-133556439	State Tracking #:	ALLB-133556439	Company Tracking #:	LTC RATE INCREASE GPR 2023	
State:	Virginia		Filing Corr	npany: Allianz Life Insura	ance Company of North America	
TOI/Sub-TOI:	LTC03I Individua	Long Term Care/LTC03L	001 Qualified			
Product Name:	LTC Rate Increase GPR 2023					
Project Name/Number:	LTC Rate Increas	e GPR 2023/LTC Rate Ind	crease GPR 2023			

#### Response 11

#### Comments:

Please see our attached response letter and numerical data worksheets.

## **Related Objection 11**

#### Applies To:

- L&H Actuarial Memorandum (Supporting Document)

Comments: Please confirm if margin was included in claim reserve estimates.

#### **Changed Items:**

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

Supporting Document Schedule Item Changes			
Satisfied - Item:	Response to Objection 1		
Comments:			
Attachment(s):	Response to Objection Received on March 24 2023 - GPR.pdf Response Numerical Data - VA GPR.xlsx Numerical Data - VA GPR.xlsx		

## Response 12

#### Comments:

Please see our attached response letter and numerical data worksheets.

#### **Related Objection 12**

Applies To:

- L&H Actuarial Memorandum (Supporting Document)

Comments: Please provide the full credibility standard used to determine the credibility of the experience of each policy series associated with this filing.

Additionally, please provide the number of claims associated with each policy and rider series.

## Changed Items:

No Form Schedule items changed.

SERFF Tracking #:	ALLB-133556439	State Tracking #:	ALLB-133556439	Company Tracking #:	LTC RATE INCREASE GPR 2023
State:	Virainia		Filing Compan	r: Allianz Life Insura	nce Company of North America
TOI/Sub-TOI:	5	Long Term Care/LTC03I.0	• , ,		
Product Name:	LTC Rate Increase GPR 2023				
Project Name/Number:	LTC Rate Increas	e GPR 2023/LTC Rate Inc	rease GPR 2023		

No Rate/Rule Schedule items changed.

Supporting Document Schedule Item Changes			
Satisfied - Item:	Response to Objection 1		
Comments:			
Attachment(s):	Response to Objection Received on March 24 2023 - GPR.pdf Response Numerical Data - VA GPR.xlsx Numerical Data - VA GPR.xlsx		

#### Response 13

#### Comments:

Please see our attached response letter and numerical data worksheets.

## **Related Objection 13**

#### Applies To:

- L&H Actuarial Memorandum (Supporting Document)

Comments: For each subset of business used in the requested projections, please provide the # of policyholders for each subset of business.

## Changed Items:

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

## Supporting Document Schedule Item Changes

Satisfied - Item:	Response to Objection 1
Comments:	
Attachment(s):	Response to Objection Received on March 24 2023 - GPR.pdf Response Numerical Data - VA GPR.xlsx Numerical Data - VA GPR.xlsx

## Response 14

#### Comments:

Please see our attached response letter and numerical data worksheets.

## **Related Objection 14**

SERFF Tracking #:	ALLB-133556439	State Tracking #:	ALLB-133556439		Company Tracking #:	LTC RATE INCREASE GPR 2023	
State:	Virginia		Filing	Company:	Allianz Life Insura	nce Company of North America	
TOI/Sub-TOI:	LTC03I Individual	Long Term Care/LTC03I.0	001 Qualified				
Product Name:	LTC Rate Increas	se GPR 2023					
Project Name/Number:	LTC Rate Increas	e GPR 2023/LTC Rate Ind	crease GPR 2023				

#### Applies To:

- L&H Actuarial Memorandum (Supporting Document)

Comments: Please explain if any adjustments to mortality or morbidity factors were made for COVID-19. Please fully describe these adjustments.

#### Changed Items:

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

Supporting Document Schedule Item Changes					
Satisfied - Item:	Response to Objection 1				
Comments:					
Attachment(s):	Response to Objection Received on March 24 2023 - GPR.pdf Response Numerical Data - VA GPR.xlsx Numerical Data - VA GPR.xlsx				

## Response 15

#### Comments:

Please see our attached response letter and numerical data worksheets.

## **Related Objection 15**

Applies To:

- L&H Actuarial Memorandum (Supporting Document)

Comments: Please advise if there are any partnership policies issued to any of the remaining Virginia policyholders.

## Changed Items:

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

SERFF Tracking #:	ALLB-133556439	State Tracking #:	ALLB-133556439	С	ompany Tracking #:	LTC RATE INCREASE GPR 2023
State:	Virginia		Filing C	Company:	Allianz Life Insura	nce Company of North America
TOI/Sub-TOI:	LTC03I Individua	Long Term Care/LTC03L	001 Qualified			
Product Name:	LTC Rate Increas	se GPR 2023				
Project Name/Number:	LTC Rate Increas	se GPR 2023/LTC Rate Ind	crease GPR 2023			

Supporting Document Schedule Item Changes					
Satisfied - Item:	Response to Objection 1				
Comments:					
Attachment(s):	Response to Objection Received on March 24 2023 - GPR.pdf Response Numerical Data - VA GPR.xlsx Numerical Data - VA GPR.xlsx				

## Response 16

#### Comments:

Please see our attached response letter and numerical data worksheets.

## **Related Objection 16**

Applies To:

- L&H Actuarial Memorandum (Supporting Document)

Comments: Please state the intentions of the company regarding a future rate increase if the proposed rate increase is approved.

Explain clearly what would trigger a future rate increase if the proposed rate were approved.

## Changed Items:

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

Supporting Document Schedule Item Changes					
Satisfied - Item:	Response to Objection 1				
Comments:					
Attachment(s):	Response to Objection Received on March 24 2023 - GPR.pdf Response Numerical Data - VA GPR.xlsx Numerical Data - VA GPR.xlsx				

## Response 17

#### Comments:

Please see our attached response letter and numerical data worksheets.

## **Related Objection 17**

SERFF Tracking #:	ALLB-133556439	State Tracking #:	ALLB-133556439	Company Tracking #:	LTC RATE INCREASE GPR 2023
State:	Virginia		Filing Com	pany: Allianz Life Insura	ance Company of North America
TOI/Sub-TOI:	LTC03I Individual	Long Term Care/LTC03I.0	01 Qualified		
Product Name:	LTC Rate Increas	e GPR 2023			
Project Name/Number:	LTC Rate Increas	e GPR 2023/LTC Rate Inc	rease GPR 2023		

Applies To:

- L&H Actuarial Memorandum (Supporting Document)

Comments: Please justify the 67% proposed rate increase given the fact that the current Average Annual Premium in VA is currently 11% higher than the 2021 nationwide average annual premium.

## Changed Items:

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

Supporting Document Schedule Item Changes					
Satisfied - Item:	Response to Objection 1				
Comments:					
Attachment(s):	Response to Objection Received on March 24 2023 - GPR.pdf Response Numerical Data - VA GPR.xlsx Numerical Data - VA GPR.xlsx				

## Response 18

## Comments:

Please see our attached response letter and numerical data worksheets.

## **Related Objection 18**

Applies To:

- L&H Actuarial Memorandum (Supporting Document)

Comments: Please confirm if the company's statement in the last paragraph under "Section 16. Demonstration Of Satisfaction Of Requirements" is the rate increase (215%) necessary to maintain rate stability.

## Changed Items:

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

SERFF Tracking #:	ALLB-133556439	State Tracking #:	ALLB-133556439		Company Tracking #:	LTC RATE INCREASE GPR 2023
State:	Virginia			Filing Company:	Allianz Life Insura	nce Company of North America
TOI/Sub-TOI:	LTC03I Individua	Long Term Care/LTC03L0	01 Qualified			
Product Name:	LTC Rate Increas	se GPR 2023				
Project Name/Number:	LTC Rate Increas	se GPR 2023/LTC Rate Inc	rease GPR 2023			

Supporting Document Schedule Item Changes				
Satisfied - Item:	Response to Objection 1			
Comments:				
Attachment(s):	Response to Objection Received on March 24 2023 - GPR.pdf Response Numerical Data - VA GPR.xlsx Numerical Data - VA GPR.xlsx			

## Conclusion:

Thank you for your continued review of our filing.

Sincerely,

Rebecca Silbersack

State:	Virginia	Filing Company:	Allianz Life Insurance Company of North America
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Q	ualified	
Product Name:	LTC Rate Increase GPR 2023		
Project Name/Number:	LTC Rate Increase GPR 2023/LTC Rate Increase	e GPR 2023	

# **Reviewer Note**

## **Created By:**

Bill Dismore on 06/20/2023 01:41 PM

## Last Edited By:

Bobby Toone

## Submitted On:

12/21/2023 09:20 AM

## Subject:

Actuarial Summary & Opinion Report

## **Comments:**

6/20/2023 - Rec'd actuarial summary and opinion report.



JOHN T. CONDO, FSA, MAAA, PHD DAVID E. NEVE, FSA, MAAA, CERA CANDE OLSEN, FSA, MAAA, CLU SHAWN D. PARKS, FSA, MAAA

SHAWN D. PARKS, FSA, MAAA 4080 McGinnis Ferry Rd • Suite 901 • Alpharetta, GA 30005 (803) 994-9895 • shawn.parks@arcga.com NAZNEE RIAS, FSA, MAAA, CERA NICOLE L. RUSSO, ASA, MAAA LORNE W. SCHINBEIN, FSA, MAAA

June 20, 2023

Life and Health Division Bureau of Insurance State Corporation Commission P. O. Box 1157 Richmond, VA 23218

## Subject: SERFF Tracking #ALLB-133556439

At the request of the Virginia SCC Bureau of Insurance (the "Bureau"), I have reviewed the filing for the above captioned submission from **Allianz Life Insurance Company of North America** (the "Company"). This is a rate increase filing for a block of Individual Long Term Care Insurance.

## Recommendation

My review of this filing was performed according to the provisions of 14VAC5-200. Applicable Actuarial Standards of Practice were considered, including Actuarial Standard of Practice No. 18, "Long-Term Care" and Actuarial Standard of Practice No. 8, "Regulatory Filings for Health Benefits, Accident and Health Insurance, and Entities Providing Health Benefits". After review of the Company's submission, I believe that the Company has demonstrated compliance with the laws and regulations. Considering only these requirements, the full requested increase is justified.

## **Other Extra-Regulatory Considerations**

In addition to the regulatory analysis referenced above, I have reviewed a series of extra-regulatory tests that the Bureau considers for LTC rate filings. The maximum rate increase allowed under each of those tests is shown in the chart below:

	2-4 Year BP	5-8 Year BP	Lifetime BP
Requested Increase	30%	70%	95%
Compliant Increase under 14VAC5-200	full	full	full
Additional Test	Max Allowed	Max Allowed	Max Allowed
PV Future Loss	full	full	full
Prospective PV	63%	93%	130%
If-Knew/Makeup	53%	108%	131%
State Equity	16%	38%	51%



These forms were issued in Virginia from 2003 through 2007 and include 1,654 post-stability policies. Previous rate increases and the current request are shown below:

		Past	Curr
<b>Benefit Period</b>	Lives	2016	2023
2-4 Year	476	56.3%	30%
5-8 Year	752	56.3%	70%
Lifetime	426	56.3%	95%

The Company states the rate increase is needed due to past and projected future experience that continues to be more adverse than previously expected and originally priced for.

Requests were sent to the Company for additional information and the Company's responses clarified issues which arose during my review. The Bureau was involved in all correspondence with the Company.

## Methodology

My approach was to a) review the submitted filing materials, b) check the filing contents and assumptions for compliance with all relevant regulations, c) verify the calculations in the supplied exhibits, d) review the projections for reasonableness, and e) analyze the current increase and cumulative increase in Virginia relative to other states.

## Assumptions

<u>Morbidity</u> – The current morbidity assumptions for incidence, utilization and continuance are based on the Company's own experience through 2019, graded into industry data at advanced attained ages. The original assumptions were based on Milliman LTCGs.

Credibility was determined based on the formula recommended by the American Academy of Actuaries ("AAA") in a Long-term Care Credibility Monograph issued in August 2016. Under the formula recommended, 3,246 claims are needed for full LTCI data credibility. The standard is applied to cumulative historical experience to determine the credibility of the block. The Company data includes over 11,900 claims, giving the data full credibility based on the standard above.

<u>Mortality</u> – The assumed mortality is based on the 2012 IAM Table. The original mortality was based on the 1994 GAR Table.

<u>Voluntary Lapse</u> –The current lapse assumptions are based on Company experience for total terminations less the mortality assumed and covered the period of 2009 through 2019. The ultimate lapse rate under the current assumption ranges from 0.4% to 1.4% varying by inflation and marital status versus 1.5% to 2.5% under the original assumptions.

<u>Policyholder Behavior</u> – A shock lapse of 1% is assumed in the year of the increase. Benefit reductions are also assumed varying by benefit period.



<u>Interest</u> – the average maximum valuation interest rate of 4.5% is used for discounting the projections.

## Projections

The loss ratio	projections	as of	12/31/2021	are summarized below.
110 1055 1atio	projections	asor	14/31/2021	are summarized below.

Benefit	Original	No Increase		With	14VAC5	
Period	LR	Fut w/ALR	Lifetime	Fut w/ALR	Lifetime	200 G.2.
2-4 Year	65.5%	100%	91%	80%	85%	PASS
5-8 Year	65.5%	181%	121%	113%	102%	PASS
Lifetime	65.5%	214%	134%	115%	105%	PASS

## Prospective PV and If-Knew/Makeup Blend Approaches

The Company submitted details of the calculations and I believe they are following the proper methodology. The allowable rate increase under these methods is shown below:

Benefit		PPV		IK/MU
Period	Base	Transition	Total	Total
2-4 Year	-8%	71%	63%	53%
5-8 Year	93%		93%	108%
Lifetime	130%		130%	131%

## **PV of Future Loss Test**

Benefit				
Period	Original	Current	Proposed	Limit
2-4 Year	(183M)	(303M)	(258M)	n/a
5-8 Year	(185M)	(567M)	(415M)	n/a
Lifetime	(142M)	(500M)	(326M)	n/a

For this analysis, I compared the present value of expected future loss under three scenarios: 1) original assumptions; 2) current assumptions and current premiums; and 3) current assumptions and proposed premiums. The results show that no increases would need to be restricted under this test.

## **State Rate Equity**

The statistics related to rate actions in all states are presented in the table below. Since data was only provided on average for the block and not split by benefit period, I applied a ratio of the average allowed to the average requested to calculate the allowed for each benefit period.



Benefit Period	NW Range	NW Avg	NW Prop	VA Curr	VA Prop	Allowed
2-4 Year				56%	103%	16%
5-8 Year				56%	166%	38%
Lifetime				56%	205%	51%
Average	10%-192%	104%	113%	56%	162%	37%

## **Reliance and Qualifications**

I am providing this letter to the Bureau as the sole intended user. The scope of the review relates only to compliance with applicable laws and regulations relating to the actuarial aspects of the filing under consideration, and the intended purpose is to communicate my findings regarding this filing. Distribution of this letter to parties other than the Bureau by me or any other party does not constitute advice by me to those parties. The reliance of parties other than the Bureau on any aspect of this work is not authorized by me and is done at their own risk.

In arriving at my opinion, I used and relied on information provided by the Company and the Bureau without independent investigation or verification. If this information is inaccurate, incomplete, or out of date, my findings and conclusions may need to be revised. While I have relied on the data provided without independent investigation or verification, I have reviewed the data for consistency and reasonableness. In the event that I found the data inconsistent or unreasonable, I have requested clarification.

I am a member of the American Academy of Actuaries and meet that body's Qualification Standards to render this opinion. I am responsible for this work and have utilized generally accepted actuarial methodologies in arriving at my opinion.

If you have any questions regarding this filing, please contact me to discuss.

Sincerely,

Shawn D. Parks, FSA, MAAA

State:	Virginia	Filing Company:	Allianz Life Insurance Company of North America
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Q	ualified	
Product Name:	LTC Rate Increase GPR 2023		
Project Name/Number:	LTC Rate Increase GPR 2023/LTC Rate Increase	e GPR 2023	

# **Reviewer Note**

## **Created By:**

Bill Dismore on 03/23/2023 01:49 PM

## Last Edited By:

Bill Dismore

## Submitted On:

06/23/2023 09:37 AM

## Subject:

RRS

## Comments:

Rate Review Summary

## Long Term Care Insurance Rate Request Summary Part 1 – To Be Completed By Company

Company Name a	and NAIC Number:	Allianz Life In	surance	Compa	any of North A	merica - 90611	
SERFF Tracking N	umber:	ALLB-133556439					
<b>Revised Rates</b>				<b></b>			
Average A	nnual Premium Per	Member:		\$2,66	3		
Average Requested Percentage Rate Change Per Member:				67%			
Range of Requested Rate Changes:				30%	- 95%		
Number of	Virginia Policyhold	ers Affected:		1,654			
Form Number	Produc	t Name	Issue D	ates	Prior Rate Increases – Date and Percentage Approved	Outlook for Future Rate Increases	
10-P-Q-VA	Generation Pro	tector	2003 - 20	07	6/8/2016 - 56.3%	The proposed premium rate increase is not sufficient to prevent future rate actions by the company and benefits currently are not reasonable in relation to the premiums charged.	

# Attach a narrative to summarize the key information used to develop the rates including the main drivers for the revised rates.

This document is prepared by the carrier to help explain the requested rate change and is only a summary of the company's request. It is not intended to describe or include all factors or information considered in the review process. For more detailed information, please refer to the complete filing at <a href="https://www.scc.virginia.gov/boi/SERFFInquiry/default.aspx">https://www.scc.virginia.gov/boi/SERFFInquiry/default.aspx</a>. (*Rev. 06/19*)

This document is intended to help explain the rate filing and it is only a summary of the company's request. It is not intended to describe or include all factors or information considered in the review process. For more detailed information, please refer to the complete filing.

When Allianz designed the LTC products years ago, we based your initial premium on actuarial assumptions, using the best information available to us at that time. We continually monitor LTC policies and work to balance the needs of our LTC policyholders with the sustainability of the business. LTC insurance rates are affected by many complex factors including interest rates, the number of people who continue coverage, how many of them collect benefits, and for how long.

Based on our actual experience, it's clear we will need to pay substantially more claims that anticipated. We know that policyholders are keeping their policies longer than originally expected, and therefore are incurring more claims due to the longer duration. As a result of these longer durations coupled with higher utilization, we are experiencing increases in claims costs.

We realize the rate increase is difficult for our policyholders, and assure you that we considered all of our options very carefully before increasing your premium.

Allianz Life Insurance Company of North America

State:	Virginia	Filing Company:
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Qu	lalified
Product Name:	LTC Rate Increase GPR 2023	
Project Name/Number:	LTC Rate Increase GPR 2023/LTC Rate Increase	GPR 2023

# Post Submission Update Request Processed On 04/04/2024

Status:	Allowed
Created By:	Jillian Wallin
Processed By:	Bobby Toone
Comments:	

## **Company Rate Information:**

Company Name: Allianz Life Insurance Company of North America

Field Name	Requested Change	Prior Value
Written Premium Change for this Program	n\$2967585	\$2967756

SERFF Tracking #:	ALLB-133556439	State Tracking #:	ALLB-133556439	Company Tracking #:	LTC RATE INCREASE GPR 2023
State: TOI/Sub-TOI: Product Name: Project Name/Number:	LTC Rate Increase	Long Term Care/LTC03I.0 9 GPR 2023 9 GPR 2023/LTC Rate Inc		Allianz Life Insurar	nce Company of North America

# **Rate Information**

## Rate data applies to filing.

Filing Method:	SERFF
Rate Change Type:	Increase
Overall Percentage of Last Rate Revision:	158.000%
Effective Date of Last Rate Revision:	11/27/2017
Filing Method of Last Filing:	SERFF
SERFF Tracking Number of Last Filing:	ALLB-128730838

# **Company Rate Information**

Company Name:	Overall % Indicated Change:	Overall % Rate Impact:	Written Premium Change for this Program:	Number of Policy Holders Affected for this Program:	Written Premium for this Program:	Maximum % Change (where req'd):	Minimum % Change (where req'd):
Allianz Life Insurance Company of North America	67.400%	67.400%	\$2,967,585	1,654	\$4,404,970	95.000%	30.000%

SERFF Tracking #:	ALLB-133556439	State Tracking #:	ALLB-133556439	Co	ompany Tracking #:	LTC RATE INCREASE GPR 2023
State:	Virginia		Filing	Company:	Allianz Life Insural	nce Company of North America
TOI/Sub-TOI:	LTC03I Individual	Long Term Care/LTC03I.0	001 Qualified			
Product Name:	LTC Rate Increas	e GPR 2023				
Project Name/Number:	LTC Rate Increas	e GPR 2023/LTC Rate Ind	crease GPR 2023			

# **Rate/Rule Schedule**

ltem No.	Schedule Item Status	Document Name	Affected Form Numbers (Separated with commas)	Rate Action	Rate Action Information	Attachments
1		Generation Protector	10-P-Q-VA	Revised	Previous State Filing Number: ALLB-128730838 Percent Rate Change Request: 67.4	VA (Generation Protector) Proposed Rates rev. 3.18.2024.pdf,

#### Base Premium Rates (Proposed) - Year 1 Preferred Rate Class, 90 Day Elimination Period Rates are per \$10 Facility Care Daily Benefit

Facility Care Benefit and 70% Home and Community Care Benefit

Facility Care Benefit and 100% Home and Community Care Benefit

Facility Care Benefit and 130% Home and Community Care Benefit

Age	2 year	3 year	4 year	5 year	8 year	Lifetime	2 year	3 year	4 year	5 year	8 year	Lifetime	2 year	3 year	4 year	5 year	8 year	Lifetime
18-40	53	59	65	69	77	93	55	61	67	71	79	98	61	67	73	79	87	108
41	53	59	65	69	77	93	55	61	67	73	81	98	61	67	73	79	89	108
42	53	59	67	71	79	95	55	61	69	73	81	100	61	69	75	81	89	110
43	55	61	69	73	81	98	57	63	71	75	83	102	63	71	77	83	91	112
44	57	63	69	75	83	100	59	65	71	77	85	104	65	71	79	85	93	114
45	59	65	71	77	85	102	61	67	73	79	87	106	67	73	81	87	98	118
46	59	67	73	79	87	106	61	69	75	81	89	110	67	75	83	89	100	120
47	61	69	75	81	89	108	63	71	77	83	91	112	69	77	85	91	102	122
48	63	71	77	83	91	110	65	73	79	85	93	114	71	79	87	93	104	126
49	65	73	79	85	93	114	67	75	81	87	95	118	73	81	89	95	106	128
50	67	75	81	87	95	116	69	77	83	89	100	120	75	83	91	98	108	132
51	69	77	83	89	98	118	71	79	85	91	102	122	77	85	93	100	112	134
52	71	79	85	91	100	122	73	81	87	93	104	126	79	87	95	102	114	138
53	73	81	87	95	106	128	75	83	91	98	108	132	81	91	100	108	120	144
54	77	85	91	100	110	134	79	87	95	102	114	138	85	95	104	112	124	150 158
55 56	81 83	89 93	98 102	104 110	116 122	140 146	83 85	91 95	100 106	108 112	120 124	144 150	89 93	100 104	110 114	118 122	130 136	165
50	87	93 98	102	114	122	146	89	100	110	112	124	150	93	104	114	122	130	173
58	93	98 104	114	122	126	165	89 95	100	118	126	130	169	90 104	116	120	120	142	185
59	100	104	122	130	130	175	102	114	126	120	140	181	104	124	126	146	163	197
60	108	112	130	140	154	187	1102	122	134	144	140	193	120	132	146	140	175	211
61	103	126	130	140	165	199	116	130	142	152	171	207	120	140	140	167	185	225
62	122	134	148	158	103	211	124	138	152	165	183	207	136	150	167	179	199	242
63	132	146	160	173	191	232	134	150	165	179	103	240	146	163	181	193	215	262
64	144	158	175	187	207	252	146	163	179	193	215	262	158	177	195	211	234	284
65	154	171	189	203	225	272	158	177	195	209	234	284	173	191	211	230	254	309
66	169	187	205	221	246	297	173	191	211	228	254	309	187	207	230	248	276	337
67	183	201	223	240	266	323	187	207	230	248	276	335	203	225	250	270	301	366
68	201	223	246	266	295	358	205	230	254	274	307	372	223	250	276	299	333	404
69	223	246	272	295	327	396	228	252	280	305	339	412	248	274	307	331	370	449
70	246	272	303	327	362	439	252	278	311	337	376	457	274	305	339	368	408	498
71	272	301	333	364	402	485	276	307	343	374	416	506	303	335	376	408	453	550
72	301	331	370	402	445	538	307	339	380	414	461	561	333	370	414	451	504	611
73	331	366	410	447	494	597	339	376	423	459	512	624	370	410	461	502	559	678
74	368	406	455	496	548	664	374	416	467	510	569	693	408	453	510	557	620	756
75	406	449	504	550	609	739	414	461	518	567	632	770	451	502	565	618	689	839
76	449	498	559	609	676	823	459	510	575	630	701	857	500	555	628	685	766	934
77	498	550	618	676	752	914	508	565	638	699	780	953	553	615	695	760	849	1,038
78	548	605	685	750	835	1,016	559	622	705	774	865	1,058	609	676	768	843	943	1,154
79	603	668	756	833	926	1,129	615	685	780	857	959	1,176	672	745	849	934	1,046	1,282
80	666	735	837	922	1,028	1,253	678	754	863	951	1,064	1,306	739	823	940	1,036	1,160	1,424
81	733	810	924	1,022	1,140	1,393	748	831	955	1,054	1,180	1,450	815	906	1,040	1,150	1,288	1,582
82	808	894	1,024	1,133	1,265	1,548	825	916	1,054	1,168	1,310	1,613	898	999	1,150	1,274	1,428	1,757
83	890	985	1,131	1,257	1,404	1,718	908	1,010	1,166	1,296	1,454	1,792	991	1,101	1,272	1,412	1,584	1,952
84	981	1,085	1,251	1,393	1,556	1,909	1,001	1,113	1,290	1,436	1,613	1,989	1,091	1,213	1,406	1,566	1,759	2,167

#### Base Premium Rates (Proposed) - Year 2 Preferred Rate Class, 90 Day Elimination Period Rates are per \$10 Facility Care Daily Benefit

Facility Care Benefit and 70% Home and Community Care Benefit

Facility Care Benefit and 100% Home and Community Care Benefit

Facility Care Benefit and 130% Home and Community Care Benefit

Age	2 year	3 year	4 year	5 year	8 year	Lifetime	2 year	3 year	4 year	5 year	8 year	Lifetime	2 year	3 year	4 year	5 year	8 year	Lifetime
18-40	53	59	65	86	96	117	55	61	67	89	99	122	61	67	73	99	109	135
41	53	59	65	86	96	117	55	61	67	91	102	122	61	67	73	99	112	135
42	53	59	67	89	99	119	55	61	69	91	102	124	61	69	75	102	112	137
43	55	61	69	91	102	122	57	63	71	94	104	127	63	71	77	104	114	140
44	57	63	69	94	104	124	59	65	71	96	107	129	65	71	79	107	117	142
45	59	65	71	96	107	127	61	67	73	99	109	132	67	73	81	109	122	147
46	59	67	73	99	109	132	61	69	75	102	112	137	67	75	83	112	124	150
47	61	69	75	102	112	135	63	71	77	104	114	140	69	77	85	114	127	152
48	63	71	77	104	114	137	65	73	79	107	117	142	71	79	87	117	129	157
49	65	73	79	107	117	142	67	75	81	109	119	147	73	81	89	119	132	160
50	67	75	81	109	119	145	69	77	83	112	124	150	75	83	91	122	135	165
51	69	77	83	112	122	147	71	79	85	114	127	152	77	85	93	124	140	168
52	71	79	85	114	124	152	73	81	87	117	129	157	79	87	95	127	142	173
53	73	81	87	119	132	160	75	83	91	122	135	165	81	91	100	135	150	180
54	77	85	91	124	137	168	79	87	95	127	142	173	85	95	104	140	155	188
55	81	89	98	129	145	175	83	91	100	135	150	180	89	100	110	147	163	198
56	83	93	102	137	152	183	85	95	106	140	155	188	93	104	114	152	170	206
57	87	98	106	142	157	193	89	100	110	147	163	198	98	110	120	160	178	216
58	93	104	114	152	170	206	95	106	118	157	175	211	104	116	128	170	190	231
59	100	112	122	163	180	218	102	114	126	168	185	226	112	124	136	183	203	246
60	108	118	130	175	193	234	110	122	134	180	201	241	120	132	146	196	218	264
61	114	126	138	185	206	249	116	130	142	190	213	259	126	140	154	208	231	282
62	122	134	148	198	221	264	124	138	152	206	229	277	136	150	167	223	249	302
63	132	146	160	216	239	289	134	150	165	223	246	300	146	163	181	241	269	328
64	144	158	175	234	259	312	146	163	179	241	269	328	158	177	195	264	292	355
65	154	171	189	254	282	340	158	177	195	262	292	355	173	191	211	287	317	386
66	169	187	205	277	307	371	173	191	211	284	317	386	187	207	230	310	345	421
67	183	201	223	300	333	404	187	207	230	310	345	419	203	225	250	338	376	457
68	201	223	246	333	368	447	205	230	254	343	383	465	223	250	276	373	416	505
69	223	246	272	368	409	495	228	252	280	381	424	515	248	274	307	414	462	561
70	246	272	303	409	452	548	252	278	311	421	470	571	274	305	339	460	510	622
71	272	301	333	454	503	607	276	307	343	467	521	632	303	335	376	510	566	688
72	301	331	370	503	556	673	307	339	380	518	576	701	333	370	414	564	630	764
73	331	366	410	559	617	746	339	376	423	574	640	779	370	410	461	627	698	848
74	368	406	455	620	686	830	374	416	467	637	711	866	408	453	510	696	774	945
75	406	449	504	688	762	924	414	461	518	708	790	962	451	502	565	772	861	1,049
76	449	498	559	762	846	1,028	459	510	575	787	876	1,071	500	555	628	856	957	1,168
77	498	550	618	846	939	1,143	508	565	638	873	975	1,191	553	615	695	950	1,061	1,297
78	548	605	685	937	1,044	1,270	559	622	705	967	1,082	1,323	609	676	768	1,054	1,178	1,442
79	603	668	756	1,041	1,158	1,412	615	685	780	1,071	1,198	1,470	672	745	849	1,168	1,308	1,602
80	666	735	837	1,153	1,285	1,567	678	754	863	1,188	1,330	1,633	739	823	940	1,295	1,450	1,780
81	733	810	924	1,277	1,424	1,742	748	831	955	1,318	1,475	1,813	815	906	1,040	1,437	1,610	1,978
82	808	894	1,024	1,417	1,582	1,935	825	916	1,054	1,460	1,638	2,016	898	999	1,150	1,592	1,785	2,196
83	890	985	1,131	1,572	1,754	2,148	908	1,010	1,166	1,620	1,818	2,239	991	1,101	1,272	1,765	1,980	2,440
84	981	1,085	1,251	1,742	1,945	2,387	1,001	1,113	1,290	1,795	2,016	2,486	1,091	1,213	1,406	1,958	2,199	2,709

#### Base Premium Rates (Proposed) - Year 3 Preferred Rate Class, 90 Day Elimination Period Rates are per \$10 Facility Care Daily Benefit

Facility Care Benefit and 70% Home and Community Care Benefit

Facility Care Benefit and 100% Home and Community Care Benefit

Facility Care Benefit and 130% Home and Community Care Benefit

Age	2 year	3 year	4 year	5 year	8 year	Lifetime	2 year	3 year	4 year	5 year	8 year	Lifetime	2 year	3 year	4 year	5 year	8 year	Lifetime
18-40	53	59	65	90	101	140	55	61	67	93	104	146	61	67	73	104	114	161
41	53	59	65	90	101	140	55	61	67	96	106	146	61	67	73	104	117	161
42	53	59	67	93	104	143	55	61	69	96	106	149	61	69	75	106	117	165
43	55	61	69	96	106	146	57	63	71	98	109	152	63	71	77	109	120	168
44	57	63	69	98	109	149	59	65	71	101	112	155	65	71	79	112	122	171
45	59	65	71	101	112	152	61	67	73	104	114	158	67	73	81	114	127	177
46	59	67	73	104	114	158	61	69	75	106	117	165	67	75	83	117	130	180
47	61	69	75	106	117	161	63	71	77	109	120	168	69	77	85	120	133	183
48	63	71	77	109	120	165	65	73	79	112	122	171	71	79	87	122	135	189
49	65	73	79	112	122	171	67	75	81	114	125	177	73	81	89	125	138	192
50	67	75	81	114	125	174	69	77	83	117	130	180	75	83	91	127	141	198
51	69	77	83	117	127	177	71	79	85	120	133	183	77	85	93	130	146	201
52	71 73	79	85	120	130	183 192	73 75	81 83	87	122 127	135	189 198	79 81	87 91	95 100	133 141	149 157	207
53 54	73	81 85	87 91	125 130	138 143	201	75 79	83	91 95	127	141 149	207	81	91	100	141	162	216 225
55	81	89	91	130	143	201	83	91	100	133	149	207	89	100	104	140	170	225
56	83	93	102	143	159	210	85	95	100	141	162	210	93	100	114	159	178	230
57	87	98	102	149	165	232	89	100	110	154	170	238	98	110	120	167	186	259
58	93	104	114	159	178	247	95	106	118	165	183	253	104	116	128	178	199	233
59	100	112	122	170	189	262	102	114	126	175	194	271	112	124	136	191	212	296
60	108	118	130	183	202	280	110	122	134	189	210	289	120	132	146	205	228	317
61	114	126	138	194	215	299	116	130	142	199	223	311	126	140	154	218	242	338
62	122	134	148	207	231	317	124	138	152	215	239	332	136	150	167	234	260	363
63	132	146	160	226	250	347	134	150	165	234	258	360	146	163	181	252	282	393
64	144	158	175	244	271	375	146	163	179	252	282	393	158	177	195	276	305	427
65	154	171	189	266	295	408	158	177	195	274	305	427	173	191	211	300	332	463
66	169	187	205	290	321	445	173	191	211	297	332	463	187	207	230	324	361	506
67	183	201	223	313	348	484	187	207	230	324	361	503	203	225	250	353	393	548
68	201	223	246	348	385	536	205	230	254	359	401	558	223	250	276	390	436	606
69	223	246	272	385	428	594	228	252	280	398	444	619	248	274	307	433	483	673
70	246	272	303	428	473	658	252	278	311	441	491	686	274	305	339	481	534	746
71	272	301	333	475	526	728	276	307	343	489	545	759	303	335	376	534	592	826
72	301	331	370	526	582	807	307	339	380	542	603	841	333	370	414	590	659	917
73	331	366	410	584	645	896	339	376	423	600	669	935	370	410	461	656	730	1,018
74	368	406	455	648	717	996	374	416	467	667	744	1,039	408	453	510	728	810	1,133
75	406	449	504	720	797	1,109	414	461	518	741	826	1,155	451	502	565	807	900	1,258
76	449	498	559	797	884	1,234	459	510	575	823	916	1,286	500	555	628	895	1,001	1,402
77	498	550	618	884	983	1,371	508	565	638	914	1,020	1,429	553	615	695	993	1,110	1,557
78	548	605	685	980	1,092	1,523	559	622	705	1,012	1,132	1,587	609	676	768	1,102	1,232	1,731
79	603	668	756	1,089	1,211	1,694	615	685	780	1,121	1,254	1,764	672	745	849	1,222	1,368	1,923
80	666	735	837	1,206	1,344	1,880	678	754	863	1,243	1,392	1,959	739	823	940	1,355	1,517	2,136
81	733	810	924	1,336	1,490	2,090	748	831	955	1,379	1,543	2,175	815	906	1,040	1,503	1,684	2,374
82 83	808 890	894 985	1,024 1,131	1,482 1,644	1,655 1,835	2,322 2,578	825 908	916 1,010	1,054 1,166	1,527	1,713 1,902	2,419 2,687	898 991	999	1,150 1,272	1,665 1,846	1,867 2,072	2,636 2,928
83 84	890 981	985	1,131	1,644	2,035	2,578	908	1,113	1,166	1,695 1,878	2,109	2,687	1,091	1,101 1,213	1,272	2,048	2,072	2,928 3,251
04	501	1,005	1,201	1,022	2,033	2,004	1,001	1,113	1,230	1,070	2,109	2,303	1,031	1,213	1,400	2,040	2,300	3,231

#### Rider Premium Rates and Premium Factors (Proposed) - Year 1

	5% Compound	4% Compound	3% Compound	5% Simple	5% Compound COLA	Limited	Accelera	ted Pay		Return of Premium	Full Return of Premium	Spousal	Benefit <b>Resto</b>	ration	Spousal Shared
Age	COLA	COLA	COLA	COLA	w/ 2x Cap		years 1-10		SBP	Upon Death	Upon Death	Survivorship	Period of Be	nefits	Care
18-40	2.65	2.24	1.83	1.78	1.60	1.17	1.40	0.70	1.20	1.30	1.49	1.15	2 year	1.08	1.09
41	2.65	2.24	1.83	1.78	1.60	1.17	1.40	0.70	1.20	1.30	1.49	1.15	3 year	1.05	1.08
42	2.65	2.24	1.83	1.78	1.60	1.17	1.40	0.70	1.20	1.30	1.49	1.15	4 year	1.04	1.07
43	2.62	2.22	1.83	1.78	1.60	1.17	1.40	0.70	1.20	1.32	1.51	1.15	5 year	1.04	1.06
44	2.62	2.22	1.83	1.78	1.60	1.17	1.40	0.70	1.20	1.34	1.53	1.15	8 year	1.04	1.04
45	2.57	2.19	1.82	1.77	1.60	1.18	1.40	0.70	1.21	1.35	1.56	1.15	Lifetime	N / A	N / A
46	2.57	2.19	1.82	1.77	1.60	1.18	1.40	0.70	1.21	1.37	1.58	1.15			
47	2.53	2.16	1.82	1.77	1.60	1.18	1.40	0.70	1.21	1.39	1.60	1.15	Restoration of Benefits and	Shared	
48	2.49	2.15	1.82	1.76	1.60	1.19	1.40	0.70	1.21	1.41	1.62	1.15	Care riders are not available	e with	
49	2.47	2.14	1.81	1.75	1.60	1.19	1.40	0.70	1.22	1.43	1.65	1.15	Lifetime benefit period optic	n.	
50	2.46	2.14	1.81	1.75	1.60	1.20	1.40	0.70	1.22	1.45	1.67	1.15			
51	2.44	2.13	1.80	1.74	1.60	1.20	1.40	0.70	1.22	1.47	1.70	1.15			
52	2.43	2.12	1.80	1.73	1.60	1.21	1.40	0.70	1.22	1.49	1.72	1.15	HCC Monthly Benefit		1.06
53	2.38	2.08	1.78	1.72	1.60	1.23	1.40	0.70	1.23	1.52	1.76	1.15	Spousal Waiver of Premiu	m	1.03
54	2.32	2.00	1.75	1.72	1.60	1.24	1.40	0.70	1.23	1.56	1.80	1.15	HCC Calendar Day EP		1.02
55	2.27	2.00	1.73	1.71	1.60	1.24	1.40	0.70	1.23	1.59	1.84	1.15	Waiver of HCC EP		1.12
56	2.22	1.97	1.70	1.71	1.60	1.27	1.40	0.70	1.23	1.62	1.89	1.13			1.12
57	2.17	1.93	1.68	1.70	1.60	1.29	1.40	0.70	1.24	1.66	1.93	1.14	Elimination Period Factors	-	
58	2.17	1.93	1.66	1.69	1.60	1.30	1.40	0.70	1.24	1.69	1.97	1.14	7 Dav	3	1.30
59	2.14	1.89	1.64	1.69	1.59	1.30	1.40	0.70	1.24	1.73	2.01	1.14	30 Day		1.30
60	2.09	1.86	1.63	1.68	1.59	1.32	1.40	0.70	1.24	1.76	2.01	1.13	60 Day		1.20
61	2.09	1.80	1.61	1.68	1.58	1.32	1.40	0.70	1.24	1.79	2.03	1.13	90 Day		1.00
62	2.07	1.84	1.59	1.67	1.58	1.33	1.40	0.70	1.25	1.83	2.10	1.12	180 Day		0.90
63	2.04	1.82	1.59	1.65	1.58	1.34	1.40	0.70	1.25	1.83	2.14	1.12	160 Day		0.90
							1.40	0.70			2.23				
64	1.96 1.92	1.76 1.73	1.55	1.63 1.62	1.56 1.56	1.35 1.36	1.40	0.70	1.25	1.98 2.06	2.33	1.11 1.11	Dial: Class Fastara		
65			1.53				1.20	0.60	1.26		2.43	1.10	Risk Class Factors Preferred Plus		0.85
66	1.89	1.70	1.51	1.60	1.55	1.36			1.26	2.14					
67	1.85	1.67	1.49	1.58	1.54	1.37	1.20	0.60	1.26	2.23	2.64	1.10	Preferred		1.00
68	1.81	1.64	1.47	1.56	1.53	1.35	1.20	0.60	1.26	2.36	2.81	1.09	Standard		1.20
69	1.77	1.61	1.45	1.55	1.52	1.32	1.20	0.60	1.27	2.50	3.00	1.09	Select I		1.50
70	1.73	1.58	1.44	1.53	1.51	1.30	1.20	0.60	1.27	2.65	3.19	1.09	Select II		1.80
71	1.69	1.56	1.42	1.52	1.50	1.27	1.20	0.60	1.27	2.80	3.40	1.08			
72	1.65	1.53	1.40	1.50	1.49	1.25	1.20	0.60	1.27	2.97	3.62	1.08	Modal Premium Factors		
73	1.62	1.51	1.38	1.48	1.48	1.23	1.20	0.60	1.28	3.54	4.54	1.08	Annual		1.000
74	1.59	1.48	1.37	1.46	1.47	1.20	1.20	0.60	1.28	4.23	5.71	1.07	Semi-annual		0.520
75	1.56	1.46	1.35	1.45	1.45	1.18	1.20	0.60	1.28	5.06	7.21	1.07	Quarterly		0.265
76	1.53	1.43	1.34	1.43	1.44	1.15	1.20	0.60	1.28			1.06	Monthly Bill		0.090
77	1.50	1.41	1.32	1.41	1.43	1.13	1.20	0.60	1.29			1.06	Monthly PAC/EFT		0.087
78	1.48	1.39	1.31	1.40	1.42	1.12	1.20	0.60	1.29			1.05			
79	1.45	1.38	1.30	1.39	1.41	1.11	1.20	0.60	1.29			1.05	Discount Factors		
80	1.43	1.36	1.28	1.38	1.40	1.10	1.20	0.60	1.29			1.05	Married		0.85
81	1.41	1.35	1.27	1.37	1.39	1.09	1.20	0.60	1.30			1.04	Spousal		0.70
82	1.39	1.33	1.26	1.36	1.38	1.08	1.20	0.60	1.30			1.04	Facility Care Only Endorser	nent	0.90
83	1.37	1.31	1.25	1.35	1.36	1.07	1.20	0.60	1.30			1.04			
84	1.35	1.30	1.24	1.34	1.34	1.06	1.20	0.60	1.30			1.04			

#### Rider Premium Rates and Premium Factors (Proposed) - Year 2

Factor	s applied to ba	ise premium r	ates											
	5%	4%	3%	5%	5% Compound					Return of	Full Return of		- <i>"</i>	Spousal
	Compound	Compound	Compound	Simple	COLA	Limited	Accelera			Premium	Premium	Spousal	Benefit Restoratio	
Age	COLA	COLA	COLA	COLA	w/ 2x Cap	Pay			SBP	Upon Death	Upon Death	Survivorship	Period of Benefit	
18-40	2.65	2.24	1.83	1.78	1.60	1.17	1.40	0.70	1.20	1.30	1.49	1.15	2 year 1.0	
41	2.65	2.24	1.83	1.78	1.60	1.17	1.40	0.70	1.20	1.30	1.49	1.15	3 year 1.0	
42	2.65	2.24	1.83	1.78	1.60	1.17	1.40	0.70	1.20	1.30	1.49	1.15	4 year 1.0	
43	2.62	2.22	1.83	1.78	1.60	1.17	1.40	0.70	1.20	1.32	1.51	1.15	5 year 1.0	
44	2.62	2.22	1.83	1.78	1.60	1.17	1.40	0.70	1.20	1.34	1.53	1.15	8 year 1.0	
45	2.57	2.19	1.82	1.77	1.60	1.18	1.40	0.70	1.21	1.35	1.56	1.15	Lifetime N /	A N/A
46	2.57	2.19	1.82	1.77	1.60	1.18	1.40	0.70	1.21	1.37	1.58	1.15		
47	2.53	2.16	1.82	1.77	1.60	1.18	1.40	0.70	1.21	1.39	1.60	1.15	Restoration of Benefits and Sha	
48	2.49	2.15	1.82	1.76	1.60	1.19	1.40	0.70	1.21	1.41	1.62	1.15	Care riders are not available wit	ו
49	2.47	2.14	1.81	1.75	1.60	1.19	1.40	0.70	1.22	1.43	1.65	1.15	Lifetime benefit period option.	
50	2.46	2.14	1.81	1.75	1.60	1.20	1.40	0.70	1.22	1.45	1.67	1.15		
51	2.44	2.13	1.80	1.74	1.60	1.20	1.40	0.70	1.22	1.47	1.70	1.15		
52	2.43	2.12	1.80	1.73	1.60	1.21	1.40	0.70	1.22	1.49	1.72	1.15	HCC Monthly Benefit	1.06
53	2.38	2.08	1.78	1.72	1.60	1.23	1.40	0.70	1.23	1.52	1.76	1.15	Spousal Waiver of Premium	1.03
54	2.32	2.04	1.75	1.72	1.60	1.24	1.40	0.70	1.23	1.56	1.80	1.15	HCC Calendar Day EP	1.02
55	2.27	2.00	1.73	1.71	1.60	1.26	1.40	0.70	1.23	1.59	1.84	1.15	Waiver of HCC EP	1.12
56	2.22	1.97	1.70	1.71	1.60	1.27	1.40	0.70	1.23	1.62	1.89	1.14		
57	2.17	1.93	1.68	1.70	1.60	1.29	1.40	0.70	1.24	1.66	1.93	1.14	Elimination Period Factors	
58	2.14	1.91	1.66	1.69	1.60	1.30	1.40	0.70	1.24	1.69	1.97	1.14	7 Day	1.30
59	2.12	1.89	1.64	1.69	1.59	1.31	1.40	0.70	1.24	1.73	2.01	1.13	30 Day	1.20
60	2.09	1.86	1.63	1.68	1.59	1.32	1.40	0.70	1.24	1.76	2.05	1.13	60 Day	1.08
61	2.07	1.84	1.61	1.68	1.58	1.33	1.40	0.70	1.25	1.79	2.10	1.12	90 Day	1.00
62	2.04	1.82	1.59	1.67	1.58	1.34	1.40	0.70	1.25	1.83	2.14	1.12	180 Day	0.90
63	2.00	1.79	1.57	1.65	1.57	1.35	1.40	0.70	1.25	1.90	2.23	1.12		
64	1.96	1.76	1.55	1.63	1.56	1.35	1.40	0.70	1.25	1.98	2.33	1.11		
65	1.92	1.73	1.53	1.62	1.56	1.36	1.20	0.60	1.26	2.06	2.43	1.11	Risk Class Factors	
66	1.89	1.70	1.51	1.60	1.55	1.36	1.20	0.60	1.26	2.14	2.53	1.10	Preferred Plus	0.85
67	1.85	1.67	1.49	1.58	1.54	1.37	1.20	0.60	1.26	2.23	2.64	1.10	Preferred	1.00
68	1.81	1.64	1.47	1.56	1.53	1.35	1.20	0.60	1.26	2.36	2.81	1.09	Standard	1.20
69	1.77	1.61	1.45	1.55	1.52	1.32	1.20	0.60	1.27	2.50	3.00	1.09	Select I	1.50
70	1.73	1.58	1.44	1.53	1.51	1.30	1.20	0.60	1.27	2.65	3.19	1.09	Select II	1.80
71	1.69	1.56	1.42	1.52	1.50	1.27	1.20	0.60	1.27	2.80	3.40	1.08		
72	1.65	1.53	1.40	1.50	1.49	1.25	1.20	0.60	1.27	2.97	3.62	1.08	Modal Premium Factors	
73	1.62	1.51	1.38	1.48	1.48	1.23	1.20	0.60	1.28	3.54	4.54	1.08	Annual	1.000
74	1.59	1.48	1.37	1.46	1.47	1.20	1.20	0.60	1.28	4.23	5.71	1.07	Semi-annual	0.520
75	1.56	1.46	1.35	1.45	1.45	1.18	1.20	0.60	1.28	5.06	7.21	1.07	Quarterly	0.265
76	1.53	1.40	1.34	1.43	1.43	1.15	1.20	0.60	1.28	5.00	1.21	1.06	Monthly Bill	0.090
70	1.50	1.43	1.34	1.43	1.44	1.13	1.20	0.60	1.20			1.06	Monthly PAC/EFT	0.087
78	1.30	1.41	1.32	1.41	1.43	1.13	1.20	0.60	1.29			1.05	Monully I AO/EI I	0.007
78	1.46	1.39	1.30	1.40	1.42	1.12	1.20	0.60	1.29			1.05	Discount Factors	
79 80	1.45	1.38	1.30	1.39	1.41	1.11	1.20	0.60	1.29			1.05	Married	0.85
80 81	1.43	1.36	1.28	1.38	1.40		1.20	0.60	1.29			1.05		0.85
						1.09							Spousal	
82	1.39	1.33	1.26	1.36	1.38	1.08	1.20	0.60	1.30			1.04	Facility Care Only Endorsement	0.90
83	1.37	1.31	1.25	1.35	1.36	1.07	1.20	0.60	1.30			1.04		
84	1.35	1.30	1.24	1.34	1.34	1.06	1.20	0.60	1.30			1.04		

#### Rider Premium Rates and Premium Factors (Proposed) - Year 3

Factor	s applied to ba	nse premium r	ates											
	5%	4%	3%	5%	5% Compound					Return of	Full Return of			Spousal
	Compound	Compound	Compound	Simple	COLA	Limited	Accelera			Premium	Premium	Spousal	Benefit Restorat	
Age	COLA	COLA	COLA	COLA	w/ 2x Cap	Pay			SBP	Upon Death	Upon Death	Survivorship	Period of Bene	
18-40	2.65	2.24	1.83	1.78	1.60	1.17	1.40	0.70	1.20	1.30	1.49	1.15		08 1.09
41	2.65	2.24	1.83	1.78	1.60	1.17	1.40	0.70	1.20	1.30	1.49	1.15	3 year 1.	
42	2.65	2.24	1.83	1.78	1.60	1.17	1.40	0.70	1.20	1.30	1.49	1.15	4 year 1.	
43	2.62	2.22	1.83	1.78	1.60	1.17	1.40	0.70	1.20	1.32	1.51	1.15	5 year 1.	
44	2.62	2.22	1.83	1.78	1.60	1.17	1.40	0.70	1.20	1.34	1.53	1.15	8 year 1.	
45	2.57	2.19	1.82	1.77	1.60	1.18	1.40	0.70	1.21	1.35	1.56	1.15	Lifetime N	/A N/A
46	2.57	2.19	1.82	1.77	1.60	1.18	1.40	0.70	1.21	1.37	1.58	1.15		
47	2.53	2.16	1.82	1.77	1.60	1.18	1.40	0.70	1.21	1.39	1.60	1.15	Restoration of Benefits and Sh	
48	2.49	2.15	1.82	1.76	1.60	1.19	1.40	0.70	1.21	1.41	1.62	1.15	Care riders are not available w	ith
49	2.47	2.14	1.81	1.75	1.60	1.19	1.40	0.70	1.22	1.43	1.65	1.15	Lifetime benefit period option.	
50	2.46	2.14	1.81	1.75	1.60	1.20	1.40	0.70	1.22	1.45	1.67	1.15		
51	2.44	2.13	1.80	1.74	1.60	1.20	1.40	0.70	1.22	1.47	1.70	1.15		
52	2.43	2.12	1.80	1.73	1.60	1.21	1.40	0.70	1.22	1.49	1.72	1.15	HCC Monthly Benefit	1.06
53	2.38	2.08	1.78	1.72	1.60	1.23	1.40	0.70	1.23	1.52	1.76	1.15	Spousal Waiver of Premium	1.03
54	2.32	2.04	1.75	1.72	1.60	1.24	1.40	0.70	1.23	1.56	1.80	1.15	HCC Calendar Day EP	1.02
55	2.27	2.00	1.73	1.71	1.60	1.26	1.40	0.70	1.23	1.59	1.84	1.15	Waiver of HCC EP	1.12
56	2.22	1.97	1.70	1.71	1.60	1.27	1.40	0.70	1.23	1.62	1.89	1.14		
57	2.17	1.93	1.68	1.70	1.60	1.29	1.40	0.70	1.24	1.66	1.93	1.14	Elimination Period Factors	
58	2.14	1.91	1.66	1.69	1.60	1.30	1.40	0.70	1.24	1.69	1.97	1.14	7 Dav	1.30
59	2.12	1.89	1.64	1.69	1.59	1.31	1.40	0.70	1.24	1.73	2.01	1.13	30 Day	1.20
60	2.09	1.86	1.63	1.68	1.59	1.32	1.40	0.70	1.24	1.76	2.05	1.13	60 Day	1.08
61	2.07	1.84	1.61	1.68	1.58	1.33	1.40	0.70	1.25	1.79	2.10	1.12	90 Day	1.00
62	2.04	1.82	1.59	1.67	1.58	1.34	1.40	0.70	1.25	1.83	2.14	1.12	180 Day	0.90
63	2.00	1.79	1.57	1.65	1.57	1.35	1.40	0.70	1.25	1.90	2.23	1.12		
64	1.96	1.76	1.55	1.63	1.56	1.35	1.40	0.70	1.25	1.98	2.33	1.11		
65	1.92	1.73	1.53	1.62	1.56	1.36	1.20	0.60	1.26	2.06	2.43	1.11	Risk Class Factors	
66	1.89	1.70	1.51	1.60	1.55	1.36	1.20	0.60	1.26	2.14	2.53	1.10	Preferred Plus	0.85
67	1.85	1.67	1.49	1.58	1.54	1.37	1.20	0.60	1.26	2.23	2.64	1.10	Preferred	1.00
68	1.81	1.64	1.47	1.56	1.53	1.35	1.20	0.60	1.26	2.36	2.81	1.09	Standard	1.20
69	1.77	1.61	1.45	1.55	1.52	1.32	1.20	0.60	1.27	2.50	3.00	1.09	Select I	1.50
70	1.73	1.58	1.44	1.53	1.51	1.30	1.20	0.60	1.27	2.65	3.19	1.09	Select II	1.80
71	1.69	1.56	1.42	1.52	1.50	1.27	1.20	0.60	1.27	2.80	3.40	1.08	Coloct II	1.00
72	1.65	1.53	1.40	1.50	1.49	1.25	1.20	0.60	1.27	2.00	3.62	1.08	Modal Premium Factors	
73	1.62	1.50	1.38	1.48	1.48	1.23	1.20	0.60	1.28	3.54	4.54	1.08	Annual	1.000
74	1.59	1.48	1.37	1.46	1.47	1.20	1.20	0.60	1.28	4.23	5.71	1.00	Semi-annual	0.520
74	1.55	1.40	1.35	1.45	1.47	1.18	1.20	0.60	1.28	5.06	7.21	1.07	Quarterly	0.265
76	1.53	1.40	1.34	1.43	1.43	1.15	1.20	0.60	1.28	5.00	1.21	1.06	Monthly Bill	0.205
77	1.50	1.43	1.34	1.43	1.44	1.13	1.20	0.60	1.20			1.06	Monthly PAC/EFT	0.030
78	1.30	1.41	1.32	1.41	1.43	1.13	1.20	0.60				1.05	Monully FAC/EFT	0.087
	1.48		1.31		1.42	1.12		0.60	1.29				Discount Easters	
79		1.38		1.39			1.20		1.29			1.05	Discount Factors Married	0.85
80	1.43	1.36	1.28	1.38	1.40	1.10	1.20	0.60	1.29			1.05		
81	1.41	1.35	1.27	1.37	1.39	1.09	1.20	0.60	1.30			1.04	Spousal	0.70
82	1.39	1.33	1.26	1.36	1.38	1.08	1.20	0.60	1.30			1.04	Facility Care Only Endorsement	nt 0.90
83	1.37	1.31	1.25 1.24	1.35	1.36	1.07	1.20	0.60	1.30 1.30			1.04		
84	1.35	1.30	1.24	1.34	1.34	1.06	1.20	0.60	1.30			1.04		

#### Comprehensive Monthly Indemnity Benefit Rider

Premium per \$250 monthly benefit

Premium added to base premium before any premium factors are applied Age 2 year 3 year 4 year 5 year 8 year Li

Premium	added to ba	ase premium	before any	premium fac	tors are app	olied	Premium adde	ed to base p	remium before
Age	2 year	3 year	4 year	5 year	8 year	Lifetime	Age	2 year	3 year
18-40	53	57	63	69	75	91	18-40	26	30
41	53	59	63	69	77	93	41	28	30
42	53	59	65	69	77	93	42	28	30
43	55	61	67	71	79	95	43	28	33
44	55	61	69	73	81	100	44	28	33
45	57	63	69	75	83	102	45	30	33
46	59	65	71	77	85	104	46	30	35
47	61	67	73	79	87	106	47	33	35
48	61	69	75	81	89	108	48	33	37
49	63	69	77	83	91	112	49	33	37
50	65	71	79	85	93	114	50	35	39
51	67	73	81	87	95	116	51	35	39
52	67	75	83	89	98	120	52	37	39
53	71	79	87	93	104	124	53	37	41
54	75	83	91	98	108	130	54	39	43
55	77	87	95	102	114	136	55	41	45
56	81	91	100	108	118	144	56	43	47
57	85	95	104	112	124	150	57	45	51
58	91	102	112	120	132	160	58	49	53
59	98	102	118	128	142	173	59	51	57
60	104	116	126	136	152	185	60	55	61
61	110	122	136	146	163	197	61	59	65
62	118	132	144	156	173	209	62	63	69
63	128	142	156	169	189	228	63	67	75
64	138	154	171	183	205	248	64	73	81
65	150	167	185	199	200	270	65	79	87
66	163	181	201	217	242	293	66	85	95
67	103	197	217	236	262	319	67	93	104
68	195	217	242	262	202	353	68	104	114
69	215	240	266	288	321	392	69	114	126
70	238	240	200	321	358	433	70	126	140
70	264	293	327	355	396	479	70	138	154
72	290	323	362	394	439	532	72	152	171
73	321	358	400	437	488	591	72	169	189
74	355	396	445	485	400 540	658	73	187	207
74	355 394	437	494	403 538	601	731	74	207	230
76	435	437	494 546	597	666	815	75	207	230 254
70	435	463 536	546 605	662	741	906	70	230 254	282
78	532	536 591	670	735	821	906 1,005	78	234	311
78 79	585	650	741	815	912	1,117	78	309	343
79 80	646	717	819	904	1,012	1,241	79 80	309	343
81	711	790	906	1,001	1,121	1,379	81	374	416
82	784	869	1,001	1,111	1,245	1,532	82	412	457
83	863	959	1,109	1,231	1,381	1,702	83	455	504
84	951	1,056	1,225	1,365	1,532	1,889	84	500	557

Home and Co	mmunity C	are Monthly	Indemnity	Benefit Ride	er	
Premium per \$	250 monthly	y benefit				
Premium adde	d to base pi	emium befor	re any premi	um factors a	re applied	
Age	2 year	3 year	4 year	5 year	8 year	Lifetime
18-40	26	30	33	37	41	49
41	28	30	35	37	41	49
42	28	30	35	37	41	49
43	28	33	35	37	43	51
44	28	33	37	39	43	53
45	30	33	37	39	45	53
46	30	35	39	41	45	55
47	33	35	39	41	47	55
48	33	37	39	43	47	57
49	33	37	41	43	49	59
50	35	39	41	45	49	59
51	35	39	43	45	51	61
52	37	39	43	47	51	63
53	37	41	45	49	55	65
54	39	43	47	51	57	69
55	41	45	51	53	59	73
56	43	47	53	57	63	75
57	45	51	55	59	65	79
58	49	53	59	63	69	85
59	51	57	63	67	75	91
60	55	61	67	71	79	98
61	59	65	71	77	85	104
62	63	69	75	81	91	110
63	67	75	83	89	100	120
64	73	81	89	98	108	130
65	79	87	98	106	118	142
66	85	95	106	114	128	154
67	93	104	114	124	138	169
68	104	114	128	138	152	185
69	114	126	140	152	169	205
70	126	140	156	169	187	228
71	138	154	173	187	207	252
72	152	171	191	207	232	280
73	169	189	211	230	256	311
74	187	207	234	256	284	347
75	207	230	260	282	317	386
76	230	254	288	315	351	429
77	254	282	319	349	390	477
78	280	311	353	386	433	530
79	309	343	390	429	479	587
80	339	378	431	475	532	654
81	374	416	477	526	591	725
82	412	457	528	585	656	806
00	455	E04	E00	640	707	000

#### **Comprehensive Monthly Indemnity Benefit Rider**

Premium per \$250 monthly benefit

Premium added to base premium before any premium factors are applied

Premium	added to ba	ase premium	before any	premium fac	tors are app	lied	Premium adde	ed to base pi	emium beto	re ar
Age	2 year	3 year	4 year	5 year	8 year	Lifetime	Age	2 year	3 year	4
18-40	53	57	63	86	94	114	18-40	26	30	
41	53	59	63	86	96	117	41	28	30	
42	53	59	65	86	96	117	42	28	30	
43	55	61	67	89	99	119	43	28	33	
44	55	61	69	91	102	124	44	28	33	
45	57	63	69	94	104	127	45	30	33	
46	59	65	71	96	107	129	46	30	35	
47	61	67	73	99	109	132	47	33	35	
48	61	69	75	102	112	135	48	33	37	
49	63	69	77	104	114	140	49	33	37	
50	65	71	79	107	117	142	50	35	39	
51	67	73	81	109	119	145	51	35	39	
52	67	75	83	112	122	150	52	37	39	
53	71	79	87	117	129	155	53	37	41	
54	75	83	91	122	135	163	54	39	43	
55	77	87	95	127	142	170	55	41	45	
56	81	91	100	135	147	180	56	43	47	
57	85	95	104	140	155	188	57	45	51	
58	91	102	112	150	165	201	58	49	53	
59	98	102	118	160	178	216	59	51	57	
60	104	116	126	170	190	231	60	55	61	
61	110	122	136	183	203	246	61	59	65	
62	118	132	144	196	205	262	62	63	69	
63	128	142	156	211	236	284	63	67	75	
64	138	154	171	229	256	310	64	73	81	
65	150	167	185	249	230	338	65	79	87	
66	163	181	201	243	302	366	66	85	95	
67	103	197	201	295	302	399	67	93	95 104	
68	195	217	242	328	363	399 442	68	93 104	104	
69	215	240	242	320	401	442	69	104	126	
	215	240 264	200 295	401	401 447	490 541	69 70		126	
70 71	238 264	264 293	295 327	401 444	447 495	54 I 599	70 71	126 138	140 154	
72	290	323	362	493	548	665	72	152	171	
73	321	358	400	546	609	739	73	169	189	
74	355	396	445	607	675	823	74	187	207	
75	394	437	494	673	752	914	75	207	230	
76	435	483	546	746	833	1,018	76	230	254	
77	481	536	605	828	927	1,132	77	254	282	
78	532	591	670	919	1,026	1,257	78	280	311	
79	585	650	741	1,018	1,140	1,396	79	309	343	
80	646	717	819	1,130	1,264	1,551	80	339	378	
81	711	790	906	1,252	1,402	1,724	81	374	416	
82	784	869	1,001	1,389	1,556	1,914	82	412	457	
83	863	959	1,109	1,539	1,727	2,128	83	455	504	
84	951	1,056	1,225	1,706	1,914	2,361	84	500	557	

#### Home and Community Care Monthly Indemnity Benefit Rider

Premium per \$250 monthly benefit

Fielinuni pe	Fieldun per \$250 monthly benefit								
Premium ad	Premium added to base premium before any premium factors are applied								
Age	2 year	3 year	4 year	5 year	8 year	Lifetime			
18-40	26	30	33	46	51	61			
41	28	30	35	46	51	61			
42	28	30	35	46	51	61			
43	28	33	35	46	53	63			
44	28	33	37	48	53	66			
45	30	33	37	48	56	66			
46	30	35	39	51	56	69			

75

1,008

1,008

1,120

1,244

#### **Comprehensive Monthly Indemnity Benefit Rider**

Premium per \$250 monthly benefit

Premium added to base premium before any premium factors are applied

Premium	added to ba	ase premium	n before any j	premium fact	ors are app	lied	Premium adde	ed to base p	remium beto	re
Age	2 year	3 year	4 year	5 year	8 year	Lifetime	Age	2 year	3 year	
18-40	53	57	63	90	98	137	18-40	26	30	
41	53	59	63	90	101	140	41	28	30	
42	53	59	65	90	101	140	42	28	30	
43	55	61	67	93	104	143	43	28	33	
44	55	61	69	96	106	149	44	28	33	
45	57	63	69	98	109	152	45	30	33	
46	59	65	71	101	112	155	46	30	35	
47	61	67	73	104	114	158	47	33	35	
48	61	69	75	106	117	161	48	33	37	
49	63	69	77	109	120	168	49	33	37	
50	65	71	79	112	122	171	50	35	39	
51	67	73	81	114	125	174	51	35	39	
52	67	75	83	117	127	180	52	37	39	
53	71	79	87	122	135	186	53	37	41	
54	75	83	91	127	141	195	54	39	43	
55	77	87	95	133	149	204	55	41	45	
56	81	91	100	141	154	216	56	43	47	
57	85	95	104	146	162	225	57	45	51	
58	91	102	112	157	173	241	58	49	53	
59	98	108	118	167	186	259	59	51	57	
60	104	116	126	178	199	277	60	55	61	
61	110	122	136	191	212	296	61	59	65	
62	118	132	144	205	226	314	62	63	69	
63	128	142	156	220	247	341	63	67	75	
64	138	154	171	239	268	372	64	73	81	
65	150	167	185	260	290	405	65	79	87	
66	163	181	201	284	316	439	66	85	95	
67	177	197	217	308	343	478	67	93	104	
68	195	217	242	343	380	530	68	104	114	
69	215	240	266	377	420	588	69	114	126	
70	238	264	295	420	467	649	70	126	140	
71	264	293	327	465	518	719	71	138	154	
72	290	323	362	515	574	798	72	152	171	
73	321	358	400	571	637	887	73	169	189	
74	355	396	445	635	707	987	74	187	207	
75	394	437	494	704	786	1,097	75	207	230	
76	435	483	546	781	871	1,222	76	230	254	
77	481	536	605	866	969	1,359	77	254	282	
78	532	591	670	962	1,073	1,508	78	280	311	
70	585	650	741	1,065	1,193	1,676	79	309	343	
80	565 646	717	819	1,182	1,323	1,862	80	339	343	
81	711	790	906	1,309	1,323	2,069	81	374	416	
82	784	869	1,001	1,453	1,400	2,009	82	412	410	
82 83	863	959	1,109	1,455	1,806	2,297	83	412	437 504	
84	951	959 1,056	1,109	1,785	2,003	2,555 2,834	84	455 500	504 557	
04	901	1,050	1,220	1,700	2,003	2,034	64	500	007	

#### Home and Community Care Monthly Indemnity Benefit Rider

Premium per \$250 monthly benefit

Premium added to base premium before any premium factors are applied								
Age	2 year	3 year	4 year	5 year	8 year	Lifetime		
18-40	26	30	33	48	53	73		
41	28	30	35	48	53	73		

75

1,054

1,088

1,210

1,344

1,493

SERFF Tracking #:	ALLB-133556439	State Tracking #:	ALLB-133556439	Company Tracking #:	LTC RATE INCREASE GPR 2023	
0/-/-			5			
State:	Virginia		Filing Comp	any: Allianz Life Insura	nce Company of North America	
TOI/Sub-TOI:	LTC03I Individual	Long Term Care/LTC03I.0	001 Qualified			
Product Name:	LTC Rate Increas	e GPR 2023				
Project Name/Number:	LTC Rate Increas	e GPR 2023/LTC Rate Ind	crease GPR 2023			

# Supporting Document Schedules

Bypassed - Item:	Certification of Compliance/Readability
Bypass Reason:	Not applicable - this is not a forms filing.
Attachment(s):	
Item Status:	Received & Acknowledged
Status Date:	03/08/2024
Satisfied - Item:	Product Checklist
Comments:	
Attachment(s):	Rate Review Requirements Checklist.pdf
Item Status:	Received & Acknowledged
Status Date:	04/20/2023
Satisfied - Item:	L&H Actuarial Memorandum
Comments:	
Attachment(s):	Exhibit 2 - Current Assumption Justification - 2021.pdf Exhibit 8_Comparison of Assumptions - GPR.pdf Actuarial Memo GPR - VA rev. 3.18.2024.pdf Supplement to Act Memo GPR - VA rev. 3.18.2024.pdf
Item Status:	Received & Acknowledged
Status Date:	05/21/2024
Satisfied - Item:	Long Term Care Insurance Rate Request Summary
Comments:	
Attachment(s):	Rate Request Summary Narrative.pdf Rate Request Summary_Complete.pdf
Item Status:	Received & Acknowledged
Status Date:	05/21/2024
Satisfied - Item:	Rate Sheets
Comments:	
Attachment(s):	VA (Generation Protector) Current Rates.pdf
Item Status:	Received & Acknowledged
Status Date:	04/20/2023
Satisfied - Item:	Claims Administration & Procedures
Comments:	

SERFF Tracking #:	ALLB-133556439	State Tracking #:	ALLB-133556439	)	Company Tracking #:	LTC RATE INCREASE GPR 2023
State:	Virginia			Filing Company:	Allianz Life Insura	nce Company of North America
TOI/Sub-TOI:		lual Long Term Care/LTC03I.0	01 Qualified			
Product Name:		ease GPR 2023				
Project Name/Number:	LTC Rate Incr	ease GPR 2023/LTC Rate Inc	rease GPR 2023			
Attachment(s):		Claims Administration a	nd Procedures D	Ocumentation.pdf		
Item Status:		Received & Acknowledge	ged			
Status Date:		04/20/2023				
Satisfied - Item:		Previously approved for	ms			
Comments:						
Attachment(s):		GPR - VA - PF Filings -	10-CR 11 17	2004.pdf		
Item Status:		Received & Acknowledg	ged			
Status Date:		04/20/2023				
Satisfied - Item:		Response to Objection	1			
Comments:		, , , , ,				
Attachment(s):		Response to Objection Response Numerical Da Numerical Data - VA GF	ata - VA GPR.xls		df	
Item Status:		Received & Acknowledg	jed			
Status Date:		04/20/2023				
Satisfied - Item:		John Doe forms				
Comments:						
Attachment(s):		95440-02 (John Doe).pd BSP95440-02 (John Do PL95440-02-VA (John I S2281-01-VA (John Do	e).pdf Doe).pdf			
Item Status:		Received & Acknowledg	ged			
Status Date:		04/20/2023				
Satisfied - Item:		Response to Objection	2			
Comments:						
Attachment(s):		Response to Objection Response to 5.4.2023 -	Received on May Numerical Data	y 4 2023 - GPR.pdf - VA GPR.xlsx		
Item Status:		Received & Acknowledg	ged			
Status Date:		03/08/2024				
Satisfied - Item:		Response to Objection	3			
Comments:						
Attachment(s):		Response to Objection	Received on Jun	e 23 2023 - GPR.pdf		
Item Status:		Received & Acknowledge		· · ·		

SERFF Tracking #:	ALLB-133556439	State Tracking #:	ALLB-133556439	Company Tracking #:	LTC RATE INCREASE GPR 2023
State:	Virginia		Filing Con	pany: Allianz Life Insura	nce Company of North America
TOI/Sub-TOI:	LTC03I Individua	I Long Term Care/LTC03I.0	001 Qualified		
Product Name:	LTC Rate Increas	se GPR 2023			
Project Name/Number:	LTC Rate Increas	se GPR 2023/LTC Rate Inc	crease GPR 2023		
Status Date:	0:	3/08/2024			
Satisfied - Item:	R	esponse to Objection	4		
Comments:					
Attachment(s):	R	esponse to Objection	Received on January 9 202	4 - GPR.pdf	
Item Status:	R	eceived & Acknowled	ged		
Status Date:	03	3/08/2024			
Satisfied - Item:	0	bjection 4 Comparisor	n Document		
Comments:					
Attachment(s):	A	ctuarial Memo GPR - V	VA v Actuarial Memo GPR	- VA rev. 1.25.2024.pdf	
Item Status:	R	eceived & Acknowledg	ged		
Status Date:	0:	3/08/2024	-		
Satisfied - Item:	R	esponse to Objection	Received March 6, 2024		
Comments:					
Attachment(s):	R	esponse to Objection	Received on March 6 2024	- GPR.pdf	
Item Status:	R	eceived & Acknowled	ged		
Status Date:	0	5/21/2024			

SERFF Tracking #:	ALLB-133556439	State Tracking #:	ALLB-133556439	Company Tracking #:	LTC RATE INCREASE GPR 2023
State:	Virginia		Filing Compa	ny: Allianz Life Insura	nce Company of North America
TOI/Sub-TOI:	LTC03I Individua	I Long Term Care/LTC03I.0	01 Qualified		
Product Name:	LTC Rate Increas	se GPR 2023			
Project Name/Number:	LTC Rate Increas	se GPR 2023/LTC Rate Ind	crease GPR 2023		

Attachment Response Numerical Data - VA GPR.xlsx is not a PDF document and cannot be reproduced here.

Attachment Numerical Data - VA GPR.xlsx is not a PDF document and cannot be reproduced here.

Attachment Response to 5.4.2023 - Numerical Data - VA GPR.xlsx is not a PDF document and cannot be reproduced here.

## Health Rate Review Requirements Checklist (New and Revised Rates)

For all Rate Filings for forms issued in the Individual and Small Group Markets to include: ACA, Grandfathered Major Medical, HMO, Student, Short Term Limited Duration, Hospital Confinement Indemnity, Disability Income, Accident Only, Vision, Stand Alone Dental, Medicare Supplement, and Specified Disease, whether paid on an expense incurred or indemnity basis.

NOTE: This document is intended to assist carriers in preparing rate filings for individual and selected group accident and sickness insurance coverage for approval by the Bureau of Insurance. It provides guidance based on current Virginia laws and regulations. It should be noted, however, that this checklist is not a stand-alone document and should be used along with other important resources, including, but not limited to, all other applicable state insurance laws and associated rules and regulations. Note that some regulatory references in the comments column are approximate. It is the responsibility of the carriers to verify that their products comply with all relevant statutory and regulatory requirements.

REVIEW REQUIREMENTS	REFERENCE	COMMENTS	FILER'S NOTES
General Requirements			
Agent Commissions	§ 38.2-316.1	Describe agent commissions including any limitations or exceptions. (ACA Individual and Small Group Markets Only)	Not Applicable
Information about the filing	14 VAC 5-101-10 B.	Any rate filing submitted to the commission that corresponds with a form subject to this chapter shall comply with the applicable filing requirements of this chapter.	We will comply with applicable requirements
Policyholder Notification Letter	14 VAC 5-101-10 D.	Policyholder notification letters required to be filed with the commission pursuant to 14VAC5-200-75 D shall comply with the applicable filing requirements of this chapter.	We will comply with applicable requirements
Company Name and NAIC No.	Administrative Letter 1983-7	The filing must include the full and proper corporate name of the insurer and its NAIC number.	See Companies and Contact tab
Source of Filing	14 VAC 5-101-40	All filings shall be transmitted electronically through SERFF unless an exception is approved.	Filing transmitted electronically through SERFF
General Information Filing Description		All submissions must provide a brief summary of the filing, including a statement describing whether the rate or rate manual is new or a revision of an existing rate or rate manual.	Act Memo page 1
		Identification of SERFF or state tracking number for the previously approved rate or rate manual.	Act Memo page 2
		If a form or rate filing is submitted as new in Virginia, but was previously disapproved or withdrawn in Virginia, provide details such as tracking information, form number, and the date the form or rate filing was disapproved or withdrawn.	Not Applicable
Rate Revisions		<ul><li>a. Include the history of all rate revisions</li><li>b. Specify the percentage amount(s) of the changes(s).</li></ul>	Act Memo page 2 and Exhibit 1

REVIEW REQUIREMENTS	REFERENCE	COMMENTS	FILER'S NOTES
		<ul><li>c. Specify the number of affected policy/certificate holders.</li><li>d. Specify the reason(s) for the proposed change(s).</li></ul>	
General Rules on Rate Filing; Experience Records and Data	14 VAC 5-130-50 A.	Every policy, rider, or endorsement form affecting benefits which is submitted for approval shall be accompanied by a rate filing unless such rider or endorsement form does not require a change in the rate. Any subsequent addition to or change in rates applicable to such policy, rider, or endorsement form shall also be filed.	Affected forms are included in this rate filing
	14 VAC 5-130-50 B.	Each rate submission shall include an actuarial memorandum describing the basis on which rates and rating factors were determined and shall describe and provide the calculation of the anticipated loss ratio.	Actuarial memorandum provided
	14 VAC 5-130-50 B.	Each rate submission must include a certification by a qualified actuary that to the best of the actuary's knowledge and judgment, the rate filing is in compliance with the applicable laws and regulations of this Commonwealth, and that the benefits are reasonable in relation to the premiums.	Act Memo page 8
	14 VAC 5-130-50 C.	<ul> <li>Insurers shall maintain and include:</li> <li>a. Earned premiums and incurred benefits for each calendar year for each policy form, including data for rider and endorsement forms which are used with the policy form, on the same basis, including all reserves.</li> <li>b. The data shall be for each calendar year of experience since the year the form was first issued.</li> </ul>	Premiums and incurred benefits for each calendar year are included in filing
	14 VAC 5-130- 50 E. 1. Virginia ACA Rate Filing Template	<ul> <li>Premium rates may only vary by:</li> <li>a. Whether the policy/certificate covers an individual or family;</li> <li>b. The rating area;</li> <li>c. Age, consistent with the Federal Default Standard Age Curve;</li> <li>d. Tobacco use, except the rate must not vary more than 1.5 to 1. If in a small group, employees must be given the option to avoid the tobacco surcharge by participating in certain wellness programs. Rates cannot be charged below legal age of 21.</li> </ul>	Not Applicable
	14 VAC 5-130-50 E. 2.	A premium rate must not vary by any factor not described in 14VAC 5-130-50 E 1.	Not Applicable
	14 VAC 5-130-50 E. 3.	For family coverage, permitted variations must be based on the premium attributable to each family member. Premiums for no more than the three oldest covered children can be taken into account in determining total family premium.	Not Applicable
	14 VAC 5-130-50 E. 4.	<ul> <li>The premium must not be adjusted more frequently than annually except to reflect changes to:</li> <li>(i) the family composition,</li> <li>(ii) the coverage requested by the member, or</li> </ul>	Not Applicable

REVIEW	REFERENCE	COMMENTS	FILER'S NOTES
REQUIREMENTS		(iii) the recruptic leastion of the momber	
		(iii) the geographic location of the member.	
	14 VAC 5-130-50 E. 5.	Premium rates for student health insurance coverage may be based on school-specific community rating and are exempt from subdivisions 1 through 4 above.	Not Applicable
	14 VAC 5-130-50 F. 1.	<ol> <li>The insurer's rate filing shall include in a publicly available and unredacted form (summarized):         <ul> <li>A comparison of the area rate factors,</li> <li>A detailed area rate factor methodology, and</li> <li>Area rate factor experience data, by rating area.</li> </ul> </li> <li>(1) The (i) total enrollment; (ii) total premiums; (iii) allowed claims; (iv) incurred claims; (v) incurred claims; (vi) loss ratio for each rating area.</li> <li>(2) Aggregated incurred claims</li> </ol>	Not Applicable
	14 VAC 5-130-50 F. 3.	Variance in area rate factors cannot exceed 15% as described in the regulation.	Not Applicable
	14 VAC 5-130-50 G.	If an insurer contains an area rate factor that exceeds by more than 25% the weighted average of the area rate factors among all rating areas, they shall file each calendar quarter during that plan year a report that provides per the regulation. The insurer shall make each such quarterly report publicly available.	Not Applicable
Accident and Sickness Insurance Rate Filing Requirements – Filing a Rate for a New Policy Form	14 VAC 5-130-60 A	<ul> <li>New rate submissions shall include:         <ul> <li>the applicable policy or certificate form, application, and endorsements required by § 38.2-316 of the Code of Virginia,</li> <li>a rate sheet, (iii) an actuarial memorandum, and all information required in SERFF.</li> </ul> </li> </ul>	Not Applicable
	14 VAC 5-130-60 B	An Actuarial Memorandum that includes:	Not Applicable
	14 VAC 5-130-60 B 1	A description of the type coverage, benefits, renewability, marketing method, and age limits.	Not Applicable
	14 VAC 5-130-60 B 2	A detailed description of how rates were determined, description and source of each assumption used.	Not Applicable
	14 VAC 5-130-60 B 3	The expected average annual premium per policy / per member.	Not Applicable
	14 VAC 5-130-60 B 4	The anticipated loss ratio and how it was calculated.	Not Applicable
	14 VAC 5-130-60 B 5	The minimum anticipated loss ratio presumed reasonable IAW 14 VAC 5-130-65.	Not Applicable
	14 VAC 5-130-60 B 6	If the anticipated loss ratio is less than the minimum anticipated loss ratio in B 5 above, supporting documentation shall be included.	Not Applicable

REVIEW REQUIREMENTS	REFERENCE	COMMENTS	FILER'S NOTES
	14 VAC 5-130-60 B 7	A certification by a qualified actuary that, to the best of the actuary's knowledge and judgment, the filing complies with the laws and regulations of the Commonwealth and premiums are reasonable in relation to the benefits provided.	Not Applicable
	14 VAC 5-130-60 B 8	<ul> <li>Certification by a qualified actuary to include (summarized):         <ul> <li>(i) the methodology used to calculate the AV for each plan;</li> <li>(ii) the appropriateness of the EHB portion of premium upon which premium tax credits are based;</li> <li>(iii) the development of index rate IAW federal regulations, and the development of plan specific premium rates using modifiers; and</li> <li>(iv) the geographic rating factors.</li> </ul> </li> </ul>	Not Applicable
	14 VAC 5-130-60 B 9	For student health insurance coverage, a certification by a qualified actuary to includes methodology to calculate AV level that meets a minimum 60%.	Not Applicable
	14 VAC 5-130-65 A	Benefits are deemed reasonable in relation to premiums if the anticipated loss ratio including riders and endorsements, is at least as great as specified in this subsection.	Not Applicable

Rate Review Requirements Checklist Virginia 1<sup>st</sup> Edition July 2001 Updated February 2022

REVIEW REQUIREMENTS	REFERENCE	COMMENTS						FILER'S NOTES
Reasonableness of Benefits	14 VAC 5-130-65 A 1	If the expected ave than \$1,000.	erage an	nual prer	nium is a	t least \$2	00 butless	Not Applicable
		Type of		Re	enewal Cl	ause		
		Coverag e	<u>OR</u>	<u>CR</u>	<u>GR</u>	<u>NC</u>	<u>Other</u>	
		Hospital Confinemen tIndemnity	<u>n/a</u>	<u>n/a</u>	<u>55%</u>	<u>50%</u>	<u>n/a</u>	
		Disability Income Protection; Accident Only; Specified Disease and Other; whether paid on an expense incurred or indemnity basis.	<u>60%</u>	<u>55%</u>	<u>50%</u>	<u>45%</u>	<u>60%</u>	
		Short-term Limited Duration	<u>n/a</u>	<u>n/a</u>	<u>n/a</u>	<u>n/a</u>	<u>60%</u>	
		CR - Conditionally only for stated rea on a geographic te GR - Guaranteed company for any r basis. NC - Noncancellat	newable renewal sons oth erritory ba renewab eason, b ble: rene	: individu ble: rene er than d asis. le: renew ut the ins	wal can b eteriorati val canno surance c	e decline on of hea t be decli ompany o	d by the ins Ith or renew ned by the can revise r	val can be declined insurance ates on a class
		insurance compar Other - Any other	-	or nonrer	newal cla	uses.		
Rate Review Requirements	Chaoldiat	, ,						

Rate Review Requirements Checklist Virginia 1<sup>st</sup> Edition July 2001 Updated February 2022

	1	
14 VAC 5-130-65 A 2	If the expected average annual premium is \$100 or more but less than \$200, subtract five percentage points.	Not Applicable
14 VAC 5-130-65 A 3	If the expected average annual premium is less than \$100, subtract 10 percentage points.	Not Applicable
14 VAC 5-130-65 A 4	If the expected average annual premium is \$1,000 or more, add five percentage points.	Not Applicable
14 VAC 5-130-65 A 5	For individual or group Medicare supplement policies, the loss ratios are identified in 14VAC5-170-120 A.	Not Applicable
	The anticipated loss ratio standards below (A 6 & A 7) do not apply to a type of coverage where such standards are in conflict with specific statutes or regulations.	Not Applicable
14 VAC 5-130-65 A 6	Notwithstanding subdivisions 1 through 4 of this subsection, all individual coverage shall be originally priced to a minimum 75% loss ratio and, except for student health insurance coverage such coverage, shall be guaranteed renewable or noncancellable.	Not Applicable
14 VAC 5-130-65 A 7	Notwithstanding subdivisions 1 through 4 of this subsection, all small employer group coverage shall be originally priced to a minimum 75% loss ratio and shall be guaranteed renewable or noncancellable.	Not Applicable
14 VAC 5-130-65 B	The average annual premium per policy / per member shall be computed based on distribution of business by all applicable criteria having a price difference – per regulation.	Not Applicable

REVIEW REQUIREMENTS	REFERENCE	COMMENTS	FILER'S NOTES
Filing a Rate Revision	14 VAC 5-130-70 A	<ul> <li>Rate revision submission shall include:</li> <li>(i) New Rate Sheet;</li> <li>(ii) All information required by SERFF; and,</li> <li>(iii) An actuarial memorandum per this section and B 1-16 below.</li> </ul>	Rate sheets provided on Rate/Rule Schedule tab. Act Memo provided.
	14 VAC 5-130-70 B	The actuarial memorandum shall contain:	
	14 VAC 5-130-70 B 1	A description of policy type, benefits, renewability, age limits, and if applicable, whether the policy includes grandfathered, non-grandfathered plans, or both.	Act Memo page 2
	14 VAC 5-130-70 B 2	The scope and reason for the premium or rate revision.	Act Memo page 2
	14 VAC 5-130-70 B 3	A comparison of revised premiums with current premiums, including all percentage rate changes and any rating factor changes.	Act Memo page 4 and Rate/Rule Schedule
	14 VAC 5-130-70 B 4	A statement of whether the revision(s) applies to new business, in-force business, or to both.	Act Memo page 2
	14 VAC 5-130-70 B 5	<ul> <li>The average annual premium per policy and per member, before and after the proposed revision (s). Where different changes by classification are requested, shall also include:</li> <li>(i) Range of changes; and</li> <li>(ii) average overall change, including a detailed explanation of how the change was determined.</li> </ul>	Act Memo page 4
	14 VAC 5-130-70 B 6	<ul> <li>Historical and projected experience, including: <ul> <li>a. Virginia and, if applicable, national or manual historical experience as specified in 14VAC5-130-50 C</li> <li>b. Projections for future experience; A statement indicating the basis for determining the rate revision (Virginia, national or manual, or blended);</li> <li>c. Credibility factor assigned to the Virginia experience.</li> <li>d. Earned Premiums (EP), Incurred Benefits (IB), Increase in Reserves (IR), and Incurred Loss Ratio = (IB + IR) + (EP); and</li> <li>e. Any other available data the insurer may wish to provide.</li> </ul> </li> </ul>	Exhibits 3-6 and Supplement to Act Memo attachments
	14 VAC 5-130-70 B 7	Details and dates of all past rate revisions, including this filing. For insurers that have had more frequent rate revisions than annually, the annual revision should reflect the compounding impact of all such revisions for the previous 12 months.	Act Memo page 2
	14 VAC 5-130-70 B 8	Description of how revised rates were determined, including general description and source of assumptions. For claims,	Act Memo page 6

REVIEW REQUIREMENTS	REFERENCE	COMMENTS	FILER'S NOTES
		provide historical and projected claims by major service category for both cost and utilization.	
	14 VAC 5-130-70 B 9	For revision to new business, provide anticipated loss ratio and how it was calculated.	Not Applicable
	14 VAC 5-130-70 B 10	<ul> <li>For revision to in-force business provide:</li> <li>(a) Anticipated loss ratio and how it was calculated; and</li> <li>(b) Estimated cumulative loss ratio, historical and anticipated, and how it was calculated.</li> </ul>	Act Memo page 6
	14 VAC 5-130-70 B 11	The loss ratio that was originally anticipated for the policy.	Supplement Attachment 1
	14 VAC 5-130-70 B 12	If 9, 10a, or 10b is less than 11, include supporting documentation for the use of such premiums or rates.	Not Applicable
	14 VAC 5-130-70 B 13	Virginia and national, if applicable, members to which revision applies for the most recent month available, and either premiums in force, earned, or collected for such members in the year immediately prior to this filing.	Exhibit 1
	14 VAC 5-130-70 B 14	Certification by a qualified actuary that, to the best of the actuary's knowledge and judgment, the rate filing is in compliance with laws and regulations of this Commonwealth and premiums are reasonable in relation to benefits provided.	Act Memo page 8
	14 VAC 5-130-70 B 15	<ul> <li>For individual or small employer group insurance, a certification by a qualified actuary to include:         <ul> <li>(i) Methodology to calculate the AV for each plan;</li> <li>(ii) Appropriateness of the EHB portion of premium which advanced tax credits are based;</li> <li>(iii) Development of the index rate in accordance with (IAW) federal regulations and development of plan premium rates using allowable modifiers to the index rate; and</li> <li>(iv) Geographic rating factors, which reflect differences only in the costs of delivery and not differences in population morbidity by geographic area.</li> </ul> </li> </ul>	Not Applicable
	14 VAC 5-130-70 B 16	For student health insurance coverage, a certification by a qualified actuary, including methodology to calculate an AV of coverage that meets a minimum 60%.	Not Applicable
Reasonableness of Benefits – Revised Premiums	14 VAC 5-130-75 A	For individual insurance that is "excepted benefits" as defined in § 38.2-3431 and Medicare supplement insurance, with respect to filings of rate revisions for a previously approved form, benefits shall be deemed reasonable in relation to premiums provided that both subdivisions 1 and 2 of this subsection shall be at least as great as the standards in 14VAC5-130-70 B 11.	Not Applicable

REVIEW REQUIREMENTS	REFERENCE	COMMENTS	FILER'S NOTES
		1. The anticipated loss ratio over the entire period for which the revised rates are computed to provide coverage; and 2. The ratio of (a) to (b) where (a) is the sum of the accumulated benefits, from the original effective date of the form to the effective date of the revision, and the present value of future benefits, and (b) is the sum of the accumulated premiums from the original effective date of the form to the effective date of the present value of the revision and the present value of future premiums.	
		Present values shall be taken over the entire period for which the revised rates are computed. Accumulated benefits and premiums shall include an estimate of benefits and premiums from the last accounting date to the effective date of the revision. Interest, at a rate consistent with that assumed in the original determination of premiums shall be used in the calculation of this loss ratio.	
	14 VAC 5-130-75 B	For individual and small employer group insurance or short- term limited duration (STLD) insurance, the anticipated loss ratio over the period for which the revised rates are computed shall be at least as great as the standards in 14VAC5-130-70 B 11.	Not Applicable
Risk Pools and Index Rate	14 VAC 5-130-1. A.	This section shall only apply to individual or small employer group insurance coverage, except for grandfathered plans and student health insurance.	Not Applicable
	14 VAC 5-130-81. B.	The claims of all individual health insurance members, except, grandfathered plans and student health insurance coverage, to be a single risk pool.	Not Applicable
	14 VAC 5-130-81. C.	The claims of all small employer group health insurance coverage members, other than those in grandfathered plans, to be a single risk pool.	Not Applicable
	14 VAC 5-130-81. D.	Each plan or policy year, as applicable, an insurer shall establish an index rate based on the total combined claims for providing EHB's within a single risk pool. The index rate may be adjusted IAW sections D and E of this regulation. All plans shall use the applicable index rate.	Not Applicable
	14 VAC 5-130-81. E.	An insurer may vary rates for a plan from its index rate based only on the actuarially justified plan-specific factors in accordance with 45 CFR 156.80 (d)(2)	Not Applicable
Medicare Supplement Requirements		Applicable requirements for Medicare Supplement insurance rate filings in addition to the above:	

REVIEW REQUIREMENTS	REFERENCE	COMMENTS	FILER'S NOTES
Loss Ratio Standards	14 VAC 5-170-120 A 1	<ul> <li>(Summary) A Medicare supplement form shall not be issued unless it can be expected to return to insureds, in the form of aggregate benefits (not including anticipated refunds or credits):</li> <li>a. At least 75% of premiums earned in group policies; or</li> <li>b. At least 65% of premiums earned in individual policies, IAW the regulation.</li> </ul>	Not Applicable
	14 VAC 5-170-120 A 2	All filings of rates and rating schedules shall demonstrate that expected claims in relation to premiums comply with the requirements of this section. Filings shall also demonstrate that the anticipated loss ratio over the entire future period can be expected to meet the appropriate loss ratio standards.	Not Applicable
Pre-Standardized Medicare Supplement Forms	14 VAC 5-170-120 A 3	<ul> <li>Policies issued prior to July 30, 1992, shall meet:</li> <li>(a) The originally filed anticipated loss ratio when combined with the actual experience since inception;</li> <li>(b) The appropriate loss ratio requirement from subdivisions 1 a and 1 b and over the entire period for which rates are computed.</li> </ul>	Not Applicable
Annual Rate and Experience Filing	14 VAC 5-170-120 C	An issuer of Medicare supplement forms issued before or after July 30, 1992, shall file annually its rates, rating schedule, and supporting documentation including ratios of incurred losses to earned premiums for approval IAW requirements and procedures prescribed by the State Corporation Commission. The supporting documentation shall demonstrate that the appropriate loss ratio standards can be expected to be met over the entire period for which rates are computed, excluding active life reserves. An expected third-year loss ratio which is greater than or equal to the applicable percentage shall be demonstrated for policies or certificates in force less than three years.	Not Applicable
Actuarial Certification for Medicare supplement Annual filing of premium rates.	14 VAC 5-170-120 C	<ul> <li>Must include certification by a qualified actuary that to the best of the actuary's knowledge and judgment, the following items are true with respect to the filing:</li> <li>1. The assumptions present the actuary's best judgment as to the reasonable value for each assumption and are consistent with the issuer's business plan at the time of the filing;</li> <li>2. The anticipated lifetime loss ratio, future loss ratios, and except for policies issued prior to July 30, 1992, third-year loss ratios all exceed the applicable ratio;</li> </ul>	Not Applicable

REVIEW	REFERENCE	COMMENTS	FILER'S NOTES
REQUIREMENTS		<ol> <li>Except for policies issued prior to July 30, 1992, the filed rates maintain the proper relationship between policies which had different rating methodologies;</li> <li>The filing was prepared based on the current standards of practices as promulgated by the Actuarial Standards Board, including the data quality standard of practice, as described at: <u>www.actuary.org</u>;</li> <li>The filing is in compliance with the applicable laws and regulations in this Commonwealth; and</li> <li>The premiums are reasonable in relation to the benefits provided.</li> </ol>	Not Applicable
Actuarial Certification	14 VAC 5-170-130 B	<ul> <li>For proposed rate changes, an actuarial certificate by a qualified actuary that to the best of the actuary's knowledge and judgment, the following items are true with respect to the filing as follows: <ol> <li>The assumptions present the actuary's best judgment as to the reasonable value for each assumption and are consistent with the issuer's business plan at the time of the filing;</li> <li>The anticipated lifetime loss ratio, future loss ratios, and except for policies issued prior to July 30, 1992, third-year loss ratio all exceed the applicable ratio;</li> <li>The filing was prepared based on the current standards or practices as promulgated by the Actuary Standards Board including the data qualify standard of practice as described at: <u>www.actuary.org;</u></li> <li>The filing is in compliance with applicable laws and regulations in this Commonwealth; and</li> </ol> </li> </ul>	Not Applicable
Change in the Rating Structure or Methodology of a Medicare supplement Form	14 VAC 5-170-130 D 3	<ul> <li>A change in the rating structure or methodology shall be considered a discontinuance under subdivision 1 of this subsection unless the issuer complies with the following: <ul> <li>(a) The issuer provides an actuarial memorandum, describing the manner in which the revised rating methodology and resultant rates differ from the existing rating methodology and existing rates.</li> <li>(b) The issuer does not subsequently put into effect a change of rates or rating factors that would cause the percentage differential between the discontinued and subsequent rates as described in the actuarial memorandum to change.</li> </ul> </li> </ul>	Not Applicable

REVIEW REQUIREMENTS	REFERENCE	COMMENTS	FILER'S NOTES
Area Rate Factors	§ 38.2-3447 D. 1. – c. (2)	Describe and provide detailed actuarial support for any Area Rate Factors IAW Virginia Code. If the proposed area rate factors exceed by more than 15% the weighted average of the proposed area rate factors among all rating areas, the filing shall comply with the Code Subsections D. 1. – c. (2)	Not Applicable
<b>Effective 3/1/2022</b> Medicare Supplement Premium Data – New Plan Forms	Premium Data Annual-New- Correctional Instructions	Any company that submits a rate filing for approval of new Medicare Supplement plans is required to submit Table 1 and Table 2. The completed Tables should be attached to the Supporting Documentation section of the SERFF filing. The filing will not be approved until the Tables have been submitted and are accurate. The requested effective date should consider an average BOI approval time of 60-90 days. Delays may require a change of effective date.	Not Applicable
Effective 3/1/2022 Medicare Supplement Premium Data – Currently Marketed Plans	Explanation, Instructions and Tables: <u>Virginia Medicare Supplement</u> <u>Premium Data Annual-New- Correctional Instructions</u> <u>Virginia Medicare Supplement</u> <u>Premium Data Table 1</u> <u>Virginia Medicare Supplement</u> <u>Premium Data Table 2</u>	SERFF filing. The filing will not be approved until the Tables have been submitted and are accurate. The requested effective date should consider an average BOI approval time of 60-90 days. Delays may require a change of effective date.	Not Applicable

Effective 3/1/2022 Medicare Supplement Premium Data Correction – Correction to previously Submitted Premium Data	Explanation, Instructions and Tables: <u>Virginia Medicare Supplement</u> <u>Premium Data Annual-New-</u> <u>Correctional Instructions</u> <u>Virginia Medicare Supplement</u> <u>Premium Data Table 1</u> <u>Virginia Medicare Supplement</u> <u>Premium Data Table 2</u>		Not Applicable
Unique Plan Design AV Certification	45 CFR § 156.135	<ul> <li>Health issuers in the individual and/or small group market must describe whether the AV Metal Values included in Worksheet 2 of the URRT were entirely based on the AV Calculator, or whether an acceptable alternative methodology was used to generate the AV Metal Value of one or more plans. If an alternate methodology was employed to develop the AV Metal Value(s), the actuary must provide a copy of the actuarial certification required by 45 CFR § 156.135. The certification must be signed by a member of the American Academy of Actuaries and must indicate that the values were developed in accordance with generally accepted actuarial principles and methodologies.</li> <li>(c) The actuary must indicate the reason an alternate methodology was used, explain why the benefits for those plans are not compatible with the AV Calculator, and state the chosen alternate methodology. The actuary</li> </ul>	Not Applicable
Exchange Certified Stand-Alone Dental Plans (SADP)	45 CFR § 156.150(b) § 38.2-326	must describe the process that was used. The level of coverage must be certified by a member of the American Academy of Actuaries using generally accepted actuarial principles.	Not Applicable

#### Access to Administrative Letters, Administrative Orders, Regulations and Laws is available at: https://www.scc.virginia.gov/pages/Administration-of-Insurance-Regulation-in-Virginia

The Rates Section of the Life and Health Division reviews new rate submissions and revisions. Please contact the assigned rates examiner or this section directly at (804) 371-9348 if you have questions or need additional information about this line of insurance.

I hereby ce	ertify that I	have reviewed the attached rate f	iling and determined it to be	in compliance with the app	plicable laws and regula	ations of this Com	nonwealth.
Signed	Kundana						

Name (please print) Scott Laska, ASA, MAAA

Title: \_ Assistant Actuary

Company Name	Allianz Life Insurance	Company of North America

 February 23, 2023
 Phone No: ()

E-Mail Address: Scott.Laska@AllianzLife.com

#### **Current Assumption Justification**

**Allianz Life Insurance Company of North America** 5701 Golden Hills Drive Minneapolis, MN 55416-1297



The information provided in this exhibit is considered confidential.

Allianz regularly monitors experience of its long-term care policy forms. Morbidity and termination assumptions have been updated to reflect experience through 2019.

Allianz has been monitoring how claims and policyholder experience is unfolding during the COVID-19 pandemic and is waiting for additional experience to emerge from COVID-19 prior to adjusting its long-term assumptions.

#### **Morbidity Assumptions**

The morbidity assumption was determined based on claim incidence and claim continuance studies performed on actual experience through December of 2019. The experience was from all of Allianz's long-term care policy forms, not just the policy forms included in this filing in order to increase credibility of the experience. The incidence study reflected 289,000 on claim exposure months and 27,246,000 months of exposure. The claim continuance study reflected over 273,000 beginning of month exposures. Allianz also performed its own utilization study which analyzed the over 11,900 claims. The morbidity rates were analyzed by gender, marital status, benefit period, elimination period, policy duration, and comprehensive or nursing home only. Other claim cost adjustments are also made to account for benefit increase riders, benefit salvage factors, elimination period, and continuing claim adjustments. These adjustments were made to claim cost based on actual internal experience and industry data.

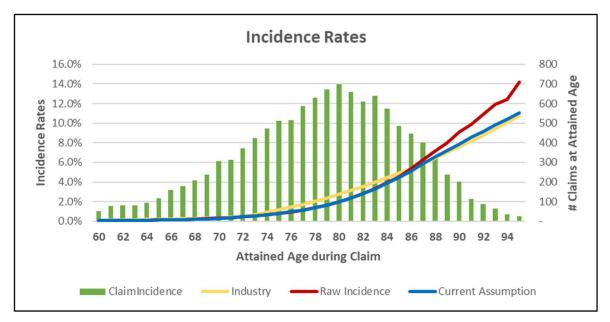
#### *Cost Frequency (Claim Incidence Study):*

Incidence rates were calculated as the claim incidence / (exposure months – on claim exposure months). Incidence varies by attained age, marital status, gender, benefit period and elimination period. The incidence assumption is determined based on our actual experience for the attained ages where we have experience and then it is blended with industry experience where our experience is not fully credible. Incidence experience was smoothed by taking the 5 year average of our experience. A lack of credibility was defined as fewer than 1,000 claim incidences over the span of 5 years. Blending was proportional based on incidences. Aggregate incidence is fully credible through attained age 89.

The credibility formula is as follows:

$$\sqrt{\frac{N}{1000}} \times Company Data + \left(1 - \sqrt{\frac{N}{1000}}\right) \times Industry Data$$

#### **Current Assumption Justification**



Industry incidence rates are higher than our own experience at earlier ages. Although we don't have a definitive explanation on why our claims incidence has been lower than industry, one reason could be that our underwriting was stricter than other companies, resulting in an overall healthier block of business. One of our reinsurers has confirmed that our business has experienced lower incidence rates when compared with their other ceding companies. We have also received confirmation from another independent consultant that Allianz incidence rates are lower than industry experience.

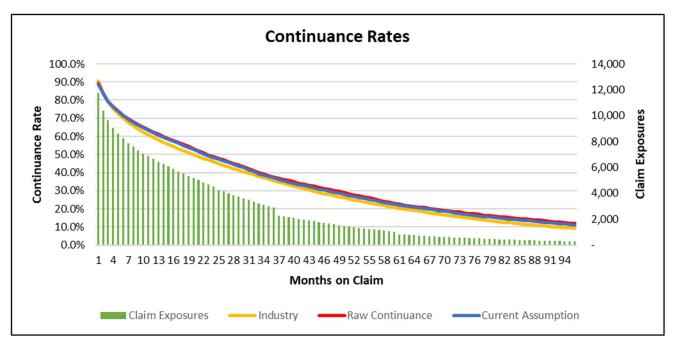
Company incidence rates are higher than Industry rates at later attained ages. Lower Company incidence in early ages is likely driving this trend, however we are not yet fully credible in the later ages so it is possible that the trend will diminish as we gain credibility.

#### Cost Severity (Claim Continuance Study):

The claims continuance study analyzed continuance rates by individual vs. married, comprehensive vs. facility only coverage, male vs. female, benefit periods > 5 years vs. <= 5 years, and elimination periods <= 90 days vs. > 90 days. These actual continuance rates were computed for 120 months.

Cumulative continuance rates were smoothed with industry data (provided by a consultant in 2020) where necessary to achieve credibility using the "square root method". Similar to the incidence study, a threshold of 1,000 beginning of month exposures was used.

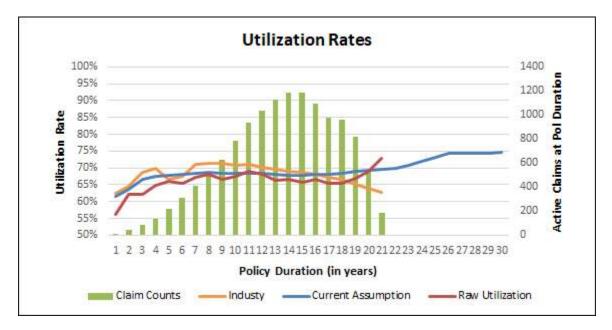
The average length of stay for Allianz blended rates is 2.75 years. Allianz continuance rates are slightly higher than industry, possibly due to higher than average underwriting standards. The graph below shows how Allianz's actual continuance experience compared to industry data along with our final continuance assumption.



## Cost Severity (Utilization Study):

The utilization study analyzed utilization rates by COLA, benefit period, nursing home only vs comprehensive, and issue age groupings of 18-59, 60-69, 70-74 and 75-84. The first 21 durations of the assumption are based on Allianz experience blended with industry data where credibility is limited. The credibility standard used was 1,000 claims over a three year period to be fully credible since the utilization rates were smoothed over a three year period.

The graph below shows claim exposures by policy duration, actual utilization experience, industry experience and our current utilization assumption based on industry blending and the projection assumptions described above.



#### **Current Assumption Justification**

Later durations of the assumption were based on actuarial judgement. A component of that is an assumed ultimate cost of care inflation level, which makes policyholders use more of their available daily benefit since care is more expensive. We relied on industry reports to set this to an ultimate level of 4.5%. This cost of care increase was applied based on COLA rider so that policies with a lower COLA are assumed to use more of their benefits faster than policies with a higher COLA. This is because the COLA increase doesn't keep up with the ultimate cost of care inflation.

In addition to the ultimate cost of care inflation, utilization rates were increased by 0.5% each year for policies with comprehensive coverage and 0.25% for home health only policies starting in duration 21 to account for people moving into more costly sites/forms of care. This reflects the expectation that as people age they may require more expensive care and thus use more of their benefits. This assumption was added based on actuarial judgement.

Utilization was capped at 85% for 5% COLA and at 90% for the other 5% COLA riders (simple, two times, two times plus) and 4% COLA and at 95% for 3% COLA to account for some level of days salvage (not receiving care everyday) and conservation of benefits. This means that policyholders are expected to save some of their benefits for later to reduce the risk of exhausting their benefits. Policyholders with these COLA riders are assumed to not use their entire benefit every day even in later durations to account for the possibility of needing benefits later. Utilization was not capped for non-COLA policies because the 4.5% cost of care inflation assumption is greater than the benefit inflation.

#### **Current Assumption Justification**

#### **Persistency Assumptions**

The table below provides the company's lapse study results used in the creation of the assumptions of this filing. Experience from 2009 through 2019 was used in the termination study. Our data is not able to differentiate a lapse termination from a death termination thus a total termination value is provided. The current mortality assumption is the gender-distinct 2012 Individual Annuitant Mortality (2012 IAM). This assumption is developed based on feedback from our consultants and is consistent with industry practice.

The actual voluntary lapse values are developed based on actual terminations and the current mortality assumption. The actual voluntary lapse rates were used to develop the expected voluntary lapse rate assumptions. The experience provided in the table below is from Allianz's total business experience for the years included in the study in order to increase credibility.

					· · ·			
					Actual	Expected		4.45
	Actual	Actual	Expected	Voluntary	Voluntary	Voluntary	Expected	A/E
Duration	Exposure	Termination	Death	Lapse	Lapse Rate	Lapse Rate	Termination	Termination
1	8,355	326	48	278	3.3%	5.9%	543	60.0%
2	15,378	1,011	95	916	6.0%	4.3%	754	134.2%
3	24,701	721	166	555	2.2%	2.5%	790	91.2%
4	36,335	853	266	587	1.6%	1.9%	945	90.3%
5	46,902	910	383	527	1.1%	1.5%	1,079	84.4%
6	54,679	1,033	507	526	1.0%	1.1%	1,094	94.5%
7	58,249	943	603	340	0.6%	0.8%	1,048	89.9%
8	61,240	1,243	697	546	0.9%	0.7%	1,164	106.8%
9	62,871	1,396	785	611	1.0%	0.7%	1,257	111.0%
10	63,647	1,560	872	688	1.1%	0.7%	1,337	116.7%
11	61,425	1,575	922	653	1.1%	0.8%	1,413	111.5%
12	56,758	1,391	938	453	0.8%	0.8%	1,362	102.1%
13	50,054	1,288	921	367	0.7%	0.8%	1,301	99.0%
14	41,265	1,340	850	490	1.2%	0.8%	1,155	116.0%
15	30,535	1,007	717	290	0.9%	0.8%	977	103.1%
16	20,891	732	558	174	0.8%	0.8%	731	100.1%
17	13,836	524	409	115	0.8%	0.9%	526	99.7%
18	10,143	402	327	75	0.7%	0.9%	416	96.7%
19	6,732	341	249	92	1.4%	0.9%	310	110.1%
20+	9,720	578	517	92	0.9%	0.9%	609	94.9%
TOTAL	733,719	19,174	10,799	8,375	1.1%	1.1%	18,811	101.9%

**Expected Death using Current Mortality Assumption (2012 IAM)** 

The actual terminations in the study are slightly overstated for durations 8+ in this analysis due to terminations caused by a rate increase. Experience has shown that lapse rates are around 2% higher following a rate increase. The increased shock lapse is reflected in the projections used in this filing. Additional lapses caused by exhaustion of benefits are also modeled using claim incidence, continuance, and utilization rates.

#### Exhibit 8 Allianz Life Insurance Company of North America Comparison of Assumptions Policy Form 10-P-Q, et al.

	Original Pricing Assumption	Current Best Estimate Assumption
Original Loss Ratio	65.5%	N/A
Mortality	1994 Group Annuity Reserving Table, with select factors of .5, .6, .7, .8, .9, 1.0 (years 6+), and with future mortality improvements that match morbidity improvements: 1% per year for 8 years for ages 65 and younger. For ages 66 and older, 1% per year for 5 years.	The projected future experience uses the gender-distinct 2012 IAM table for mortality without any future improvement.
Lapse	See table on next page	The Company's own experience was used for this study. The experience is determined to be credible. See table on subsequent page Additional lapses caused by exhaustion of benefits are also modeled using claim incidence, continuance, and utilization rates. A 1% shock lapse is assumed for policies that receive the requested rate increase.
Morbidity	Claim costs were provided by Milliman USA based on their internal long term care guidelines. These guidelines have been developed by several Milliman USA offices and reflect actual experience of various carriers, numerous studies of non insurance data and judgment. Claim costs are adjusted to reflect: Underwriting and issue criteria Reduced exposure for insureds already in the nursing home Waiver of premium benefits Salvage Other additional and optional benefits	<ul> <li>Attained age claim costs and Waiver of Premium benefits used in projecting future experience for this form have been developed utilizing Company-specific policy experience enhanced with other industry data as needed. Claim costs vary by joint policy status (joint vs. single), gender and various levels of home health care with adjustments for elimination periods, benefit periods, and riders.</li> <li>Claim costs are developed from first principle using company-specific historical claim experience. Allianz incidence rates are typically credible up to age 89. Allianz data was then graded towards industry data for ages 89 and above, ultimately equating with industry experience by age 100. Continuance and utilization rates from Allianz claim data were blended with industry data when experience lacked credibility (fewer than 1,000 beginning of month claim exposures). Allianz experience was generally in line with industry data.</li> <li>Future claim costs are projected on a seriatim basis for each policyholder. These claim costs are adjusted according to each policy's benefit designs, such as COLA option, elimination periods and benefit periods.</li> <li>Underwriting, claim management and product design were taken into consideration when setting the assumptions. Allianz historical experience includes the positive impact of underwriting selection. No scalar increases to the claim cost assumption are made within these projections to reflect future wear off from underwriting selection.</li> </ul>
Interest	4.5%	4.5%
Expense	Original Pricing Loss Ratio does not include expenses. Expenses are used to calculate the company's profit margin.	Changes in expense are not used to justify the rate increase and are not included in this analysis. It is assumed that original expense assumptions are still appropriate.

#### Exhibit 8 Allianz Life Insurance Company of North America Comparison of Assumptions Original Pricing Lapse Rates Policy Form 10-P-Q, et al.

For policies with no inflation protection

	Lifetime	Limited Pay	Accelerated
Duration	Premium	Premium	Premium
1	7.0%	7.0%	7.0%
2	5.0%	5.0%	5.0%
3	4.0%	4.0%	4.0%
4	3.0%	3.0%	3.0%
5 - 9	2.5%	2.5%	2.5%
10	2.5%	2.5%	2.0%
11	2.5%	2.0%	2.0%
12	2.5%	1.5%	2.0%
13	2.5%	1.0%	2.0%
14	2.5%	0.5%	2.0%
16+	2.5%	0.0%*	2.0%

#### For policies with 5% Lifetime Compound Benefit Increase Rider

	Lifetime	Limited Pay	Accelerated
Duration	Premium	Premium	Premium
1	5.0%	5.0%	5.0%
2	3.0%	3.0%	3.0%
3	2.0%	2.0%	2.0%
4	1.5%	1.5%	1.5%
5 - 9	1.5%	1.5%	1.5%
10	1.5%	1.5%	1.0%
11	1.5%	1.2%	1.0%
12	1.5%	0.9%	1.0%
13	1.5%	0.6%	1.0%
14	1.5%	0.3%	1.0%
16+	1.5%	0.0%*	1.0%

For policies with 3%, 4% Lifetime Compound Benefit Increase Rider Or Simple Benefit Increase Rider

Rider Or Simple	Rider Or Simple Benefit Increase Rider						
	Lifetime	Limited Pay	Accelerated				
Duration	Premium	Premium	Premium				
1	6.0%	6.0%	6.0%				
2	4.0%	4.0%	4.0%				
3	3.0%	3.0%	3.0%				
4	2.0%	2.0%	2.0%				
5 - 9	2.0%	2.0%	2.0%				
10	2.0%	2.0%	1.5%				
11	2.0%	1.6%	1.5%				
12	2.0%	1.2%	1.5%				
13	2.0%	0.8%	1.5%				
14	2.0%	0.4%	1.5%				
16+	2.0%	0.0%*	1.5%				

\*Assume 0% beginning at the later of year 16 or age 81.

#### Exhibit 8 Allianz Life Insurance Company of North America Comparison of Assumptions Current Assumption Voluntary Lapse Rates Policy Form 10-P-Q, et al.

Duration	Indivi	Individual		ried
Duration	Non-COLA	COLA	Non-COLA	COLA
1	9.50%	7.00%	7.70%	3.50%
2	6.80%	4.50%	5.80%	2.50%
3	4.00%	2.20%	3.80%	1.50%
4	3.00%	1.50%	2.80%	1.25%
5	2.30%	1.30%	1.00%	0.50%
6	1.60%	0.90%	1.00%	0.50%
7+	1.40%	0.75%	1.00%	0.40%

# **Allianz Life Insurance Company of North America**

# Home Office: 5701 Golden Hills Drive Minneapolis, MN 55416-1297

## Actuarial Memorandum Supporting 67% Aggregate Premium Rate Increase On Individual Long-Term Care Insurance Policy Forms

### 1. TYPE OF CHANGE

Allianz Life Insurance Company of North America (the Company) proposes the following rate revisions on the below long-term care (LTC) policy form. The company issued this policy form in Virginia between 2003 and 2007.

## **Generation Protector (GPR)**

Policy Forms: 10-P-Q-VA

**Benefit Increase Riders**: 10-R1, 10-R2, 10-R3, 10-R4, 10-R5, 10-R22 **Other Riders**: 10-R6, 10-R7-VA, 10-R8-VA, 10-R9, 10-R10, 10-R11, 10-R12, 10-R13, 10-R14, 10-R15, 10-R16, 10-R17, 10-R18, 10-R19, 10-R20, 10-R21, 10-E-2

Form series 10-P-Q-VA was originally approved by the Bureau on October 22, 2003.

The premium rate increase request varies by benefit period and is staged over 3 years based on the Bureau's request from June 23, 2023. The table below provides the requested rate increase:

Benefit	Rate Increase					
Period	Year 1	Year 2	Year 3	Total		
2-4 Year	30.00%	0.00%	0.00%	30.00%		
5-8 Year	30.00%	25.00%	4.61%	69.99%		
Lifetime	30.00%	25.00%	20.00%	95.00%		

As the Company is not currently marketing new business, the required statement that the renewal premium rate schedules are not greater than the new business premium rate schedules is not applicable.

#### 2. PURPOSE OF FILING

This memorandum has been prepared to provide actuarial information supporting a rate revision to premiums for the form series above. The rate revision meets the minimum requirements in the statutes of Virginia.

The Company is requesting a premium rate increase on the above-listed form, including all associated riders. This form is in need of a premium rate increase due to past and projected future experience that continues to be more adverse than previously expected and originally priced for.

# 3. LIMITATIONS AND EXCLUSIONS

This actuarial memorandum is intended to support the premium rate increase on the policy form described above and it is not appropriate to use for any other purposes.

# 4. HISTORY OF RATE REVISION

The table below provides the rate increase history in Virginia for the policy form series in this filing.

	Policy Form Series: GPR					
Rate Increase		Rate Increase	SERFF Tracking			
Round	Date of ApprovalAmountNumber (if available)					
First Rate Increase	6/8/2016	56.3%	ALLB-128730838			

Exhibit 1 provides the rate increase history nationwide for the policy form series in this filing.

# 5. SCOPE AND APPLICABILITY

This filing applies to active premium paying policies issued in this state for the policy form listed above. This policy form is no longer being marketed. This policy form includes premium payment options and traditional level-pay-for-life. All premium paying policies are included in this filing and in the attached distribution of business Exhibits. Exhibit 1 provides a distribution of in-force policies and total annual premiums by issue state.

These rates when approved will be applied to policies delivered or issued for delivery in the state of Virginia, regardless of place of current residence.

# 6. DESCRIPTION OF BENEFITS

These plans are Guaranteed Renewable, Tax-Qualified, Individual Long Term Care Insurance plans. Plans cover facility care and home and community care where applicable. Premiums vary by issue age and are projected to be level for the duration of the policy, unless modified by the riders elected by the policyholder. Rider charges are factor based and are a multiplier of the base premium.

Several coverage options are available:

- Various Maximum Benefit Periods
- Various Daily Benefit Amounts
- Various Elimination Periods
- Facility Care Plan with various Home and Community Care Benefit levels
- Separate rates for different underwriting classes
- Separate rates for joint and single lives

# 7. POLICYHOLDER OPTIONS

Assuming that the proposed rate increase becomes effective, policyholders will have the following options upon notification of the rate increase:

## Policyholder Options to Reduce Benefits:

Policyholders with benefits above the minimum coverage level have the option to modify their policy benefits to mitigate the impact of the proposed rate increase. As examples, the options include, but are not limited to the following:

- 1. Reduce their benefit period,
- 2. Lower their daily benefit,
- 3. Increase their elimination period,
- 4. Reduce or cancel cost of living accumulation (COLA) riders.

To further minimize the impact to policyholders: As a part of this rate increase, for a limited time policyholders who reduce or cancel their COLA benefit riders will maintain all of their past COLA benefit increase percentages. Future premiums and benefit increases will be based on the new coverage levels elected by the policyholder. If the policyholder reduces their daily benefit, then the past increase in daily benefit from COLA rider will be reduced by the same proportion.

#### Non-forfeiture Offers:

In addition, the Company will give the policyholder the option to accept a non-forfeiture benefit if they receive a premium increase at no charge. Acceptance of the non-forfeiture benefit will provide the policyholder with a reduced paid-up policy, with no future premiums required after the effective date of the policyholder's rate increase. Policyholders who elect this option will pay no additional premiums after the effective date of the rate increase, and their benefit pool will be their total premiums paid. In consideration of our policyholders, our company does not subtract past claims from the benefit pool prior to the election of this rider.

# 8. ISSUE YEAR

This form was sold from 2003 to 2007 in Virginia, and marketed nationally from 2003 through 2009. This form is no longer being issued in any state as Allianz stopped issuing all individual standalone long-term care insurance in 2010.

# 9. UNDERWRITING DESCRIPTION

All policies subject to this rate revision were subject to full underwriting in accordance with Company standards in place at the time of issue. Those underwriting standards were taken into consideration when projecting future experience.

#### **10. MARKETING METHOD**

Sales were conducted by individual agents, who sold primarily on an individual policy basis. The Company no longer sells long-term care insurance policies.

### **11. AREA FACTORS**

The Company did not use area factors within the state.

# **12. AVERAGE ANNUAL PREMIUM PER INSURED**

This section compares the average premiums of the Virginia policy form and nationwide policy form. The following table provides the average annual premium based on December 31, 2021 in-force policies for the policy form included in this filing, both without and with the requested increase. Per the objection received on January 9, 2024, the nationwide average annual premium if all outstanding filings are approved as submitted is also provided below. This nationwide average premium also reflects actual approvals through January 2, 2024.

Virginia Generation Protector Policy Fo	rm:		
Current Average Annual Premium:	\$2,663	(1,654 Premium Paying Policies)	
Proposed (67% increase):	\$4,457		
National Generation Protector Policy Fo	orm:		
National Generation Protector Policy Fo 2021 Annual Premium:	orm: \$2,398	(28,096 Premium Paying Policies)	
		(28,096 Premium Paying Policies)	

## **13. PREMIUM MODALIZATION RULES**

The modal premium factors will remain unchanged from the current factors.

#### 14. RESERVES

Active life reserves have not been used in the experience exhibits for this rate increase analysis for the purpose of demonstrating compliance with minimum loss ratio requirements.

At each valuation date, a claim reserve is computed for each active and pending claim case. For active claims, the claim reserve is calculated as the present value of future benefits from the valuation date to the end of the benefit period. Benefit amounts are discounted for interest and claim continuance. Claim reserves have been discounted and allocated to the appropriate incurred year.

#### **15. BEST ESTIMATE ACTUARIAL ASSUMPTIONS**

#### a. <u>Morbidity:</u>

Attained age claim costs and Waiver of Premium benefits used in projecting future experience for this form have been developed utilizing Company-specific policy experience enhanced with other industry data as needed. Claim costs vary by joint policy status (joint vs. single), gender and various levels of home health care with adjustments for elimination periods, benefit periods, and riders.

Claim costs are developed from first principle using company-specific historical claim experience. Allianz incidence rates are typically credible up to age 89. Allianz data was then graded towards industry data for ages 89 and above, ultimately equating with industry experience by age 100. Continuance and utilization rates from Allianz claim data were blended with industry data when experience lacked credibility (fewer than 1,000 beginning of month claim exposures). Allianz experience was generally in line with industry data.

Future claim costs are projected on a seriatim basis for each policyholder. These claim costs are adjusted according to each policy's benefit designs, such as COLA option, elimination periods and benefit periods.

Underwriting, claim management and product design were taken into consideration when setting the assumptions. Allianz historical experience includes the positive impact of underwriting selection. No scalar increases to the claim cost assumption are made within these projections to reflect future wear off from underwriting selection.

## b. <u>Mortality:</u>

The projected future experience uses the gender-distinct 2012 Individual Annuitant Mortality (2012 IAM) table. This assumption is developed based on feedback from our consultants and is consistent with industry practice. The mortality assumption balances our morbidity assumption as neither is projected to have future improvements.

## c. <u>Persistency:</u>

The Company's own experience was used in the development of the lapse assumption. The experience is determined to be credible through policy duration 11. The voluntary lapse assumption is split by duration, marital status and COLA option as follows:

	Individual		Marr	ied
Duration	Non-COLA COLA		Non-COLA	COLA
1	9.50%	7.00%	7.70%	3.50%
2	6.80%	4.50%	5.80%	2.50%
3	4.00%	2.20%	3.80%	1.50%
4	3.00%	1.50%	2.80%	1.25%
5	2.30%	1.30%	1.00%	0.50%
6	1.60%	0.90%	1.00%	0.50%
7+	1.40%	0.75%	1.00%	0.40%

Additional lapses caused by exhaustion of benefits are also modeled using claim incidence, continuance, and utilization rates.

Based on company experience, a 1% increase to lapse rate is assumed immediately after the implementation of the rate increase to account for the election of reduced paid up benefit.

d. Expected Benefit Reduction:

Based on company experience from previous rate increases, the cash flow projection for the proposed rate increase includes an expectation of policyholders lowering their lifetime maximum benefit.

Lifetime benefit period policies are projected to reduce to a 5 year benefit period 7% of the time and to a 3 year benefit period 6% of the time. Policyholders with a non-lifetime benefit period equal to or greater than 5 years are projected to reduce to a 3 year benefit period 5% of the time.

## e. Interest and Investment Income:

The interest rate of 4.5% used in the original product filing is also used in these exhibits to calculate the loss ratio. Changes in interest rates and investment income are not used to justify the rate increase.

## f. <u>Expenses:</u>

Changes in expense are not used to justify the rate increase and are not included in this analysis. It is assumed that original expense assumptions are still appropriate.

Exhibit 2 provides additional information and justification for the assumptions used in this filing.

The Company is no longer marketing long-term care products. As a result, the requirement to reflect on any assumptions that deviate from those used for pricing other forms currently available for sale is not applicable.

# 16. DEMONSTRATION OF SATISFACTION OF REQUIREMENTS

The projections included in this filing are produced by applying "best estimate" actuarial assumptions that reasonably reflect actual experience. All policies other than traditional-level-pay-for-life are excluded from the historical and projected experience used to calculate loss ratios. The anticipated lifetime loss ratio for policies based on Virginia specific rate history and these assumptions before the requested rate increase is 114.7% nationwide and 123.7% in Virginia based on pooled experience (Exhibit 3 & 4). The lifetime loss ratio after the requested rate increase is 98.6% nationwide and 102.2% in Virginia based on pooled experience (Exhibits 5 & 6). Loss ratios for Virginia policyholders are slightly higher than national policies mainly due to the difference in distribution of business mix and higher historical claims.

The requested rate increase is not calculated to achieve a targeted loss ratio or to maintain rate stability since that would require a significantly larger rate increase. The request is meant to find a balance between the poor performance of the business and the impact of rate increases on our policyholders.

A detailed demonstration of the alternative 58/85 calculations justifying the rate increase can be found in Exhibit 7. A majority of policies subject to this rate increase are eligible for the Contingent Benefit Upon Lapse, so the alternative version of the 58/85 calculation, which uses the greater of 58% and the original pricing loss ratio of 65.5%, is provided per post-rate stability regulation.

The justifiable rate increases under moderately adverse conditions are over 215% on a nationwide basis based on pooled experience. Moderately adverse conditions for the 58/85 calculation are defined as a 10% increase in future claim cost over the current best estimate. All of the policies in this filing are subject to post-rate stability regulation.

# **17. ANALYSIS PERFORMED TO CONSIDER A RATE INCREASE**

The initial premium schedules were based on pricing assumptions that reflected the Company's best estimate utilizing the available information at the time. Recent experience studies performed show that experience is more unfavorable than previously assumed which resulted in assumptions being updated and has led to the Company requesting a rate increase on this product. This level is higher than the nationwide average request of 43% to help bring premiums closer to rate levels requested nationwide. The Virginia specific experience lacks credibility and was not considered on its own in determining the requested rate

level compared to our nationwide requests. The original pricing assumptions compared to our current assumptions are included in Exhibit 8.

# **18. LOSS RATIOS**

The lifetime loss ratios for the policy form series split by benefit period are provided in the table below both without and with the requested rate increase. To reflect Virginia specific rate history, nationwide loss ratios are restated to reflect rate increases implemented in Virginia. For actuarial modeling purposes the requested rate increase is assumed to be effective December, 2022.

Benefit	Before	After			
Period	Increase	Increase			
Virginia					
2-4 Years	95.6%	88.7%			
5-8 Years	129.5%	106.8%			
Lifetime	138.8%	105.4%			
All	123.7%	102.2%			
1	Nationwide				
2-4 Years	90.7%	85.1%			
5-8 Years	120.6%	102.7%			
Lifetime	133.9%	106.9%			
All	114.7%	98.6%			

# **19. DISTRIBUTION OF BUSINESS**

The historical experience reflects the actual distribution of policies during the experience period. We used the current distribution of business as of December 31, 2021 to project future experience.

			Natio	nwide			
	5% Compound	4% Compound	3% Compound	5% Simple	<b>Two Times</b>	No	Grand
Benefit period	COLA	COLA	COLA	COLA	COLA	COLA	Total
2-Year	0.4%	0.1%	0.3%	0.3%	0.2%	0.9%	2.3%
3-Year	4.7%	0.9%	2.8%	2.6%	1.5%	5.1%	17.6%
4-Year	5.5%	1.2%	2.4%	2.2%	1.0%	2.9%	15.2%
5-Year	10.2%	2.1%	4.3%	3.4%	1.8%	5.9%	27.6%
8-Year	4.8%	1.0%	1.8%	1.3%	0.9%	2.1%	11.9%
Lifetime	11.1%	1.5%	3.5%	3.5%	1.3%	4.5%	25.3%
Grand Total	36.7%	6.8%	15.0%	13.4%	6.8%	21.4%	100.0%

				Virg	ginia				
	5%	4%	3%					Proposed	
Benefit	Compound	Compound	Compound	5% Simple	Two Times	No	Grand	Rate	Policyholders
period	COLA	COLA	COLA	COLA	COLA	COLA	Total	Increase	Impacted
2-Year	0.3%	0.0%	0.3%	0.0%	0.1%	0.7%	1.3%	30.00%	22
3-Year	4.3%	0.6%	3.6%	1.5%	0.8%	3.3%	14.0%	30.00%	232
4-Year	5.9%	1.7%	3.3%	0.5%	0.6%	1.4%	13.4%	30.00%	222
5-Year	18.3%	2.4%	6.3%	1.4%	1.0%	2.7%	32.1%	69.99%	531
8-Year	7.1%	0.8%	3.0%	1.0%	0.2%	1.3%	13.4%	69.99%	221
Lifetime	16.3%	1.5%	4.2%	1.4%	0.4%	2.0%	25.8%	95.00%	426
<b>Grand Total</b>	52.1%	7.0%	20.7%	5.7%	3.1%	11.3%	100.0%	67%	1,654

# **20. ACTUARIAL CERTIFICATION**

I am an Associate of the Society of Actuaries and a Member of the American Academy of Actuaries, and I meet the Academy's qualifications standards for preparing health rate filings.

Claims, reserves, and policyholder data are provided by our third party administrator and our valuation actuaries. Data was reviewed for reasonableness.

I hereby certify that, to the best of my knowledge and belief:

- a. This filing complies with Actuarial Standards of Practice No. 8 "Regulatory Filings for Rates and Financial Projections for Health Plans";
- b. The rates are not unfairly discriminatory and the gross premiums are not excessive. The gross premiums are not reasonable in relation to the benefits.
- c. Moderately adverse condition is defined as a 10% increase in future claim cost over the current best estimate provided in the loss ratio Exhibits 3-6. Exhibit 7 reflects this 10% margin for moderately adverse experience.
- d. Policy design, underwriting, and claims adjudication practices have been taken into consideration.
- e. This filing is in compliance with the provisions of 14VAC5200-150 and 145VAC5-200-153.

## ALLIANZ LIFE INSURANCE COMPANY OF NORTH AMERICA

By:

Name: Scott Laska, ASA, MAAA Assistant Actuary Its: Authorized Designee March 19, 2024

#### Exhibit 1 Allianz Life Insurance Company of North America Status of Filing as of 1/13/2023 Policy Form Series : 10-P-Q, et al.

		First Rat	e Increase			Second R	ate Increase		Sec	ond Rate Inc	rease (Follow-u	(p)		Third Rat	e Increase		Th	ird Rate Incre	ease (Follow-U	p)	Cumulative	Cumulative As of Decembe	
	Amount	Date	Date	Amount	Amount	Date	Date	Amount	Amount	Date	Date	Amount	Amount	Date	Date	Amount	Amount	Date	Date	Amount	Approved	Policy	Annualized
State	Requested	Filed	Approved	Approved	Requested	Filed	Approved	Approved	Requested	Filed	Approved	Approved	Requested	Filed	Approved	Approved	Requested	Filed	Approved	Approved	Increase	Count	Premium
Alabama	25.0%	10/29/2012	12/6/2012	20.0%	39.0%	10/16/2015	5/11/2016	18.3%					47.8%	6/29/2021	8/13/2021	15.0%					63.3%	439	\$ 935,86
Alaska	25.0%	10/25/2012	11/16/2012	25.0%	39.0%	10/21/2015	10/21/2015	39.0%					37.5%	9/13/2021	10/1/2021	37.5%					138.9%	55	\$ 176,93
Arizona - LR*	75.0%	2/1/2013	3/27/2013	75.0%	42.9%	8/10/2021	8/17/2022	25.6%													119.8%	328	\$ 887,78
Arizona - RS*	75.0%	2/1/2013	3/27/2013	75.0%	42.9%	8/10/2021	9/2/2022	23.3%													115.8%	255	\$ 675,06
Arkansas	30.0%	10/16/2015	12/17/2015	25.0%					9.0%	2/7/2019	3/20/2019	9.3%	43.7%	8/12/2021	Disapproved	0.0%					36.6%	265	\$ 502,64
Colorado	25.0%	5/17/2013	8/1/2013	25.0%	39.0%	12/27/2017	6/2/2017	10.4%					64.6%	7/28/2021							38.0%	961	\$ 2,243,21
Connecticut	25.0%	5/20/2014	Disapproved	0.0%	39.0%	5/5/2016	9/22/2016	15.0%	29.0%	2/7/2019	4/3/2019	12.0%	63.7%	7/7/2021	12/2/2021	30.4%					68.0%	200	\$ 639,1
Delaware	20.0%	10/29/2012	3/15/2013	15.0%	39.0%	12/27/2018	4/1/2019	39.0%													59.9%	94	\$ 168,1
Dist. of Columbia					39.0%	1/7/2019	9/24/2019	8.5%					10.0%	7/12/2021	10/23/2021	10.0%					19.4%	46	\$ 96,5
Florida	25.0%	6/3/2013	11/26/2013	7.3%	56.4%	12/31/2019	9/24/2020	93.6%													107.7%	1,086	\$ 2,448,9
Georgia	25.0%	10/31/2012	2/8/2013	15.0%	39.0%	10/16/2015	3/15/2016	12.0%	27.0%	2/7/2019	5/21/2019	10.2%	69.4%	6/29/2021	7/21/2021	9.9%	59.9%	11/22/2022			56.0%	1,153	\$ 2,692,75
Hawaii	25.0%	10/31/2012	7/19/2013	9.5%	39.0%	10/16/2015	11/15/2018	38.8%													52.0%	381	\$ 1,016,03
Idaho	25.0%	11/2/2012	2/21/2013	10.0%	39.0%	10/16/2015	12/24/2015	39.0%					41.6%	10/8/2021	5/27/2022	24.3%					90.1%	161	\$ 363,14
Illinois	100.0%	11/6/2012	12/8/2014	100.0%	Not Filing																100.0%	1,173	\$ 2,690,3
Indiana	41.2%	5/22/2019	Disapproved	0.0%	87.0%	6/26/2020	9/3/2020	9.6%					66.7%	1/27/2022							9.6%	276	\$ 525,80
Iowa	25.0%	11/8/2012	9/10/2013	15.0%	39.0%	10/16/2015	4/7/2016	17.9%	21.0%	2/7/2019	3/18/2019	11.2%	51.9%	7/23/2021	11/2/2021	28.8%					94.2%	743	\$ 1,580,76
Kansas	25.0%	10/29/2012	3/29/2013	10.0%	61.5%	10/16/2015	7/26/2016	61.5%													77.7%	569	\$ 1,160,57
Kentucky	25.0%	11/7/2012	2/4/2013	18.3%	39.0%	10/16/2015	1/18/2016	35.9%					46.2%	7/28/2021	11/15/2021	18.1%					89.8%	317	\$ 702,62
Louisiana					39.0%	12/27/2018	9/23/2019	13.5%					77.3%	7/13/2021	2/10/2022	21.8%					38.2%	283	\$ 439,80
Maine - LR*	25.0%	12/19/2012	4/3/2013	23.5%	39.0%	1/12/2016	8/18/2016	36.1%					31.9%	9/8/2021	12/17/2021	8.6%					82.5%	105	\$ 267,22
Maine - RS*	25.0%	11/16/2012	1/18/2013	25.0%	39.0%	1/12/2016	8/18/2016	45.5%					37.2%	9/8/2021	12/17/2021	37.2%					149.5%	173	\$ 493,70
Maryland	15.0%	10/29/2012	11/13/2012	15.0%	39.0%	10/16/2015	5/19/2016	15.0%	12.0%	2/7/2019	7/2/2019	12.6%	43.7%	7/13/2021	10/14/2021	14.0%					69.8%	653	\$ 1,751,21
Massachusetts	30.0%	5/5/2016	9/6/2017	15.0%	60.2%	7/13/2021	7/15/2022	28.6%													47.9%	859	\$ 2,191,00
Michigan	25.0%	10/25/2012	11/26/2012	25.0%	39.0%	10/16/2015	11/6/2015	39.0%					40.2%	7/27/2021	8/17/2021	40.2%					143.6%	530	\$ 1,284,89
Minnesota	30.0%	2/11/2015	4/18/2016	30.0%	60.1%	6/29/2021	11/29/2021	47.2%													91.4%	1,355	\$ 2,590,58
Mississippi	25.0%	11/8/2012	3/11/2013	25.0%	39.0%	10/16/2015	12/16/2015	25.0%	6.0%	2/7/2019	10/22/2019	6.0%	46.9%	8/10/2021							65.6%	122	\$ 265,39
Missouri - LR*	25.0%	6/4/2013	7/16/2013	25.0%	39.0%	11/16/2015	1/29/2016	39.0%					43.9%	8/20/2021	11/22/2021	43.9%					150.0%	174	\$ 380,73
Missouri - RS*	25.0%	5/17/2013	9/3/2013	25.0%	39.0%	10/16/2015	1/29/2016	39.0%					68.5%	8/20/2021	11/22/2021	68.3%					192.4%	565	\$ 1,288,78
Montana	25.0%	10/25/2012	12/3/2012	10.0%	39.0%	10/16/2015	6/8/2017	14.3%	23.0%	2/7/2019	5/21/2019	23.2%	46.6%	7/21/2021	10/1/2021	43.0%					121.5%	126	\$ 311,93
Nebraska	25.0%	10/31/2012	6/19/2013	10.0%	39.0%	10/16/2015	12/10/2015	39.0%					50.1%	10/11/2021	1/4/2022	50.1%					129.5%	479	\$ 1,082,69
Nevada	30.0%	10/16/2015	2/8/2016	30.0%	56.6%	8/26/2021	11/22/2021	37.2%													78.4%	92	\$ 167,55
New Hampshire	25.0%	12/7/2012	2/12/2013	25.0%	39.0%	10/16/2015	2/16/2016	39.0%					29.3%	10/21/2021	11/29/2021	29.3%					124.7%	131	\$ 328,97
New Jersey	25.0%	3/20/2013	3/13/2014	15.0%	39.0%	10/16/2015	10/27/2016	23.1%					40.1%	11/23/2021							41.6%	617	\$ 1,872,69
New Mexico	25.0%	11/8/2012	Disapproved	0.0%	39.0%	12/27/2018	1/28/2019	15.0%					65.5%	8/12/2021	11/8/2021	65.4%					90.2%	225	\$ 437,13
North Carolina	25.0%	11/21/2012	6/18/2013	25.0%	39.0%	10/16/2015	5/10/2016	30.0%					44.0%	7/12/2021	4/20/2022	44.2%					134.3%	1,431	\$ 3,461,90
North Dakota	25.0%	10/31/2012	1/9/2013	15.0%	39.0%	10/16/2015	12/14/2015	15.0%	17.0%	2/7/2019	3/11/2019	10.0%									45.5%	93	\$ 181,96
Ohio	25.0%	11/7/2012	4/23/2013	25.0%	39.0%	10/16/2015	5/20/2016	15.0%	25.0%	2/7/2019	7/24/2019	11.0%	39.4%	8/25/2021							59.6%	839	\$ 1,943,03
Oklahoma	25.0%	11/8/2012	1/3/2013	25.0%	39.0%	10/16/2015	2/22/2016	10.0%	25.0%	2/7/2019	3/14/2019	12.3%	49.9%	8/16/2021	10/11/2021	32.3%					104.3%	305	\$ 645,06
Oregon	25.0%	11/7/2012	3/26/2014	25.0%	39.0%	10/16/2015	1/28/2016	39.0%					41.2%	8/11/2022							73.8%	452	\$ 1,126,69
Pennsylvania	25.0%	11/16/2012	2/12/2013	20.0%	39.0%	10/16/2015	3/30/2016	31.5%					40.1%	7/13/2021	11/15/2021	20.0%					89.4%	1,399	\$ 3,520,68
Rhode Island					39.0%	12/27/2018	1/21/2020	39.0%													39.0%	72	\$ 160,25
South Carolina	25.0%	11/5/2012	2/22/2013	20.0%	39.0%	10/16/2015	2/8/2016	20.0%	16.0%	2/7/2019	11/21/2019	9.8%	44.2%	9/24/2021	12/8/2021	12.0%					77.1%	371	\$ 833,32
South Dakota	25.0%	11/7/2012	12/26/2012	25.0%	39.0%	10/16/2015	11/13/2015	39.0%					50.4%	9/7/2021	9/20/2021	50.4%					161.3%	219	\$ 541,36
Tennessee	25.0%	11/7/2012	3/20/2013	25.0%	39.0%	10/16/2015	4/5/2016	39.0%					41.5%	7/8/2021	7/21/2022	24.9%					117.0%	602	\$ 1,297,19
Texas	75.0%	5/6/2013	9/23/2013	75.0%	Not Filing								68.9%	7/12/2021	11/29/2021	62.2%					183.9%	2,747	\$ 7,246,88
Utah	30.0%	10/19/2015	12/15/2015	30.0%	Not Filing								59.3%	9/8/2021	11/24/2021	59.3%					107.1%	149	\$ 303,48
Vermont					39.0%	12/27/2018	7/7/2021	39.0%													39.0%	131	\$ 250,60
Virginia	56.3%	11/8/2012	6/8/2016	56.3%	Not Filing																56.3%	1,654	\$ 4,404,9
Washington	25.0%	11/8/2012	4/12/2013	25.0%	39.0%	10/19/2015	6/16/2016	25.8%					39.9%	9/8/2021	3/7/2022	30.0%					104.4%	2,050	\$ 5,393,6
West Virginia	25.0%	11/16/2012	1/30/2013	25.0%	39.0%	10/16/2015	2/26/2016	39.0%					41.7%	9/28/2021	5/17/2022	25.1%					117.3%	59	\$ 129,8
Wisconsin	25.0%	11/7/2012	2/6/2013	25.0%	39.0%	12/17/2015	9/19/2016	39.0%					37.9%	8/22/2022	9/13/2022	37.9%					139.6%	468	\$ 1,081,78
Wyoming	25.0%	10/23/2012	2/4/2013	25.0%	39.0%	10/16/2015	2/9/2016	39.0%					38.7%	10/8/2021	1/10/2022	38.7%					141.0%	64	\$ 181,14
, ,			rate stability in																	Total	99.1%	28,096	\$ 67.364.7

*LR* = policies issued prior to the effective date of rate stability in that state. *RS* = policies issued on or after the effective date of rate stability in that state.

#### Exhibit 3 Allianz Life Insurance Company of North America Nationwide Experience Policy Form Series: GPR As of 12/31/2021 No Requested Rate Increase

Year	Earned Premium	Incurred Claims	Loss Ratio
2003	\$811,127	\$0	0.0%
2004	\$15,427,493	\$447,442	2.9%
2005	\$36,460,733	\$1,117,653	3.1%
2006 2007	\$56,800,911 \$65,030,497	\$4,945,470 \$4,465,377	8.7% 6.9%
2007	\$65,377,333	\$6,922,334	10.6%
2009	\$63,775,807	\$7,268,827	11.4%
2010	\$62,052,018	\$8,036,365	13.0%
2011	\$60,596,491	\$8,683,214	14.3%
2012	\$59,474,638	\$13,061,069	22.0%
2013 2014	\$58,386,429 \$56,390,072	\$13,294,037 \$20,588,111	22.8% 36.5%
2014	\$54,241,333	\$23,060,307	42.5%
2016	\$52,910,593	\$29,375,166	55.5%
2017	\$51,610,601	\$28,955,321	56.1%
2018	\$57,367,077	\$35,894,714	62.6%
2019	\$60,718,604	\$39,387,941	64.9%
2020 2021	\$67,546,952 \$71,262,095	\$43,928,808 \$73,806,498	65.0% 103.6%
2021	\$67,623,018	\$49,860,302	73.7%
2023	\$65,453,156	\$57,710,705	88.2%
2024	\$62,607,030	\$64,768,832	103.5%
2025	\$59,708,892	\$72,700,924	121.8%
2026	\$56,760,824	\$81,595,986	143.8%
2027	\$53,772,875	\$91,099,377	169.4%
2028 2029	\$50,748,909 \$47,708,115	\$101,270,762 \$111,306,998	199.6% 233.3%
2029	\$44,658,411	\$121,187,702	271.4%
2031	\$41,616,937	\$130,347,829	313.2%
2032	\$38,594,083	\$139,078,076	360.4%
2033	\$35,614,652	\$146,526,618	411.4%
2034	\$32,690,702	\$153,076,464	468.3%
2035 2036	\$29,842,595 \$27,082,985	\$158,253,713 \$162,455,098	530.3% 599.8%
2030	\$24,436,457	\$164,755,696	674.2%
2038	\$21,913,821	\$165,622,942	755.8%
2039	\$19,530,955	\$164,627,398	842.9%
2040	\$17,294,484	\$162,287,607	938.4%
2041	\$15,218,558	\$157,898,535	1037.5%
2042	\$13,304,751 \$11,557,709	\$152,355,310	1145.1%
2043 2044	\$9,973,968	\$145,572,168 \$138,205,577	1259.5% 1385.7%
2045	\$8,554,220	\$129,559,756	1514.6%
2046	\$7,289,229	\$120,409,260	1651.9%
2047	\$6,172,254	\$110,854,463	1796.0%
2048	\$5,192,439	\$101,480,958	1954.4%
2049	\$4,342,845	\$91,900,257	2116.1%
2050 2051	\$3,610,987 \$2,986,110	\$82,651,634 \$73,725,502	2288.9% 2468.9%
2051	\$2,455,622	\$65,548,813	2669.3%
2053	\$2,009,880	\$57,800,828	2875.8%
2054	\$1,637,230	\$50,752,450	3099.9%
2055	\$1,327,867	\$44,242,687	3331.9%
2056	\$1,071,825	\$38,381,291 \$32,951,564	3580.9%
2057 2058	\$861,493 \$689,157	\$32,951,564 \$28,117,573	3824.9% 4080.0%
2059	\$548,785	\$23,832,320	4342.7%
2060	\$434,806	\$20,136,284	4631.1%
2061	\$342,962	\$16,849,842	4913.0%
2062	\$269,131	\$14,030,107	5213.1%
2063	\$210,119	\$11,604,859	5523.0%
2064 2065	\$163,114 \$125,992	\$9,581,429 \$7,838,145	5874.1% 6221.1%
2065 2066	\$125,992 \$96,750	\$7,838,145 \$6,345,610	6221.1% 6558.8%
2000	\$73,854	\$5,065,031	6858.2%
2068	\$55,984	\$4,000,907	7146.6%
2069	\$42,154	\$3,113,728	7386.5%
2070	\$31,496	\$2,398,875	7616.4%
2071	\$23,349 \$59,954	\$1,826,689 \$5,279,605	7823.3%
2072+	<i>\$37,73</i> 4	φ <i>3</i> ,279,003	8806.1%

Sumn	nary of Experience	at 4.5%	
	Earned Premium	Incurred Claims	Loss Ratio
Historical (YE2021)	\$1,510,081,070	\$453,220,203	30.0%
Projected Future (2022 +)	\$624,190,994	\$1,994,417,309	319.5%
Total Lifetime Anticipated	\$2,134,272,064	\$2,447,637,512	114.7%

#### Exhibit 4 Allianz Life Insurance Company of North America Virginia Experience Policy Form Series: GPR As of 12/31/2021 No Requested Rate Increase

Year	Earned Premium	Incurred Claims	Loss Ratio
2003	\$1,916	\$0	0.0%
2004	\$566,562	\$0	0.0%
2005	\$1,660,764	\$0	0.0%
2006	\$3,137,339	\$699	0.0%
2007	\$3,794,721	\$145,215	3.8%
2008	\$3,667,940	\$121,345	3.3%
2009	\$3,566,608	\$6,276	0.2%
2010 2011	\$3,481,667 \$3,419,371	\$49,608 \$783,535	1.4% 22.9%
2011	\$3,368,246	\$175,475	5.2%
2013	\$3,321,240	\$636,635	19.2%
2014	\$3,280,467	\$0	0.0%
2015	\$3,235,780	\$267,587	8.3%
2016	\$3,176,315	\$1,109,605	34.9%
2017	\$3,119,975	\$420,298	13.5%
2018	\$3,446,260	\$2,061,138	59.8%
2019	\$3,673,067	\$1,112,856	30.3%
2020 2021	\$4,102,622 \$4,408,637	\$1,278,705 \$2,135,855	31.2% 48.4%
2022	\$4,266,772	\$2,026,654	47.5%
2023	\$4,157,447	\$2,419,973	58.2%
2024	\$4,031,261	\$2,798,771	69.4%
2025	\$3,901,396	\$3,232,851	82.9%
2026	\$3,767,610	\$3,735,505	99.1%
2027	\$3,630,013	\$4,296,902	118.4%
2028	\$3,488,384	\$4,933,464	141.4%
2029	\$3,343,272 \$3,194,695	\$5,614,288 \$6,347,445	167.9%
2030 2031	\$3,043,063	\$6,347,445 \$7,106,223	198.7% 233.5%
2031	\$2,888,461	\$7,908,282	273.8%
2032	\$2,731,835	\$8,705,555	318.7%
2034	\$2,573,584	\$9,520,886	369.9%
2035	\$2,414,602	\$10,314,242	427.2%
2036	\$2,255,391	\$11,106,353	492.4%
2037	\$2,097,248	\$11,822,068	563.7%
2038	\$1,940,845	\$12,489,953	643.5%
2039	\$1,787,283	\$13,046,342	730.0%
2040 2041	\$1,637,165 \$1,491,764	\$13,523,190 \$13,829,837	826.0% 927.1%
2041	\$1,351,655	\$14,021,051	1037.3%
2043	\$1,217,765	\$14,077,247	1156.0%
2044	\$1,090,563	\$14,030,287	1286.5%
2045	\$970,937	\$13,792,114	1420.5%
2046	\$859,058	\$13,436,007	1564.0%
2047	\$755,341	\$12,964,091	1716.3%
2048	\$659,805	\$12,433,142	1884.4%
2049	\$572,803	\$11,785,167	2057.5%
2050 2051	\$494,097 \$423,524	\$11,080,152 \$10,312,260	2242.5% 2434.9%
2051	\$360,634	\$9,551,820	2648.6%
2052	\$305,200	\$8,756,797	2869.2%
2054	\$256,642	\$7,977,512	3108.4%
2055	\$214,483	\$7,203,791	3358.7%
2056	\$178,057	\$6,456,121	3625.9%
2057	\$146,886	\$5,712,223	3888.9%
2058	\$120,360	\$5,014,229	4166.0%
2059 2060	\$97,994 \$79,247	\$4,361,813 \$3,778,955	4451.1% 4768.6%
2000	\$63,687	\$3,236,670	4708.0% 5082.2%
2001	\$50,834	\$2,750,748	5411.2%
2063	\$40,314	\$2,322,903	5762.0%
2064	\$31,760	\$1,962,702	6179.8%
2065	\$24,889	\$1,644,815	6608.6%
2066	\$19,394	\$1,365,851	7042.6%
2067	\$15,030	\$1,119,933	7451.5%
2068	\$11,570	\$909,907 \$728,274	7864.4%
2069 2070	\$8,854 \$6,734	\$728,374 \$579,904	8226.5% 8611.8%
2070	\$5,093	\$456,872	8970.2%
2072+	\$14,515	\$1,497,904	10319.7%

Sumn	nary of Experience	at 4.5%	
	Earned Premium	Incurred Claims	Loss Ratio
Historical (YE2021)	\$85,761,007	\$12,503,514	14.6%
Projected Future (2022 +)	\$45,239,326	\$149,507,609	330.5%
Total Lifetime Anticipated	\$131,000,333	\$162,011,124	123.7%

#### Exhibit 5 Allianz Life Insurance Company of North America Nationwide Experience Policy Form Series: GPR As of 12/31/2021 With Average 67% Rate Increase

Year	Earned Premium	Incurred Claims	Loss Ratio
2003	\$811,127	\$0	0.0%
2004	\$15,427,493	\$447,442	2.9%
2005	\$36,460,733	\$1,117,653	3.1%
2006	\$56,800,911	\$4,945,470	8.7%
2007 2008	\$65,030,497 \$65,377,333	\$4,465,377 \$6,922,334	6.9% 10.6%
2008	\$65,377,333 \$63,775,807	\$7,268,827	10.6% 11.4%
2009	\$62,052,018	\$8,036,365	13.0%
2011	\$60,596,491	\$8,683,214	14.3%
2012	\$59,474,638	\$13,061,069	22.0%
2013	\$58,386,429	\$13,294,037	22.8%
2014	\$56,390,072	\$20,588,111	36.5%
2015	\$54,241,333	\$23,060,307	42.5%
2016	\$52,910,593 \$51,610,601	\$29,375,166	55.5%
2017 2018	\$51,610,601 \$57,367,077	\$28,955,321 \$35,894,714	56.1% 62.6%
2018	\$60,718,604	\$39,387,941	64.9%
2020	\$67,546,952	\$43,928,808	65.0%
2021	\$71,262,095	\$73,806,498	103.6%
2022	\$67,700,979	\$49,860,302	73.6%
2023	\$78,375,630	\$56,743,278	72.4%
2024	\$89,159,792	\$63,403,552	71.1%
2025	\$93,349,480	\$71,481,926	76.6%
2026 2027	\$90,464,478 \$85,810,335	\$80,288,078 \$89,528,178	88.8% 104.3%
2027	\$81,090,300	\$99,412,100	122.6%
2029	\$76,333,967	\$109,157,364	143.0%
2030	\$71,553,458	\$118,746,649	166.0%
2031	\$66,775,473	\$127,624,659	191.1%
2032	\$62,016,247	\$136,074,726	219.4%
2033	\$57,314,907	\$143,266,191	250.0%
2034	\$52,690,698	\$149,578,204	283.9%
2035 2036	\$48,176,157 \$43,791,792	\$154,550,384 \$158,570,639	320.8% 362.1%
2030	\$39,577,364	\$160,736,402	406.1%
2038	\$35,550,951	\$161,506,057	454.3%
2039	\$31,738,811	\$160,463,929	505.6%
2040	\$28,152,511	\$158,117,268	561.6%
2041	\$24,815,775	\$153,779,066	619.7%
2042	\$21,732,218	\$148,321,043	682.5%
2043	\$18,910,606	\$141,661,381	749.1%
2044	\$16,346,761	\$134,439,705 \$125,980,384	822.4%
2045 2046	\$14,043,263 \$11,986,402	\$117,036,619	897.1% 976.4%
2040	\$10,166,341	\$107,705,442	1059.4%
2048	\$8,566,407	\$98,555,743	1150.5%
2049	\$7,176,207	\$89,211,205	1243.2%
2050	\$5,976,206	\$80,195,760	1341.9%
2051	\$4,949,564	\$71,499,354	1444.6%
2052	\$4,076,291	\$63,535,475	1558.7%
2053	\$3,341,136	\$55,993,852 \$40,127,614	1675.9%
2054 2055	\$2,725,411 \$2,213,361	\$49,137,614 \$42,812,131	1802.9% 1934.3%
2055	\$1,788,850	\$37,124,612	2075.3%
2057	\$1,439,558	\$31,864,038	2213.5%
2058	\$1,152,910	\$27,185,931	2358.0%
2059	\$919,073	\$23,041,629	2507.0%
2060	\$728,923	\$19,467,750	2670.8%
2061	\$575,481	\$16,289,273	2830.6%
2062	\$451,962 \$353,106	\$13,560,860 \$11,213,167	3000.4% 3175.6%
2063 2064	\$353,106 \$274,274	\$11,213,167 \$9,253,511	3175.6%
2065	\$211,954	\$7,565,512	3569.4%
2066	\$162,819	\$6,121,709	3759.8%
2067	\$124,318	\$4,884,864	3929.3%
2068	\$94,248	\$3,859,194	4094.7%
2069	\$70,967	\$3,005,458	4235.0%
2070	\$53,018	\$2,317,736	4371.6%
2071 2072+	\$39,297 \$100,843	\$1,766,881 \$5,112,722	4496.2% 5070.0%
20721	φ100,0 <del>1</del> 5	ψυ,112,122	5070.070

Summary of Experience at 4.5%								
	Earned Premium	Incurred Claims	Loss Ratio					
Historical (YE2021)	\$1,510,081,070	\$453,220,203	30.0%					
Projected Future (2022 +)	\$925,775,433	\$1,948,884,528	210.5%					
Total Lifetime Anticipated	\$2,435,856,503	\$2,402,104,731	98.6%					

#### Exhibit 6 Allianz Life Insurance Company of North America Virginia Experience Policy Form Series: GPR As of 12/31/2021 With Average 67% Rate Increase

Year	Earned Premium	Incurred Claims	Loss Ratio
2003	\$1,916	\$0	0.0%
2004	\$566,562	\$0	0.0%
2005	\$1,660,764	\$0	0.0%
2006	\$3,137,339	\$699	0.0%
2007 2008	\$3,794,721	\$145,215	3.8% 3.3%
2008	\$3,667,940 \$3,566,608	\$121,345 \$6,276	0.2%
2009	\$3,481,667	\$49,608	1.4%
2010	\$3,419,371	\$783,535	22.9%
2012	\$3,368,246	\$175,475	5.2%
2013	\$3,321,240	\$636,635	19.2%
2014	\$3,280,467	\$0	0.0%
2015 2016	\$3,235,780	\$267,587	8.3%
2010	\$3,176,315 \$3,119,975	\$1,109,605 \$420,298	34.9% 13.5%
2017	\$3,446,260	\$2,061,138	59.8%
2019	\$3,673,067	\$1,112,856	30.3%
2020	\$4,102,622	\$1,278,705	31.2%
2021	\$4,408,637	\$2,135,855	48.4%
2022	\$4,271,561	\$2,026,654	47.4%
2023	\$4,947,838	\$2,377,016	48.0%
2024 2025	\$5,766,400 \$6,175,498	\$2,734,736 \$3,170,444	47.4% 51.3%
2025	\$6,093,787	\$3,664,537	60.1%
2027	\$5,878,011	\$4,209,282	71.6%
2028	\$5,655,344	\$4,826,258	85.3%
2029	\$5,426,614	\$5,485,487	101.1%
2030	\$5,191,814	\$6,194,857	119.3%
2031	\$4,951,573	\$6,928,143	139.9%
2032 2033	\$4,706,004 \$4,456,594	\$7,702,518 \$8,471,157	163.7% 190.1%
2033	\$4,203,970	\$9,256,626	220.2%
2034	\$3,949,547	\$10,020,095	253.7%
2036	\$3,694,125	\$10,782,130	291.9%
2037	\$3,439,797	\$11,469,812	333.4%
2038	\$3,187,664	\$12,111,298	379.9%
2039	\$2,939,523	\$12,645,154	430.2%
2040 2041	\$2,696,375 \$2,460,312	\$13,102,109 \$13,394,748	485.9% 544.4%
2042	\$2,232,306	\$13,575,995	608.2%
2043	\$2,013,924	\$13,626,925	676.6%
2044	\$1,805,986	\$13,578,285	751.8%
2045	\$1,610,018	\$13,344,812	828.9%
2046	\$1,426,373	\$12,997,268	911.2%
2047	\$1,255,801	\$12,537,823	998.4%
2048 2049	\$1,098,388 \$954,771	\$12,021,111 \$11,391,051	1094.4% 1193.1%
2050	\$824,613	\$10,706,280	1298.3%
2051	\$707,705	\$9,961,004	1407.5%
2052	\$603,350	\$9,223,131	1528.7%
2053	\$511,215	\$8,452,501	1653.4%
2054	\$430,374	\$7,697,531	1788.6%
2055	\$360,071	\$6,948,447 \$6,225,832	1929.7% 2080.6%
2056 2057	\$299,231 \$247,087	\$5,507,721	2030.0%
2058	\$202,648	\$4,834,329	2385.6%
2059	\$165,124	\$4,205,530	2546.9%
2060	\$133,628	\$3,643,836	2726.8%
2061	\$107,451	\$3,120,995	2904.6%
2062	\$85,801 \$68,057	\$2,652,217	3091.1%
2063 2064	\$68,057 \$53,614	\$2,239,082 \$1,891,018	3290.0% 3527.1%
2065	\$42,002	\$1,584,026	3771.3%
2066	\$32,710	\$1,314,878	4019.8%
2067	\$25,327	\$1,077,904	4256.0%
2068	\$19,474	\$875,943	4497.9%
2069	\$14,881	\$701,719	4715.6%
2070 2071	\$11,297 \$8,527	\$559,243 \$441,111	4950.4% 5173.0%
2072+	\$24,101	\$1,449,205	6013.2%
	. ,	. , .,	

Sumn	nary of Experience	at 4.5%	
	Earned Premium	Incurred Claims	Loss Ratio
Historical (YE2021)	\$85,761,007	\$12,503,514	14.6%
Projected Future (2022 +)	\$68,587,655	\$145,169,571	211.7%
Total Lifetime Anticipated	\$154,348,662	\$157,673,086	102.2%

#### Exhibit 7 65.5%/85% Calculations Allianz Life Insurance of North America Nationwide Experience Policy Form Series: GPR

a)	The accumulated value of the initial earned premium is 65.5% of this value:	1,440 943
b)	The accumulated value of prior premium rate schedule increases is 85% of this value:	70 60
c)	The present value of future projected initial earned premiums is 65.5% of this value:	399 262
d)	The present value of future projected earned premium from prior premium rate schedule increases is PV of future projected EP from 67% increase: Combined: 85% of this value:	225 302 526 447
e)	The accumulated value of past incurred claims is The present value of future projected incurred claims* is sum of these 2 values:	453 2,144 2,597
f)	The sum of a,b,c and d is This amount is less than e)	1,712 2,597

\*Projected incurred claims contain a 10% margin for moderately adverse experience.

# **Allianz Life Insurance Company of North America**

### Home Office: 5701 Golden Hills Drive Minneapolis, MN 55416-1297

#### Supplement to the Actuarial Memorandum

Product Name Generation Protector Form series (including associated riders) 10-P-Q-VA

## 1. PURPOSE OF FILING

This supplement provides additional items required by Virginia Regulation, the Rate Review Requirements Checklist (RRRC), and information commonly requested by the Bureau in its review of long-term care rate filings. It may not be appropriate for other purposes.

# 2. NATIONWIDE AND VIRGINIA PROJECTED AND HISTORICAL EXPERIENCE (14VAC5-130-70.B.6 and RRRC)

Attachments 1 and 2 provide actual and projected calendar year actual-to-expected analysis for nationwide and Virginia-specific experience, respectively. Actual and projected experience provided in Attachments 1 and 2 is accumulated and discounted at 4.5% interest, as described in Section 15 of the actuarial memorandum. Expected experience is accumulated and discounted at the pricing interest rate for nationwide and Virginia policies in force as of December 31, 2021, respectively. The pricing interest rate is 4.5%, as shown in Exhibit 8 of the actuarial memorandum. The actual experience and projections in Attachment 1 have been restated to reflect rate increases implemented in Virginia on a nationwide basis. The Company does not consider Virginia-specific experience provided in Attachment 2 to be fully credible, but is providing it as required by the RRRC.

Attachments 3 and 4 provide actual and projected experience including earned premiums, incurred claims, paid claims, change in active life reserves, and incurred loss ratios with and without the change in active life reserves, and cumulative loss ratios by calendar year for nationwide and Virginia-specific experience, respectively. The actual experience and projections in Attachment 3 have been restated to reflect rate increases implemented in Virginia on a nationwide basis. The Company does not consider Virginia-specific experience provided in Attachment 4 to be fully credible, but is providing it as required by the RRRC. The incurred loss ratio is calculated as the sum of incurred claims and increase in active life reserves divided by earned premium as defined in 14VAC5-130-70.B.6.d. The values in these attachments are shown with and without interest accumulation/discounting at 4.5% interest, as described in Section 15 of the actuarial memorandum.

Nationwide experience using "best estimate" actuarial assumptions is the basis for determining the requested rate increase.

# 3. DESCRIPTION OF LOSS RATIO CALCULATION (14VAC5-130-70.B.10)

The lifetime loss ratio is calculated as the sum of accumulated past and discounted future claims divided by the sum of accumulated past and discounted future earned premium. The future loss ratio is calculated as anticipated discounted claims divided by discounted earned premiums. Historical experience is shown by claim incurral year with the loss ratio for each loss year calculated using the following formula.

$$LR_{j} = \frac{\sum_{k} \sum_{t j} Pmt_{t}^{k} * v^{t-k} + \sum_{k j} CR_{ValDate}^{k} * v^{ValDate-k}}{EP_{j}}$$

 $LR_i = loss ratio for year j$ 

 ${}^{jPmt_{t}^{k}}$  = claim payments at time t on claims incurred at time k in year j  ${}^{jCR_{valDate}^{k}}$  = open claim reserve held on the valuation date for claims incurred at time k in year j; claim reserve is the sum of disabled life reserve and IBNR reserve  ${}^{EP_{j}}$  = earned premium in year j ValDate = December 31, 2021

J = year of claim incurral

k = date of claim incurral

t = actual date of claim payment

v = 1 / 1.045 = 0.95694

# 4. PROSPECTIVE PRESENT VALUE ANALYSIS AND BLENDED IF-KNEW/MAKE-UP APPROACH

The Prospective Present Value Method (PPV Method) allows for an increase based on the deterioration in the projected experience for the active premium paying policyholders, along with "catch-up" and "transitional" rate increase provisions. The catch-up provision is included if part or all of a past rate increase was denied or significantly delayed. The transition provision allows for rate increases where prior rate increase requests were voluntarily reduced from the amount justified.

Attachment 5 provides the Present Value of Future Benefits (PVFB) and Present Value of Future Premiums (PVFP) based on nationwide experience under both current assumptions and assumptions from the prior rate filing. All values are discounted at 4.5% interest, which is both the currently assumed and original pricing interest rate assumption. Only active policyholders currently paying premium have been included.

Also included in Attachment 5 are the calculations for determining the justified rate increases from deterioration. The justified rate increase from deterioration is 76.4%, which is greater than the average 67% current request. As a result, we have not included the catch-up and transition provisions of the PPV at this time.

Please note that a projection model reflecting premium-paying policies using assumptions from the prior approved rate filing is unavailable. To estimate this projection, we used calendar year

pricing projections from the prior filing for all policyholders. These all-policies projections were "trued up" to reflect the active, premium-paying inforce population in 2021 and projected using persistency and loss ratios from the prior filing.

Attachment 6 provides the Blended If-Knew/Make-up approaches for nationwide experience. Included in Attachment 6 are initial target loss ratios for these forms, the percentage of policyholders remaining of the total issued polices, the "If-knew increase", the "Make-up increase", past cumulative rate increase, and the Blended If-Knew/Make-up increase. Note that the "If-knew increase" and "Make-up increase" shown in Attachment 6 reflect the additional rate increases from the current rate schedule needed under each approach. Attachment 6 calculates the Maximum Allowable increase based on the Cost Sharing increase with cumulative historical rate increases backed out.

As seen in Attachment 6, Maximum Allowable rate increase of 98.6% is justified based on nationwide experience, which is greater than the average 67% current request. All policies, including limited-pay policies that are now paid-up and any policies where premiums were or are presently being waived, are included in Attachment 6. Similar to the PPV Method, all values are discounted at 4.5%, as described in Section 15 of the actuarial memorandum.

# 5. DESCRIPTION OF ENCLOSURES

Attachment 1: Nationwide Actual-to-Expected Experience by Calendar Year Attachment 2: Virginia-Specific Actual-to-Expected Experience by Calendar Year Attachment 3: Nationwide Incurred Loss Ratio Experience including the Change in ALR Attachment 4: Virginia-Specific Incurred Loss Ratio Experience including the Change in ALR Attachment 5: Prospective Present Value (Texas) Method Justified Increase Attachment 6: Blended If-Knew/Make-up (Minnesota) Method Justified Increase

#### Attachment 1 Allianz Life Insurance Company of North America Actual to Expected Nationwide Experience by Calendar Year Policy Form Series : GPR As of 12/31/021 No Requested Rate Increase

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		Actual/P Earned	rojected Experience Incurred	Loss	Expected	Pricing Experience Incurred	Loss	Actual-to-	Actual at	mulative Loss Ration Expected at	Actual-to-
	Year	Premium	Claims	Ratio	Premium	Claims	Ratio	Actual-to- Expected Ratio	4.5% Interest	Expected at Pricing Interest	Actual-to- Expected Ratio
	2003	\$811,127	\$0	0.0%	\$811,127	\$19,092	2.4%	0.000	0.0%	2.4%	0.000
	2004	\$15,427,493	\$447,442	2.9%	\$15,427,136	\$373,775	2.4%	1.197	2.7%	2.4%	1.136
	2005	\$36,460,733	\$1,117,653	3.1%	\$36,278,437	\$1,068,568	2.9%	1.041	3.0%	2.8%	1.067
	2006	\$56,800,911	\$4,945,470	8.7%	\$56,191,598	\$2,040,053	3.6%	2.398	5.9%	3.2%	1.828
	2007	\$65,030,497	\$4,465,377	6.9%	\$63,643,619	\$3,053,069	4.8%	1.431	6.2%	3.8%	1.651
Historical	2008 2009	\$65,377,333 \$63,775,807	\$6,922,334 \$7,268,827	10.6% 11.4%	\$63,154,785 \$61,131,022	\$4,109,083 \$5,307,183	6.5% 8.7%	1.627 1.313	7.3% 8.1%	4.5% 5.3%	1.646 1.545
Experience	2009	\$62,052,018	\$8,036,365	13.0%	\$58,938,339	\$6,650,848	11.3%	1.148	8.8%	6.1%	1.345
Experience	2010	\$60,596,491	\$8,683,214	14.3%	\$56,750,950	\$8,097,179	14.3%	1.004	9.5%	7.1%	1.338
	2011	\$59,474,638	\$13,061,069	22.0%	\$54,564,362	\$9,628,053	17.6%	1.245	10.8%	8.2%	1.326
	2012	\$58,386,429	\$13,294,037	22.8%	\$52,374,831	\$11,231,545	21.4%	1.062	11.9%	9.3%	1.282
	2014	\$56,390,072	\$20,588,111	36.5%	\$50,187,320	\$12,901,417	25.7%	1.420	13.8%	10.5%	1.318
	2015	\$54,241,333	\$23,060,307	42.5%	\$48,003,765	\$14,591,287	30.4%	1.399	15.7%	11.7%	1.342
	2016	\$52,910,593	\$29,375,166	55.5%	\$45,825,863	\$16,299,347	35.6%	1.561	18.0%	12.9%	1.388
	2017	\$51,610,601	\$28,955,321	56.1%	\$43,656,726	\$18,069,571	41.4%	1.355	19.9%	14.3%	1.397
	2018	\$57,367,077	\$35,894,714	62.6%	\$41,500,565	\$19,975,981	48.1%	1.300	22.1%	15.6%	1.416
	2019	\$60,718,604	\$39,387,941	64.9%	\$39,361,432	\$22,080,256	56.1%	1.156	24.2%	17.0%	1.422
	2020	\$67,546,952	\$43,928,808	65.0%	\$37,242,764	\$24,343,855	65.4%	0.995	26.3%	18.5%	1.418
	2021	\$71,262,095	\$73,806,498	103.6%	\$35,148,234	\$26,753,783	76.1%	1.361	30.0%	20.1%	1.493
	2022	\$67,623,018	\$49,860,302	73.7%	\$33,082,471	\$29,325,765	88.6%	0.832	31.8%	21.7%	1.465
	2023 2024	\$65,453,156 \$62,607,030	\$57,710,705 \$64,768,832	88.2% 103.5%	\$31,050,636 \$29,057,294	\$32,145,668 \$35,214,464	103.5% 121.2%	0.852 0.854	34.0% 36.3%	23.5% 25.3%	1.448 1.435
	2024 2025	\$59,708,892	\$72,700,924	103.5%	\$29,057,294 \$27,106,028	\$38,252,590	121.2%	0.854	38.8%	25.5%	1.435
	2025	\$56,760,824	\$81,595,986	143.8%	\$25,200,347	\$41,084,749	163.0%	0.882	41.5%	29.1%	1.428
	2020	\$53,772,875	\$91,099,377	169.4%	\$23,344,676	\$43,677,002	187.1%	0.905	44.4%	31.0%	1.432
	2028	\$50,748,909	\$101,270,762	199.6%	\$21,544,379	\$46,223,030	214.5%	0.930	47.6%	33.0%	1.441
	2029	\$47,708,115	\$111,306,998	233.3%	\$19,804,950	\$48,820,478	246.5%	0.946	50.9%	35.1%	1.453
	2030	\$44,658,411	\$121,187,702	271.4%	\$18,131,353	\$51,085,888	281.8%	0.963	54.4%	37.1%	1.468
Projected	2031	\$41,616,937	\$130,347,829	313.2%	\$16,528,145	\$52,820,131	319.6%	0.980	58.0%	39.1%	1.485
Future	2032	\$38,594,083	\$139,078,076	360.4%	\$14,999,776	\$54,022,574	360.2%	1.001	61.7%	41.1%	1.503
Experience	2033	\$35,614,652	\$146,526,618	411.4%	\$13,550,400	\$55,061,829	406.3%	1.012	65.5%	43.0%	1.522
	2034	\$32,690,702	\$153,076,464	468.3%	\$12,183,610	\$56,220,576	461.4%	1.015	69.2%	44.9%	1.541
	2035	\$29,842,595	\$158,253,713	530.3%	\$10,901,735	\$57,120,700	524.0%	1.012	72.9%	46.8%	1.560
	2036	\$27,082,985	\$162,455,098	599.8%	\$9,705,934	\$57,554,673	593.0%	1.012	76.6%	48.6%	1.578
	2037 2038	\$24,436,457	\$164,755,696	674.2% 755.8%	\$8,596,393	\$57,478,001 \$57,281,761	668.6% 756.4%	1.008 0.999	80.2% 83.6%	50.3% 51.9%	1.594 1.610
	2038	\$21,913,821 \$19,530,955	\$165,622,942 \$164,627,398	842.9%	\$7,572,658 \$6,633,885	\$57,154,410	861.6%	0.999	85.0%	53.5%	1.610
	2039	\$17,294,484	\$162,287,607	938.4%	\$5,778,387	\$56,600,399	979.5%	0.978	90.0%	55.0%	1.636
	2040	\$15,218,558	\$157,898,535	1037.5%	\$5,003,639	\$55,307,103	1105.3%	0.939	92.9%	56.4%	1.646
	2041	\$13,304,751	\$152,355,310	1145.1%	\$4,306,343	\$53,233,549	1236.2%	0.926	95.6%	57.7%	1.656
	2043	\$11,557,709	\$145,572,168	1259.5%	\$3,682,708	\$50,788,863	1379.1%	0.913	98.0%	58.9%	1.664
	2044	\$9,973,968	\$138,205,577	1385.7%	\$3,128,967	\$48,119,154	1537.9%	0.901	100.3%	60.0%	1.672
	2045	\$8,554,220	\$129,559,756	1514.6%	\$2,640,963	\$44,963,169	1702.5%	0.890	102.3%	61.0%	1.678
	2046	\$7,289,229	\$120,409,260	1651.9%	\$2,214,168	\$41,250,919	1863.0%	0.887	104.1%	61.8%	1.684
	2047	\$6,172,254	\$110,854,463	1796.0%	\$1,843,574	\$37,181,579	2016.8%	0.891	105.7%	62.6%	1.690
	2048	\$5,192,439	\$101,480,958	1954.4%	\$1,523,874	\$33,192,150	2178.1%	0.897	107.1%	63.2%	1.695
	2049	\$4,342,845	\$91,900,257	2116.1%	\$1,250,411	\$29,540,376	2362.5%	0.896	108.4%	63.7%	1.700
	2050	\$3,610,987	\$82,651,634	2288.9%	\$1,018,503	\$26,160,525	2568.5%	0.891	109.4%	64.2%	1.704
	2051	\$2,986,110	\$73,725,502	2468.9%	\$823,580	\$22,967,214	2788.7%	0.885	110.3%	64.6%	1.708
	2052	\$2,455,622	\$65,548,813	2669.3%	\$660,844	\$19,923,288	3014.8%	0.885	111.1%	64.9%	1.711
	2053 2054	\$2,009,880 \$1,637,230	\$57,800,828 \$50,752,450	2875.8% 3099.9%	\$522,548 \$356,420	\$16,994,146 \$12,239,173	3252.2% 3433.9%	0.884 0.903	111.7% 112.3%	65.2% 65.4%	1.714 1.718
	2054 2055	\$1,637,230 \$1,327,867	\$50,752,450 \$44,242,687	3099.9%	\$356,420 \$196,421	\$12,239,173 \$7,028,117	3433.9%	0.903	112.3%	65.4%	1.718
	2055	\$1,071,825	\$38,381,291	3580.9%	\$69,823	\$2,552,259	3655.3%	0.980	112.7% 113.1%	65.5%	1.722
	2057	\$861,493	\$32,951,564	3824.9%	\$14,992	\$551,739	3680.3%	1.039	113.4%	65.5%	1.732
	2058	\$689,157	\$28,117,573	4080.0%	\$2,630	\$97,655	3713.1%	1.099	113.7%	65.5%	1.736
	2059	\$548,785	\$23,832,320	4342.7%	\$300	\$11,290	3758.9%	1.155	113.9%	65.5%	1.739
	2060+	\$1,929,666	\$108,071,111	5600.5%	\$0	\$0	0.0%	0.000	114.7%	65.5%	1.751
	Historical (YE2021)	\$1,016,240,806	\$363,238,653	35.7%	\$860,192,879	\$206,593,944	24.0%	1.488			
Undiscounted	Projected Future (2022 +)	\$898,393,495	\$4,052,845,088	451.1%	\$364,033,768	\$1,429,246,955	392.6%	1.149			
	Total Lifetime Anticipated	\$1,914,634,302	\$4,416,083,741	230.6%	\$1,224,226,647	\$1,635,840,899	133.6%	1.726			
Discounts di st	United and (WE2021)	61 510 001 000	6452 220 202	20.0%	\$1,222,406,712	62/6 922 210	20.10	1.402			
Discounted at 4.5% or	Historical (YE2021) Projected Future (2022 +)	\$1,510,081,070 \$624,190,994	\$453,220,203 \$1,994,417,309	30.0% 319.5%	\$1,322,496,713 \$263,457,031	\$265,833,218 \$772,990,877	20.1% 293.4%	1.493 1.089			
4.5% or Pricing Interest	Total Lifetime Anticipated	\$2,134,272,064	\$2,447,637,512	519.5% 114.7%	\$1,585,953,744	\$1,038,824,095	295.4% 65.5%	1.089			

#### Attachment 1 Allianz Life Insurance Company of North America Actual to Expected Nationwide Experience by Calendar Year Policy Form Series : GPR As of 12/31/021 With Average 67% Rate Increase

					h Average 67% Rate In						
			rojected Experience			Pricing Experience				mulative Loss Ratio	
		Earned	Incurred	Loss	Earned	Incurred	Loss	Actual-to-	Actual at	Expected at	Actual-to-
	Year	Premium	Claims	Ratio	Premium	Claims	Ratio	Expected Ratio	4.5% Interest	Pricing Interest	Expected Ratio
	2003	\$811,127	\$0	0.0%	\$811,127	\$19,092	2.4%	0.000	0.0%	2.4%	0.000
	2004	\$15,427,493	\$447,442	2.9%	\$15,427,136	\$373,775	2.4%	1.197	2.7%	2.4%	1.136
	2005	\$36,460,733	\$1,117,653	3.1%	\$36,278,437	\$1,068,568	2.9%	1.041	3.0%	2.8%	1.067
	2006	\$56,800,911	\$4,945,470	8.7%	\$56,191,598	\$2,040,053	3.6%	2.398	5.9%	3.2%	1.828
	2007	\$65,030,497	\$4,465,377	6.9%	\$63,643,619	\$3,053,069	4.8%	1.431	6.2%	3.8%	1.651
	2008	\$65,377,333	\$6,922,334	10.6%	\$63,154,785	\$4,109,083	6.5%	1.627	7.3%	4.5%	1.646
Historical	2009	\$63,775,807	\$7,268,827	11.4%	\$61,131,022	\$5,307,183	8.7%	1.313	8.1%	5.3%	1.545
Experience	2010 2011	\$62,052,018	\$8,036,365	13.0%	\$58,938,339 \$56,750,950	\$6,650,848	11.3%	1.148 1.004	8.8% 9.5%	6.1%	1.440
	2011 2012	\$60,596,491 \$59,474,638	\$8,683,214 \$13,061,069	14.3% 22.0%	\$54,564,362	\$8,097,179 \$9,628,053	14.3% 17.6%	1.004	9.5%	7.1% 8.2%	1.338 1.326
	2012	\$58,386,429	\$13,294,037	22.0%	\$52,374,831	\$11,231,545	21.4%	1.062	11.9%	9.3%	1.320
	2013	\$56,390,072	\$20,588,111	36.5%	\$50,187,320	\$12,901,417	25.7%	1.420	13.8%	10.5%	1.318
	2015	\$54,241,333	\$23,060,307	42.5%	\$48,003,765	\$14,591,287	30.4%	1.399	15.7%	11.7%	1.342
	2016	\$52,910,593	\$29,375,166	55.5%	\$45,825,863	\$16,299,347	35.6%	1.561	18.0%	12.9%	1.388
	2017	\$51,610,601	\$28,955,321	56.1%	\$43,656,726	\$18,069,571	41.4%	1.355	19.9%	14.3%	1.397
	2018	\$57,367,077	\$35,894,714	62.6%	\$41,500,565	\$19,975,981	48.1%	1.300	22.1%	15.6%	1.416
	2019	\$60,718,604	\$39,387,941	64.9%	\$39,361,432	\$22,080,256	56.1%	1.156	24.2%	17.0%	1.422
	2020	\$67,546,952	\$43,928,808	65.0%	\$37,242,764	\$24,343,855	65.4%	0.995	26.3%	18.5%	1.418
	2021 2022	\$71,262,095 \$67,700,979	\$73,806,498 \$49,860,302	103.6% 73.6%	\$35,148,234 \$33,082,471	\$26,753,783 \$29,325,765	76.1% 88.6%	1.361 0.831	30.0% 31.8%	20.1% 21.7%	1.493
	2022 2023	\$78,375,630	\$56,743,278	73.6%	\$31,050,636	\$32,145,668	88.6%	0.699	33.6%	23.5%	1.405
	2023	\$89,159,792	\$63,403,552	71.1%	\$29,057,294	\$35,214,464	121.2%	0.587	35.4%	25.3%	1.401
	2025	\$93,349,480	\$71,481,926	76.6%	\$27,106,028	\$38,252,590	141.1%	0.543	37.2%	27.1%	1.371
	2026	\$90,464,478	\$80,288,078	88.8%	\$25,200,347	\$41,084,749	163.0%	0.544	39.2%	29.1%	1.350
	2027	\$85,810,335	\$89,528,178	104.3%	\$23,344,676	\$43,677,002	187.1%	0.558	41.5%	31.0%	1.336
	2028	\$81,090,300	\$99,412,100	122.6%	\$21,544,379	\$46,223,030	214.5%	0.571	43.9%	33.0%	1.330
	2029	\$76,333,967	\$109,157,364	143.0%	\$19,804,950	\$48,820,478	246.5%	0.580	46.6%	35.1%	1.328
Designed	2030 2031	\$71,553,458	\$118,746,649	166.0%	\$18,131,353	\$51,085,888 \$52,820,131	281.8%	0.589 0.598	49.3% 52.2%	37.1%	1.330
Projected Future	2031 2032	\$66,775,473 \$62,016,247	\$127,624,659 \$136,074,726	191.1% 219.4%	\$16,528,145 \$14,999,776	\$52,820,131 \$54,022,574	319.6% 360.2%	0.598	52.2%	39.1% 41.1%	1.336 1.344
Experience	2032	\$57,314,907	\$143,266,191	219.4%	\$13,550,400	\$55,061,829	406.3%	0.615	58.2%	43.0%	1.344
Experience	2034	\$52,690,698	\$149,578,204	283.9%	\$12,183,610	\$56,220,576	461.4%	0.615	61.2%	44.9%	1.364
	2035	\$48,176,157	\$154,550,384	320.8%	\$10,901,735	\$57,120,700	524.0%	0.612	64.3%	46.8%	1.374
	2036	\$43,791,792	\$158,570,639	362.1%	\$9,705,934	\$57,554,673	593.0%	0.611	67.2%	48.6%	1.385
	2037	\$39,577,364	\$160,736,402	406.1%	\$8,596,393	\$57,478,001	668.6%	0.607	70.1%	50.3%	1.395
	2038	\$35,550,951	\$161,506,057	454.3%	\$7,572,658	\$57,281,761	756.4%	0.601	72.9%	51.9%	1.405
	2039	\$31,738,811	\$160,463,929	505.6%	\$6,633,885	\$57,154,410	861.6%	0.587	75.6%	53.5%	1.414
	2040	\$28,152,511	\$158,117,268	561.6%	\$5,778,387	\$56,600,399	979.5%	0.573	78.2%	55.0%	1.421
	2041 2042	\$24,815,775 \$21,732,218	\$153,779,066 \$148,321,043	619.7% 682.5%	\$5,003,639 \$4,306,343	\$55,307,103 \$53,233,549	1105.3% 1236.2%	0.561 0.552	80.6% 82.8%	56.4% 57.7%	1.428 1.434
	2042	\$18,910,606	\$141,661,381	749.1%	\$3,682,708	\$50,788,863	1379.1%	0.543	84.8%	58.9%	1.440
	2043	\$16,346,761	\$134,439,705	822.4%	\$3,128,967	\$48,119,154	1537.9%	0.535	86.7%	60.0%	1.444
	2045	\$14,043,263	\$125,980,384	897.1%	\$2,640,963	\$44,963,169	1702.5%	0.527	88.3%	61.0%	1.449
	2046	\$11,986,402	\$117,036,619	976.4%	\$2,214,168	\$41,250,919	1863.0%	0.524	89.8%	61.8%	1.453
	2047	\$10,166,341	\$107,705,442	1059.4%	\$1,843,574	\$37,181,579	2016.8%	0.525	91.2%	62.6%	1.457
	2048	\$8,566,407	\$98,555,743	1150.5%	\$1,523,874	\$33,192,150	2178.1%	0.528	92.3%	63.2%	1.461
	2049	\$7,176,207	\$89,211,205	1243.2%	\$1,250,411	\$29,540,376	2362.5%	0.526	93.3%	63.7%	1.464
	2050 2051	\$5,976,206	\$80,195,760	1341.9% 1444.6%	\$1,018,503 \$823,580	\$26,160,525	2568.5% 2788.7%	0.522 0.518	94.2% 95.0%	64.2%	1.467 1.470
	2051 2052	\$4,949,564 \$4,076,291	\$71,499,354 \$63,535,475	1444.6% 1558.7%	\$660,844	\$22,967,214 \$19,923,288	2788.7% 3014.8%	0.518	95.6%	64.6% 64.9%	1.470
	2052	\$3,341,136	\$55,993,852	1675.9%	\$522,548	\$16,994,146	3252.2%	0.515	96.2%	65.2%	1.475
	2054	\$2,725,411	\$49,137,614	1802.9%	\$356,420	\$12,239,173	3433.9%	0.525	96.6%	65.4%	1.478
	2055	\$2,213,361	\$42,812,131	1934.3%	\$196,421	\$7,028,117	3578.1%	0.541	97.0%	65.5%	1.482
	2056	\$1,788,850	\$37,124,612	2075.3%	\$69,823	\$2,552,259	3655.3%	0.568	97.3%	65.5%	1.486
	2057	\$1,439,558	\$31,864,038	2213.5%	\$14,992	\$551,739	3680.3%	0.601	97.6%	65.5%	1.490
	2058	\$1,152,910	\$27,185,931	2358.0%	\$2,630	\$97,655	3713.1%	0.635	97.8%	65.5%	1.493
	2059	\$919,073	\$23,041,629	2507.0%	\$300	\$11,290	3758.9%	0.667	98.0%	65.5%	1.496
	2060+	\$3,241,210	\$104,418,638	3221.6%	\$0	\$0	0.0%	0.000	98.6%	65.5%	1.506
	Historical (YE2021)	\$1,016,240,806	\$363,238,653	35.7%	\$860,192,879	\$206,593,944	24.0%	1.488			
Undiscounted	Projected Future (2022 +)	\$1,365,190,880	\$3,952,609,507	289.5%	\$364,033,768	\$1,429,246,955	392.6%	0.737			
	Total Lifetime Anticipated	\$2,381,431,687	\$4,315,848,161	181.2%	\$1,224,226,647	\$1,635,840,899	133.6%	1.356			
Discounted at	Historical (YE2021)	\$1,510,081,070	\$453,220,203	30.0%	\$1,322,496,713	\$265,833,218	20.1%	1.493			
4.5% or	Projected Future (2022 +) Total Lifetime Anticipated	\$925,775,433 \$2,435,856,503	\$1,948,884,528 \$2,402,104,731	210.5% 98.6%	\$263,457,031 \$1,585,953,744	\$772,990,877	293.4%	0.717			
Pricing Interest						\$1,038,824,095	65.5%	1.506			

# Attachment 2 Allianz Life Insurance Company of North America Actual to Expected Virginia Experience by Calendar Year Policy Form Series : GPR As of 12/31/2021 No Requested Rate Increase

					<b>F</b> ( )						
		Actual/I Earned	rojected Experien Incurred	ce Loss	Expected	Pricing Experies Incurred	Loss	Actual-to-	Actual at	mulative Loss Ration Expected at	Actual-to-
	Year	Premium	Claims	Ratio	Premium	Claims	Ratio	Expected Ratio	4.5% Interest	Pricing Interest	Expected Ratio
	2003	\$1,916	\$0	0.0%	\$1,916	\$45	2.4%	0.000	0.0%	2.4%	0.000
	2004	\$566,562	\$0	0.0%	\$566,561	\$13,361	2.4%	0.000	0.0%	2.4%	0.000
	2005 2006	\$1,660,764 \$3,137,339	\$0 \$699	0.0%	\$1,643,130 \$3,105,728	\$46,149 \$103,051	2.8% 3.3%	0.000 0.007	0.0%	2.7% 3.0%	0.000 0.004
	2008	\$3,794,721	\$145,215	3.8%	\$3,699,305	\$161,878	5.5% 4.4%	0.875	1.5%	3.6%	0.429
	2007	\$3,667,940	\$121,345	3.3%	\$3,525,433	\$217,209	6.2%	0.537	2.0%	4.3%	0.429
Historical	2009	\$3,566,608	\$6,276	0.2%	\$3,387,439	\$281,298	8.3%	0.021	1.6%	5.0%	0.325
Experience	2010	\$3,481,667	\$49,608	1.4%	\$3,265,099	\$354,418	10.9%	0.131	1.6%	5.9%	0.271
	2011	\$3,419,371	\$783,535	22.9%	\$3,146,074	\$434,410	13.8%	1.660	4.4%	6.9%	0.631
	2012	\$3,368,246	\$175,475	5.2%	\$3,025,652	\$518,587	17.1%	0.304	4.4%	8.0%	0.559
	2013	\$3,321,240	\$636,635	19.2%	\$2,904,754	\$605,975	20.9%	0.919	5.8%	9.1%	0.642
	2014	\$3,280,467	\$0	0.0%	\$2,784,056	\$698,026	25.1%	0.000	5.3%	10.2%	0.523
	2015 2016	\$3,235,780	\$267,587 \$1,109,605	8.3% 34.9%	\$2,663,603 \$2,543,436	\$791,853 \$885,783	29.7% 34.8%	0.278 1.003	5.6% 7.4%	11.4% 12.7%	0.485 0.581
	2016 2017	\$3,176,315 \$3,119,975	\$420,298	13.5%	\$2,423,697	\$981,915	40.5%	0.333	7.4%	12.7%	0.581
	2017	\$3,446,260	\$2,061,138	59.8%	\$2,304,630	\$1,084,836	47.1%	1.271	10.6%	15.4%	0.689
	2019	\$3,673,067	\$1,112,856	30.3%	\$2,186,482	\$1,198,798	54.8%	0.553	11.6%	16.8%	0.694
	2020	\$4,102,622	\$1,278,705	31.2%	\$2,069,448	\$1,322,897	63.9%	0.488	12.7%	18.3%	0.695
	2021	\$4,408,637	\$2,135,855	48.4%	\$1,953,710	\$1,455,670	74.5%	0.650	14.6%	19.8%	0.735
	2022	\$4,266,772	\$2,026,654	47.5%	\$1,839,504	\$1,595,272	86.7%	0.548	16.1%	21.5%	0.751
	2023	\$4,157,447	\$2,419,973	58.2%	\$1,727,124	\$1,747,357	101.2%	0.575	17.9%	23.2%	0.771
	2024 2025	\$4,031,261 \$3,901,396	\$2,798,771 \$3,232,851	69.4% 82.9%	\$1,616,849 \$1,508,883	\$1,915,495 \$2,087,432	118.5% 138.3%	0.586	19.8% 21.9%	24.9% 26.8%	0.792 0.815
	2025 2026	\$3,767,610	\$3,735,505	82.9% 99.1%	\$1,403,401	\$2,087,432 \$2,249,545	158.5%	0.599	21.9%	28.8%	0.815
	2020	\$3,630,013	\$4,296,902	118.4%	\$1,300,623	\$2,392,090	183.9%	0.644	26.7%	30.7%	0.868
	2028	\$3,488,384	\$4,933,464	141.4%	\$1,200,845	\$2,528,969	210.6%	0.672	29.4%	32.7%	0.899
	2029	\$3,343,272	\$5,614,288	167.9%	\$1,104,386	\$2,672,199	242.0%	0.694	32.4%	34.7%	0.933
	2030	\$3,194,695	\$6,347,445	198.7%	\$1,011,531	\$2,804,850	277.3%	0.717	35.6%	36.8%	0.969
	2031	\$3,043,063	\$7,106,223	233.5%	\$922,528	\$2,910,735	315.5%	0.740	39.0%	38.8%	1.006
Projected	2032	\$2,888,461	\$7,908,282	273.8%	\$837,618	\$2,976,795	355.4%	0.770	42.7%	40.8%	1.046 1.088
Future Experience	2033 2034	\$2,731,835 \$2,573,584	\$8,705,555 \$9,520,886	318.7% 369.9%	\$757,037 \$680,996	\$3,028,034 \$3,089,841	400.0% 453.7%	0.797 0.815	46.5% 50.4%	42.7% 44.6%	1.088
Experience	2034	\$2,414,602	\$10,314,242	427.2%	\$609,637	\$3,146,145	516.1%	0.828	54.5%	46.5%	1.173
	2036	\$2,255,391	\$11,106,353	492.4%	\$543,035	\$3,181,366	585.8%	0.841	58.8%	48.3%	1.217
	2037	\$2,097,248	\$11,822,068	563.7%	\$481,201	\$3,176,919	660.2%	0.854	63.1%	50.0%	1.261
	2038	\$1,940,845	\$12,489,953	643.5%	\$424,107	\$3,158,991	744.9%	0.864	67.4%	51.7%	1.304
	2039	\$1,787,283	\$13,046,342	730.0%	\$371,713	\$3,151,838	847.9%	0.861	71.8%	53.3%	1.347
	2040	\$1,637,165	\$13,523,190	826.0%	\$323,934	\$3,131,948	966.8%	0.854	76.1%	54.8%	1.388
	2041 2042	\$1,491,764 \$1,351,655	\$13,829,837 \$14,021,051	927.1% 1037.3%	\$280,642 \$241,656	\$3,074,749 \$2,961,598	1095.6% 1225.5%	0.846 0.846	80.3% 84.4%	56.2% 57.5%	1.428 1.466
	2042	\$1,217,765	\$14,077,247	1156.0%	\$206,764	\$2,821,484	1364.6%	0.847	88.3%	58.8%	1.400
	2043	\$1,090,563	\$14,030,287	1286.5%	\$175,756	\$2,676,398	1522.8%	0.845	92.1%	59.9%	1.538
	2045	\$970,937	\$13,792,114	1420.5%	\$148,407	\$2,511,012	1692.0%	0.840	95.6%	60.9%	1.571
	2046	\$859,058	\$13,436,007	1564.0%	\$124,477	\$2,312,717	1857.9%	0.842	98.9%	61.7%	1.603
	2047	\$755,341	\$12,964,091	1716.3%	\$103,691	\$2,084,228	2010.0%	0.854	102.0%	62.5%	1.632
	2048	\$659,805	\$12,433,142	1884.4%	\$85,750	\$1,856,644	2165.2%	0.870	104.8%	63.1%	1.660
	2049	\$572,803	\$11,785,167	2057.5%	\$70,390	\$1,650,983	2345.5%	0.877	107.4%	63.7%	1.686
	2050 2051	\$494,097 \$423,524	\$11,080,152 \$10,312,260	2242.5% 2434.9%	\$57,347 \$46,386	\$1,464,025 \$1,289,329	2552.9% 2779.5%	0.878 0.876	109.7% 111.7%	64.2% 64.6%	1.709 1.731
	2051	\$360,634	\$9,551,820	2648.6%	\$37,240	\$1,289,529	3006.3%	0.870	111.7%	64.9%	1.750
	2052	\$305,200	\$8,756,797	2869.2%	\$29,630	\$960,704	3242.4%	0.885	115.2%	65.2%	1.768
	2054	\$256,642	\$7,977,512	3108.4%	\$21,226	\$732,757	3452.1%	0.900	116.6%	65.4%	1.784
	2055	\$214,483	\$7,203,791	3358.7%	\$12,388	\$450,661	3637.9%	0.923	117.8%	65.5%	1.799
	2056	\$178,057	\$6,456,121	3625.9%	\$3,732	\$140,274	3758.4%	0.965	118.8%	65.5%	1.814
	2057	\$146,886	\$5,712,223	3888.9%	\$5	\$171	3758.9%	1.035	119.7%	65.5%	1.828
	2058 2059	\$120,360 \$97,994	\$5,014,229 \$4,361,813	4166.0% 4451.1%	\$0 \$0	\$0 \$0	0.0%	0.000	120.5% 121.1%	65.5% 65.5%	1.839 1.849
	2059	\$371,920	\$4,361,813	4451.1% 6010.8%	\$0 \$0	\$0 \$0	0.0%	0.000	121.1% 123.7%	65.5%	1.849
The discount of	Historical (YE2021)	\$58,429,499	\$10,304,832	17.6%	\$47,200,154	\$11,156,160	23.6%	0.746			
Undiscounted	Projected Future (2022 +) Total Lifetime Anticipated	\$69,089,815 \$127,519,315	\$360,100,145 \$370,404,977	521.2% 290.5%	\$20,310,441 \$67,510,595	\$79,053,110 \$90,209,270	389.2% 133.6%	1.339 2.174			
Discounted at	Historical (YE2021)	\$85,761,007	\$12,503,514	14.6%	\$72,213,414	\$14,317,874	19.8%	0.735			
4.5% or Pricing Interest	Projected Future (2022 +) Total Lifetime Anticipated	\$45,239,326 \$131,000,333	\$149,507,609 \$162,011,124	330.5% 123.7%	\$14,687,194 \$86,900,608	\$42,603,361 \$56,921,235	290.1% 65.5%	1.139			
r noting interest	rotal Litetime Anticipated	\$151,000,555	\$102,011,124	123.7%	\$80,900,008	\$30,921,235	03.3%	1.688			

#### Attachment 2 Allianz Life Insurance Company of North America Actual to Expected Virginia Experience by Calendar Year Policy Form Series : GPR As of 12/31/2021 With Average 67% Rate Increase

		Actual/Projected Experience		Expected Pricing Experience			Cumulative Loss Ratio			0	
		Earned	Incurred	Loss	Earned	Incurred	Loss	Actual-to-	Actual at	Expected at	Actual-to-
	Year	Premium	Claims	Ratio	Premium	Claims	Ratio	Expected Ratio	4.5% Interest	Pricing Interest	Expected Ratio
	2003	\$1,916	\$0	0.0%	\$1,916	\$45	2.4%	0.000	0.0%	2.4%	0.000
	2003	\$566,562	\$0	0.0%	\$566,561	\$13,361	2.4%	0.000	0.0%	2.4%	0.000
	2005	\$1,660,764	\$0	0.0%	\$1,643,130	\$46,149	2.8%	0.000	0.0%	2.7%	0.000
	2006	\$3,137,339	\$699	0.0%	\$3,105,728	\$103,051	3.3%	0.007	0.0%	3.0%	0.004
	2007	\$3,794,721	\$145,215	3.8%	\$3,699,305	\$161,878	4.4%	0.875	1.5%	3.6%	0.429
	2008	\$3,667,940	\$121,345	3.3%	\$3,525,433	\$217,209	6.2%	0.537	2.0%	4.3%	0.472
Historical Experience	2009 2010	\$3,566,608 \$3,481,667	\$6,276 \$49,608	0.2% 1.4%	\$3,387,439 \$3,265,099	\$281,298 \$354,418	8.3% 10.9%	0.021 0.131	1.6% 1.6%	5.0% 5.9%	0.325 0.271
Experience	2010 2011	\$3,481,007	\$783,535	22.9%	\$3,146,074	\$434,410	13.8%	1.660	4.4%	6.9%	0.631
	2011 2012	\$3,368,246	\$175,475	5.2%	\$3,025,652	\$518,587	17.1%	0.304	4.4%	8.0%	0.559
	2012	\$3,321,240	\$636,635	19.2%	\$2,904,754	\$605,975	20.9%	0.919	5.8%	9.1%	0.642
	2014	\$3,280,467	\$0	0.0%	\$2,784,056	\$698,026	25.1%	0.000	5.3%	10.2%	0.523
	2015	\$3,235,780	\$267,587	8.3%	\$2,663,603	\$791,853	29.7%	0.278	5.6%	11.4%	0.485
	2016	\$3,176,315	\$1,109,605	34.9%	\$2,543,436	\$885,783	34.8%	1.003	7.4%	12.7%	0.581
	2017	\$3,119,975	\$420,298	13.5%	\$2,423,697	\$981,915	40.5%	0.333	7.7%	14.0%	0.551
	2018 2019	\$3,446,260 \$3,673,067	\$2,061,138 \$1,112,856	59.8% 30.3%	\$2,304,630 \$2,186,482	\$1,084,836 \$1,198,798	47.1% 54.8%	1.271 0.553	10.6% 11.6%	15.4% 16.8%	0.689 0.694
	2019 2020	\$4,102,622	\$1,278,705	31.2%	\$2,069,448	\$1,322,897	54.8% 63.9%	0.555	12.7%	18.3%	0.694
1	2020	\$4,408,637	\$2,135,855	48.4%	\$1,953,710	\$1,455,670	74.5%	0.650	14.6%	19.8%	0.735
	2022	\$4,271,561	\$2,026,654	47.4%	\$1,839,504	\$1,595,272	86.7%	0.547	16.1%	21.5%	0.751
1	2023	\$4,947,838	\$2,377,016	48.0%	\$1,727,124	\$1,747,357	101.2%	0.475	17.7%	23.2%	0.763
1	2024	\$5,766,400	\$2,734,736	47.4%	\$1,616,849	\$1,915,495	118.5%	0.400	19.2%	24.9%	0.770
1	2025	\$6,175,498	\$3,170,444	51.3%	\$1,508,883	\$2,087,432	138.3%	0.371	20.8%	26.8%	0.777
	2026 2027	\$6,093,787 \$5,878,011	\$3,664,537 \$4,209,282	60.1% 71.6%	\$1,403,401 \$1,300,623	\$2,249,545 \$2,392,090	160.3% 183.9%	0.375 0.389	22.6% 24.6%	28.8% 30.7%	0.787
	2027	\$5,655,344	\$4,826,258	85.3%	\$1,200,845	\$2,528,969	210.6%	0.339	26.8%	32.7%	0.818
	2029	\$5,426,614	\$5,485,487	101.1%	\$1,104,386	\$2,672,199	242.0%	0.405	29.1%	34.7%	0.838
	2030	\$5,191,814	\$6,194,857	119.3%	\$1,011,531	\$2,804,850	277.3%	0.430	31.7%	36.8%	0.861
	2031	\$4,951,573	\$6,928,143	139.9%	\$922,528	\$2,910,735	315.5%	0.443	34.4%	38.8%	0.887
Projected	2032	\$4,706,004	\$7,702,518	163.7%	\$837,618	\$2,976,795	355.4%	0.461	37.3%	40.8%	0.914
Future	2033	\$4,456,594	\$8,471,157	190.1%	\$757,037	\$3,028,034	400.0%	0.475	40.3%	42.7%	0.944
Experience	2034 2035	\$4,203,970 \$3,949,547	\$9,256,626 \$10,020,095	220.2% 253.7%	\$680,996 \$609,637	\$3,089,841 \$3,146,145	453.7% 516.1%	0.485 0.492	43.5% 46.8%	44.6% 46.5%	0.975 1.006
	2035	\$3,694,125	\$10,782,130	291.9%	\$543,035	\$3,181,366	585.8%	0.492	50.1%	48.3%	1.000
	2037	\$3,439,797	\$11,469,812	333.4%	\$481,201	\$3,176,919	660.2%	0.505	53.6%	50.0%	1.071
	2038	\$3,187,664	\$12,111,298	379.9%	\$424,107	\$3,158,991	744.9%	0.510	57.0%	51.7%	1.104
	2039	\$2,939,523	\$12,645,154	430.2%	\$371,713	\$3,151,838	847.9%	0.507	60.5%	53.3%	1.136
	2040	\$2,696,375	\$13,102,109	485.9%	\$323,934	\$3,131,948	966.8%	0.503	63.9%	54.8%	1.167
	2041 2042	\$2,460,312	\$13,394,748	544.4% 608.2%	\$280,642	\$3,074,749	1095.6% 1225.5%	0.497 0.496	67.3% 70.6%	56.2% 57.5%	1.197 1.226
	2042 2043	\$2,232,306 \$2,013,924	\$13,575,995 \$13,626,925	676.6%	\$241,656 \$206,764	\$2,961,598 \$2,821,484	1223.5%	0.496	70.6%	58.8%	1.226
	2043	\$1,805,986	\$13,578,285	751.8%	\$175,756	\$2,676,398	1522.8%	0.494	76.7%	59.9%	1.282
	2045	\$1,610,018	\$13,344,812	828.9%	\$148,407	\$2,511,012	1692.0%	0.490	79.6%	60.9%	1.308
	2046	\$1,426,373	\$12,997,268	911.2%	\$124,477	\$2,312,717	1857.9%	0.490	82.2%	61.7%	1.332
	2047	\$1,255,801	\$12,537,823	998.4%	\$103,691	\$2,084,228	2010.0%	0.497	84.7%	62.5%	1.355
	2048	\$1,098,388	\$12,021,111	1094.4%	\$85,750	\$1,856,644	2165.2%	0.505	86.9%	63.1%	1.377
	2049 2050	\$954,771	\$11,391,051	1193.1%	\$70,390	\$1,650,983	2345.5% 2552.9%	0.509	89.0%	63.7%	1.397
	2050	\$824,613 \$707,705	\$10,706,280 \$9,961,004	1298.3% 1407.5%	\$57,347 \$46,386	\$1,464,025 \$1,289,329	2552.9%	0.509 0.506	90.9% 92.5%	64.2% 64.6%	1.416 1.433
	2051 2052	\$603,350	\$9,223,131	1528.7%	\$37,240	\$1,119,556	3006.3%	0.508	92.3%	64.9%	1.433
	2052	\$511,215	\$8,452,501	1653.4%	\$29,630	\$960,704	3242.4%	0.510	95.3%	65.2%	1.462
	2054	\$430,374	\$7,697,531	1788.6%	\$21,226	\$732,757	3452.1%	0.518	96.4%	65.4%	1.475
	2055	\$360,071	\$6,948,447	1929.7%	\$12,388	\$450,661	3637.9%	0.530	97.4%	65.5%	1.488
1	2056	\$299,231	\$6,225,832	2080.6%	\$3,732	\$140,274	3758.4%	0.554	98.2%	65.5%	1.500
	2057	\$247,087	\$5,507,721	2229.1%	\$5	\$171	3758.9%	0.593	99.0%	65.5%	1.511
	2058 2059	\$202,648 \$165,124	\$4,834,329 \$4,205,530	2385.6% 2546.9%	\$0 \$0	\$0 \$0	0.0%	0.000	99.6% 100.1%	65.5% 65.5%	1.520 1.528
	2059 2060+	\$626,869	\$4,205,550 \$21,551,178	2346.9% 3437.9%	\$0 \$0	\$0 \$0	0.0%	0.000	100.1%	65.5%	1.528
	Historical (YE2021)	\$58,429,499	\$10,304,832	17.6%	\$47,200,154	\$11,156,160	23.6%	0.746			
Undiscounted	Projected Future (2022 +)	\$107,468,202	\$348,959,813	324.7%	\$20,310,441	\$79,053,110	389.2%	0.834			
	Total Lifetime Anticipated	\$165,897,701	\$359,264,646	216.6%	\$67,510,595	\$90,209,270	133.6%	1.621			
Discounted at	Historical (YE2021)	\$85,761,007	\$12,503,514	14.6%	\$72,213,414	\$14,317,874	19.8%	0.735			
4.5% or	Projected Future (2022 +)	\$68,587,655	\$145,169,571	211.7%	\$14,687,194	\$42,603,361	290.1%	0.730			
Pricing Interest	Total Lifetime Anticipated	\$154,348,662	\$157,673,086	102.2%	\$86,900,608	\$56,921,235	65.5%	1.560			

#### Attachment 3 Allianz Life Insurance Company of North America Nationwide Experience Policy Form Series : GPR As of 12/31/2021 No Requested Rate Increase

		А	В	C	D	$\mathbf{E} = \mathbf{B} / \mathbf{A}$	F = (B + D) / A	G
		A.	Ь		Change in	Incurred	$\Gamma = (B + D)/A$ Loss Ratio with	Cumulative LR with
	Year	Earned Premium	Incurred Claims	Paid Claims	Active Life Reserves*	Loss Ratio	Change in ALR	4.5% Interest
	2003	\$811,127	\$0	\$0	\$0	0.0%	0.0%	0.0%
	2004	\$15,427,493	\$447,442	\$447,442	\$0	2.9%	2.9%	2.7%
	2005	\$36,460,733	\$1,117,653	\$1,117,653	\$0	3.1%	3.1%	3.0%
	2006	\$56,800,911	\$4,945,470	\$4,695,359	\$0	8.7%	8.7%	5.9%
	2007	\$65,030,497	\$4,465,377	\$4,330,287	\$87,324,455	6.9%	141.1%	6.2%
	2008	\$65,377,333	\$6,922,334	\$6,742,083	\$56,394,083	10.6%	96.8%	7.3%
Historical	2009	\$63,775,807	\$7,268,827	\$7,105,059	\$58,253,248	11.4%	102.7%	8.1%
Experience	2010	\$62,052,018	\$8,036,365	\$7,906,692	\$59,817,858	13.0%	109.4%	8.8%
	2011	\$60,596,491	\$8,683,214	\$8,404,529	\$61,594,211	14.3%	116.0%	9.5%
	2012	\$59,474,638	\$13,061,069	\$12,414,178	\$64,322,203	22.0%	130.1%	10.8%
	2013	\$58,386,429	\$13,294,037	\$12,872,226	\$66,130,473	22.8%	136.0%	11.9%
	2014	\$56,390,072	\$20,588,111	\$18,591,424	\$67,527,317	36.5%	156.3%	13.8%
	2015	\$54,241,333	\$23,060,307	\$21,059,743	\$77,576,135	42.5%	185.5%	15.7%
	2016	\$52,910,593	\$29,375,166	\$25,530,786	\$68,246,497	55.5%	184.5%	18.0%
	2017	\$51,610,601	\$28,955,321	\$22,205,293	\$46,901,893	56.1%	147.0%	19.9%
	2018	\$57,367,077	\$35,894,714	\$23,091,407	\$44,729,271	62.6%	140.5%	22.1%
	2019	\$60,718,604	\$39,387,941	\$18,352,944	\$64,554,789	64.9%	171.2%	24.2%
	2020	\$67,546,952	\$43,928,808	\$11,007,548	\$56,746,538	65.0%	149.0%	26.3%
	2021	\$71,262,095	\$73,806,498	\$2,722,196	\$63,163,980	103.6%	192.2%	30.0%
	2022	\$67,623,018	\$49,860,302	\$65,167,996	\$85,132,732	73.7%	199.6%	31.8%
	2023	\$65,453,156	\$57,710,705	\$65,218,484	\$51,853,281	88.2%	167.4%	34.0%
	2024	\$62,607,030	\$64,768,832	\$64,139,710	\$48,162,933	103.5%	180.4%	36.3%
	2025	\$59,708,892	\$72,700,924	\$65,560,420	\$43,716,517	121.8%	195.0%	38.8%
	2026	\$56,760,824	\$81,595,986	\$69,548,276	\$38,642,636	143.8%	211.8%	41.5%
	2027	\$53,772,875	\$91,099,377	\$75,865,428	\$32,947,067	169.4%	230.7%	44.4%
Projected	2028	\$50,748,909	\$101,270,762	\$83,306,007	\$26,633,862	199.6%	252.0%	47.6%
Future	2029	\$47,708,115	\$111,306,998	\$91,474,884	\$19,745,625	233.3%	274.7%	50.9%
Experience	2030	\$44,658,411	\$121,187,702	\$100,591,479	\$12,441,070	271.4%	299.2%	54.4%
	2031	\$41,616,937	\$130,347,829	\$109,831,098	\$4,900,262	313.2%	325.0%	58.0%
	2032	\$38,594,083	\$139,078,076	\$118,990,201	-\$2,826,431	360.4%	353.0%	61.7%
	2033	\$35,614,652	\$146,526,618	\$127,779,824	-\$10,633,479	411.4%	381.6%	65.5%
	2034	\$32,690,702	\$153,076,464	\$136,008,017	-\$18,584,963	468.3%	411.4%	69.2%
	2035	\$29,842,595	\$158,253,713	\$143,409,044	-\$26,499,621	530.3%	441.5%	72.9%
	2036	\$27,082,985	\$162,455,098	\$149,836,947	-\$34,466,444	599.8%	472.6%	76.6%
	2037	\$24,436,457	\$164,755,696	\$155,055,801	-\$41,920,690	674.2%	502.7%	80.2%
	2038	\$21,913,821	\$165,622,942	\$158,982,269	-\$49,068,331	755.8%	531.9%	83.6%
	2039	\$19,530,955	\$164,627,398	\$161,461,925	-\$55,534,741	842.9%	558.6%	86.9%
	2040	\$17,294,484	\$162,287,607	\$162,425,354	-\$61,341,136	938.4%	583.7%	90.0%
	2041	\$15,218,558	\$157,898,535	\$161,735,112	-\$65,836,252	1037.5%	604.9%	92.9%
	2042	\$13,304,751	\$152,355,310	\$159,484,065	-\$69,209,685	1145.1%	624.9%	95.6%
	2043	\$11,557,709	\$145,572,168	\$155,781,103	-\$71,196,261	1259.5%	643.5%	98.0%
	2044	\$9,973,968 \$8,554,220	\$138,205,577	\$150,823,527	-\$71,922,689	1385.7%	664.6%	100.3%
	2045 2046	\$8,554,220 \$7,289,229	\$129,559,756 \$120,409,260	\$144,678,043	-\$70,790,624 -\$68,159,561	1514.6% 1651.9%	687.0% 716.8%	102.3% 104.1%
	2046 2047			\$137,522,502		1651.9% 1796.0%		
	2047 2048	\$6,172,254 \$5,192,439	\$110,854,463 \$101,480,958	\$129,534,173	-\$64,405,856 -\$60,250,336	1796.0% 1954.4%	752.5%	105.7% 107.1%
				\$120,976,807			794.1%	
	2049 2050	\$4,342,845 \$3,610,987	\$91,900,257 \$82,651,634	\$112,023,690 \$102,898,715	-\$55,570,970 -\$50,902,069	2116.1% 2288.9%	836.5% 879.2%	108.4% 109.4%
	2050	\$2,986,110	\$82,651,634 \$73,725,502	\$93,774,852	-\$46,288,188	2288.9% 2468.9%	879.2% 918.8%	110.3%
	2051 2052							
		\$2,455,622	\$65,548,813	\$84,846,938 \$76,241,217	-\$42,074,297	2669.3%	955.9%	111.1%
	2053 2054	\$2,009,880 \$1,637,230	\$57,800,828 \$50,752,450	\$76,241,317 \$68,087,573	-\$37,753,087 -\$33,710,420	2875.8% 3099.9%	997.5% 1040.9%	111.7% 112.3%
	2055	\$1,837,230 \$1,327,867	\$44,242,687	\$60,445,390	-\$29,919,671	3331.9%	1078.6%	112.5%
	2055	\$1,071,825	\$38,381,291	\$53,345,772	-\$29,919,871 -\$26,219,353	3580.9%	1134.7%	112.7%
		aLU/L040		\$53,345,772 \$46,771,541	-\$26,219,353 -\$22,909,801	3580.9% 3824.9%	1165.6%	113.4%
			\$27 051 561			3024.9%	110.0%	
	2057	\$861,493	\$32,951,564 \$28,117,573				1203.0%	113 7%
	2057 2058	\$861,493 \$689,157	\$28,117,573	\$40,736,156	-\$19,820,636	4080.0%	1203.9%	113.7%
	2057 2058 2059	\$861,493 \$689,157 \$548,785	\$28,117,573 \$23,832,320	\$40,736,156 \$35,247,084	-\$19,820,636 -\$16,972,105	4080.0% 4342.7%	1250.1%	113.9%
	2057 2058	\$861,493 \$689,157	\$28,117,573	\$40,736,156	-\$19,820,636	4080.0%		
	2057 2058 2059	\$861,493 \$689,157 \$548,785	\$28,117,573 \$23,832,320	\$40,736,156 \$35,247,084	-\$19,820,636 -\$16,972,105	4080.0% 4342.7%	1250.1%	113.9%
Undiscounted	2057 2058 2059 2060+ Historical (YE2021)	\$861,493 \$689,157 \$548,785 \$1,929,666	\$28,117,573 \$23,832,320 \$108,071,110	\$40,736,156 \$35,247,084 \$178,603,914 \$208,596,850	-\$19,820,636 -\$16,972,105 -\$82,671,237	4080.0% 4342.7% 5600.5%	1250.1% 1316.3%	113.9%
Undiscounted	2057 2058 2059 2060+	\$861,493 \$689,157 \$548,785 \$1,929,666 \$1,016,240,806	\$28,117,573 \$23,832,320 \$108,071,110 \$363,238,653	\$40,736,156 \$35,247,084 \$178,603,914	-\$19,820,636 -\$16,972,105 -\$82,671,237 \$943,282,950	4080.0% 4342.7% 5600.5% 35.7%	1250.1% 1316.3% 128.6%	113.9%
Undiscounted	2057 2058 2059 2060+ Historical (YE2021) Projected Future (2022 +) Total Lifetime Anticipated	\$861,493 \$689,157 \$548,785 \$1,929,666 \$1,016,240,806 \$898,393,495 \$1,914,634,302	\$28,117,573 \$23,832,320 \$108,071,110 \$363,238,653 \$4,052,845,087 \$4,416,083,740	\$40,736,156 \$35,247,084 \$178,603,914 \$208,596,850 \$4,218,211,436 \$4,426,808,286	-\$19,820,636 -\$16,972,105 -\$82,671,237 \$943,282,950 -\$943,282,950 \$0	4080.0% 4342.7% 5600.5% 35.7% 451.1% 230.6%	1250.1% 1316.3% 128.6% 346.1% 230.6%	113.9%
	2057 2058 2059 2060+ Historical (YE2021) Projected Future (2022 +) Total Lifetime Anticipated Historical (YE2021)	\$861,493 \$689,157 \$548,785 \$1,929,666 \$1,016,240,806 \$898,393,495 \$1,914,634,302 \$1,510,081,070	\$28,117,573 \$23,832,320 \$108,071,110 \$363,238,653 \$4,052,845,087 \$4,416,083,740 \$453,220,203	\$40,736,156 \$35,247,084 \$178,603,914 \$208,596,850 \$4,218,211,436 \$4,426,808,286 \$284,786,662	-\$19,820,636 -\$16,972,105 -\$82,671,237 \$943,282,950 -\$943,282,950 \$0 \$943,282,950	4080.0% 4342.7% 5600.5% 35.7% 451.1% 230.6% 30.0%	1250.1% 1316.3% 128.6% 346.1% 230.6% 92.5%	113.9%
Undiscounted	2057 2058 2059 2060+ Historical (YE2021) Projected Future (2022 +) Total Lifetime Anticipated	\$861,493 \$689,157 \$548,785 \$1,929,666 \$1,016,240,806 \$898,393,495 \$1,914,634,302	\$28,117,573 \$23,832,320 \$108,071,110 \$363,238,653 \$4,052,845,087 \$4,416,083,740	\$40,736,156 \$35,247,084 \$178,603,914 \$208,596,850 \$4,218,211,436 \$4,426,808,286	-\$19,820,636 -\$16,972,105 -\$82,671,237 \$943,282,950 -\$943,282,950 \$0	4080.0% 4342.7% 5600.5% 35.7% 451.1% 230.6%	1250.1% 1316.3% 128.6% 346.1% 230.6%	113.9%

\* The change in reserves does not include Additional Actural Reserves. The Company does not have a record of active life reserves by calendar year before 2007. The change in reserves form 2006 to 2007 represents the historical change in reserve before 2007.

#### Attachment 3 Allianz Life Insurance Company of North America Nationwide Experience Policy Form Series : GPR As of 12/31/2021 With Average 67% Rate Increase

		А	В	С	D	E = B / A	F = (B + D) / A	G
				B.1167.1	Change in	Incurred	Loss Ratio with	Cumulative LR with
	Year	Earned Premium	Incurred Claims	Paid Claims	Active Life Reserves*	Loss Ratio	Change in ALR	4.5% Interest
	2003	\$811,127	\$0	\$0	\$0	0.0%	0.0%	0.0%
	2004	\$15,427,493	\$447,442	\$447,442	\$0	2.9%	2.9%	2.7%
	2005	\$36,460,733	\$1,117,653	\$1,117,653	\$0	3.1%	3.1%	3.0%
	2006	\$56,800,911	\$4,945,470	\$4,695,359	\$0	8.7%	8.7%	5.9%
	2007	\$65,030,497	\$4,465,377	\$4,330,287	\$87,324,455	6.9%	141.1%	6.2%
	2007	\$65,377,333	\$6,922,334	\$6,742,083	\$56,394,083	10.6%	96.8%	7.3%
Historical	2008 2009	\$63,775,807	\$7,268,827	\$7,105,059	\$58,253,248	11.4%	102.7%	8.1%
Experience	2010	\$62,052,018	\$8,036,365	\$7,906,692	\$59,817,858	13.0%	109.4%	8.8%
	2011	\$60,596,491	\$8,683,214	\$8,404,529	\$61,594,211	14.3%	116.0%	9.5%
	2012	\$59,474,638	\$13,061,069	\$12,414,178	\$64,322,203	22.0%	130.1%	10.8%
	2013	\$58,386,429	\$13,294,037	\$12,872,226	\$66,130,473	22.8%	136.0%	11.9%
	2014	\$56,390,072	\$20,588,111	\$18,591,424	\$67,527,317	36.5%	156.3%	13.8%
	2015	\$54,241,333	\$23,060,307	\$21,059,743	\$77,576,135	42.5%	185.5%	15.7%
	2016	\$52,910,593	\$29,375,166	\$25,530,786	\$68,246,497	55.5%	184.5%	18.0%
	2017	\$51,610,601	\$28,955,321	\$22,205,293	\$46,901,893	56.1%	147.0%	19.9%
	2018	\$57,367,077	\$35,894,714	\$23,091,407	\$44,729,271	62.6%	140.5%	22.1%
	2019	\$60,718,604	\$39,387,941	\$18,352,944	\$64,554,789	64.9%	171.2%	24.2%
	2019	\$67,546,952	\$43,928,808	\$11,007,548	\$56,746,538	65.0%	149.0%	26.3%
	2020 2021	\$71,262,095	\$73,806,498	\$2,722,196	\$63,163,980	103.6%	192.2%	20.5%
	2022	\$67,700,979	\$49,860,302	\$65,167,996	\$60,116,036	73.6%	162.4%	31.8%
	2023	\$78,375,630	\$56,743,278	\$64,525,937	\$22,139,465	72.4%	100.6%	33.6%
	2024	\$89,159,792	\$63,403,552	\$63,247,593	\$46,104,155	71.1%	122.8%	35.4%
	2025	\$93,349,480	\$71,481,926	\$64,518,850	\$43,976,546	76.6%	123.7%	37.2%
	2026	\$90,464,478	\$80,288,078	\$68,428,470	\$39,161,741	88.8%	132.0%	39.2%
	2027	\$85,810,335	\$89,528,178	\$74,631,493	\$33,548,138	104.3%	143.4%	41.5%
Projected	2028	\$81,090,300	\$99,412,100	\$81,897,821	\$27,324,613	122.6%	156.3%	43.9%
Future	2029	\$76,333,967	\$109,157,364	\$89,855,437	\$20,539,300	143.0%	169.9%	46.6%
Experience	2030	\$71,553,458	\$118,746,649	\$98,723,973	\$13,344,540	166.0%	184.6%	49.3%
Experience	2030	\$66,775,473	\$127,624,659	\$107,697,511	\$5,919,662	191.1%	200.0%	52.2%
	2031 2032	\$62,016,247	\$136,074,726	\$116,588,815	-\$1,687,301	219.4%	216.7%	55.2%
	2032	\$57,314,907	\$143,266,191	\$125,109,901	-\$9,365,276	219.4%	233.6%	58.2%
	2033	\$52,690,698	\$149,578,204	\$133,075,170	-\$9,303,270	283.9%	251.3%	61.2%
	2035	\$48,176,157	\$154,550,384	\$140,226,938	-\$24,954,936	320.8%	269.0%	64.3%
	2036	\$43,791,792	\$158,570,639	\$146,424,869	-\$32,767,341	362.1%	287.3%	67.2%
	2037	\$39,577,364	\$160,736,402	\$151,440,954	-\$40,073,307	406.1%	304.9%	70.1%
	2038	\$35,550,951	\$161,506,057	\$155,195,220	-\$47,069,877	454.3%	321.9%	72.9%
	2039	\$31,738,811	\$160,463,929	\$157,538,805	-\$53,397,798	505.6%	337.3%	75.6%
	2040	\$28,152,511	\$158,117,268	\$158,405,957	-\$59,076,501	561.6%	351.8%	78.2%
	2041	\$24,815,775	\$153,779,066	\$157,664,390	-\$63,470,110	619.7%	363.9%	80.6%
	2042	\$21,732,218	\$148,321,043	\$155,405,619	-\$66,765,600	682.5%	375.3%	82.8%
	2043	\$18,910,606	\$141,661,381	\$151,736,443	-\$68,710,619	749.1%	385.8%	84.8%
	2043	\$16,346,761	\$134,439,705	\$146,849,835	-\$69,431,322	822.4%	397.7%	86.7%
	2044 2045						410.4%	88.3%
		\$14,043,263	\$125,980,384	\$140,811,976	-\$68,347,737	897.1%		
	2046	\$11,986,402	\$117,036,619	\$133,796,689	-\$65,808,976	976.4%	427.4%	89.8%
	2047	\$10,166,341	\$107,705,442	\$125,976,903	-\$62,178,083	1059.4%	447.8%	91.2%
	2048	\$8,566,407	\$98,555,743	\$117,609,220	-\$58,153,104	1150.5%	471.6%	92.3%
	2049	\$7,176,207	\$89,211,205	\$108,862,254	-\$53,617,660	1243.2%	496.0%	93.3%
	2050	\$5,976,206	\$80,195,760	\$99,954,010	-\$49,091,666	1341.9%	520.5%	94.2%
	2051	\$4,949,564	\$71,499,354	\$91,052,788	-\$44,620,146	1444.6%	543.1%	95.0%
	2052	\$4,076,291	\$63,535,475	\$82,347,583	-\$40,536,892	1558.7%	564.2%	95.6%
	2053	\$3,341,136	\$55,993,852	\$73,960,911	-\$36,354,115	1675.9%	587.8%	96.2%
	2055	\$2,725,411	\$49,137,614	\$66,018,638	-\$32,443,241	1802.9%	612.5%	96.6%
	2054	\$2,213,361	\$42,812,131	\$58,579,204	-\$28,780,268	1934.3%	634.0%	97.0%
	2056	\$1,788,850	\$37,124,612	\$51,673,420	-\$25,208,940	2075.3%	666.1%	97.3%
	2057	\$1,439,558	\$31,864,038	\$45,285,216	-\$22,016,709	2213.5%	684.1%	97.6%
	2058	\$1,152,910	\$27,185,931	\$39,427,088	-\$19,039,182	2358.0%	706.6%	97.8%
	2059	\$919,073	\$23,041,629	\$34,104,805	-\$16,294,727	2507.0%	734.1%	98.0%
	2060+	\$3,241,210	\$104,418,637	\$172,660,131	-\$79,014,035	3221.6%	783.8%	98.7%
	Historical (YE2021)	\$1,016,240,806	\$363,238,653	\$208,596,850	\$943,282,950	35.7%	128.6%	
Indiscounted	Projected Future (2022 +)	\$1,365,190,880	\$3,952,609,506	\$4,116,478,834	-\$943,282,950	289.5%	220.4%	
	Total Lifetime Anticipated	\$2,381,431,687	\$4,315,848,160	\$4,325,075,683	\$0	181.2%	181.2%	
	•							
	Historical (YE2021)	\$1,510,081,070	\$453,220,203	\$284,786,662	\$943,282,950	30.0%	92.5%	
Discounted	Projected Future (2022 +)	\$925,775,433	\$1,948,884,528	\$1,924,294,234	-\$943,282,950	210.5%	108.6%	

\* The change in reserves does not include Additional Actural Reserves. The Company does not have a record of active life reserves by calendar year before 2007. The change in reserves from 2006 to 2007 represents the historical change in reserve before 2007.

## Attachment 4 Attachment 4 Allianz Life Insurance Company of North America Virginia Experience Policy Form Series : GPR As of 12/31/2021 No Requested Rate Increase

		Α	В	С	D	$\mathbf{E} = \mathbf{B} / \mathbf{A}$	F = (B + D) / A	G
			-	-	Change in	Incurred	Loss Ratio with	Cumulative
	Year	Earned Premium	Incurred Claims	Paid Claims	Active Life Reserves*	Loss Ratio	Change in ALR	4.5% In
	2003	\$1,916	\$0	\$0 \$0	\$0 \$0	0.0%	0.0%	0.0
	2004	\$566,562	\$0 \$0	\$0 ©0	\$0 ©0	0.0%	0.0%	0.0
	2005 2006	\$1,660,764 \$3,137,339	\$0 \$699	\$0 \$699	\$0 \$0	0.0% 0.0%	0.0%	0.0
	2006 2007	\$3,794,721	\$145,215	\$145,215	\$0 \$0	0.0%	3.8%	1.59
	2007 2008	\$3,667,940	\$121,345	\$121,345	\$0 \$0	3.8%	3.3%	2.09
Historical	2008	\$3,566,608	\$6,276	\$6,276	\$0 \$0	0.2%	0.2%	1.69
Experience	2009	\$3,481,667	\$49,608	\$49,608	\$0 \$0	1.4%	1.4%	1.6
Experience	2010	\$3,419,371	\$783,535	\$783,535	\$0 \$0	22.9%	22.9%	4.49
	2011 2012	\$3,368,246	\$175,475	\$175,475	\$0 \$0	5.2%	5.2%	4.4
	2012 2013	\$3,321,240	\$636,635	\$620,767	\$0 \$0	19.2%	19.2%	5.89
	2014	\$3,280,467	\$0	\$0	\$0 \$0	0.0%	0.0%	5.39
	2015	\$3,235,780	\$267,587	\$267,587	\$0	8.3%	8.3%	5.69
	2016	\$3,176,315	\$1,109,605	\$998,988	\$47,904,945	34.9%	1543.1%	7.49
	2017	\$3,119,975	\$420,298	\$420,298	\$5,502,683	13.5%	189.8%	7.79
	2018	\$3,446,260	\$2,061,138	\$1,103,070	\$1,518,368	59.8%	103.9%	10.6
	2019	\$3,673,067	\$1,112,856	\$517,935	\$5,445,426	30.3%	178.6%	11.6
	2020	\$4,102,622	\$1,278,705	\$327,521	\$3,699,569	31.2%	121.3%	12.7
	2021	\$4,408,637	\$2,135,855	\$165,127	\$5,533,327	48.4%	174.0%	14.6
	2022	\$4,266,772	\$2,026,654	\$1,998,779	\$7,201,131	47.5%	216.3%	16.1
	2023	\$4,157,447	\$2,419,973	\$2,198,496	\$5,148,532	58.2%	182.0%	17.9
	2024	\$4,031,261	\$2,798,771	\$2,363,058	\$5,098,365	69.4%	195.9%	19.8
	2025	\$3,901,396	\$3,232,851	\$2,593,944	\$4,995,016	82.9%	210.9%	21.9
	2026	\$3,767,610	\$3,735,505	\$2,911,224	\$4,849,798	99.1%	227.9%	24.2
	2027	\$3,630,013	\$4,296,902	\$3,318,857	\$4,664,138	118.4%	246.9%	26.7
Projected	2028	\$3,488,384	\$4,933,464	\$3,789,432	\$4,436,293	141.4%	268.6%	29.4
Future	2029	\$3,343,272	\$5,614,288	\$4,323,503	\$4,140,990	167.9%	291.8%	32.4
Experience	2030	\$3,194,695	\$6,347,445	\$4,930,249	\$3,789,495	198.7%	317.3%	35.6
	2031	\$3,043,063	\$7,106,223	\$5,586,548	\$3,379,879	233.5%	344.6%	39.0
	2032	\$2,888,461	\$7,908,282	\$6,289,735	\$2,918,681	273.8%	374.8%	42.7
	2033	\$2,731,835	\$8,705,555	\$7,028,060	\$2,389,795	318.7%	406.2%	46.5
	2034	\$2,573,584	\$9,520,886	\$7,795,149	\$1,798,203	369.9%	439.8%	50.4
	2035	\$2,414,602	\$10,314,242	\$8,579,307	\$1,132,063	427.2%	474.0%	54.5
	2036	\$2,255,391	\$11,106,353	\$9,369,094	\$370,180	492.4%	508.8%	58.8
	2037	\$2,097,248	\$11,822,068	\$10,143,672	-\$432,547	563.7%	543.1%	63.1
	2038	\$1,940,845	\$12,489,953	\$10,892,964	-\$1,279,569	643.5%	577.6%	67.4
	2039	\$1,787,283	\$13,046,342	\$11,594,943	-\$2,138,438	730.0%	610.3%	71.8
	2040	\$1,637,165	\$13,523,190	\$12,231,844	-\$3,001,502	826.0%	642.7%	76.1
	2041	\$1,491,764	\$13,829,837	\$12,776,421	-\$3,816,777	927.1%	671.2%	80.3
	2042	\$1,351,655	\$14,021,051	\$13,215,317	-\$4,594,216	1037.3%	697.4%	84.4
	2043	\$1,217,765	\$14,077,247	\$13,540,099	-\$5,295,035	1156.0%	721.2%	88.3
	2044	\$1,090,563	\$14,030,287	\$13,748,255	-\$5,894,802	1286.5%	746.0%	92.1
	2045	\$970,937	\$13,792,114	\$13,823,570	-\$6,321,941	1420.5%	769.4%	95.6
	2046	\$859,058	\$13,436,007	\$13,763,632	-\$6,557,351	1564.0%	800.7%	98.9
	2047	\$755,341	\$12,964,091	\$13,572,808	-\$6,620,379	1716.3%	839.8%	102.0
	2048	\$659,805	\$12,433,142	\$13,265,692	-\$6,624,063	1884.4%	880.4%	104.8
	2049	\$572,803	\$11,785,167	\$12,849,506	-\$6,505,331	2057.5%	921.8%	107.4
	2050	\$494,097	\$11,080,152	\$12,337,777	-\$6,329,655	2242.5%	961.5%	109.3
	2051	\$423,524	\$10,312,260	\$11,741,778	-\$6,099,103	2434.9%	994.8%	111.7
	2052	\$360,634	\$9,551,820	\$11,081,216	-\$5,875,067	2648.6%	1019.5%	113.0
	2053	\$305,200	\$8,756,797	\$10,372,284	-\$5,545,513	2869.2%	1052.2%	115.2
	2054	\$256,642	\$7,977,512	\$9,633,901	-\$5,203,217	3108.4%	1081.0%	116.0
	2055	\$214,483	\$7,203,791	\$8,880,858	-\$4,835,543	3358.7%	1104.2%	117.8
	2056	\$178,057	\$6,456,121	\$8,124,655	-\$4,400,309	3625.9%	1154.6%	118.8
	2057	\$146,886	\$5,712,223	\$7,368,634	-\$4,001,171	3888.9%	1164.9%	119.3
	2058	\$120,360	\$5,014,229	\$6,624,919	-\$3,591,787	4166.0%	1181.8%	120.5
	2059	\$97,994	\$4,361,813	\$5,905,030	-\$3,177,350	4451.1%	1208.7%	121.
	2060+	\$371,920	\$22,355,538	\$34,360,761	-\$17,776,208	6010.8%	1231.3%	0.0
	Historical (VE2021)	\$58 420 400	\$10.204.922	\$5 702 445	\$60 604 217	17 60/	126.90/	
dia	Historical (YE2021)	\$58,429,499	\$10,304,832	\$5,703,445	\$69,604,317	17.6%	136.8%	
discounted	Projected Future (2022 +) Total Lifetime Anticipated	\$69,089,815 \$127,519,315	\$360,100,145 \$370,404,977	\$364,925,971 \$370,629,416	-\$69,604,317 \$0	521.2% 290.5%	420.5% 290.5%	
	Total Lifetime Anticipated	\$127,519,515	\$370,404,977	\$370,029,416	\$U	290.3%	290.3%	
	Historical (YE2021)	\$85,761,007	\$12,503,514	\$7,527,072	\$69,604,317	14.6%	95.7%	
		\$45,239,326	\$149,507,609	\$140,596,523	-\$69,604,317	330.5%	176.6%	
scounted	Projected Future (2022 +)	\$43,239,320	\$149,507,009	\$140,570,525				

#### Attachment 4 Allianz Life Insurance Company of North America Virginia Experience Policy Form Series : GPR As of 12/31/2021 With Average 67% Rate Increase

		А	В	С	D	$\mathbf{E} = \mathbf{B} / \mathbf{A}$	F = (B + D) / A	G
					Change in	Incurred	Loss Ratio with	Cumulative LR with
	Year	Earned Premium	Incurred Claims	Paid Claims	Active Life Reserves*	Loss Ratio	Change in ALR	4.5% Interest
	2003	\$1,916	\$0	\$0	\$0	0.0%	0.0%	0.0%
	2003	\$566,562	\$0 \$0	\$0 \$0	\$0 \$0	0.0%	0.0%	0.0%
	2005	\$1,660,764	\$0	\$0	\$0	0.0%	0.0%	0.0%
	2006	\$3,137,339	\$699	\$699	\$0	0.0%	0.0%	0.0%
	2007	\$3,794,721	\$145,215	\$145,215	\$0	3.8%	3.8%	1.5%
	2008	\$3,667,940	\$121,345	\$121,345	\$0	3.3%	3.3%	2.0%
Historical	2009	\$3,566,608	\$6,276	\$6,276	\$0	0.2%	0.2%	1.6%
Experience	2010	\$3,481,667	\$49,608	\$49,608	\$0	1.4%	1.4%	1.6%
	2011	\$3,419,371	\$783,535	\$783,535	\$0	22.9%	22.9%	4.4%
	2012	\$3,368,246	\$175,475	\$175,475	\$0	5.2%	5.2%	4.4%
	2013	\$3,321,240	\$636,635	\$620,767	\$0	19.2%	19.2%	5.8%
	2014	\$3,280,467	\$0	\$0	\$0	0.0%	0.0%	5.3%
	2014 2015	\$3,235,780	\$267,587	\$267,587	\$0 \$0	8.3%	8.3%	5.6%
	2016	\$3,176,315	\$1,109,605	\$998,988	\$47,904,945	34.9%	1543.1%	7.4%
	2017	\$3,119,975	\$420,298	\$420,298	\$5,502,683	13.5%	189.8%	7.7%
	2018	\$3,446,260	\$2,061,138	\$1,103,070	\$1,518,368	59.8%	103.9%	10.6%
	2019	\$3,673,067	\$1,112,856	\$517,935	\$5,445,426	30.3%	178.6%	11.6%
	2020	\$4,102,622	\$1,278,705	\$327,521	\$3,699,569	31.2%	121.3%	12.7%
	2021	\$4,408,637	\$2,135,855	\$165,127	\$5,533,327	48.4%	174.0%	14.6%
	2022	\$4,271,561	\$2,026,654	\$1,998,779	\$4,460,651	47.4%	151.9%	16.1%
	2023	\$4,947,838	\$2,377,016	\$2,174,670	\$2,668,018	48.0%	102.0%	17.7%
	2024	\$5,766,400	\$2,734,736	\$2,327,222	\$4,902,327	47.4%	132.4%	19.2%
	2024 2025	\$6,175,498	\$3,170,444	\$2,547,992	\$4,977,381	51.3%	131.9%	20.8%
	2025	\$6,093,787				60.1%	139.8%	22.6%
			\$3,664,537	\$2,857,819	\$4,852,173			
	2027	\$5,878,011	\$4,209,282	\$3,256,200	\$4,667,357	71.6%	151.0%	24.6%
Projected	2028	\$5,655,344	\$4,826,258	\$3,714,230	\$4,440,656	85.3%	163.9%	26.8%
Future	2029	\$5,426,614	\$5,485,487	\$4,233,036	\$4,148,474	101.1%	177.5%	29.1%
Experience	2030	\$5,191,814	\$6,194,857	\$4,821,505	\$3,801,272	119.3%	192.5%	31.7%
	2031	\$4,951,573	\$6,928,143	\$5,457,018	\$3,397,218	139.9%	208.5%	34.4%
	2032	\$4,706,004	\$7,702,518	\$6,137,463	\$2,942,949	163.7%	226.2%	37.3%
	2033	\$4,456,594	\$8,471,157	\$6,851,038	\$2,423,199	190.1%	244.5%	40.3%
	2034	\$4,203,970	\$9,256,626	\$7,591,644	\$1,842,028	220.2%	264.0%	43.5%
	2035	\$3,949,547	\$10,020,095	\$8,347,934	\$1,189,093	253.7%	283.8%	46.8%
	2035	\$3,694,125	\$10,782,130	\$9,108,955	\$444,396	291.9%	303.9%	50.1%
	2037	\$3,439,797	\$11,469,812	\$9,854,702	-\$339,850	333.4%	323.6%	53.6%
	2038	\$3,187,664	\$12,111,298	\$10,575,558	-\$1,166,600	379.9%	343.3%	57.0%
	2039	\$2,939,523	\$12,645,154	\$11,250,453	-\$2,005,191	430.2%	362.0%	60.5%
	2040	\$2,696,375	\$13,102,109	\$11,862,322	-\$2,847,722	485.9%	380.3%	63.9%
	2041	\$2,460,312	\$13,394,748	\$12,384,874	-\$3,643,869	544.4%	396.3%	67.3%
	2042	\$2,232,306	\$13,575,995	\$12,805,354	-\$4,401,996	608.2%	411.0%	70.6%
	2043	\$2,013,924	\$13,626,925	\$13,115,627	-\$5,085,124	676.6%	424.1%	73.7%
	2044	\$1,805,986	\$13,578,285	\$13,313,279	-\$5,669,829	751.8%	437.9%	76.7%
	2045	\$1,610,018	\$13,344,812	\$13,382,667	-\$6,086,285	828.9%	450.8%	79.6%
	2045	\$1,426,373	\$12,997,268	\$13,321,352	-\$6,316,470	911.2%	468.4%	82.2%
	2040 2047	\$1,255,801	\$12,537,823	\$13,133,553	-\$6,378,739	911.2% 998.4%	490.5%	82.2% 84.7%
	2048	\$1,098,388	\$12,021,111	\$12,833,357	-\$6,382,465	1094.4%	513.4%	86.9%
	2049	\$954,771	\$11,391,051	\$12,427,617	-\$6,266,867	1193.1%	536.7%	89.0%
	2050	\$824,613	\$10,706,280	\$11,929,503	-\$6,095,443	1298.3%	559.2%	90.9%
	2051	\$707,705	\$9,961,004	\$11,350,058	-\$5,871,125	1407.5%	577.9%	92.5%
	2052	\$603,350	\$9,223,131	\$10,708,333	-\$5,652,776	1528.7%	591.8%	94.0%
	2053	\$511,215	\$8,452,501	\$10,020,123	-\$5,333,638	1653.4%	610.1%	95.3%
	2054	\$430,374	\$7,697,531	\$9,303,824	-\$5,001,924	1788.6%	626.3%	96.4%
	2054	\$360,071	\$6,948,447	\$8,573,750	-\$4,646,225	1929.7%	639.4%	97.4%
	2055	\$299,231	\$6,225,832	\$7,841,186	-\$4,226,677	2080.6%	668.1%	98.2%
	2057	\$247,087	\$5,507,721	\$7,109,600	-\$3,841,927	2229.1%	674.2%	99.0%
	2058	\$202,648	\$4,834,329	\$6,390,608	-\$3,447,434	2385.6%	684.4%	99.6%
	2059	\$165,124	\$4,205,530	\$5,695,269	-\$3,048,233	2546.9%	700.9%	100.1%
	2060+	\$626,869	\$21,551,178	\$33,129,147	-\$17,005,101	3437.9%	725.2%	0.0%
	Historical (YE2021)	\$58,429,499	\$10,304,832	\$5,703,445	\$69,604,317	17.6%	136.8%	
Undiscounted	Projected Future (2022 +)	\$107,468,202	\$348,959,813	\$353,737,623	-\$69,604,317	324.7%	259.9%	
	Total Lifetime Anticipated	\$165,897,701	\$359,264,646	\$359,441,068	\$0	216.6%	216.6%	
	Historical (YE2021)	\$85,761,007	\$12,503,514	\$7,527,072	\$69,604,317	14.6%	95.7%	
Discounted	Projected Future (2022 +)	\$68,587,655	\$145,169,571	\$136,602,373	-\$69,604,317	211.7%	110.2%	
JISCOULICU	1 10jecteu Future (2022 +)							
	Total Lifetime Anticipated	\$154,348,662	\$157,673,086	\$144,129,445	\$0	102.2%	102.2%	

\* The change in reserves from 2015 to 2016 represents the historical change in reserves from 2015 to 2016 represents the historical change in reserves from 2015 to 2016 represents the historical change in reserve before 2016.

#### Attachment 5 Allianz Life Insurance Company of North America Prospective Present Value (Texas) Justified Increase Nationwide Projection - Active Lives Policy Form Series : GPR

Variable	Not Recouping
	85.0%
	65.5%
Pricing Loss Ratio	65.5%
Cumulative Rate Level	56.3%

Variable	Not Recouping
PV of Future IC (Prior Filing Assumptions)	1,524,469,162
PV of Future IC (Current Assumptions)	1,930,028,842
PV of Future EP (Prior Filing Assumptions)	588,562,328
PV of Future EP (Current Assumptions)	605,728,636

405,559,679	Change in PV of Future IC
17,166,308	Change in PV of Future EP
113%	0.655 + 0.85C
156%	1 + C
73%	(0.655 + 0.85C) / (1 + C)
514,869,341	.85 PV Future EP

Justified Rate Increase from Deterioration	76.4%	

	Current A	ssumptions	2012 Assumptions		
Calendar	Earned	Incurred	Earned	Incurred	
Year	Premium	Claims	Premium	Claims	
2022	64,873,308	41,890,437	64,760,486	36,052,612	
2023	62,800,916	50,877,134	61,938,578	40,786,299	
2024	60,201,411	58,888,360	59,083,824	45,966,616	
2025	57,539,180	67,377,933	56,199,635	51,574,706	
2026	54,815,604	76,594,849	53,294,491	57,585,399	
2027	52,039,606	86,293,146	50,375,940	63,993,499	
2028	49,214,585	96,602,089	47,455,503	70,744,185	
2029	46,358,523	106,764,702	44,543,341	77,742,469	
2030	43,479,313	116,771,754	41,654,783	84,860,169	
2031	40,593,868	126,088,449	38,803,797	91,931,198	
2032	37,712,980	134,993,483	36,002,365	98,829,424	
2033	34,861,408	142,653,664	33,260,256	105,414,958	
2034	32,051,921	149,437,737	30,586,677	111,555,975	
2035	29,305,285	154,868,359	27,991,506	117,084,937	
2036	26,634,911	159,322,936	25,489,919	121,868,627	
2037	24,065,896	161,888,455	23,094,422	125,792,604	
2038	21,610,047	163,017,899	20,816,881	128,778,561	
2039	19,284,086	162,282,979	18,663,025	130,712,707	
2040	17,095,655	160,191,499	16,638,902	131,546,112	
2041	15,059,749	156,042,835	14,749,701	131,232,630	
2042	13,178,981	150,718,953	12,999,090	129,828,513	
2043	11,458,883	144,139,132	11,388,749	127,343,767	
2044	9,896,914	136,952,987	9,918,087	123,843,355	
2045	8,494,526	128,470,403	8,585,614	119,397,074	
2046	7,243,269	119,465,911	7,387,755	114,104,352	
2047	6,137,052	110,042,586	6,319,107	108,068,992	
2048	5,165,611	100,782,089	5,372,930	101,400,805	
2049	4,322,470	91,298,953	4,541,540	94,280,938	
2050	3,595,561	82,134,142	3,816,507	86,898,782	
2051	2,974,453	73,278,446	3,188,802	79,417,394	
2052	2,446,824	65,161,060	2,649,483	71,978,748	
2053	2,003,237	57,465,884	2,115,894	62,097,438	
2054	1,632,211	50,463,279	1,340,390	41,246,752	
2055	1,324,072	43,993,376	642,296	20,458,472	
2056	1,068,952	38,168,150	153,695	4,934,363	
2057	859,313	32,771,675	26,530	850,477	
2058	687,496	27,968,303	6,191	203,003	
2059	547,515	23,710,662	0	C	
2060	433,830	20,038,977	0	C	
2061+	1,491,602	87,646,161	0	(	
	1	Undiscounted			
Total	874,561,023	3,957,519,829	845,856,690	3,110,406,908	
		inted at a 4.5% Inte			
Total	605,728,636	1,930,028,842	588,562,328	1,524,469,162	

#### Attachment 6 Allianz Life Insurance Company of North America Blended If-Knew/Make-up (Minnesota Method) Justified Increase Nationwide Experience

#### Policy Form Series: GPR

	Wi	ithout current incre	ase	Premiu	Premium at if knew level			m at make up level		With allowable rate increase		
Experience	Earned I	Premium	Incurred	Earned	Incurred	Loss	Earned	Incurred	Loss	Earned	Incurred	Loss
Period	Original	Actual	Claims	Premiums	Claims	Ratio	Premiums	Claims	Ratio	Premiums	Claims	Ratio
Past	\$1,459,373,458	\$1,530,671,825	\$455,027,511	\$2,965,946,825	\$455,027,511	15.34%	\$1,530,671,825	\$455,027,511	29.73%	\$1,459,373,458	\$455,027,511	31.18%
Future	\$402,342,314	\$628,659,865	\$2,023,317,662	\$817,697,418	\$2,023,317,662	247.44%	\$2,252,972,419	\$2,023,317,662	89.81%	\$846,690,508	\$2,023,317,662	238.97%
Lifetime	\$1,861,715,771	\$2,159,331,690	\$2,478,345,173	\$3,783,644,243	\$2,478,345,173	65.50%	\$3,783,644,243	\$2,478,345,173	65.50%	\$2,306,063,966	\$2,478,345,173	107.47%

Loss ratio at the original premium level	133.1%		
Minimum loss ratio applicable to the form	65.5%	Layer	PH share
If-knew increase	30.0%	15%	100%
Make-up increase	258.4%	35%	90%
Remaining Policyholders percentage	65.7%	50%	75%
Blended increase	180.2%	50%	65%
Cumulative blended increase	337.9%	188%	50%
Past rate increase	56.3%		
Cost-sharing increase	210.4%		
Maximum allowable rate increase	98.6%		

This document is intended to help explain the rate filing and it is only a summary of the company's request. It is not intended to describe or include all factors or information considered in the review process. For more detailed information, please refer to the complete filing.

When Allianz designed the LTC products years ago, we based your initial premium on actuarial assumptions, using the best information available to us at that time. We continually monitor LTC policies and work to balance the needs of our LTC policyholders with the sustainability of the business. LTC insurance rates are affected by many complex factors including interest rates, the number of people who continue coverage, how many of them collect benefits, and for how long.

Based on our actual experience, it's clear we will need to pay substantially more claims that anticipated. We know that policyholders are keeping their policies longer than originally expected, and therefore are incurring more claims due to the longer duration. As a result of these longer durations coupled with higher utilization, we are experiencing increases in claims costs.

We realize the rate increase is difficult for our policyholders, and assure you that we considered all of our options very carefully before increasing your premium.

#### Long Term Care Insurance Rate Request Summary Part 1 – To Be Completed By Company

Company Name a	and NAIC Number:	Allianz Life In	surance	Compa	any of North A	merica - 90611		
SERFF Tracking N	umber:	ALLB-133556	439					
<b>Revised Rates</b>								
Average A	nnual Premium Per	Member:		\$2,66	3			
Average Re	equested Percentag	e Rate Change Per	Member:	67%				
Range of R	equested Rate Cha	nges:		30%	- 95%			
Number of	Virginia Policyhold	ers Affected:		1,654				
Form Number	Produc	t Name	Issue D	ates	Prior Rate Increases – Date and Percentage Approved	Outlook for Future Rate Increases		
10-P-Q-VA	Generation Pro	tector	2003 - 2007		6/8/2016 - 56.3%	The proposed premium rate increase is not sufficient to prevent future rate actions by the company and benefits currently are not reasonable in relation to the premiums charged.		

# Attach a narrative to summarize the key information used to develop the rates including the main drivers for the revised rates.

This document is prepared by the carrier to help explain the requested rate change and is only a summary of the company's request. It is not intended to describe or include all factors or information considered in the review process. For more detailed information, please refer to the complete filing at <a href="https://www.scc.virginia.gov/boi/SERFFInquiry/default.aspx">https://www.scc.virginia.gov/boi/SERFFInquiry/default.aspx</a>. (*Rev. 06/19*)

Base Premium Rates (Current) Preferred Rate Class, 90 Day Elimination Period Rates are per \$10 Facility Care Daily Benefit

Facility Care Benefit and 70% Home and Community Care Benefit

Facility Care Benefit and 100% Home and Community Care Benefit

Facility Care Benefit and 130% Home and Community Care Benefit

Age	2 year	3 year	4 year	5 year	8 year	Lifetime	2 year	3 year	4 year	5 year	8 year	Lifetime	2 year	3 year	4 year	5 year	8 year	Lifetime
18-40	41	45	50	53	59	72	42	47	52	55	61	75	47	52	56	61	67	83
41	41	45	50	53	59	72	42	47	52	56	63	75	47	52	56	61	69	83
42	41	45	52	55	61	73	42	47	53	56	63	77	47	53	58	63	69	84
43	42	47	53	56	63	75	44	48	55	58	64	78	48	55	59	64	70	86
44	44	48	53	58	64	77	45	50	55	59	66	80	50	55	61	66	72	88
45 46	45 45	50 52	55 56	59 61	66 67	78 81	47 47	52 53	56 58	61 63	67 69	81 84	52 52	56 58	63 64	67 69	75 77	91 92
40	43	53	58	63	69	83	47	55	59	64	70	86	53	59	66	70	78	92 94
48	48	55	59	64	70	84	50	56	61	66	70	88	55	61	67	70	80	97
40	50	56	61	66	72	88	52	58	63	67	73	91	56	63	69	73	81	98
50	52	58	63	67	73	89	53	59	64	69	77	92	58	64	70	75	83	102
51	53	59	64	69	75	91	55	61	66	70	78	94	59	66	72	77	86	103
52	55	61	66	70	77	94	56	63	67	72	80	97	61	67	73	78	88	106
53	56	63	67	73	81	98	58	64	70	75	83	102	63	70	77	83	92	111
54	59	66	70	77	84	103	61	67	73	78	88	106	66	73	80	86	95	116
55	63	69	75	80	89	108	64	70	77	83	92	111	69	77	84	91	100	122
56	64	72	78	84	94	113	66	73	81	86	95	116	72	80	88	94	105	127
57	67	75	81	88	97	119	69	77	84	91	100	122	75	84	92	98	109	133
58	72	80	88	94	105	127	73	81	91	97	108	130	80	89	98	105	117	142
59	77	86	94	100	111	134	78	88	97	103	114	139	86	95	105	113	125	152
60	83	91	100	108	119	144	84	94	103	111	123	148	92	102	113	120	134	163
61	88	97	106	114	127	153	89	100	109	117	131	159	97	108	119	128	142	173
62	94	103	114	122	136	163	95	106	117	127	141	170	105	116	128	138	153	186
63	102	113	123	133	147	178	103	116	127	138	152	184	113	125	139	148	166	202
64	111 119	122 131	134 145	144 156	159 173	192 209	113 122	125 136	138 150	148 161	166 180	202 219	122 133	136 147	150 163	163 177	180 195	219 238
65 66	130	144	145	136	173	209	122	136	163	175	195	219	133	159	103	191	213	250
67	130	155	172	184	205	248	133	159	103	191	213	258	156	173	192	208	213	239
68	155	172	189	205	203	240	158	177	195	211	236	236	172	192	213	200	256	311
69	172	189	209	200	252	305	175	194	216	234	261	317	191	211	236	255	284	345
70	189	209	233	252	278	338	194	214	239	259	289	352	211	234	261	283	314	383
71	209	231	256	280	309	373	213	236	264	288	320	389	233	258	289	314	348	423
72	231	255	284	309	342	414	236	261	292	319	355	431	256	284	319	347	388	470
73	255	281	316	344	380	459	261	289	325	353	394	480	284	316	355	386	430	522
74	283	313	350	381	422	511	288	320	359	392	438	533	314	348	392	428	477	581
75	313	345	388	423	469	569	319	355	398	436	486	592	347	386	434	475	530	645
76	345	383	430	469	520	633	353	392	442	484	539	659	384	427	483	527	589	719
77	383	423	475	520	578	703	391	434	491	538	600	733	425	473	534	584	653	798
78	422	466	527	577	642	781	430	478	542	595	666	814	469	520	591	648	725	888
79	464	514	581	641	713	869	473	527	600	659	738	905	517	573	653	719	805	986
80	513	566	644	709	791	964	522	580	664	731	819	1,005	569	633	723	797	892	1,095
81	564	623	711	786	877	1,072	575	639	734	811	908	1,116	627	697	800	884	991	1,217
82	622	688	788	872	973	1,191	634	705	811	898	1,008	1,241	691	769	884	980	1,098	1,352
83	684	758	870	967	1,080	1,322	698	777	897	997	1,119	1,378	763	847	978	1,086	1,219	1,502
84	755	834	963	1,072	1,197	1,469	770	856	992	1,105	1,241	1,530	839	933	1,081	1,205	1,353	1,667

#### Rider Premium Rates and Premium Factors (Current)

Factor	s applied to ba	ase premium r	ates												
		•			5%						Full				
	5%	4%	3%	5%	Compound					Return of	Return of				Spousal
	Compound	Compound	Compound	Simple	COLA	Limited	Accelera			Premium	Premium	Spousal	Benefit	Restoration	Shared
Age	COLA	COLA	COLA	COLA	w/ 2x Cap	Pay			SBP	Upon Death	Upon Death	Survivorship	Period	of Benefits	Care
18-40	2.65	2.24	1.83	1.78	1.60	1.17	1.40	0.70	1.20	1.30	1.49	1.15	2 year	1.08	1.09
41	2.65	2.24	1.83	1.78	1.60	1.17	1.40	0.70	1.20	1.30	1.49	1.15	3 year	1.05	1.08
42	2.65	2.24	1.83	1.78	1.60	1.17	1.40	0.70	1.20	1.30	1.49	1.15	4 year	1.04	1.07
43	2.62	2.22	1.83	1.78	1.60	1.17	1.40	0.70	1.20	1.32	1.51	1.15	5 year	1.04	1.06
44	2.62	2.22	1.83	1.78	1.60	1.17	1.40	0.70	1.20	1.34	1.53	1.15	8 year	1.04	1.04
45	2.57	2.19	1.82	1.77	1.60	1.18	1.40	0.70	1.21	1.35	1.56	1.15	Lifetime	N / A	N/A
46	2.57	2.19	1.82	1.77	1.60	1.18	1.40	0.70	1.21	1.37	1.58	1.15	Destanting of De		
47	2.53	2.16	1.82	1.77	1.60	1.18	1.40	0.70	1.21	1.39	1.60	1.15		enefits and Shared	
48	2.49	2.15	1.82	1.76	1.60	1.19	1.40	0.70	1.21	1.41	1.62	1.15 1.15	Care riders are n		
49	2.47	2.14	1.81	1.75	1.60	1.19	1.40	0.70	1.22	1.43	1.65		Lifetime benefit p	eriod option.	
50	2.46	2.14	1.81	1.75	1.60	1.20	1.40	0.70	1.22	1.45	1.67	1.15			
51	2.44	2.13	1.80	1.74	1.60	1.20	1.40	0.70	1.22	1.47	1.70	1.15			1.00
52	2.43	2.12	1.80	1.73	1.60	1.21	1.40	0.70	1.22	1.49	1.72	1.15	HCC Monthly Be		1.06
53	2.38	2.08	1.78	1.72	1.60	1.23	1.40	0.70	1.23	1.52	1.76	1.15	Spousal Waiver		1.03
54	2.32	2.04	1.75	1.72	1.60	1.24	1.40	0.70	1.23	1.56	1.80	1.15	HCC Calendar D		1.02
55	2.27	2.00	1.73	1.71	1.60	1.26	1.40	0.70	1.23	1.59	1.84	1.15	Waiver of HCC E	P	1.12
56	2.22	1.97	1.70	1.71	1.60	1.27	1.40	0.70	1.23	1.62	1.89	1.14			
57	2.17	1.93	1.68	1.70	1.60	1.29	1.40	0.70	1.24	1.66	1.93	1.14	Elimination Peri	od Factors	
58	2.14	1.91	1.66	1.69	1.60	1.30	1.40	0.70	1.24	1.69	1.97	1.14	7 Day		1.30
59	2.12	1.89	1.64	1.69	1.59	1.31	1.40	0.70	1.24	1.73	2.01	1.13	30 Day		1.20
60	2.09	1.86	1.63	1.68	1.59	1.32	1.40	0.70	1.24	1.76	2.05	1.13	60 Day		1.08
61	2.07	1.84	1.61	1.68	1.58	1.33	1.40	0.70	1.25	1.79	2.10	1.12	90 Day		1.00
62	2.04	1.82	1.59	1.67	1.58	1.34	1.40	0.70	1.25	1.83	2.14	1.12	180 Day		0.90
63	2.00	1.79	1.57	1.65	1.57	1.35	1.40	0.70	1.25	1.90	2.23	1.12			
64	1.96	1.76	1.55	1.63	1.56	1.35	1.40	0.70	1.25	1.98	2.33	1.11			
65	1.92	1.73	1.53	1.62	1.56	1.36	1.20	0.60	1.26	2.06	2.43	1.11	Risk Class Factor	ors	
66	1.89	1.70	1.51	1.60	1.55	1.36	1.20	0.60	1.26	2.14	2.53	1.10	Preferred Plus		0.85
67	1.85	1.67	1.49	1.58	1.54	1.37	1.20	0.60	1.26	2.23	2.64	1.10	Preferred		1.00
68	1.81	1.64	1.47	1.56	1.53	1.35	1.20	0.60	1.26	2.36	2.81	1.09	Standard		1.20
69	1.77	1.61	1.45	1.55	1.52	1.32	1.20	0.60	1.27	2.50	3.00	1.09	Select I		1.50
70	1.73	1.58	1.44	1.53	1.51	1.30	1.20	0.60	1.27	2.65	3.19	1.09	Select II		1.80
71	1.69	1.56	1.42	1.52	1.50	1.27	1.20	0.60	1.27	2.80	3.40	1.08			
72	1.65	1.53	1.40	1.50	1.49	1.25	1.20	0.60	1.27	2.97	3.62	1.08	Modal Premium	Factors	
73	1.62	1.51	1.38	1.48	1.48	1.23	1.20	0.60	1.28	3.54	4.54	1.08	Annual		1.000
74	1.59	1.48	1.37	1.46	1.47	1.20	1.20	0.60	1.28	4.23	5.71	1.07	Semi-annual		0.520
75	1.56	1.46	1.35	1.45	1.45	1.18	1.20	0.60	1.28	5.06	7.21	1.07	Quarterly		0.265
76	1.53	1.43	1.34	1.43	1.44	1.15	1.20	0.60	1.28			1.06	Monthly Bill		0.090
77	1.50	1.41	1.32	1.41	1.43	1.13	1.20	0.60	1.29			1.06	Monthly PAC/EF	Г	0.087
78	1.48	1.39	1.31	1.40	1.42	1.12	1.20	0.60	1.29			1.05			
79	1.45	1.38	1.30	1.39	1.41	1.11	1.20	0.60	1.29			1.05	Discount Factor	S	
80	1.43	1.36	1.28	1.38	1.40	1.10	1.20	0.60	1.29			1.05	Married		0.85
81	1.41	1.35	1.27	1.37	1.39	1.09	1.20	0.60	1.30			1.04	Spousal		0.70
82	1.39	1.33	1.26	1.36	1.38	1.08	1.20	0.60	1.30			1.04	Facility Care Only	/ Endorsement	0.90
83	1.37	1.31	1.25	1.35	1.36	1.07	1.20	0.60	1.30			1.04			
84	1.35	1.30	1.24	1.34	1.34	1.06	1.20	0.60	1.30			1.04			

#### Comprehensive Monthly Indemnity Benefit Rider

Premium per \$250 monthly benefit

Premium added to base premium before any premium factors are applied Age 2 year 3 year 4 year 5 year 8 year Li

Premium	added to ba	ise premium	before any	premium fac	tors are app	lied	Premium adde	ed to base pi	emium berc	re a
Age	2 year	3 year	4 year	5 year	8 year	Lifetime	Age	2 year	3 year	
18-40	41	44	48	53	58	70	18-40	20	23	
41	41	45	48	53	59	72	41	22	23	
42	41	45	50	53	59	72	42	22	23	
43	42	47	52	55	61	73	43	22	25	
44	42	47	53	56	63	77	44	22	25	
45	44	48	53	58	64	78	45	23	25	
46	45	50	55	59	66	80	46	23	27	
47	47	52	56	61	67	81	47	25	27	
48	47	53	58	63	69	83	48	25	28	
49	48	53	59	64	70	86	49	25	28	
50	50	55	61	66	72	88	50	27	30	
51	52	56	63	67	73	89	51	27	30	
52	52	58	64	69	75	92	52	28	30	
53	55	61	67	72	80	95	53	28	31	
54	58	64	70	75	83	100	54	30	33	
55	59	67	70	78	88	100	55	30	34	
56	63	70	73	83	91	103	56	33	36	
50	66	70	80	86	91	116	57	33 34	30	
58	70 75	78 83	86 91	92 98	102	123	58	38	41 44	
59					109	133	59	39		
60	80	89	97	105	117	142	60	42	47	
61	84	94	105	113	125	152	61	45	50	
62	91	102	111	120	133	161	62	48	53	
63	98	109	120	130	145	175	63	52	58	
64	106	119	131	141	158	191	64	56	63	
65	116	128	142	153	170	208	65	61	67	
66	125	139	155	167	186	225	66	66	73	
67	136	152	167	181	202	245	67	72	80	
68	150	167	186	202	223	272	68	80	88	
69	166	184	205	222	247	302	69	88	97	
70	183	203	227	247	275	333	70	97	108	
71	203	225	252	273	305	369	71	106	119	
72	223	248	278	303	338	409	72	117	131	
73	247	275	308	336	375	455	73	130	145	
74	273	305	342	373	416	506	74	144	159	
75	303	336	380	414	463	563	75	159	177	
76	334	372	420	459	513	627	76	177	195	
77	370	413	466	509	570	697	77	195	217	
78	409	455	516	566	631	773	78	216	239	
79	450	500	570	627	702	859	79	238	264	
80	497	552	630	695	778	955	80	261	291	
81	547	608	697	770	863	1,061	81	288	320	
82	603	669	770	855	958	1,178	82	317	352	
83	664	738	853	947	1,063	1,309	83	350	388	
83 84	731	813	942	1,050	1,178	1,309	84	384	428	
04	131	013	94Z	1,050	1,170	1,400	04	304	420	

#### Home and Community Care Monthly Indemnity Benefit Rider

Premium per \$250 monthly benefit Pı

Premium addeo	d to base pr	emium befo	re any premi	um factors a	re applied	
Age	2 year	3 year	4 year	5 year	8 year	Lifetime

Lifetime	Age	z year	s year	4 year	5 year	o year	Litetime
70	18-40	20	23	25	28	31	38
72	41	22	23	27	28	31	38
72	42	22	23	27	28	31	38
73	43	22	25	27	28	33	39
77	44	22	25	28	30	33	41
78	45	23	25	28	30	34	41
80	46	23	27	30	31	34	42
81	47	25	27	30	31	36	42
83	48	25	28	30	33	36	44
86	49	25	28	31	33	38	45
88	50	27	30	31	34	38	45
89	51	27	30	33	34	39	47
92	52	28	30	33	36	39	48
95	53	28	31	34	38	42	50
100	54	30	33	36	39	44	53
105	55	31	34	39	41	45	56
111	56	33	36	41	44	48	58
116	57	34	39	42	45	50	61
123	58	38	41	45	48	53	66
133	59	39	44	48	52	58	70
142	60	42	47	52	55	61	75
152	61	45	50	55	59	66	80
161	62	48	53	58	63	70	84
175	63	52	58	64	69	77	92
191	64	56	63	69	75	83	100
208	65	61	67	75	81	91	109
225	66	66	73	81	88	98	119
245	67	72	80	88	95	106	130
272	68	80	88	98	106	117	142
302	69	88	97	108	117	130	158
333	70	97	108	120	130	144	175
369	71	106	119	133	144	159	194
409	72	117	131	147	159	178	216
455	73	130	145	163	177	197	239
506	74	144	159	180	197	219	267
563	75	159	177	200	217	244	297
627	76	177	195	222	242	270	330
697	77	195	217	245	269	300	367
773	78	216	239	272	297	333	408
859	79	238	264	300	330	369	452
955	80	261	291	331	366	409	503
1,061	81	288	320	367	405	455	558
1,178	82	317	352	406	450	505	620
1,309	83	350	388	448	498	559	689
1,453	84	384	428	497	553	620	766

### Allianz Life Insurance Company of North America Claims Administration and Procedures Documentation

The majority of policies to which this rate increase is applicable are eligible for a contingent benefit upon lapse. As a result, this document demonstrates that appropriate administration and claims processing procedures have been implemented and are in effect.

Our claims administration processes are designed to assure benefit eligibility is met, and subsequently pay all eligible long-term care claims, where appropriate, according to policy provisions. We also have a Special Investigations Unit (SIU) that, in accordance with various state requirements, identifies and addresses suspicious and/or fraudulent claims.

In total, our claims administration and processing procedures help eliminate the potential for further deterioration of the policy form(s) in this filing that would require further premium rate increases.

Allianz Life Insurance Company of North America [5701 Golden Hills Drive Minneapolis, MN 55416-1297 800/729-8505]



### TAX-QUALIFIED LONG TERM CARE INSURANCE POLICY

This Contract is intended to qualify for favorable federal tax treatment. As such, it must meet certain federal standards, in addition to all applicable standards in the state in which this Contract was issued or issued for delivery. If you have any questions regarding the tax qualifications of this Contract, you should direct such questions to the appropriate federal agency, or you should contact your tax advisor.

We promise to pay the benefits described in this Contract, subject to all of its provisions. We make this promise and issue this Contract in consideration of the statements made in your signed application and your payment of the initial premium.

Renewal Conditions THIS QUALIFIED LONG TERM CARE INSURANCE CONTRACT IS GUARANTEED RENEWABLE. To renew this Contract, you must pay the premium due by the premium due date or within the Grace Period or Unintended Lapse Protection extension. We cannot refuse to renew this Contract if the premium is paid on time. Premium rates are guaranteed not to change for the first five Policy Years. After the fifth Policy Year, the Company may change the premium rates for this Contract only if we base the premium change, by Class for everyone in your state, on the experience of this form. Any premium change will occur on the Policy Anniversary. We will notify you in writing at least 60 days before your premium changes.

Thirty Day Review Period	You may return this Contract within 30 days after receiving it if you are dissatisfied for any reason. You may return it to the agent from whom it was purchased or the Company. We will vold this Contract and mail a refund of the premium you paid within 10 days of receipt.
Read This Contract Carefully	It is a legal contract between you and the Company.
Notice to Buyer	This Contract may not cover all of the costs associated with long term care incurred by you during the period of coverage. You are advised to carefully review all limitations.
This Contract is Not a Medicare Supplement Contract	If you are eligible for Medicare, you may request the Guide to Health Insurance for People with Medicare available from us.
Check Your Application	Caution – This Contract may not apply when you have a claim! Please read! The issuance of this long term care insurance Contract is based upon your responses to the questions on your application. A copy of your application is attached. If your responses are incorrect or untrue, we may deny benefits or rescind this Contract, subject to the Incontestability provision under the General Policy Provisions section. The best time to clear up any questions is now, before a claim arises! If, for any reason, any of your responses are incorrect, write or call us at [5701 Golden Hills Drive, Minneapolis, MN, 55416-1297 or 800/729-8505].
Effective Date	This Contract begins at 12:01 AM on the Effective Date shown on the Policy Schedule. This Contract ends at 12:01 AM according to the terms of this Contract.
Signad for the	

Signed for the Company at Its Home Office on the Date of Issue

[Suzanne J. Pepin] [Senior Vice President, Secretary and Chief Legal Officer]

[Charles Kavitsky] [President]

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A summary of your benefits follows. Please refer to the Policy Schedule for a list of the Riders which provide you with additional benefits.

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### **GENERAL POLICY PROVISIONS**

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Entire Contract; Changes	The Entire Contract consists of this policy, the attached copy of the application, any attached Endorsements, and any attached Riders. We have issued this Contract in consideration of the application and initial premium. All statements made by you are considered representations and not warranties. Only our President together with our Secretary have the authority to make any changes in this Contract. No agent has authority to change this Contract or waive any of its provisions. Any Rider, Endorsement, or application which modifies, limits, or excludes coverage under this Contract must be in writing and signed by you, the insured, to be valid, except for those modifications required by law.
Incontestability	We issued this Contract based on the information you provided in the application. Any misrepresentation may cause this Contract to be voided or rescinded, or a claim to be denied.
	If this Contract has been In Force for less than 6 months, upon a showing of misrepresentation that is material to the acceptance of coverage, we may rescind this Contract or deny an otherwise valid claim on this Contract.
	If this Contract has been In Force for at least 6 months, but less than 2 years, upon a showing of misrepresentation that is both material to the acceptance of coverage and that pertains to the condition for which benefits are sought, we may rescind this Contract or deny an otherwise valid claim on this Contract.
:	After this Contract has been In Force for 2 years, it is not contestable upon the grounds of misrepresentation alone. After 2 years, this Contract may be contested only upon a showing that you knowingly and intentionally misrepresented relevant facts relating to your health.
Conformity with State Laws	Any provision of this Contract which, on its Effective Date, conflicts with the laws of the state in which you reside on that date is amended to conform to the minimum requirements of those laws.
Misstatement of Age	If your age was understated on the application, we will pay only such benefits as the premium paid would have purchased at the correct age. If your age was overstated on the application, we will refund any excess premium paid when we have been notified of this fact. Our liability is limited to refunding premium paid, if according to the correct age, this Contract would not have been issued.

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### DEFINITIONS

This section provides the meaning of special terms used throughout this Contract. Most of these terms are capitalized throughout this Contract to help you easily recognize them. Provision titles, section titles and terms used on the Policy Schedule are also capitalized for your convenience.

We, Our, Us or the Company	Allianz Life Insurance Company of North America (whether these terms are capitalized or not).
You, Your or Yourself	The person who is insured under this Contract, as shown on the Policy Schedule, and is solely entitled to exercise all rights of this Contract (whether these terms are capitalized or not).
Activities of Daily Living, ADLs	See the Eligibility for the Payment of Benefits section.
Adult Day Care	<ul> <li>A program of services that includes:</li> <li>care for six or more individuals;</li> <li>health-related services;</li> <li>Maintenance or Personal Care Services; and</li> <li>recreational and social services provided during the day in a community group setting.</li> </ul> The purpose of such a program is to support frail, impaired, elderly, or other disabled adults who are not capable of full-time independent living, but do not require 24-hour institutional care and can benefit from care in a group setting outside the Home.
Assisted Living Facility	<ul> <li>A facility licensed or certified with the appropriate state agency to provide the care described below, or, if not licensed or certified, a facility which is engaged primarily in providing ongoing care and related services in one location, and which meets all of the following criteria:</li> <li>has at least one trained staff member on duty 24 hours per day;</li> <li>provides continuous room and board;</li> <li>provides Maintenance or Personal Care Services required by residents due to their inability to perform the Activities of Daily Living or due to a Severe Cognitive Impairment;</li> <li>has formal arrangements for the services of a Physician or RN in case of an emergency; and</li> <li>has formal procedures in place to manage all medical emergencies and medical needs, including the handling and dispensing of prescription and non-prescription drugs and medical treatments.</li> </ul>
Beneficîary	The person or persons or entity named on the application, if any, unless later changed in writing; or the person or persons or entity designated as such in a written notice to us. The Beneficiary, or your estate if no Beneficiary has been designated, will receive any unassigned benefit payments, unearned premium, or any Rider benefits due upon your death.
Benefit Period	The Benefit Period is shown on the Policy Schedule.

### DEFINITIONS

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Cancel, Cancelled, or Cancellation	The Termination of this Contract, per your written request. Cancellation is effective upon receipt of such request or on such later date specified in the request.
Chronically III, Chronic Illness	See the Eligibility for the Payment of Benefits section.
Class	A population segment with similar characteristics such as issue age, underwriting and rating classification, elected benefit options, or Elimination Period.
Contract	This policy, the attached copy of the application, any attached Endorsements, and any attached Riders are the Contract.
Effective Date	The date when coverage starts under this Contract. It is shown on the Policy Schedule. This date determines Policy Anniversaries and Policy Years.
Elimination Period	<ul> <li>The period of time that must be satisfied before we will pay you benefits and is the number of days in which you:</li> <li>must be Chronically III;</li> <li>are receiving care in either a Nursing Facility or Assisted Living Facility, or are receiving Home and Community Care; and</li> <li>are not receiving Benefit Payments under this Contract.</li> </ul>
:	The Elimination Period is shown on the Policy Schedule. Each day of covered services under this Contract counts toward the Elimination Period. The Elimination Period must only be satisfied once in your lifetime.
Endorsement	An attachment to this policy that may provide an additional benefit or amend this Contract.
Facility Care	Care provided to you in a Nursing Facility or an Assisted Living Facility.
Facility Care Daily Benefit	The dollar amount elected by you and shown on the Policy Schedule.
Home	Any place where you reside. A Home is not a Nursing Facility, Assisted Living Facility, Alzheimer's facility, hospice facility, or Hospital.
Home and Community Care	A program of services provided to you through Adult Day Care, Home Health Care, or Hospice Care.
Home and Community Care Daily Benefit	The dollar amount elected by you and shown on the Policy Schedule.
Home Health Aide	A person, other than an RN or nurse, who provides Maintenance or Personal Care Services under the supervision of a Home Health Care Agency. A Home Health Aide must be duly licensed or certified under state law, if any; and acting within the scope of his or her license or certification at the time the treatment or service is performed.

DEFINITIONS

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Home Health Care	A program of medical and nonmedical services provided to ill, disabled, or infirm persons in their Home through a Home Health Care Agency. This includes professional nursing care by or under the supervision of an RN or nurse, care by a Home Health Aide, therapeutic care services by or under the supervision of a speech, occupational, physical, or respiratory therapist licensed under state law, if any, or incidental Homemaker Services.
Home Health Care Agency	A Hospital, agency, or other provider licensed, certified, or accredited under state law, if such licensing or accreditation is required, to provide Home Health Care.
Homemaker Services	<ul> <li>Services or assistance with activities that are necessary to support your ability to remain in your Home, including assisting you with using the telephone, managing medications, moving about outside, shopping for essentials, preparing meals, doing your laundry, and light housekeeping. Such services must be: <ul> <li>outlined in the Plan of Care;</li> <li>performed by the same individual providing Maintenance or Personal Care Services;</li> <li>incidental to the Maintenance or Personal Care Services; and</li> <li>provided during the same visit.</li> </ul> </li> </ul>
Hospital	<ul> <li>An institution or facility that is:</li> <li>licensed as a Hospital by the proper authority of the state in which it is located; or</li> <li>accredited as a Hospital by the Joint Commission on Accreditation of Healthcare Organizations (JCAHO); or</li> <li>operated as a Hospital pursuant to law.</li> </ul>
Hospice Care	Services provided in the event that you are diagnosed with a terminal disease. Hospice Care helps you, your primary caregiver and your family member(s) with the physical, social, and spiritual needs brought about by your terminal illness.
Immediate Family Member	Includes your spouse; and your spouse's or your: daughter, daughter-in-law, son, son-in- law, parent, sister, brother, grandparent or grandchild.
In Force	The period between the Effective Date and Termination of this Contract.
Informal Caregiver	Any person designated by you to assist in the proper use and care of a therapeutic device or caregiving procedure. A person who is paid to care for you under this Contract cannot be an Informal Caregiver.
Lapse, Lapses, or Lapsed	Termination of this Contract due to insufficient premium payment. Refer to the Grace Period and Unintended Lapse Protection provisions under the Policy Administration section.
Licensed Health Care Practitioner	A person who is a Physician (as defined in section 1861(r)(1) of the Social Security Act), a Registered Professional Nurse, or a Licensed Social Worker.
	The Licensed Health Care Practitioner must not be an Immediate Family Member.

A person who is licensed by the state, if required, and acting within the scope of his or her Licensed Social Worker professional responsibilities when providing an assessment indicating that you are Chronically III. We will not recognize you or an Immediate Family Member as a Licensed Social Worker for claims that you make to us under this Contract. Loss of Functional The inability to perform the prescribed ADLs without the Substantial Assistance of another Capacity person. Maintenance or Personal Services provided primarily to give needed assistance to you as a result of your being Care Services Chronically III. "Personal care" means the provision of hands-on services (Substantial Assistance) to assist you with the Activities of Daily Living. "Maintenance" means continual supervision (Substantial Supervision) to protect you from threats to health or safety due to a Severe Cognitive Impairment. **Maximum Lifetime** The total amount we will pay in your lifetime for all benefits (other than the Waiver of Premium Benefit) provided by this Contract. The Maximum Lifetime Benefit is shown on the Benefit Policy Schedule. The Maximum Lifetime Benefit is calculated as the Facility Care Daily Benefit times the Benefit Period (in years) times 365. Medicare The program under the Health Insurance for the Aged Act, Title XVIII of the Social Security Amendments of 1965 and any later amendments or substitutes thereof. Nursing Facility A facility or institution, either separate or a distinct part of another health care facility, other than a Hospital, which is licensed or certified by the appropriate state agency to provide the following such care as described: provides an organized, 24-hour program of services consistent with the needs of its residents under the supervision of a Physician; provides medical and nursing services, as needed, under the supervision of a Physician or RN; and maintains a daily medical record on each patient. Nursing Facility does not include: convalescent homes, board and rest homes, homes for aged, residential care facilities, domiciliary and retired care facilities, or training centers; or government or veterans' facilities or any other facility where the patient is not required to pay. Physician A person who: is licensed to practice medicine and surgery and prescribe and administer drugs; is legally qualified as a medical practitioner and required to be recognized, under this Contract for insurance purposes, according to applicable state insurance laws; or meets the requirements of section 1861(r)(1) of the Social Security Act. We will consider a person to be a Physician only when the person is performing tasks that

We will consider a person to be a Physician only when the person is performing tasks that are within the limits of the person's medical license, and such tasks are appropriate to the care of your Chronic Illness. We will not recognize you or an Immediate Family Member as a Physician for claims that you make to us under this Contract.

	DEFINITIONS
Plan of Care	A written plan prescribed by a Licensed Health Care Practitioner developed in consultation with you, based upon an assessment indicating that you are Chronically III. The Plan of Care should recommend the frequency and type of Qualified Long Term Care Services most suitable to meet your need for Substantial Assistance or Substantial Supervision, and the most appropriate providers for such services. A Plan of Care must be confirmed in writing at least annually, or as often as reasonably necessary when changes to your Chronic Illness necessitate revisions to the Plan of Care to ensure your needs continue to be appropriately met. All Qualified Long Term Care Services covered under this Contract must be consistent with the Plan of Care.
Policy Anniversary	The day and month that corresponds to the day and month of the Effective Date that occurs on the same day and month in a specified year. The Effective Date is shown on the Policy Schedule.
Policy Schedule	The Policy Schedule shows specifics concerning Policy Benefits, Rider Benefits, Endorsement Benefits, Cost of Benefits, Premium Summary, and General Benefit Information.
Policy Year	The period starting on a Policy Anniversary and ending on the day before the next Policy Anniversary. This is prior to Termination of this Contract.
Qualified Long Term Care Services	Necessary diagnostic, preventive, therapeutic, curing, treating, mitigating, and rehabilitative services and Maintenance or Personal Care Services, which are required by a Chronically III individual and provided pursuant to a Plan of Care prescribed by a Licensed Health Care Practitioner.
Registered Professional Nurse, RN	A duly licensed registered nurse acting within the scope of his or her license at the time the treatment or service is performed.
	We will not recognize you or an Immediate Family Member as a Registered Professional Nurse for claims that you make to us under this Contract.
Reinstate, Reinstated, or Reinstatement	To restore coverage after this Contract has Lapsed or as described in the Reinstatement provision under the Policy Administration section.
Renewal Premium	The Total Modal Premium due, based on the Mode of Payment, to keep this Contract In Force. The Total Modal Premium and the Mode of Payment are shown on the Policy Schedule.
Respite Care	Short term Maintenance or Personal Care Services to relieve an Informal Caregiver who is providing care to you in your Home.
Rider	An attachment to this policy that provides an additional benefit.
Severe Cognitive Impairment	See the Eligibility for the Payment of Benefits section.
Substantial Assistance	Hands-on assistance without which you would not be able to safely and completely perform the ADL. Hands-on assistance means the physical assistance (minimal, moderate, maximal) of another person.

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DEFINITIONS	
Substantial Supervision	Requiring continual supervision by another person to protect you or others from threats to health or safety as a result of a Severe Cognitive Impairment. Such supervision may include cueing by verbal prompting, gestures, or other similar demonstrations.
Termination, Terminate, Terminates, or Terminated	The date on which coverage under this Contract ends. Refer to the Termination provision under the Policy Administration section.

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### ELIGIBILITY FOR THE PAYMENT OF BENEFITS

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Benefit Payments	Once you meet the Eligibility for Benefits and Limitations or Conditions on Eligibility for Benefits provisions below, we will pay up to the Facility Care Daily Benefit or Home and Community Care Daily Benefit for actual expenses incurred.
Eligibility for Benefits	To be eligible for the benefits shown on the Policy Schedule and in this Contract, you must be Chronically III. You must provide proof of such Chronic Illness as shown in the Claim Procedures section.
Limitations or Conditions on Eligibility for Benefits	<ul> <li>To be eligible for Benefit Payments, you must meet the Eligibility for Benefits provision above, in addition to the following:</li> <li>this Contract must be In Force;</li> <li>you must have satisfied the Elimination Period; and</li> <li>you must be receiving Qualified Long Term Care Services pursuant to a Plan of Care prescribed by a Licensed Health Care Practitioner.</li> </ul>
Chronically III, Chronic Illness	<ul> <li>You are Chronically III if you have been certified, within the previous 12 months, by a Licensed Health Care Practitioner as:</li> <li>being unable to perform without Substantial Assistance at least 2 ADLs and Substantial Assistance is expected to be required for a period of at least 90 continuous days due to a Loss of Functional Capacity; or</li> <li>requiring Substantial Supervision to protect yourself from threats to health and safety due to a Severe Cognitive Impairment.</li> </ul>
Activities of Daily Living, ADLs	<ul> <li>ADLs are the following:</li> <li>Bathing. Washing yourself by sponge bath, or in either a tub or shower, including the task of getting into or out of the tub or shower.</li> <li>Continence. The ability to maintain control of bowel and bladder function, or, when unable to maintain control of bowel or bladder function, the ability to perform associated personal hygiene, including caring for a catheter or colostomy bag.</li> <li>Dressing. Putting on and taking off all items of clothing and any necessary braces, fasteners, or artificial timbs.</li> <li>Eating. Feeding yourself by getting food into your body from a receptacle (such as a plate, cup or table), or by feeding tube or intravenously.</li> <li>Toileting. Getting to and from the toilet, getting on and off the toilet, and performing associated personal hygiene.</li> <li>Transferring. Moving into or out of a bed, chair, or wheelchair.</li> </ul>
Severe Cognitive Impairment	<ul> <li>The deterioration or loss of your intellectual capacity which is confirmed by a Physician and measured by clinical evidence and standardized tests that reliably measure your impairment in:</li> <li>short or long term memory;</li> <li>orientation as to people (such as who you are), places (such as where you are), or time (such as day, date and year);</li> <li>judgement as it relates to safety awareness, which requires supervision or verbal cueing by another person to protect yourself and others; or</li> <li>deductive or abstract reasoning.</li> </ul> Coverage is provided for Alzheimer's Disease and forms of senility and irreversible dementia that result in a Severe Cognitive Impairment.

	GENERAL BENEFIT INFORMATION
Benefits End	<ul> <li>Benefit Payments will end if we do not receive Continued Proof of Loss or on the earliest of:</li> <li>the date on which you are no longer Chronically III;</li> <li>the date this Contract Terminates; or</li> <li>the date the certification that you are Chronically III from your Licensed Health Care Practitioner expires.</li> </ul>
Facility Care Benefit	If you are eligible for Benefit Payments and are confined in a Nursing Facility or an Assisted Living Facility, we will pay up to the Facility Care Daily Benefit for each day of care received in the Nursing Facility or Assisted Living Facility. All benefits paid under the Facility Care Benefit accumulate toward the Maximum Lifetime Benefit.
Home and Community Care Benefit	If you are eligible for Benefit Payments, we will pay up to the Home and Community Care Daily Benefit for covered Home and Community Care (Adult Day Care, Home Health Care, and Hospice Care) you receive, as long as you are not receiving Facility Care Benefits, and are not confined in a Hospital. All benefits paid under the Home and Community Care Benefit accumulate toward the Maximum Lifetime Benefit; however, the maximum daily amount of benefits accumulated will not exceed the Facility Care Daily Benefit amount.
Alternative Plan of Care Benefit	The Alternative Plan of Care Benefit provides benefits for services which may include: equipment purchases or rentals; permanent or temporary modifications to your Home (such as ramps or rails); or care services not normally covered under other benefit provisions in this policy. We reserve the right to make the final decision on any request for the Alternative Plan of Care Benefit.
·	<ul> <li>We will pay the Alternative Plan of Care Benefit if:</li> <li>you meet the Eligibility for Benefits provision;</li> <li>you, your Licensed Health Care Practitioner, and we agree the Alternative Plan of Care Benefit is: (a) medically acceptable; and (b) the most cost efficient manner in which to provide benefits for your claim under this Contract;</li> <li>you have not exhausted the Maximum Lifetime Benefit; and</li> <li>you agree that you will not receive payments for any other benefits under this Contract while the Alternative Plan of Care Benefit is being paid, unless otherwise agreed to by you and us.</li> </ul>
	If the Elimination Period has not been satisfied, the remaining days needed to satisfy the Elimination Period will be multiplied by the Facility Care Daily Benefit and subtracted from the amount payable for the Alternative Plan of Care Benefit. All benefits paid under the Alternative Plan of Care Benefit Lifetime Benefit.
Bed Reservation Benefit	<ul> <li>If you are eligible for Benefit Payments, we will continue to pay the Facility Care Daily Benefit as if you were still confined in the Nursing Facility or the Assisted Living Facility if you:</li> <li>become hospitalized or temporarily leave the Nursing Facility or the Assisted Living Facility; and</li> <li>are billed by the Nursing Facility or the Assisted Living Facility to reserve your accommodations.</li> </ul>

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### GENERAL BENEFIT INFORMATION

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Caregiver Training Benefit	If you meet the Eligibility for Benefits provision, we will pay up to the Maximum Caregiver Training Benefit (five times the Facility Care Daily Benefit) shown on the Policy Schedule for expenses incurred for an Informal Caregiver to receive training to take care of you in your Home.
	All benefits paid under the Caregiver Training Benefit accumulate toward the Maximum Lifetime Benefit. The Elimination Period does not apply to this benefit and days of caregiver training will not be used to satisfy the Elimination Period.
Respite Care Benefit	<ul> <li>If you meet the Eligibility for Benefits provision, we will pay Respite Care Benefits for:</li> <li>the actual daily charges you incur for each day of care received in a Nursing Facility or an Assisted Living Facility, up to the Facility Care Daily Benefit; or</li> <li>the actual expenses you incur for each day you receive Home and Community Care, up to the Home and Community Care Daily Benefit.</li> </ul>
	All benefits paid under the Respite Care Benefit accumulate toward the Maximum Lifetime Benefit. The Elimination Period does not apply to this benefit and days of respite care will not be used to satisfy the Elimination Period. The Respite Care Benefit is payable for a maximum of 30 days per calendar year.
Nursing Facility Recovery Benefit	<ul> <li>This Contract is paid up if:</li> <li>Facility Care Daily Benefits are paid for at least 12 continuous months, due to a confinement in a Nursing Facility; and</li> <li>You are no longer Chronically III.</li> </ul>
Waiver of Premium Benefit	If you are eligible for Benefit Payments and the Elimination Period has been satisfied, we will waive your premium as it comes due.
	We will continue to waive each premium that comes due according to the Mode of Payment in effect at the time you become eligible for this benefit, as long as you continue to be Chronically III. Once you recover and are no longer Chronically III, you must pay each premium that comes due according to the Mode of Payment currently in effect.
Care Coordination Advisor Benefit	If you choose, we will provide you with access to care management professionals who will work with you, your family member(s), and your Licensed Health Care Practitioner to determine and monitor your care, including assessment of your situation and investigation of available care resources. This may include assistance developing and monitoring a Plan of Care with you, your family member(s), and your Licensed Health Care Practitioner. This service is not required for you to obtain Benefit Payments under this Contract. This service will not accumulate toward the Maximum Lifetime Benefit.

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### CLAIM PROCEDURES

This section describes our claims process and how to file a claim. We will evaluate your claim based upon the information you provide us and other information we gather about your claim.

Notice of Claim You, or someone acting on your behalf, must give us Notice of Claim for benefits within 30 days after the date of loss, or as soon as reasonably possible.

Write or call us at the address or telephone number shown on the first page of this policy to notify us of your claim. In order to sufficiently identify you, the written notice should include your name, policy number, and the address to which the Claim Form should be sent. It should be mailed to us at our Home Office, at the address shown on the first page of this policy.

Claim Form We, upon receipt of Notice of Claim, will send you a Claim Form within 15 days to use in filing the Proof of Loss or if needed to determine Continued Proof of Loss. By completing all the items on the Claim Form and sending the required information to the address on the form, you will help us to expedite the processing of your claim.

If you, or anyone acting on your behalf, do not receive our Claim Form within 15 days of notifying us, you may file the Proof of Loss without our Claim Form by sending us a letter which describes the character and extent of your Chronic Illness within the time limit stated in the below Proof of Loss provision.

Proof of Loss You will be considered to have provided Proof of Loss when we receive a Claim Form or a letter (as described in the Claim Form provision above) with any applicable statements and bills for covered care services which include the date, nature, and charges for all services.

Proof of Loss for a continuing loss for which we provide periodic payment must be sent to us within 90 days after the end of each period for which we are liable. Proof of Loss for any other loss must be sent to us within 90 days after the date of such loss. If it is not possible to give us timely Proof of Loss, we will not reduce or deny your claim if Proof of Loss is filed as soon as you reasonably can provide the information to us. Unless you are not legally capable, the required Proof of Loss must be given to us no later than one year from the date Proof of Loss would have otherwise been required.

In order to verify that you are eligible for Benefit Payments, one or more of the following, relating to your Chronic Illness, may also be required at our expense:

- a Physician's statement and/or copies of relevant medical records from any Physician or health care provider involved in your care; and
- any other such proof, as we may deem necessary.
- **Continued Proof of Loss** Once we have verified that you are eligible for Benefit Payments, you must submit statements and bills for covered care services each month. We will request, at least annually or as often as reasonably necessary, a completed supplemental Claim Form, which will include a request for an updated Plan of Care. The information submitted on a monthly basis and the information requested at least annually is subject to the time limits stated in the above Proof of Loss provision. At our expense, we may also require one or more of the following:
  - a Physician's statement and/or copies of relevant medical records from any Physician or health care provider involved in your care; and
  - any other such proof, as we may deem necessary.

### CLAIM PROCEDURES

- **Time of Payment of Claims** Benefits will be paid immediately after we receive and verify Proof of Loss or Continued Proof of Loss, and will continue until the Maximum Lifetime Benefit is exhausted. If we do not pay benefits upon receipt of written Proof of Loss, we will provide timely notice to you in writing to explain our reasons for not paying the claim, either in whole or in part. The letter will also provide you with a written itemization of any documents or other information needed to process the claim or any portion(s) not paid.
- Payment of Claims All benefits are paid to you or your assignee. Any benefits unpaid at your death will be paid to your Beneficiary.
- **Overpayment of Claims** If, for any reason, benefits have been overpaid, you have the responsibility to return any overpayments. We have the right to recover by offsetting against any amounts otherwise payable to you under this Contract.
- Unpaid Premium Any premium due and unpaid will be deducted from the claim payment when the claim is paid.
- **Physical Examination** We, at our expense, have the right to have you examined to determine your Eligibility for Benefits when and as often as reasonably necessary during the pendency of a claim.

We, at our expense, may also require a personal interview with you or an assessment of you, relating to your Chronic Illness, in order to verify that you are eligible for Benefit Payments.

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**Claim Appeal Procedure** If you believe that our claim decision is in error, you may appeal our decision and we will reconsider your claim. Send us a written request (no special form is required) explaining why you feel we should change our decision. Your written request must be submitted within 60 days, or as soon as reasonably possible, of your receipt of the explanation of benefits of your claim. You may authorize someone else to act for you in this process.

Your written request should include your name and policy number as well as the names, addresses and telephone numbers of any persons or organizations you believe we should contact to learn more about the claim under reconsideration.

Once we have completed our review, we will notify you immediately of our decision. We will pay you any benefits we determine to be due to you as a result of our reconsideration. This notification will be sent to you no later than 30 days after receipt of your written request for appeal. If we require more than 30 days, we will notify you of the reasons for the delay. Our final decision on your appeal does not prevent you from taking further action.

- Legal ActionNo Legal Action may be brought to recover benefits under this Contract within 60 days after<br/>Proof of Loss has been given. No action may be brought more than 3 years after the time<br/>Proof of Loss is required to be given.
- Payor of Last Resort The Department of Medical Assistance will be the Payor of Last Resort.

### POLICY ADMINISTRATION

This section describes premium payment requirements and Reinstatement of this Contract should it Lapse.

- Paying PremiumsRenewal Premiums are due at the beginning of each Mode of Payment interval from the<br/>Effective Date. Payments are to be made to us. You may change the Mode of Payment if<br/>you notify us.
- **Grace Period** This Contract has a 30-day Grace Period. This means that if a Renewal Premium is not paid on or before the date it is due, it may be paid during the following 30 days. This Contract will stay In Force during the Grace Period.

Unintended LapseYou have the right to elect a third party designee for us to notify before this ContractProtectionTerminates due to nonpayment of premium.

30 days after the Renewal Premium is due and unpaid, we will mail, by postage paid, firstclass US mail, at the end of the Grace Period, a notice to you and your third party designee, if elected, stating that this Contract is about to Lapse. Notice is considered to have been given as of 5 days after the date of mailing. You have an additional 30 days beyond the date this notice was given to pay your premium. During this 30-day extension, this Contract is In Force. To keep this Contract In Force with no gap in coverage, you must pay your premium within this 30-day extension period. If your premium remains unpaid, this Contract will Terminate.

**Reinstatement** If this Contract Lapses, you may request to Reinstate this Contract, within 5 months of the date of Lapse, by submitting an application to determine your eligibility for Reinstatement. You will be given a conditional receipt for any premium submitted with the application. If we do not approve your application, we will notify you in writing within 45 days from the date of your application and refund any premium that was submitted with the application. If we do not notify you within 45 days of our approval, this Contract will be Reinstated on the 45<sup>th</sup> day after the date of the conditional receipt. Your coverage will be Reinstated, subject to evidence of insurability and receipt of all past due and unpaid premiums.

This Contract will be Reinstated as of the last premium due date if we approve your application for Reinstatement and all premiums due are received. The Reinstated Contract will cover only loss due to an injury sustained after the date of Reinstatement and loss due to a sickness that begins more than 10 days after the Reinstatement. In all other aspects, your rights and ours will be the same as before this Contract Terminated, subject to any provisions endorsed or attached in connection with the Reinstatement.

Reinstatement due to Chronic Illness If this Contract Lapses due to nonpayment of premium due to a Chronic Illness that began before Lapse, you may request to Reinstate this Contract, within 5 months of the date of Lapse, by submitting:

- proof of such Chronic Illness, certified by a Licensed Health Care Practitioner; and
- payment of all past due premiums.

If we Reinstate this Contract after nonpayment of premium due to Chronic Illness:

- the Reinstatement will not require any evidence of insurability.
- there will be no gaps in coverage. Coverage will be a continuation of that provided prior to Reinstatement. This provision does not apply if this Contract has been Terminated due to any reason other than Lapse due to Chronic Illness.
- premium is due from the date of the last premium payment, at the rate which would have been in effect had this Contract remained In Force. Payment must be made within 15 days of our written request to you.

	POLICY ADMINISTRATION
Extension of Benefits	<ul> <li>Benefit Payments will be paid after Termination if:</li> <li>you become Chronically III while this Contract is In Force; and</li> <li>your Chronic Illness continues without interruption after Termination.</li> </ul> Benefit Payments are limited to the benefits payable under this provision and are subject to
	all other provisions of this Contract.
Termination	<ul> <li>This Contract will Terminate and your coverage will end on the earliest of:</li> <li>the date you have exhausted the Maximum Lifetime Benefit;</li> <li>the date this Contract Lapses due to nonpayment of premium;</li> <li>the date this Contract is Cancelled by you; or</li> <li>the date of your death.</li> </ul>
Cancellation by Insured	You may Cancel this Contract at any time by delivering or mailing written notice of Cancellation to us. Cancellation will be effective upon receipt of such notice or on such later date as may be specified in such notice. If this Contract is Cancelled, the following provisions do not apply: Grace Period, Unintended Lapse Protection, and Waiver of Premium Benefit. The Cancellation will be without prejudice to any claim originating prior to the effective date of such Cancellation.
Return of Unearned Premium Upon Death	Upon your death, we will return any unearned premium for this Contract to your Beneficiary on a pro-rata basis. We will return this unearned premium within 30 days of receipt of proof of your death.
Return of Unearned Premium Upon Cancellation or Termination	In the event that this Contract is Cancelled by you or Terminated by us, we will return any unearned premium for this Contract to you on a pro-rata basis. We will return this unearned premium within 30 days of the effective date of such Cancellation or Termination.
renninadon	<ul> <li>The effective date of the Cancellation is the later of:</li> <li>the date which you request the Cancellation in writing; or</li> <li>the date we receive your written request to Cancel this Contract in our Home Office.</li> </ul>
Change of Beneficiary	You may change the Beneficiary at any time by giving us written notice. A change will not be effective until recorded by us. Once recorded, the change will apply as of the date the request was signed. We will not be liable for any action taken or payment made before a Beneficiary change is recorded. The Beneficiary's consent is not required to change this Contract or the Beneficiary, unless the designation of the Beneficiary is irrevocable.
Duplicate Contract	If you have misplaced this Contract and wish to request a duplicate copy, you will be assessed a fee of up to \$[25].

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### LIMITATIONS AND EXCLUSIONS

This section tells you under what circumstances benefits are not payable even if you would otherwise qualify for benefits under this Contract.

Limitations and Exclusions No benefits will be paid for any confinement, care, treatment, or service(s):

- for alcoholism or drug addiction.
- that result from participating in a felony, a riot or an insurrection.
- for which benefits are provided under any state or federal worker's compensation law.
- that result from an act of war, whether declared or not.
- that result from your intentionally self-inflicted injury.
- provided outside the fifty United States, the District of Columbia, or Canada[, except as described in the International Coverage Benefit Endorsement].
- provided to you by an Immediate Family Member.
- for which you have no financial liability or that are provided at no charge in the absence of insurance.
- provided in a government facility (unless otherwise required by law).
- that are reimbursable under Medicare or would be so reimbursable but for the application of a deductible or coinsurance amount.

Allianz Life Insurance Company of North America [5701 Golden Hills Drive Minneapolis, MN 55416-1297]

[800/729-8505]

### TAX-QUALIFIED LONG TERM CARE INSURANCE POLICY

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Allianz Life Insurance Company of North America [Home Office: Minneapolis, MN] [5701 Golden Hills Drive Minneapolis, MN 55416-1297 800/729-8505]

### OUTLINE OF COVERAGE FOR LONG TERM CARE INSURANCE POLICY FORM 10-P-Q-VA

THE CONTRACT IS INTENDED TO QUALIFY FOR FAVORABLE FEDERAL TAX TREATMENT. As such, it must meet certain federal standards, in addition to all applicable standards in the state in which the Contract was issued or issued for delivery. If you have any questions regarding the tax qualifications of the Contract, you should direct such questions to the appropriate federal agency, or you should contact your tax advisor.

<u>CAUTION</u>: The Contract may not apply when you have a claim! Please read! The issuance of the long term care insurance Contract is based upon your responses to the questions on your application. A copy of your application will be attached to the policy. If your responses are incorrect or untrue, we may have the right to deny benefits or rescind the Contract, subject to the policy's Incontestability provision. The best time to clear up any questions is now, before a claim arises! If, for any reason, any of your responses are incorrect, write or call us at the address or telephone number shown above.

**NOTICE TO BUYER:** The Contract may not cover all of the costs associated with long term care incurred by you during the period of coverage. You are advised to carefully review all limitations.

The Contract is an individual Contract of insurance.

**Purpose of Outline of Coverage** - This outline of coverage provides a very brief description of the important features of the Contract. You should compare this outline of coverage to outlines of coverage for other contracts available to you. This is not an insurance contract, but only a summary of coverage. Only the individual Contract contains governing contractual provisions. This means that the Contract sets forth in detail the rights and obligations of both you and the insurance company. Therefore, if you purchase this coverage, or any other coverage, it is important that you **READ THE CONTRACT CAREFULLY!** 

Terms Under Which the Contract May Be Returned and Premium Refunded - If you are not satisfied with the Contract, you have 30 days to return it to us or the agent from whom it was purchased for a full refund of any premium you have paid. Upon your death, we will return any unearned premium for the Contract to your Beneficiary, or to your estate if no Beneficiary has been designated, on a pro-rata basis. We will return this unearned premium within 30 days of receipt of proof of your death. If the Contract is Cancelled by you or Terminated by us, after 30 days, any unearned premium will be returned to you on a prorata basis. We will return this unearned premium within 30 days of the effective date of such Cancellation or Termination.

This Is Not Medicare Supplement Coverage - If you are eligible for Medicare, review the Guide to Health Insurance for People with Medicare available from us. Neither Allianz Life Insurance Company of North America nor its agents represent Medicare, the federal government, or any state government.

Long Term Care Coverage - Contracts of this category are designed to provide coverage for one or more necessary or medically necessary diagnostic, preventive, therapeutic, rehabilitative, maintenance, or personal care services, provided in a setting, other than an acute care unit of a Hospital, such as in a Nursing Facility, in the community, or in the Home. The Contract provides coverage for Qualified Long Term Care Services, subject to Contract provisions, limitations, exclusions, and the Elimination Period.

### **BENEFITS PROVIDED BY THE POLICY**

**Covered Care** - The Contract provides benefits for Qualified Long Term Care Services. This includes Facility Care provided in a Nursing Facility or an Assisted Living Facility and Home and Community Care, which provides benefits for Adult Day Care, Home Health Care, and Hospice Care. Benefits are also provided for Bed Reservation, Caregiver Training, Respite Care, Nursing Facility Recovery, Care Coordination Advisor, and an Alternative Plan of Care.

**Elimination Period** - This is the period of time that must be satisfied before benefits become payable under the Contract and is the number of days in which you: must be Chronically III; are receiving care in either a Nursing Facility or an Assisted Living Facility, or are receiving Home and Community Care; and are not receiving Benefit Payments under the Contract. You may choose an Elimination Period of 7, 30, 60, 90, or 180 days. Once you have satisfied the Elimination Period, no future Elimination Period is required. Days may be accumulated under separate claims in order to satisfy the Elimination Period.

Maximum Lifetime Benefit - This is the total amount we will pay in your lifetime for all benefits (other than the Waiver of Premium Benefit) provided by the Contract. The Maximum Lifetime Benefit is calculated as the Facility Care Daily Benefit times the Benefit Period (in years) times 365. The Facility Care Daily Benefit available ranges from \$100 to \$500 per day.

**Facility Care Benefit** - If you are eligible for Benefit Payments and are confined in a Nursing Facility or Assisted Living Facility, we will pay up to the Facility Care Daily Benefit elected on the application for each day of care received in the Nursing Facility or Assisted Living Facility. Benefits paid accumulate toward the Maximum Lifetime Benefit. The Facility Care Daily Benefit and Maximum Lifetime Benefit are shown on the Policy Schedule.

Home and Community Care Benefit - If you are eligible for Benefit Payments, we will pay up to the Home and Community Care Daily Benefit elected on the application for covered Adult Day Care, Home Health Care, and Hospice Care, as long as you are not receiving Facility Care Benefits, and are not confined in a Hospital.

Home Health Care includes professional nursing care by or under the supervision of an RN or nurse; care by a Home Health Aide; therapeutic care services by or under the supervision of a speech, occupational, physical, or respiratory therapist licensed under state law, if any, or incidental Homemaker Services.

Benefits paid accumulate toward the Maximum Lifetime Benefit; however, the maximum daily amount of benefits accumulated will not exceed the Facility Care Daily Benefit amount. The Home and Community Care Daily Benefit and Maximum Lifetime Benefit are shown on the Policy Schedule.

**Bed Reservation Benefit** - If you are eligible for Benefit Payments, we will continue to pay the Facility Care Daily Benefit as if you were still confined in the Nursing Facility or Assisted Living Facility if you:

- become hospitalized or temporarily leave the Nursing Facility or Assisted Living Facility; and
- are billed by the Nursing Facility or Assisted Living Facility to reserve your accommodations.

Benefits paid accumulate toward the Maximum Lifetime Benefit. This benefit is payable for a maximum of 60 days per calendar year.

**Caregiver Training Benefit** - If you meet the Eligibility for Benefits provision, we will pay up to the Maximum Caregiver Training Benefit (five times the Facility Care Daily Benefit) shown on the Policy Schedule for expenses incurred for an Informal Caregiver to receive training to take care of you in your Home. Benefits paid accumulate toward the Maximum Lifetime Benefit. The Elimination Period does not apply to this benefit and days of caregiver training will not be used to satisfy the Elimination Period.

**Respite Care Benefit** - If you meet the Eligibility for Benefits provision, we will pay the actual daily charges you incur for each day of care received in a Nursing Facility or an Assisted Living Facility, up to the Facility Care Daily Benefit elected, or the actual expenses you incur for each day you receive Home and Community Care, up to the Home and Community Care Daily Benefit elected.

Benefits paid accumulate toward the Maximum Lifetime Benefit. The Elimination Period does not apply to this benefit and days of respite care will not be used to satisfy the Elimination Period. The Respite Care Benefit is payable for a maximum of 30 days per calendar year.

Nursing Facility Recovery Benefit - The Contract is paid up if Facility Care Daily Benefits are paid for at least 12 continuous months, due to a confinement in a Nursing Facility, and you are no longer Chronically III.

**Care Coordination Advisor Benefit** - If you choose, we will provide you with access to care management professionals who will work with you, your family member(s), and your Licensed Health Care Practitioner to determine and monitor your care, including assessment of your situation and investigation of available care resources. This may include assistance developing and monitoring a Plan of Care with you, your family member(s), and your Licensed Health Care Practitioner. This service is not required for you to obtain Benefit Payments under the Contract. This service will not accumulate toward the Maximum Lifetime Benefit.

Alternative Plan of Care Benefit - An Alternative Plan of Care Benefit is available, if agreed to by you, your Licensed Health Care Practitioner, and us.

The Alternative Plan of Care Benefit provides benefits for services which may include: equipment purchases or rentals; permanent or temporary modifications to your Home (such as ramps or rails); or care services not normally covered under other benefit provisions. We reserve the right to make the final decision on any request for the Alternative Plan of Care Benefit.

Benefits paid accumulate toward the Maximum Lifetime Benefit.

### ELIGIBILITY FOR THE PAYMENT OF BENEFITS

**Benefit Payments** - Once you meet the Eligibility for Benefits and Limitations or Conditions on Eligibility for Benefits provisions, we will pay up to the Facility Care Daily Benefit or Home and Community Care Daily Benefit for actual expenses incurred. The Facility Care Daily Benefit and Home and Community Care Daily Benefit are shown on the Policy Schedule.

**Eligibility for Benefits** - To be eligible for benefits under the Contract, you must be Chronically III. You must provide proof of such Chronic Illness as shown in the Claim Procedures section of the policy.

Limitations or Conditions on Eligibility for Benefits – To be eligible for Benefit Payments, you must meet the Eligibility for Benefits provision in addition to the following:

- the Contract must be In Force;
- you must have satisfied the Elimination Period; and
- you must be receiving Qualified Long Term Care Services pursuant to a Plan of Care prescribed by a Licensed Health Care Practitioner.

#### **IMPORTANT DEFINITIONS**

Activities of Daily Living (ADLs) are the following:

- Bathing. Washing yourself by sponge bath, or in either a tub or shower, including the task of getting into or out of the tub or shower.
- Continence. The ability to maintain control of bowel and bladder function, or, when unable to maintain control of bowel or bladder function, the ability to perform associated personal hygiene, including caring for a catheter or colostomy bag.

- Dressing. Putting on and taking off all items of clothing and any necessary braces, fasteners, or artificial limbs.
- Eating. Feeding yourself by getting food into your body from a receptacle (such as a plate, cup, or table), or by feeding tube or intravenously.
- Toileting. Getting to and from the toilet, getting on and off the toilet, and performing associated personal hygiene.
- Transferring. Moving into or out of a bed, chair, or wheelchair.

**Chronically III** means you have been certified, within the previous 12 months, by a Licensed Health Care Practitioner as:

- being unable to perform without Substantial Assistance at least 2 ADLs and Substantial Assistance is expected to be required for a period of at least 90 continuous days due to Loss of Functional Capacity; or
- requiring Substantial Supervision to protect yourself from threats to health and safety due to a Severe Cognitive Impairment.

**Class** means a population segment with similar characteristics such as issue age, underwriting and rating classification, elected benefit options, or Elimination Period.

Licensed Health Care Practitioner is a person who is a Physician (as defined in section 1861(r)(1)of the Social Security Act), a Registered Professional Nurse, or a Licensed Social Worker.

Licensed Social Worker is a person who is:

- licensed by the state, if required; and
- acting within the scope of his or her professional responsibilities when providing an assessment indicating that you are Chronically Ill.

We will not recognize you or an Immediate Family Member as a Licensed Social Worker for claims that you make to us under the Contract. Loss of Functional Capacity is the inability to perform the prescribed ADLs without the Substantial Assistance of another person.

Maintenance or Personal Care Services are services provided primarily to give needed assistance to you as a result of your being Chronically III. "Personal care" means the provision of hands-on services (Substantial Assistance) to assist you with the Activities of Daily Living. "Maintenance" means continual supervision (Substantial Supervision) to protect you from threats to health or safety due to a Severe Cognitive Impairment.

Physician is a person who:

- is licensed to practice medicine and surgery and prescribe and administer drugs;
- is legally qualified as a medical practitioner and required to be recognized as a Physician, under the Contract for insurance purposes, according to applicable state insurance laws; or
- meets the requirements of section 1861(r)(1) of the Social Security Act.

We will consider a person to be a Physician only when the person is performing tasks that are within the limits of the person's medical license, and such tasks are appropriate to the care of your Chronic Illness. We will not recognize you or an Immediate Family Member as a Physician for claims that you make to us under the Contract.

**Qualified Long Term Care Services** are necessary diagnostic, preventive, therapeutic, curing, treating, mitigating, and rehabilitative services and Maintenance or Personal Care Services, which are required by a Chronically III individual and provided pursuant to a Plan of Care prescribed by a Licensed Health Care Practitioner.

**Registered Professional Nurse (RN)** is a duly registered nurse acting within the scope of his or her license at the time the treatment or service is performed.

We will not recognize you or an Immediate Family Member as a Registered Professional Nurse for claims that you make to us under the Contract. Severe Cognitive Impairment is the deterioration or loss of your intellectual capacity which is confirmed by a Physician and measured by clinical evidence and standardized tests that reliably measure your impairment in:

- short or long term memory;
- orientation as to people (such as who you are), places (such as where you are), or time (such as day, date and year);
- judgement as it relates to safety awareness, which requires supervision or verbal cueing by another person to protect yourself and others; or
- deductive or abstract reasoning.

Coverage is provided for Alzheimer's Disease and forms of senility and irreversible dementia that result in a Severe Cognitive Impairment.

Substantial Assistance means hands-on assistance without which you would not be able to safely and completely perform the ADL. Hands-on assistance means the physical assistance (minimal, moderate, maximal) of another person.

**Substantial Supervision** means requiring continual supervision by another person to protect you or others from threats to health or safety as a result of a Severe Cognitive Impairment. Such supervision may include cueing by verbal prompting, gestures, or other similar demonstrations.

#### LIMITATIONS AND EXCLUSIONS

Limitations and Exclusions - No benefits will be paid for any confinement, care, treatment, or service(s):

- for alcoholism or drug addiction.
- that result from participating in a felony, in a riot, or an insurrection.
- for which benefits are provided under any state or federal worker's compensation law.
- that result from an act of war, whether declared or not.
- that result from your intentionally self-inflicted injury.

- provided outside the fifty United States, the District of Columbia, or Canada [, except as described in the International Coverage Benefit Endorsement].
- provided to you by an Immediate Family Member.
- for which you have no financial liability or that are provided at no charge in the absence of insurance.
- provided in a government facility (unless otherwise required by law).
- that are reimbursable under Medicare or would be so reimbursable but for the application of a deductible or coinsurance amount.

### THE CONTRACT MAY NOT COVER ALL EXPENSES ASSOCIATED WITH YOUR LONG TERM CARE NEEDS.

**Relationship of Cost of Care and Benefits** -Because the costs of long term care services will likely increase over time, you should consider whether and how the benefits of this plan may be adjusted. The benefit levels of the basic Contract will not increase over time. For additional premium, you may purchase one of the optional Inflation Protection Riders described later in this outline.

Terms Under Which the Contract May Be Force Continued In or Discontinued \_ **RENEWABILITY:** CONTRACT THE IS GUARANTEED RENEWABLE. This means you have the right, subject to the terms of the Contract, to continue the Contract as long as you pay your Allianz Life Insurance premiums on time. Company of North America cannot change any of the terms of the Contract on its own, except that, in the future, IT MAY INCREASE THE PREMIUM YOU PAY.

Waiver of Premium - If you are eligible for Benefit Payments and the Elimination Period has been satisfied, we will waive your premium as it comes due. We will continue to waive each premium that comes due according to the Mode of Payment in effect at the time you become eligible for this benefit, as long as you continue to be Chronically Ill. **Grace Period** - Except for the first premium, you will have 30 days after each due date to pay the premium due. If your premium is not paid by the 30th day of the Grace Period, we will notify you and an individual designated by you to receive notice of possible Lapse due to non-payment of premium. You have an additional 30 days beyond the date this notice was given to pay your premium. The Contract remains In Force during the Grace Period, as well as during the additional 30-day notice period beyond the Grace Period.

Terms Under Which the Company May Change Premiums - Premium rates are guaranteed not to change for the first five Policy Years. After the fifth Policy Year, the Company may change the premium rates for the Contract only if we base the premium change, by Class for everyone in your state, on the experience of this form. Any premium change will occur on the Policy Anniversary. We will notify you in writing at least 60 days before your premium changes. Alzheimer's Disease - Subject to any applicable Elimination Period and Limitations or Exclusions described above, the Contract provides coverage for Alzheimer's Disease and forms of senility and irreversible dementia that result in a Severe Cognitive Impairment.

**Counseling and Assistance** – The Virginia Insurance Counseling and Assistance Program is available at: Virginia Department for the Aging, 1600 Forest Avenue, Suite 102, Richmond, VA 23229, Aging Services Hotline: 800/552-3402.

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ELIMINATION P	ERIOD: [🗌 7 Day	rs 🗌 30 Days	🗌 60 Days	🗆 90 D	ays 🗌 180 Days]			
UNDERWRITING	UNDERWRITING CLASS APPLIED FOR:							
Preferred Plus	□ Preferred	🗆 Standard	🗆 Select I	🗌 Select II				
MAXIMUM FACILITY CARE DAILY BENEFIT APPLIED FOR: (choice of [\$100 - \$500 in increments of \$10]) \$								
MAXIMUM HOM								
(choose percentage	of Maximum Facili	ty Care Daily Ben	efit) $\Box /0\%$		□ 130%			
BENEFIT PERIO	D APPLIED FOR	:[□ 2 Years □ 3 `	Years 🗌 4 Years	5 Years	□ 8 Years □ Lifetime]			

### OPTIONAL BENEFITS

### **INFLATION PROTECTION RIDERS:**

- □ None
- □ 3% Lifetime Compound Benefit Increase Rider
- □ 4% Lifetime Compound Benefit Increase Rider
- □ 5% Lifetime Compound Benefit Increase Rider
- □ Two Times Compound Benefit Increase Rider
- □ Simple Benefit Increase Rider

### **NONFORFEITURE BENEFIT RIDER:**

- □ None
- Shortened Benefit Rider

### **RETURN OF PREMIUM RIDERS:**

- □ Return of Premium Upon Death Rider
- □ Full Return of Premium Upon Death Rider

### **PREMIUM PAYMENT OPTIONS:**

- □ Continuous Pay
- □ Limited Pay Rider
- Accelerated Premium Rider

## MONTHLY INDEMNITY BENEFIT RIDERS:

- Comprehensive Monthly Indemnity Benefit Rider
  - □ \$250 □ \$500 □ \$750
  - □ \$1,000 □ \$1,250 □ \$1,500
- □ Home and Community Care Monthly Indemnity Benefit Rider
  - □ \$250 □ \$500 □ \$750

### ADDITIONAL BENEFIT RIDERS:

- Home and Community Care Monthly Benefit Rider
- Waiver of Home and Community Care Elimination Period Rider (not available with 180-day Elimination Period)
- Calendar Day Elimination Period Rider
- Restoration of Benefits Rider (not available with Lifetime Benefit Period or Spousal Shared Care Rider)
- Spousal Shared Care Rider (the two insureds' plans must be identical)
- □ Spousal Waiver of Premium Rider
- Spousal Survivorship Rider

PREMILUM SUMMARY INFORMATION

Long Term Care Policy				\$
Home and Community Care M		+		
Comprehensive Monthly Inder	anity Benefit Rider			+
Subtotal:				=
Elimination Period Factor:				x
Underwriting Rate Class Facto	r:			x
Inflation Protection Rider Factor	or:			x
Nonforfeiture Benefit Rider Fa	ctor:			x
Return of Premium Rider Factor	or:			x
Spousal Waiver of Premium R	ider Factor:			x
Spousal Survivorship Rider Fa	ctor:			x
Spousal Shared Care Rider Fac		x		
Calendar Day Elimination Peri-		x		
Home and Community Care M		x		
Waiver of Home and Commun	or:	x		
Restoration of Benefits Rider F	'actor:			x
Premium Payment Option Fact	or:			
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PREMIUM PAYMENT MO	DE: (must elect one)			
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	тот	AL MODAL P	REMIUM:	\$

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### **ADDITIONAL FEATURES**

Medical Underwriting - Your insurability for the Contract will be determined by the answers given in your application and any other authorized medical information we obtain regarding your current state of health.

CONTACT THE STATE SENIOR HEALTH INSURANCE ASSISTANCE PROGRAM IF YOU HAVE GENERAL **QUESTIONS** REGARDING LONG TERM CARE **INSURANCE. CONTACT THE INSURANCE** COMPANY IF YOU HAVE SPECIFIC QUESTIONS REGARDING YOUR LONG TERM CARE INSURANCE CONTRACT.

[International Coverage Benefit Endorsement – If you are eligible for Benefit Payments and require Qualified Long Term Care Services which would otherwise be covered under the Contract while you are outside the fifty United States, the District of Columbia, or Canada, in a designated country as defined in the Visa Waiver Program, we will pay actual expenses up to 70% of the Facility Care Daily Benefit or Home and Community Care Daily Benefit.

Benefits paid accumulate toward the Maximum Lifetime Benefit and the International Coverage Maximum Lifetime Benefit. The International Coverage Maximum Lifetime Benefit is calculated as 70% of the Facility Care Daily Benefit times 730 days.]

Limited Pay Rider - If you were 64 or younger on the Effective Date, once you have paid required premiums until the first Policy Anniversary following your 80<sup>th</sup> birthday, this Rider will provide you with a paid-up Contract.

If you were 65 or older on the Effective Date, once you have paid required premiums until the first Policy Anniversary after 15 Policy Years, this Rider will provide you with a paid-up Contract. Accelerated Premium Rider - If you were 64 or younger on the Effective Date, this Rider adjusts the Total Modal Premium payment:

- in the first ten Policy Years, to 1.4 times the premium that would have been paid during those Policy Years without the Rider.
- during the eleventh Policy Year through Termination, to 0.7 times the premium that would have been paid during those Policy Years without the Rider.

If you were 65 or older on the Effective Date, this Rider adjusts the Total Modal Premium payment:

- in the first ten Policy Years, to 1.2 times the premium that would have been paid during those Policy Years without the Rider.
- during the eleventh Policy Year through Termination, to 0.6 times the premium that would have been paid during those Policy Years without the Rider.

Shortened Benefit Rider - For additional premium, this Rider provides a benefit when the Contract has been In Force and premiums have been paid for at least three full Policy Years and Lapses due to nonpayment of premiums. Under the Shortened Benefit Rider, coverage will continue during your lifetime, but benefits will be payable only until the total of benefits paid under the Contract, including benefits paid before the date the Contract Lapses, equals the greater of 30 times the Facility Care Daily Benefit in effect on the date of Lapse or the total of premiums paid under the Contract. Benefits payable under this Rider are subject to the same Contract provisions that would have been in effect had the Contract not Lapsed. However, no further increases will occur under any benefit increase Rider, attached to the policy, after the date the Contract Lapses.

**Contingent Benefit Upon Lapse Endorsement** – This Endorsement is included in all Contracts that do not include the Shortened Benefit Rider. Each time premiums are increased above the level defined by the state as a "substantial premium increase," the following options will be made available: a reduction of Contract benefits provided by your current coverage so that premiums are not

increased; or a conversion of the Contract to paidup status with a Shortened Benefit Period.

If you elect a reduction in Contract benefits, benefits will be provided at the level that the current premium payable under the Contract will purchase. This option must be elected within 120 days of a "substantial premium increase."

If you elect to convert the Contract to a paid-up status, the Maximum Lifetime Benefit becomes equal to the greater of the total premiums paid for the policy and any attached Riders or thirty times the Facility Care Daily Benefit in effect on the date of Lapse. Under this option, coverage will continue during your lifetime, but benefits will be payable only until the total of benefits paid under the policy and any attached Riders equals the new Maximum Lifetime Benefit. This option may be elected at any time within 120 days of a "substantial premium increase." If the Contract Lapses for nonpayment of premium during this 120-day period, this option will automatically be provided under the Contract.

Benefits payable under this Endorsement are subject to the same Contract provisions that would have been in effect had the Contract not Lapsed. However, no further increases will occur under any benefit increase Rider, if attached to the policy.

**Calendar Day Elimination Period Rider** – For additional premium, if you are Chronically III, each calendar day beginning with the first day that you receive Qualified Long Term Care Services until you are no longer Chronically III will count toward the Elimination Period.

Home and Community Care Monthly Benefit Rider - For additional premium, if you are eligible for Benefit Payments under the Home and Community Care Benefit, we will pay up to the number of days in the month times the Home and Community Care Daily Benefit on a monthly basis for the actual expenses incurred during the month.

Waiver of Home and Community Care Elimination Period Rider – For additional premium, the Elimination Period will be waived while you are Chronically III and are receiving Home and Community Care. In addition, each day that you receive Benefit Payments for Home and Community Care will count toward the Elimination Period.

Home and Community Care Monthly Indemnity Benefit Rider - For additional premium, this Rider provides a Home and Community Care Monthly Indemnity Benefit amount in any month that a Home and Community Care benefit payment is received. The Home and Community Care Monthly Indemnity Benefit is not payable if the only benefit of the policy being paid is the Facility Care Benefit or the Alternative Plan of Care Benefit. This Rider pays the lesser of two times the Benefit Period in months or 120 Home and Community Care Monthly Indemnity Benefit payments.

**Comprehensive Monthly Indemnity Benefit Rider** - For additional premium, this Rider provides a Monthly Indemnity Benefit amount in any month that a benefit payment is received. The Monthly Indemnity Benefit is not payable if the only benefit of the policy being paid is the Alternative Plan of Care Benefit. This Rider pays the lesser of two times the Benefit Period in months or 120 Monthly Indemnity Benefit payments.

**Return of Premium Upon Death Rider** - For additional premium, this Rider pays a Return of Premium Upon Death Benefit to your Beneficiary if the Contract Terminates because of your death. The Return of Premium Upon Death Benefit is equal to the total of premiums paid for the Contract, reduced by the total of benefits paid. If the total of benefits paid exceeds the total of premiums paid, this Return of Premium Upon Death Benefit will be zero.

**Full Return of Premium Upon Death Rider** - For additional premium, this Rider pays a Full Return of Premium Upon Death Benefit to your Beneficiary if the Contract Terminates because of your death. The Return of Premium Upon Death Benefit is equal to the total of premiums paid for the Contract.

**Restoration of Benefits Rider** - For additional premium, if benefits have been paid and deducted from the Maximum Lifetime Benefit, the Maximum Lifetime Benefit will be restored, if for a period of 180 consecutive days:

• the Contract is In Force;

- you are not receiving Benefit Payments; and
- you are no longer Chronically Ill.

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The Maximum Lifetime Benefit may be restored an unlimited number of times.

**Married Discount Rider** - This Rider provides a discount on the premium because you are married. If you are no longer married, you must provide written notice to Cancel this Rider.

**Spousal Discount Rider** - This Rider provides a discount on the premium because both you and an Insured Spouse, with whom you are living and to whom you are married, were issued Contracts. If you are no longer living with or married to the Insured Spouse, you must provide written notice to Cancel this Rider.

**Spousal Shared Care Rider** - For additional premium, if you exhaust the Maximum Lifetime Benefit, you may access the Insured Spouse's benefits, upon our receipt of their signed consent, up to their maximum lifetime benefit, less the total of all claims paid, less 365 times the facility care daily benefit.

If the Insured Spouse exhausts their maximum lifetime benefit, the Insured Spouse may access your benefits, upon our receipt of your signed consent, up to the Maximum Lifetime Benefit less the total of all claims paid, less 365 times the Facility Care Daily Benefit.

**Spousal Waiver of Premium Rider** - For additional premium, if the Insured Spouse is eligible for Benefit Payments and has satisfied the Elimination Period, this Rider will waive your premium as it comes due.

We will continue to waive each premium that comes due according to the Mode of Payment in effect at the time you become eligible for this benefit, as long as the Insured Spouse's premiums are being waived. Once the Insured Spouse is no longer Chronically III or this Rider Terminates, you must pay each premium that comes due according to the Mode of Payment in effect. **Spousal Survivorship Rider** - For additional premium, this Rider provides for premiums to be paid up if:

- the Contract is In Force for 10 Policy Years;
- the Insured Spouse's contract is in force for 10 policy years; and
- the Insured Spouse dies.

Inflation Protection Riders - For additional premium, these Riders provide that on each Policy Anniversary, the benefits provided by the Contract will be increased.

The 3%, 4%, and 5% Lifetime Compound Benefit Increase Riders increase benefits as follows:

- the Facility Care Daily Benefit and Home and Community Care Daily Benefit will be increased by 3%, 4%, or 5% of the amount in effect on the previous Policy Anniversary.
- the Monthly Indemnity Benefit (if the Comprehensive Monthly Indemnity Benefit Rider is elected) **OR** the Home and Community Care Monthly Indemnity Benefit (if the Home and Community Care Monthly Indemnity Benefit Rider is elected) will be increased by 3%, 4%, or 5% of the amount in effect on the previous Policy Anniversary.
- The remaining Maximum Lifetime Benefit will be increased by 3%, 4%, or 5%.

The annual increases will occur even if benefits are being paid

The Two Times Compound Benefit Increase Rider increases benefits as follows:

- the Facility Care Daily Benefit and Home and Community Care Daily Benefit will be increased by 5% of the amount in effect on the previous Policy Anniversary.
- the Monthly Indemnity Benefit (if the Comprehensive Monthly Indemnity Benefit Rider is elected) **OR** the Home and Community Care Monthly Indemnity Benefit (if the Home and Community Care Monthly Indemnity Benefit Rider is elected) will be increased by 5% of the amount in effect on the previous Policy Anniversary.

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• The remaining Maximum Lifetime Benefit will be increased by 5%.

Annual increases will occur each year until the current benefit amount would otherwise exceed two times the original benefit amount.

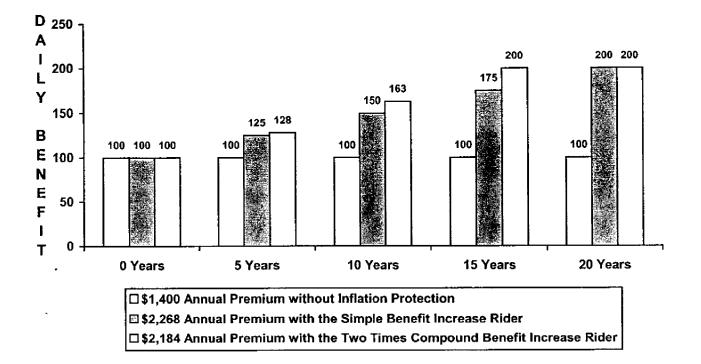
The annual increases will occur even if benefits are being paid.

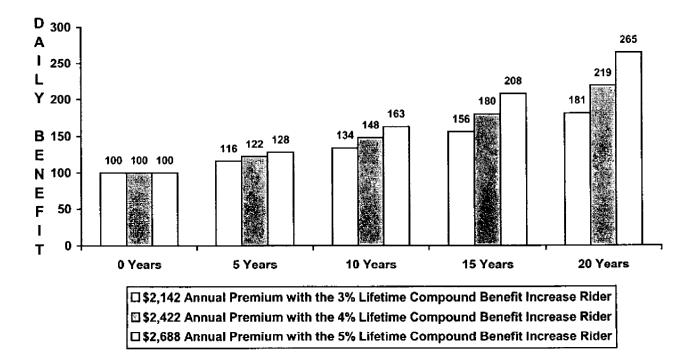
The Simple Benefit Increase Rider increases benefits as follows:

• the Facility Care Daily Benefit and Home and Community Care Daily Benefit will be increased by 5% of the original amount issued to you.

- the Monthly Indemnity Benefit (if the Comprehensive Monthly Indemnity Benefit Rider is elected) **OR** the Home and Community Care Monthly Indemnity Benefit (if the Home and Community Care Monthly Indemnity Benefit Rider is elected) will be increased by 5% of the of the original amount issued to you.
- The remaining Maximum Lifetime Benefit will also increase by the same proportion as the increase in the daily benefits.

The first graph compares the benefits and premiums between a policy with the Simple Benefit Increase Rider, the Two Times Compound Benefit Increase Rider, and a policy without either one. The second graph compares the benefits and premiums between a policy with the 3%, 4%, and 5% Lifetime Compound Benefit Increase Riders. For purposes of illustration, the sample shown is for a policy with an issue age of 65, a 90-day Elimination Period, a \$100 Facility Care Daily Benefit, a \$100 Home and Community Care Daily Benefit, a Lifetime Benefit Period, and a Preferred rating classification.





Allianz Life Insurance Company of North America		Home Office use only
(Home Office: Minneapolis, MN 55416-1297)		Allianz Life <sup>™</sup> assigned policy number(s)
[PO Box 1292] [Minneapolis, MN 55440-1292]	Application for	Primary:
New application     Existing policy change/reinstatement	Generation Protector™ Long Term Care Insurance	)
1. Tell us about yourself		
Proposed primary insured		· · · · · · · · · · · · · · · · · · ·
First		
Occupation		Security number
Residence address		
Day phone number	Evening phone number	
		Best time to call
Date of birth (mm/dd/yyyy)	Age Sex Height	
	Male Female	l lbs.
Tobacco use	another	
Marital status		Other tobacco use
Married Single     Widowed Divorced	□ Yes □ No □ Spo	use 🗆 Alone 🗐 Other
Proposed insured spouse		
First	Middle	TT IS IN THE REPORT OF THE REPORT OF THE
Occupation		Security number
Residence address		
	State	
Day phone number	Evening phone number	Best time to call
Date of birth (mm/dd/yyyy)	Age: Sex Height	
Tobacco use		A CONTRACT OF THE REPORT OF TH
Nonsmoker of cigarettes in past 24 m	onths 🔄 Smoker of cigarettes in past 24 months	Other tobacco use

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Allianz Life Insurance Company

2. Agent information				
First	Middle initial			
Phone number	% Split	Agent number		
First	Middle initial	Last		
Phone number	% Split	Agent number		
				<u> </u>
3. Other insurance information				
			Primary	Insured
			insured	spouse
			Yes No	Yes No
1. Do you have, or, in the past 12 MONTHS did you have, ar	nother disabilit	y income or long term care insurance policy or		
certificate in force?				
2. Do you intend to replace any of your long term care, med	ical, or health	insurance coverage with this policy?		
If "Yes," you MUST complete Section 10 (Replacement).				
3. In the past 12 MONTHS, have you been declined by anot	her company f	or a policy providing nursing home care,		
long term care, or home health care?				
<ol> <li>Are you currently receiving disability income benefits, long program (Medicaid)?</li> </ol>				
List details below for any "Yes" answers in questions 1 throug	ph 4 above.			

Proposed primary insured	Proposed insured spouse	se	
Status of policy	When (mm/dd/yyyy)	Type of benefit	
Lapsed Applied for In force			
Name of company			Policy number
To be replaced by this coverage	Amount of benefit		
Yes No	<u>\$ , </u>	Other	· · · · · · · · · · · · · · · · · · ·
Proposed primary insured			· · · · · · · · · · · · · · · · · · ·
Status of policy	When (mm/dd/yyyy)	Type of benefit	لمسترك ومسترك ومسترك ومسترك والمسترك والمسترك ومسترك والمسترك ومسترك والمستر
Lapsed Applied for I In force			
Name of company			Policy number
To be replaced by this coverage	Amount of benefit		
🗌 Yes 🗌 No	<u>\$00,000</u>	Other	· · · · · · · · · · · · · · · · · · ·
Proposed primary insured	Proposed insured spous		
Status of policy	When (mm/dd/yyyy)	Type of benefit	
Lapsed Applied for In force			
Name of company			Policy number
To be replaced by this coverage	Amount of benefit		
Yes No	\$ ,	Other	

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### 4. Choose your coverage

Proposed primary insured coverage					
Risk class Facility Care Daily Benefit (choose from \$100-\$500 in increments of \$10)				ents of \$10)	
Preferred Plus  Preferred					
Standard Select I Select II					
Home & Community Care Daily Benefit	Elimination Period		Benefit Period		
🔲 70% 🔲 100% 🛄 130%	🔲 7 days 🛛 🗌 30 d	iays 🔲 60 days	🗆 2 years	🗌 3 years 🔲 4 years	
	🗌 90 days 🗌 180	days		8 years     Lifetime	
Inflation protection riders (Must select one)				ent options (Must select one)	
None (see disclaimer below)*	🗌 5% Lifetime Comp	ound Benefit Increase Rider	Continuous		
□ 3% Lifetime Compound Benefit Increase Rider		ound Benefit Increase Rider	Limited Pay		
4% Lifetime Compound Benefit Increase Rider	Simple Benefit Inc			Premium Rider	
Additional rider benefits		Monthly indemnity benefit			
Home and Community Care Monthly Benefit Rid	der	Comprehensive Monthly		lit Rider	
□ Waiver of Home and Community Care Eliminati	ion Period Rider	🗆 \$250/mo 🗔 \$500/m	no 🗍 \$750/mo		
(not available with 180 day E.P)		🗌 \$1,000/mo 🗌 \$1,250/		5	
Calendar Day Elimination Period Rider		Home and Community C			
Restoration of Benefits Rider (not available with	n Lifetime Benefit	□ \$250/mo □ \$500/n	no 🗍 \$750/mo		
Period or Spousal Shared Care Rider)					
Nonforfeiture rider benefits (Must select one)	Return of premium	options			
□ None (see disclaimer below)**		n Upon Death Rider (comple	te beneficiary int	formation below)	
Shortened Benefit Rider	E Full Return of Pre	mium Upon Death Rider (cor	molete beneficiar	v information below)	
Name of beneficiary			Relationship	j mannadon belon	
Proposed insured spouse coverage		<u></u> \			
Spousal rider benefits					
Spousal Shared Care Rider (the two insureds' p	lans must be identical	Spousal Waiver of Pre	emium Rider	3 Spousal Suprivorship Ridar	
Risk class	Facility Care Daily B	enefit (choose from \$100-	\$500 in increme	nts of \$10 and the state	
Risk class					
Standard Select I Select I	S				
Home & Community Care Daily Benefit	Elimination Period		Benefit Period		
□ 70% □ 100% □ 130%		lays 🔲 60 days		🗆 3 years 🔲 4 years 😒	
	🗆 90 days 🗔 180	davs		□ 8 years □ Lifetime •	
Inflation protection riders (Must select one)				ent options (Must select one)	
□ None (see disclaimer below)*	5% Lifetime Comp	ound Benefit Increase Rider	Continuous		
3% Lifetime Compound Benefit Increase Rider	Two Times Compo	und Benefit Increase Rider	Limited Pav	Rider	
4% Lifetime Compound Benefit Increase Rider	Simple Benefit Inci	ease Rider	Accelerated	Premium Rideo	
Additional rider benefits	Strate and a state of a second state of the se	Monthly indemnity benefit			
Home and Community Care Monthly Benefit Rid	der.	Comprehensive Monthly	Indemnity Benef	it Ridera 📲	
UWaiver of Home and Community Care Eliminati		🗌 \$250/mo 🔲 \$500/m	o∗[]\$750/mo	Tele - Sederate Trial	
(not available with 180 day E.P.)					
Calendar Day Elimination Period Rider					
	Restoration of Benefits Rider (not available with Lifetime Benefit 👘 🗍 \$250/mo 🗋 \$500/mo 🗍 \$750/mo				
Period or Spousal Shared Care Rider)			. Alt		
Nonforfeiture rider benefits (Must select one)*	Return of premium	ptions			
□ None (see disclaimer below)**		n Upon Death Rider (comple	te beneficiary inf	ormation below)	
Shortened Benefit Rider	Full Return of Pre	mium Upon Death Rider (cor	nolete beneficiar	v information below	
Name of beneficiary	and the second second		Relationship		
		╎╴╏╴╢╼╢═╢╧╢			

\*PLEASE READ IF INFLATION PROTECTION IS NOT DESIRED. By signing this application, I acknowledge by checking "None" that I have reviewed the outline of coverage and the graphs that compare the benefits and premiums of the policy with and without inflation protection. Specifically, I have reviewed the 3%, 4%, and 5% Lifetime Compound Benefit Increase Riders, the Two Times Compound Benefit Increase Rider, and the Simple Benefit Increase Rider, and by checking "None," I acknowledge that I reject inflation protection.

\*\*PLEASE READ IF NONFORFEITURE BENEFIT IS NOT DESIRED. By signing this application, I acknowledge by checking "None" that I have reviewed the outline of coverage and the nonforfeiture benefit as described therein. Specifically, I have reviewed the Shortened Benefit Rider, and by checking "None," I acknowledge that I reject such nonforfeiture benefit.

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#### 5. Your premium payment amount

### Proposed primary insured

Frequency (Must select one)
Monthly [PAC/EFT] (submit authorization form and 2 months premium)
Quarterly Semiannually Annually
If endorsed group:
Frequency (Must select one)
Monthly [PAC/EFT] (submit authorization form and 2 months premium)
Quartery ESemiannually Annually
If endorsed groups
Special effective date Other

Proposed insured spouses Special effective date Other

#### 7. Payor if other than proposed insured(s)

Full name	
Relationship to you	
Billing address	
City State Zip code	

#### 8. Designation of third party for protection against unintended lapse

I understand that I have the right to designate at least one person, other than myself, to receive notice of possible lapse of this long term care insurance policy for nonpayment of premium. I understand that this notice to my designee will not be given until 30 days after a premium is due and unpaid. Must select one:

I elect **NOT** to designate any person to receive such notice.

I elect to designate this person to receive such notice:

#### Proposed primary insured

Full name of third party designee							
Phone number							
Mailing address							
City State	Zip code						

ł	8. Designation c	of third party for pro	otection against	unintended laps	e (continued)

Understand that I have the right to designate at least one person, other than myself, to receive notice of possible lapse of this long term care insurance policy for nonpayment of premium. I understand that this notice to my designee will not be given until 30 days after a premium is due and unpaid. Must select one:

I elect NOT to designate any person to receive such notice:

Felect to designate this person to receive such notice:

Felect to designate this person to receive such notice:

Proposed insured spouse	
Full name of third party designee	
Mailing address	
	State Zip code

## 9. Medical history - Part I

		Primary Insured	Spouse
1.	In the past 6 MONTHS – or currently:	YES NO	YES NO
•	<ul> <li>a. Are you receiving disability benefits or worker's compensation?</li> <li>b. Due to any present or past mental or physical disability, is any person or institution authorized to act on your behalf?</li> <li>c. Are you dependent on the use of a walker or wheelchair or are you confined to bed or home?</li> <li>d. Are you using any medical appliance such as a catheter, oxygen equipment, respirator, or dialysis machine?</li> </ul>		
	In the past 6 MONTHS, have you required assistance or supervision with, or are you currently limited in any way from performing, any of the following daily activities: eating, bathing, dressing, toileting, bladder or bowel control, or mobility?		
3.	<ul> <li>Have you ever been diagnosed as having or been treated by a member of the medical profession for any of the following:</li> <li>a. Acquired Immune Deficiency Syndrome (AIDS) or AIDS Related Complex (ARC)?</li> <li>b. Diabetes treated with insulin or arthritis treated with chronic steroid use or gold?</li> <li>c. Atzheimer's Disease, Organic Brain Syndrome, senility, confusion, disorientation, recurring memory loss, or dementia?</li> <li>d. Parkinson's Disease, Multiple Sclerosis, ALS (Lou Gehrig's Disease), or Muscular Dystrophy?</li> <li>e. Stroke, congestive heart failure, emphysema/COPD with continued smoking, cirrhosis of the liver, or unoperated aneurysm?</li> </ul>		
9	. Medical history - Part II		
lf a	any questions in Part II of the Medical History are answered "YES," please provide details on page 7.	Primary Insured YES NO	Insured Spouse YES NO.
1.	In the past 10 YEARS, have you received medical advice or treatment for the following conditions?		
	(If "YES" check all that apply. PI = Proposed Primary Insured. IS = Proposed Insured Spouse.)		
	PI IS	eurological di	pordor

[ [ [ [ [ [ [ [ [ [ [ [ [ [ [ [ [ [ [			<u>PI (15</u> )		<u> PI   IS</u>	i i
	Alcoholism	Cane use		Epilepsy/seizures	ŌĒ	Neurological disorder
$\Box \Box$	Angina	Carotid artery disease		Falls		Osteoporosis
$\Box\Box$	Arrhythmia	Chronic bronchitis		Fibromyalgia		Pacemaker
	Arteriosclerosis	Circulatory disorder		Fractures		Peripheral vascular
ЦЦ	Arthritis	COPD/emphysema		Heart attack/disease		disease
	Asthma	Coronary artery disease		Hepatitis		Respiratory disorders
니다	Auto-Immune Disorder	Crohn's disease or		High blood pressure		Skin ulcers
니민	Back disorder/surgery	ulcerative colitis		Joint replacement		Spine/Back disorders
니니	Blindness	Depression		Lupus	DĊ	Stroke/TIA
니니	Blood disorders	Diabetes		Melanoma		Urinary incontinence
니민	Cancer	Drug or substance abuse		Mental/nervous disorder	<b>9</b>	~ *

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9	. Medical history - Part II (continued)		
		Primary Insured YES NO	Insured Spouse YES NO
2.	In the past 10 YEARS, have you been treated by a health professional for any condition not named above?		
3.	In the past 12 MONTHS, have you:		
	a. Been confined to a hospital, nursing home, or sanitarium?		
	b. Received home care services, physical therapy, or rehabilitative therapy?		
	c. Sought medical advice or treatment for loss of appetite, falling, fainting, problems with balance, dizziness, or deterioration of vision?		
	d. Had any surgical procedure recommended or scheduled?		

### 9. Medical history - Part III

Physician of proposed primary insured
Physician name
Phone number
Mailing address
City State Zip code
Medical specialist name
Phone number
Mailing address
City State Zip code
Physician of proposed insured spouse
Physician name and a state of the
Mailing address of the second s
City
Medical specialist names a second s
Phone number
Mailing address
City State Zip code

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9. Medical	history -	Part IV

What medications, prescription and non-prescription, are you currently taking?

Name of medication	Dose	Frequency	Condition(s) for which you are taking it	PI	IS

## 9. Medical history - Part V (provide details to any questions answered "Yes" in Medical history – Parts I & II)

Home Office changes to this application

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#### 10. Replacement (complete only if replacement is involved):

By signing this application, I acknowledge that I have received and read a copy of the Notice to Applicant Regarding Replacement of Individual Accident and Sickness or Long Term Care Insurance. The "Notice to applicant" was delivered to (printed name of proposed insured):

First	Middle	Last
on (date)		
Agent first	Middle	Last
Agent address		
City		State Zip code

#### 11. Proposed insured(s) acknowledgement

I(we) received and completed (if applicable) the following when I(we) applied for this policy:

Outline of Coverage
Replacem

Personal Worksheet

Replacement Notice
Long Term Care Shopper's Guide

Medicare Notice

Authorization for Release of Health Information
 Authorization for Release of Psychotherapy Notes

Disclosure Statement

Potential Rate Increase Disclosure

#### 12. Your agreement and permission

AGREEMENT - The answers given are complete and true to the best of my knowledge and belief. I understand that the Company will rely on my written answers to the questions in this application and that if my answers are not complete and true, my policy may not be valid, subject to the Incontestability provision in the policy. I also understand that the agent cannot determine eligibility for or alter the terms of the proposed policy.

ACKNOWLEDGEMENT - I acknowledge receipt of an Outline of Coverage, Long Term Care Shopper's Guide, Medicare Notice, Potential Rate Increase Disclosure, and Disclosure Statement, which includes the Medical Information Bureau Notice and the Notice of Insurance Information Practices.

CAUTION - If your responses on this application are incorrect or untrue, the Company may have the right to deny benefits or rescind your policy, subject to the Incontestability provision in the policy.

The undersigned proposed insured(s) and agent certify that the proposed insured(s) has read, or that the agent has read to the proposed insured(s), the completed application and realizes that any false statement or misrepresentation in this application may result in loss of coverage under the policy.

Signed at city			State
Day	Month	Year	

Χ	To be answered by licensed resident agent: I certify that the
Proposed primary insured's signature	statements of the proposed insured(s) have been correctly recorded in this application. To the best of my knowledge, the insurance applied for
X	in this applicationwill not orwill replace existing insurance.
Proposed insured spouse's signature	~ ~ ~ ~ ~ ~ ~ ~ ~ ~ ~ ~ ~ ~ ~ ~ ~
	Agent's signature
	Agent's phone number (

## Agent's statement

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	Y	ES	NO
1.	Did you personally interview the proposed insured(s), ask all the questions and witness the signatures?		
2.	a. Did the proposed insured(s) (or their representative) initiate the contact that resulted in this application?	]	
	b. How long have you known the proposed insured(s)?		
	c. Are you or your spouse related to the proposed insured(s)? If yes, relationship?		
3.	Did you notice any impairments with regard to walking, talking or any type of tremor or signs of disorientation? (Please explain in "REMARKS.")		
4.	Do you have reason to believe that any information on this application (whether favorable or unfavorable) might be inaccurate or misleading or do you have any information not disclosed in this application regarding the health, habits, or home surroundings of the proposed insured(s) (whether favorable or unfavorable) which might assist in the underwriting decision on this application? (Please explain in "REMARKS.")		
5.	Does a Power of Attorney agreement exist for the proposed insured(s)?		
6.	Proposed Insured(s) type of dwelling:         Private Home       Apartment         Nursing Facility       Retirement Home		
7.	Indicate the best time of day to contact the proposed insured(s) by telephone:		
8.	Agent must list all health insurance including long term care policies sold to the applicant(s) which: are still in force; and were s the last five years but are no longer in force.           Proposed primary insured         Proposed insured spouse           Status of policy         When (mm/dd/yyyy)         Type of benefit	old in	
	Lapsed Applied for In force		
	Name of company     Policy number       Image: Descent by this coverage     Amount of benefit		
	<u>Yes</u> No \$		
	Proposed primary insured Proposed insured spouse		
	Status of policy When (mm/dd/yyyy) Type of benefit		
	Lapsed Applied for In force		
	Name of company Policy number		
	To be replaced by this coverage Amount of benefit		
	<u>Yes No</u> \$ <b>□</b> , <b>□</b> Other		
	IARKS:		
			<del>_</del>
		-	

Return to Home Office

#### **3% LIFETIME COMPOUND BENEFIT INCREASE RIDER**

# This Rider increases your benefits each year to provide some protection against the rising cost of long term care, subject to the conditions listed below.

The Company has issued this Rider as a part of the policy to which it is attached. This Rider is subject to all terms, provisions, definitions, limitations and exclusions of the Contract, except as stated in this Rider.

Definition Remaining Lifetime Benefit on the current Policy Anniversary is the Maximum Lifetime Benefit on the previous Policy Anniversary less the total of all claims paid up to the current Policy Anniversary. Lifetime Compound On each Policy Anniversary, the benefits provided by the Contract will be increased Benefit Increase as follows: 1. The Facility Care Daily Benefit and Home and Community Care Daily Benefit will be increased by 3% of the amount in effect on the previous Policy Anniversary. 2. The Monthly Indemnity Benefit (if the Comprehensive Monthly Indemnity Benefit Rider is elected) OR the Home and Community Care Monthly Indemnity Benefit (if the Home and Community Care Monthly Indemnity Benefit Rider is elected) will be increased by 3% of the amount in effect on the previous Policy Anniversary 3. The Maximum Lifetime Benefit on the current Policy Anniversary is the Maximum Lifetime Benefit on the previous Policy Anniversary, increased by 3% of the Remaining Lifetime Benefit on the current Policy Anniversary.

The annual increases will occur even if benefits are being paid.

Cancellation If you cancel this Rider, the daily benefits, and, if elected, monthly benefits, will return to the original amounts issued to you.

[Suzanne J. Pepin] [Senior Vice President, Secretary and Chief Legal Officer]

[Charles Kavitsky] [President]

#### **4% LIFETIME COMPOUND BENEFIT INCREASE RIDER**

# This Rider increases your benefits each year to provide some protection against the rising cost of long term care, subject to the conditions listed below.

The Company has issued this Rider as a part of the policy to which it is attached. This Rider is subject to all terms, provisions, definitions, limitations and exclusions of the Contract, except as stated in this Rider.

Definition	<b>Remaining Lifetime Benefit</b> on the current Policy Anniversary is the Maximum Lifetime Benefit on the previous Policy Anniversary less the total of all claims paid up to the current Policy Anniversary.	
Lifetime Compound Benefit Increase	On each Policy Anniversary, the benefits provided by the Contract will be increased as follows:	
	<ol> <li>The Facility Care Daily Benefit and Home and Community Care Daily Benefit will be increased by 4% of the amount in effect on the previous Policy Anniversary.</li> </ol>	
	2. The Monthly Indemnity Benefit (if the Comprehensive Monthly Indemnity Benefit Rider is elected) OR the Home and Community Care Monthly Indemnity Benefit (if the Home and Community Care Monthly Indemnity Benefit Rider is elected) will be increased by 4% of the amount in effect on the previous Policy Anniversary.	
	<ol> <li>The Maximum Lifetime Benefit on the current Policy Anniversary is the Maximum Lifetime Benefit on the previous Policy Anniversary, increased by 4% of the Remaining Lifetime Benefit on the current Policy Anniversary.</li> </ol>	
	The annual increases will occur even if benefits are being paid.	
Cancellation	If you cancel this Rider, the daily benefits, and, if elected, monthly benefits, will return to the original amounts issued to you.	

[Suzanne J. Pepin] [Senior Vice President, Secretary and Chief Legal Officer]

[Charles Kavitsky] [President]

### **5% LIFETIME COMPOUND BENEFIT INCREASE RIDER**

# This Rider increases your benefits each year to provide some protection against the rising cost of long term care, subject to the conditions listed below.

The Company has issued this Rider as a part of the policy to which it is attached. This Rider is subject to all terms, provisions, definitions, limitations and exclusions of the Contract, except as stated in this Rider.

Definition	<b>Remaining Lifetime Benefit</b> on the current Policy Anniversary is the Maximum Lifetime Benefit on the previous Policy Anniversary less the total of all claims paid up to the current Policy Anniversary.
Lifetime Compound Benefit Increase	On each Policy Anniversary, the benefits provided by the Contract will be increased as follows:
	<ol> <li>The Facility Care Daily Benefit and Home and Community Care Daily Benefit will be increased by 5% of the amount in effect on the previous Policy Anniversary.</li> </ol>
	2. The Monthly Indemnity Benefit (if the Comprehensive Monthly Indemnity Benefit Rider is elected) <b>OR</b> the Home and Community Care Monthly Indemnity Benefit (if the Home and Community Care Monthly Indemnity Benefit Rider is elected) will be increased by 5% of the amount in effect on the previous Policy Anniversary.
	<ol> <li>The Maximum Lifetime Benefit on the current Policy Anniversary is the Maximum Lifetime Benefit on the previous Policy Anniversary, increased by 5% of the Remaining Lifetime Benefit on the current Policy Anniversary.</li> </ol>
	The annual increases will occur even if benefits are being paid.

Cancellation

If you cancel this Rider, the daily benefits, and, if elected, monthly benefits, will return to the original amounts issued to you.

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[Suzanne J. Pepin] [Senior Vice President, Secretary and Chief Legal Officer]

[Charles Kavitsky] [President]

#### TWO TIMES COMPOUND BENEFIT INCREASE RIDER

# This Rider increases your benefits for a limited number of years to provide some protection against the rising cost of long term care, subject to the conditions listed below.

The Company has issued this Rider as a part of the policy to which it is attached. This Rider is subject to all terms, provisions, definitions, limitations and exclusions of the Contract, except as stated in this Rider.

Definition .	<b>Daily/Monthly Benefit</b> is the Facility Care Daily Benefit, Home and Community Care Daily Benefit, Monthly Indemnity Benefit (if the Comprehensive Monthly Indemnity Benefit Rider is elected), and Home and Community Care Monthly Indemnity Benefit (if the Home and Community Care Monthly Indemnity Benefit Rider is elected).
	<b>Remaining Lifetime Benefit</b> on the current Policy Anniversary is the Maximum Lifetime Benefit on the previous Policy Anniversary less the total of all claims paid up to the current Policy Anniversary.
Two Times Compound Benefit Increase	On each Policy Anniversary, the benefits provided by the Contract will increase as follows:
	<ol> <li>The Daily/Monthly Benefit will increase by 5% of the amount in effect on the previous Policy Anniversary.</li> </ol>
	<ol> <li>The Maximum Lifetime Benefit on the current Policy Anniversary is the Maximum Lifetime Benefit on the previous Policy Anniversary, increased by 5% of the Remaining Lifetime Benefit on the current Policy Anniversary.</li> </ol>
	Annual increases will occur each year until the current Daily/Monthly Benefit would otherwise exceed two times the original Daily/Monthly Benefit. The increase in the year that the current Daily/Monthly Benefit would otherwise exceed two times the original Daily/Monthly Benefit will be less than 5% such that the current Daily/Monthly Benefit will equal two times the original Daily/Monthly Benefit. No increases will occur beyond this time.
	The annual increases will occur even if benefits are being paid.
Cancellation	If you cancel this Rider, the Daily/Monthly Benefit will return to the original amounts issued to you.

[Suzanne J. Pepin] [Senior Vice President, Secretary and Chief Legal Officer]

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[Charles Kavitsky] [President]

#### SIMPLE BENEFIT INCREASE RIDER

# This Rider increases your benefits each year to provide some protection against the rising cost of long term care, subject to the conditions listed below.

The Company has issued this Rider as a part of the policy to which it is attached. This Rider is subject to all terms, provisions, definitions, limitations and exclusions of the Contract, except as stated in this Rider.

DefinitionRemaining Lifetime Benefit on the current Policy Anniversary is the Maximum<br/>Lifetime Benefit on the previous Policy Anniversary less the total of all claims paid up<br/>to the current Policy Anniversary.

Lifetime Simple BenefitOn each Policy Anniversary, the benefits provided by the Contract will be increased<br/>as follows:

- 1. The Facility Care Daily Benefit and Home and Community Care Daily Benefit will be increased by 5% of the original amount issued to you.
- 2. The Monthly Indemnity Benefit (if the Comprehensive Monthly Indemnity Benefit Rider is elected) **OR** the Home and Community Care Monthly Indemnity Benefit (if the Home and Community Care Monthly Indemnity Benefit Rider is elected) will be increased by 5% of the original amount issued to you.
- 3. The Remaining Lifetime Benefit will also increase by the same proportion as the increase in the daily benefits.

The annual increases will occur even if benefits are being paid.

**Cancellation** If you cancel this Rider, the daily benefits, and, if elected, monthly benefits, will return to the original amounts issued to you.

[Suzanne J. Pepin] [Senior Vice President, Secretary and Chief Legal Officer]

[Charles Kavitsky] [President]

### LIMITED PAY RIDER

# This Rider provides you with a paid-up Contract once you have paid the required premium for a specified period of time.

The Company has issued this Rider as a part of the policy to which it is attached. This Rider is subject to all terms, provisions, definitions, limitations and exclusions of the Contract, except as stated in this Rider.

**Limited Pay Option** To renew the Contract, you must pay the premium due by the premium due date.

If you were 64 or younger on the Effective Date, once you have paid required premiums until the first Policy Anniversary following your 80<sup>th</sup> birthday, this Rider will provide you with a paid-up Contract.

If you were 65 or older on the Effective Date, once you have paid required premiums until the first Policy Anniversary after 15 policy years, this Rider will provide you with a paid-up Contract.

The Contract will then automatically be renewed for the rest of your life with no further premium due.

[Suzanne J. Pepin] [Senior Vice President, Secretary and Chief Legal Officer]

[Charles Kavitsky] [President]

### ACCELERATED PREMIUM RIDER

# This Rider allows you to pay a higher premium during the first 10 Policy Years and to pay a lower premium after the 10th Policy Year.

The Company has issued this Rider as a part of the policy to which it is attached. This Rider is subject to all terms, provisions, definitions, limitations and exclusions of the Contract, except as stated in this Rider.

Accelerated Premium If y Benefit pay

If you were 64 or younger on the Effective Date, this Rider adjusts the Total Modal Premium payment:

- in the first ten Policy Years, to 1.4 times the premium that would have been paid during those Policy Years without this Rider.
- during the eleventh Policy Year through Termination, to 0.7 times the premium that would have been paid during those Policy Years without this Rider.

If you were 65 or older on the Effective Date, this Rider adjusts the Total Modal Premium payment:

- in the first ten Policy Years, to 1.2 times the premium that would have been paid during those Policy Years without this Rider.
- during the eleventh Policy Year through Termination, to 0.6 times the premium that would have been paid during those Policy Years without this Rider.

Premium rates are guaranteed not to change for the first five Policy Years. After the fifth Policy Year, the Company may change the premium rates for the Contract only if we change the premium rates by Class for everyone in your state with this policy form. The premium change would occur on the Policy Anniversary. We will notify you in writing at least 60 days before your premium changes.

[Suzanne J. Pepin] [Senior Vice President, Secretary and Chief Legal Officer]

[Charles Kavitsky] [President]

### SHORTENED BENEFIT RIDER

#### This Rider provides limited benefits even after the Contract Lapses, subject to the conditions listed below.

The Company has issued this Rider as a part of the policy to which it is attached. This Rider is subject to all terms, provisions, definitions, limitations and exclusions of the Contract, except as stated in this Rider.

Definitions	Maximum Shortened Benefit Period Amount is the greater of 30 times the Facility Care Daily Benefit in effect on the date of Lapse or the total of premiums paid under the Contract.
	The Maximum Shortened Benefit Period Amount may be adjusted subsequent to being initially granted only as necessary to reflect changes in claims, persistency, and interest as reflected in changes in rates for premium paying contracts approved by the Commissioner of Insurance for the same contract form.
Shortened Benefit	If the Contract has been In Force and premiums have been paid for at least three full Policy Years, and then the Contract Lapses, this Rider will provide a Shortened Benefit equal to the Maximum Shortened Benefit Period Amount.
	No further increases will occur under any benefit increase Rider after the date the Contract Lapses. Also, all other Riders will terminate on the date the Contract Lapses, and no further benefits will be payable from those Riders. The Facility Care Daily Benefit or Home and Community Care Daily Benefit payable under this Rider will be the daily benefit amount in effect on the date the Contract Lapses.
	Benefits payable under this Rider are subject to the same Elimination Period and all provisions of the Contract that would have been in effect had the Contract not

Under the shortened benefit period, coverage will continue during your lifetime, but benefits will be payable only until the total of benefits paid under the Contract, including benefits paid before the date the Contract Lapses, equals the Maximum

Signed for the Company in Minneapolis, Minnesota, and effective on the Effective Date of the policy.

Shortened Benefit Period Amount.

Lapsed.

[Suzanne J. Pepin] [Senior Vice President, Secretary and Chief Legal Officer]

[Charles Kavitsky] [President]

#### **CALENDAR DAY ELIMINATION PERIOD RIDER**

# This Rider credits, toward the Elimination Period, each day that you are Chronically III from the first day that you receive care.

The Company has issued this Rider as a part of the policy to which it is attached. This Rider is subject to all terms, provisions, definitions, limitations and exclusions of the Contract, except as stated in this Rider.

Calendar Day Elimination Period Benefit If you are Chronically III, each calendar day beginning with the first day that you receive Qualified Long Term Care Services until you are no longer Chronically III will count toward the Elimination Period.

[Suzanne J. Pepin] [Senior Vice President, Secretary and Chief Legal Officer]

[Charles Kavitsky] [President]

#### HOME AND COMMUNITY CARE MONTHLY BENEFIT RIDER

# This Rider adds flexibility by paying the Home and Community Care Benefit on a monthly basis rather than on a daily basis.

The Company has issued this Rider as a part of the policy to which it is attached. This Rider is subject to all terms, provisions, definitions, limitations and exclusions of the Contract, except as stated in this Rider.

Home and Community Care Monthly Benefit If you are eligible for Benefit Payments under the Home and Community Care Benefit, we will pay up to the number of days in the month times the Home and Community Care Daily Benefit on a monthly basis for the actual expenses incurred during the month.

> All benefits paid under the Home and Community Care Monthly Benefit are subtracted from the Maximum Lifetime Benefit; however, the maximum monthly amount of benefits subtracted will not exceed the number of days in the month times the Facility Care Daily Benefit amount.

[Suzanne J. Pepin] [Senior Vice President, Secretary and Chief Legal Officer]

[Charles Kavitsky] [President]

#### WAIVER OF HOME AND COMMUNITY CARE ELIMINATION PERIOD RIDER

# This Rider waives the Elimination Period if you are receiving Home and Community Care, subject to the conditions listed below.

The Company has issued this Rider as a part of the policy to which it is attached. This Rider is subject to all terms, provisions, definitions, limitations and exclusions of the Contract, except as stated in this Rider.

Home and Community The Elimination Period will be waived while you are Chronically III and are receiving Home and Community Care. In addition, each day that you receive Benefit Payments for Home Care Waiver of and Community Care will count toward the Elimination Period. **Elimination Period** Benefit You must satisfy the remainder of the Elimination Period, if any, to be eligible for Benefit Payments under the Facility Care Benefit. If you have fully satisfied the Elimination Period for the Facility Care Benefit, the premium charge for this Rider will cease. Waiver of Premium If you meet the Eligibility for Benefits provision in the policy, we will waive your premium as it Benefit comes due beginning with the first premium due after the first day that you receive Home and Community Care. We will continue to waive each premium that comes due according to the Mode of Payment in effect at the time you become eligible for this benefit, as long as you continue to be Chronically III. Once you recover and are no longer Chronically III, you must pay each

premium that comes due according to the Mode of Payment currently in effect.

[Suzanne J. Pepin] [Senior Vice President, Secretary and Chief Legal Officer]

[Charles Kavitsky] [President]

#### HOME AND COMMUNITY CARE MONTHLY INDEMNITY BENEFIT RIDER

## This Rider provides a cash benefit in any month that a Home and Community Care benefit payment is received, subject to the conditions listed below.

The Company has issued this Rider as a part of the policy to which it is attached. This Rider is subject to all terms, provisions, definitions, limitations and exclusions of the Contract, except as stated in this Rider.

#### Home and Community Care Monthly Indemnity Benefit

The Home and Community Care Monthly Indemnity Benefit amount is shown on the Policy Schedule. This amount will be paid in any month that a Home and Community Care benefit payment is received. The Home and Community Care Monthly Indemnity Benefit payments will stop when:

- you no longer satisfy the Benefit Payments provision of the policy;
- you are no longer receiving Home and Community Care benefit payments under the Contract; or
- you have received the lesser of two times the Benefit Period in months or 120 Home and Community Care Monthly Indemnity Benefit payments.

#### Exclusions

The Monthly Indemnity Benefit is not payable if the only benefit of the policy being paid is the Facility Care Benefit or the Alternative Plan of Care Benefit.

[Suzanne J. Pepin] [Senior Vice President, Secretary and Chief Legal Officer]

Charles Kavitsky] [President]

#### **COMPREHENSIVE MONTHLY INDEMNITY BENEFIT RIDER**

## This Rider provides a cash benefit in any month that a benefit payment is received, subject to the conditions listed below.

The Company has issued this Rider as a part of the policy to which it is attached. This Rider is subject to all terms, provisions, definitions, limitations and exclusions of the Contract, except as stated in this Rider.

#### Monthly Indemnity Benefit

The Monthly Indemnity Benefit amount is shown on the Policy Schedule. This amount will be paid in any month that a benefit payment is received. The Monthly Indemnity benefit payments will stop when:

- you no longer satisfy the Benefit Payments provision of the policy;
- · you are no longer receiving benefits from the Contract; or
- you have received the lesser of two times the Benefit Period in months or 120 Monthly Indemnity Benefit payments.

**Exclusions** The Monthly Indemnity Benefit is not payable if the only benefit of the policy being paid is the Alternative Plan of Care Benefit.

[Suzanne J. Pepin] [Senior Vice President, Secretary and Chief Legal Officer]

[Charles Kavitsky] [President]

#### **RETURN OF PREMIUM UPON DEATH RIDER**

Upon your death, this Rider returns all premiums paid, less any benefits paid, to your Beneficiary.

The Company has issued this Rider as a part of the policy to which it is attached. This Rider is subject to all terms, provisions, definitions, limitations and exclusions of the Contract, except as stated in this Rider.

Return of Premium UponThis Rider pays a Return of Premium Upon Death Benefit to your Beneficiary, or to yourDeath Benefitestate if no Beneficiary has been designated, if the Contract Terminates because of your<br/>death.

The Return of Premium Upon Death Benefit is equal to the total of premiums paid for the Contract, reduced by the total of benefits paid. If the total of benefits paid exceeds the total of premiums paid, this Return of Premium Upon Death Benefit will be zero.

Signed for the Company in Minneapolis, Minnesota, and effective on the Effective Date of the policy.

[Suzanne J. Pepin] [Senior Vice President, Secretary and Chief Legal Officer]

[Charles Kavitsky] [President]

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#### FULL RETURN OF PREMIUM UPON DEATH RIDER

#### Upon your death, this Rider returns all premiums paid to your Beneficiary.

The Company has issued this Rider as a part of the policy to which it is attached. This Rider is subject to all terms, provisions, definitions, limitations and exclusions of the Contract, except as stated in this Rider.

Full Return of Premium<br/>Upon Death BenefitThis Rider pays a Full Return of Premium Upon Death Benefit to your Beneficiary or to your<br/>estate if no Beneficiary has been designated, if the Contract Terminates because of your<br/>death. The Full Return of Premium Upon Death Benefit is equal to the total of premiums<br/>paid for the Contract.

[Suzanne J. Pepin] [Senior Vice President, Secretary

[Charles Kavitsky] [President]

### **RESTORATION OF BENEFITS RIDER**

#### Once you recover, this Rider restores the Maximum Lifetime Benefit, subject to the conditions listed below.

The Company has issued this Rider as a part of the policy to which it is attached. This Rider is subject to all terms, provisions, definitions, limitations and exclusions of the Contract, except as stated in this Rider.

#### **Restoration of Benefits**

If benefits have been paid and deducted from the Maximum Lifetime Benefit, the Maximum Lifetime Benefit will be restored if, for a period of 180 consecutive days:

- the Contract is In Force;
- · you are not receiving Benefit Payments; and
- you are no longer Chronically III.

The Maximum Lifetime Benefit may be restored an unlimited number of times.

[Suzanne J. Pepin] [Senior Vice President, Secretary and Chief Legal Officer]

[Charles Kavitsky] [President]

### MARRIED DISCOUNT RIDER

This Rider provides a premium discount because you are married, subject to the conditions listed below.

The Company has issued this Rider as a part of the policy to which it is attached. This Rider is subject to all terms, provisions, definitions, limitations and exclusions of the Contract, except as stated in this Rider.

Married Discount Benefit	This Rider provides you with a premium discount because you are married.
	The Married Discount Rider will not terminate due to the death of your spouse while the Contract is In Force.
Cancellation	This Rider must be cancelled if you are no longer married (except due to the death of your spouse while the Contract is In Force) by providing written notice of Cancellation to us.
Termination	<ul> <li>This Rider will Terminate and coverage under this Rider will end on the earliest of:</li> <li>the date of Cancellation of this Rider; or</li> <li>the date the Contract Terminates.</li> </ul> Upon Termination of this Rider, the premium will be equal to the rate that you would

Upon Termination of this Rider, the premium will be equal to the rate that you would have been charged for an individual Contract without this Rider at your original issue age and risk class and will not include any Married Discount Benefit.

[Suzanne J. Pepin] [Senior Vice President, Secretary and Chief Legal Officer]

[Charles Kavitsky] [President]

# SPOUSAL DISCOUNT RIDER

# This Rider provides a premium discount because both you and your spouse were issued Contracts, subject to the conditions listed below.

The Company has issued this Rider as a part of the policy to which it is attached. This Rider is subject to all terms, provisions, definitions, limitations and exclusions of the Contract, except as stated in this Rider.

Spousal DiscountThis Rider provides you with a premium discount because both you and an InsuredBenefitSpouse, with whom you are living and to whom you are married, were issued Contracts.

The Spousal Discount Rider will not terminate due to the death of the Insured Spouse.

Cancellation This Rider must be cancelled if you are no longer living with or married to the Insured Spouse (except due to the death of the Insured Spouse while the Contract is In Force) by providing written notice of Cancellation to us.

Termination This Rider will terminate and coverage under this Rider will end on the earliest of:

- the date of Cancellation of this Rider;
- the date the Insured Spouse cancels their Spousal Discount Rider;
- the date the Contract Terminates; or
- the date the Insured Spouse's contract terminates.

Upon Termination of this Rider, the premium will be equal to the rate that you would have been charged for an individual Contract without this Rider at your original issue age and risk class and will not include any Spousal Discount Benefit.

[Suzanne J. Pepin] [Senior Vice President, Secretary and Chief Legal Officer]

[Charles Kavitsky] [President]

# SPOUSAL SHARED CARE RIDER

This Rider allows you to access the available benefits under your spouse's contract once your Maximum Lifetime Benefit has been exhausted, subject to the conditions listed below.

The Company has issued this Rider as a part of the policy to which it is attached. This Rider is subject to all terms, provisions, definitions, limitations and exclusions of the Contract, except as stated in this Rider.

Definition Spousal Shared Care Benefit Amount is equal to the Maximum Lifetime Benefit, less the total of all claims paid, less 365 times the Facility Care Daily Benefit, in effect at the time of claim. This amount will be disclosed on the consent form. Spousal Shared Care If you exhaust the Maximum Lifetime Benefit, you may access the Insured Spouse's benefits, upon our receipt of their signed consent form, up to their spousal shared care Benefit benefit amount. If the Insured Spouse exhausts his/her maximum lifetime benefit, the Insured Spouse may access your benefits, upon our receipt of your signed consent form, up to the Spousal Shared Care Benefit Amount. Upon receipt of proof of death of the Insured Spouse, we will increase the Maximum Lifetime **Death of Insured Spouse** Benefit by the amount of the Insured Spouse's spousal shared care benefit amount, if any. We will provide you with written verification of the new Maximum Lifetime Benefit. Your premium will remain unchanged. Cancellation This Rider may be cancelled at any time by either Insured by providing written notice of Cancellation to us. Termination This Rider will terminate and coverage under this Rider will end on the earliest of: the date of Cancellation of this Rider: the date the Insured Spouse cancels their Spousal Shared Care Rider; the date of Termination of the Spousal Discount Rider; or the date the Insured Spouse's Spousal Discount Rider terminates. Restoration of Benefits The optional Restoration of Benefits Rider does not extend to this Rider. If the optional Restoration of Benefits Rider is attached to the Contract, the Maximum Lifetime Benefit will only be restored to the extent that you have accessed benefits under the Contract subject to the provisions of the Restoration of Benefits Rider. Benefits accessed under the Contract by the Insured Spouse will not be restored.

[Suzanne J. Pepin] [Senior Vice President, Secretary and Chief Legal Officer]

[Charles Kavitsky] [President]

# SPOUSAL WAIVER OF PREMIUM RIDER

# This Rider waives your premium as it comes due if your spouse's premiums are being waived, subject to the conditions listed below.

The Company has issued this Rider as a part of the policy to which it is attached. This Rider is subject to all terms, provisions, definitions, limitations and exclusions of the Contract, except as stated in this Rider.

**Spousal Waiver Benefit** If the Insured Spouse is eligible for Benefit Payments and has satisfied the Elimination Period, this Rider will waive your premium as it comes due.

We will continue to waive each premium that comes due according to the Mode of Payment in effect at the time you become eligible for this benefit, as long as the Insured Spouse's premiums are being waived. Once the Insured Spouse is no longer Chronically III or this Rider Terminates, you must pay each premium that comes due according to the Mode of Payment in effect.

Cancellation This Rider may be cancelled at any time by either Insured by providing written notice of Cancellation to us.

Termination

This Rider will terminate and coverage under this Rider will end on the earliest of:

- the date of Cancellation of this Rider;
- the date the Insured Spouse cancels their Spousal Waiver of Premium Rider;
- the date of Termination of the Spousal Discount Rider; or
- the date the Insured Spouse's Spousal Discount Rider terminates.

[Suzanne J. Pepin] [Senior Vice President, Secretary and Chief Legal Officer]

[Charles Kavitsky] [President]

# SPOUSAL SURVIVORSHIP RIDER

# This Rider provides you with a paid-up Contract if both your and your spouse's Contract has been in Force for 10 years and then your spouse dies, subject to the conditions listed below.

The Company has issued this Rider as a part of the policy to which it is attached. This Rider is subject to all terms, provisions, definitions, limitations and exclusions of the Contract, except as stated in this Rider.

Paid Up Survivorship Benefit	<ul> <li>The premiums for the Contract will be paid up if:</li> <li>the Contract is In Force for 10 Policy Years;</li> <li>the Insured Spouse's contract is in force for 10 policy years; and</li> <li>the Insured Spouse dies.</li> </ul>
Cancellation	This Rider may be cancelled at any time by either Insured by providing written notice of Cancellation to us.
Termination	<ul> <li>This Rider will terminate and coverage under this Rider will end on the earliest of:</li> <li>the date of Cancellation of this Rider;</li> <li>the date the Insured Spouse cancels their Spousal Survivorship Rider;</li> <li>the date of Termination of the Spousal Discount Rider; or</li> </ul>

• the date the Insured Spouse's Spousal Discount Rider terminates.

[Suzanne J. Pepin] [Senior Vice President, Secretary and Chief Legal Officer]

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[Charles Kavitsky] [President]

# CONTINGENT BENEFIT UPON LAPSE ENDORSEMENT

# This Endorsement provides benefits if a substantial premium increase occurs, subject to the conditions listed below.

The Company has issued this Endorsement as a part of the policy to which it is attached. This Endorsement is subject to all terms, provisions, definitions, limitations and exclusions of the Contract, except as stated in this Endorsement.

ContingentIf the Contract has been in Force and premiums have been paid for at least threeBenefit Uponfull Policy Years and we:Lapse(a) Increase the premium rates under the Contract (we will notify you in writing at

- (a) Increase the premium rates under the Contract (we will notify you in writing at least 60 days before your premium changes) which results in a cumulative increase of the annual premium equal to or exceeding the percentage of your initial annual premium, as set forth in the Triggers for Substantial Premium Increase Table; then
- (b) The following options will become available under the Contract:
  - The Facility Care Daily Benefit shown on the Policy Schedule may be reduced. This may be accomplished by reduction of the Facility Care Daily Benefit (subject to its availability) to provide for an amount that the current premium payable under the Contract will purchase. This will also reduce the Maximum Lifetime Benefit. Reduction of the Facility Care Daily Benefit must be elected within 120 days of a Substantial Premium Increase as described above and will not be subject to evidence of insurability; or
  - 2. The Contract may be converted to a paid-up status with the Shortened Benefit Period described below. This option may be elected at any time within 120 days of a Substantial Premium Increase, as described above. In addition, if the Contract Lapses for nonpayment of premium during this 120-day period, this option will automatically be provided under the Contract.

Benefits paid by the insurer while the policy is in premium paying status and in paid-up status will not exceed the maximum benefits which would be payable if the policy had remained in premium paying status.

Shortened Benefit Period Your coverage will continue and the Facility Care Daily Benefit will be payable based on the Facility Care Daily Benefit shown on the Policy Schedule (and any previous increases due to a benefit increase Rider) in effect on the date of Lapse. No further benefit increases will occur under any benefit increase Rider, if attached to the policy.

The Maximum Lifetime Benefit becomes equal to the greater of: (a) the total of premiums paid for the policy and all Riders; or (b) thirty times the Facility Care Daily Benefit in effect on the date of Lapse. This adjusted benefit amount replaces the Maximum Lifetime Benefit in effect on the date of Lapse. Any benefits paid to you after the Contract Lapses will be subtracted from this new Maximum Lifetime Benefit.

Your coverage under this Endorsement is subject to the same policy benefit provisions, Elimination Period, Limitations and Exclusions, and all other provisions of the policy and attached Riders that were in effect prior to the date of Lapse, except any benefit increase Rider, if attached to the policy.

Issue Age	Percent Increase Over Initial Premium
18-29	200%
30-34	190
35-39	170
40-44	150
45-49	130
50-54	110
55-59	90
60	70
61	66
62	62
63	58
64	54
65	50
66	48
67	46
68	44
69	42
70	40
71	38
72	36
73	34
74	32
75	30
76	28
77	26
78	24
79	22
80	20
81	19
82	18
83	17
84	16

# **Triggers for Substantial Premium Increases Table**

Signed for the Company in Minneapolis, Minnesota and effective on the Effective Date of the policy.

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[Suzanne J. Pepin] [Senior Vice President, Secretary and Chief Legal Officer]

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[Charles Kavitsky] [President]

# FACILITY CARE ONLY POLICY ENDORSEMENT

This Endorsement deletes any reference in the policy to "Home and Community Care," thus making it a Facility Care Only policy.

The Company has issued this Endorsement as a part of the policy to which it is attached. This Endorsement is subject to all terms, provisions, definitions, limitations and exclusions of the Contract, except as stated in this Endorsement.

Guide to Policy Benefits and Provisions	The reference to the "Home and Community Care Benefit" is deleted.
Definitions Section	The reference to "Home and Community Care" in the "Elimination Period" definition is deleted.
	The "Home and Community Care" definition is deleted.
	The "Home and Community Care Daily Benefit" definition is deleted.
Eligibility for the Payment of Benefits Section	The reference to the "Home and Community Care Daily Benefit" in the "Benefit Payments" provision is deleted.
General Benefit	The "Home and Community Care Benefit" provision is deleted.
Section	The second bullet with respect to "Home and Community Care" and the "Home and Community Care Daily Benefit" in the "Respite Care Benefit" provision is deleted.
	The references to the "Home and Community Care Daily Benefit" in the "International Coverage Benefit" provision are deleted.
Riders and Endorsements	Any references to "Home and Community Care" in any Riders or Endorsements attached to the policy are deleted.

[Suzanne J. Pepin] [Senior Vice President, Secretary and Chief Legal Officer]

[Charles Kavitsky] [President]

# INTERNATIONAL COVERAGE BENEFIT ENDORSEMENT

# This Endorsement provides benefits if you are outside the fifty United States, the District of Columbia, or Canada, subject to the conditions listed below.

The Company has issued this Endorsement as a part of the policy to which it is attached. This Endorsement is subject to all terms, provisions, definitions, limitations and exclusions of the Contract, except as stated in this Endorsement.

Definitions International Coverage Maximum Lifetime Benefit is the total amount we will pay in your lifetime for all benefits (other than the Waiver of Premium Benefit) provided under the International Coverage Benefit. The International Coverage Maximum Lifetime Benefit is calculated as 70% of the Facility Care Daily Benefit times 730 days.

International Coverage Remaining Lifetime Benefit on the current Policy Anniversary is the International Coverage Maximum Lifetime Benefit, if any, on the previous Policy Anniversary less the total of all applicable claims paid up to the current Policy Anniversary.

International If you require Qualified Long Term Care Services, which would otherwise be covered under the Contract, while you are outside the fifty United States, the District of Columbia, or Canada, we will pay the International Coverage Benefit if:

- You are in a designated country as defined in the Visa Waiver Program (VWP);
- You are eligible for Benefit Payments;
- · You provide us with Proof of Loss and a properly completed Claim Form;
- You provide us with a written certification, completed within the previous 12 months by a similarly accredited Physician or Registered Professional Nurse, verifying that you are Chronically III; and
- You provide us with a written Plan of Care.

For Qualified Long Term Care Services received outside the fifty United States, the District of Columbia, or Canada, we will pay actual expenses up to 70% of the Facility Care Daily Benefit or Home and Community Care Daily Benefit.

All benefits paid under the International Coverage Benefit accumulate toward the Maximum Lifetime Benefit and the International Coverage Maximum Lifetime Benefit. No further benefits will be paid under the International Coverage Benefit once the Maximum Lifetime Benefit or the International Coverage Maximum Lifetime Benefit has been exhausted.

All required documentation must be provided to us in English. Any benefits paid will be paid in United States currency.

Under this Endorsement, no benefits will be payable for the following Riders, if attached to the policy: Waiver of Home and Community Care Elimination Period Rider, Calendar Day Elimination Period Rider, Comprehensive Monthly Indemnity Benefit Rider, Home and Community Care Monthly Benefit Rider, Home and Community Care Monthly Indemnity Benefit Rider, Restoration of Benefits Rider, Spousal Shared Care Rider, and Spousal Waiver of Premium Rider.

For a list of designated countries, as defined in the Visa Waiver Program, please write or call us at the address or telephone number shown on the first page of the policy. If the Visa Waiver Program is discontinued, the succeeding, or a similar, program will apply.

CompoundIf there is a compound benefit increase Rider attached to the policy, on each PolicyBenefit IncreaseAnniversary, the International Coverage Maximum Lifetime Benefit will be<br/>increased as follows:

The International Coverage Maximum Lifetime Benefit on the current Policy Anniversary is the International Coverage Maximum Lifetime Benefit on the previous Policy Anniversary, increased by the applicable percentage of the International Coverage Remaining Lifetime Benefit on the current Policy Anniversary. Any limits or increases specified by the compound benefit increase Rider also apply to increases to the International Coverage Maximum Lifetime Benefit. Once the International Coverage Maximum Lifetime Benefit, on further increases for such benefit will occur.

Simple Benefit Increase Rider If the Simple Benefit Increase Rider is attached to the policy, on each Policy Anniversary, the International Coverage Maximum Lifetime Benefit will be increased as follows:

The International Coverage Remaining Lifetime Benefit will also increase by the same proportion as the increase in the daily benefits. Once the International Coverage Maximum Lifetime Benefit has been exhausted, no further increases for such benefit will occur.

[Suzanne J. Pepin] [Senior Vice President, Secretary and Chief Legal Officer]

[Charles Kavitsky] [President]



#### LONG TERM CARE INSURANCE PERSONAL WORKSHEET

People buy long term care insurance for many reasons. Some don't want to use their own assets to pay for long term care. Some buy insurance to make sure they can choose the type of care they get. Others don't want their family to have to pay for care or don't want to go on Medicaid. But long term care insurance may be expensive, and may not be right for everyone.

By state law, the insurance company must fill out part of the information on this worksheet and **ask** you to fill out the rest to help you and the company decide if you should buy this policy.

# Premium Information (to be filled out by agent)

Policy Form Number(s)

The premium for the coverage you are considering will be \$ [\_\_\_\_] per month, or \$ [\_\_\_\_] per year.

Type of Policy: Guaranteed Renewable.

The Company's Right to increase Premiums: The company has a right to increase premiums on this policy form in the future, provided we base the premium increase, by class, for everyone in your state, on the experience of this policy form. We will notify you in writing at least 60 days before your premium changes.

#### Rate Increase History

The company has sold long term care insurance since 1988 and has sold this policy since [2003]. The company has never raised its rates for any long term care policy it has sold in this state or any other state.

Questions Related to Your Income (to be filled out by applicant – proceed to "Disclosure Statement" if you choose not to complete this information)

How will you pay each year's premium? (check one)

DMy Family will pay

Have you considered whether you could afford to keep this policy if the premiums went up, for example, by 20%?

How do you expect your income to change over the next 10 years? (check one)

If you will be paying premiums with money received only from your own income, a rule of thumb is that you may not be able to afford this policy if the premiums will be more than 7% of your income.

Will you buy inflation protection? (check one)

If not, have you considered how you will pay for the difference between future costs and your daily benefit amount?

□From my Income □From my Savings\Investments□My Family will Pay

The national average annual cost of care in [2001] was [\$55,000], but this figure varies across the country.<sup>1</sup> In ten years the national average cost would be about [\$89,589] if costs increase 5% annually.

What elimination pe	riod are yo	ou considering?	
Number of days	•	<ul> <li>Approximate cost \$</li> </ul>	for that period of care.

How are you planning to pay for your care during the elimination period?(check one)□From my Income□From my Savings\Investments□My Family will Pay

# Questions Related to Your Savings and Investments (to be filled out by applicant)

Not counting your home, about how much are all of your assets (your savings and investments) worth? (check one)

□Under \$20,000 □\$20,000-\$30,000 □\$30,000-\$50,000 □Over \$50,000

How do you expect your assets to change over the next ten years? (check one) Stay about the same 
Increase
Decrease

If you are buying this policy to protect your assets and your assets are less than \$30,000, you may wish to consider other options for financing your long term care.

#### Disclosure Statement (to be filled out by applicant)

- The answers to the questions above describe my financial situation. Or
- I choose not to complete this information. (If this box is checked, agent and applicant must complete next sections in order for application to be processed.)

(One of the above boxes, as well as the below box, must be checked.)

#### PLEASE READ - THE BELOW BOX MUST BE CHECKED

I acknowledge that the carrier and/or its agent (below) has reviewed this form with me including the premium, premium rate increase history and potential for premium increases in the future. I understand the above disclosures. I understand that the rates for this policy may increase in the future.

Signed:	
(Applicant)	(Date)
□ I explained to the applicant the importance of cor	mpleting this information.
Signed:	
(Agent)	(Date)
Agent's Printed Name:	
In order for us to process your application, please r of North America along with your application.	return this signed statement to Allianz Life Insurance Company
My agent has advised me that this policy does not to consider my application.	seem to be suitable for me. However, I still want the company
Circa di	

Signed:

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(Applicant)

(Date)

The company may contact you to verify your answers.



#### Long Term Care Insurance Potential Rate Increase Disclosure Form

- 1. **Premium Rate**: The premium rate that is applicable to you and that will be in effect until a request is made and approved for an increase is \$[\_\_\_\_].
- 2. The premium for this policy will be shown on the schedule page of your policy.
- 3. Rate Schedule Adjustments: Premium rate adjustments will be effective on the next policy anniversary date.
- 4. Potential Rate Revisions:

This policy is Guaranteed Renewable. This means that the rates for this product may be increased in the future. Your rates can NOT be increased due to your increasing age or declining health, but your rates may increase based, by class for everyone in your state, on the experience of this policy form. We will notify you in writing at least 60 days before your premium changes.

# If you receive a premium rate or premium rate schedule increase in the future, you will be notified of the new premium amount and you will be able to exercise at least one of the following options:

- Pay the increased premium and continue your policy in force as is.
- Reduce your policy benefits to a level such that your premiums will not increase. (Subject to state law minimum standards.)
- Exercise your nonforfeiture option if purchased. (This option is available for purchase for an additional premium.)
- Exercise your contingent nonforfeiture rights.\* (This option may be available if you do not purchase a separate nonforfeiture option.)

#### \*Contingent Nonforfeiture

If the premium rate for your policy goes up in the future and you didn't buy a nonforfeiture option, you may be eligible for contingent nonforfeiture. Here's how to tell if you are eligible:

You will keep some long-term care insurance coverage, if:

- Your premium after the increase exceeds your original premium by the percentage shown (or more) in the following table; and
- You lapse (not pay more premiums) within 120 days of the increase.

The amount of coverage (i.e., new lifetime maximum benefit amount) you will keep will equal the total amount of premiums you've paid since your policy was first issued. If you have already received benefits under the policy, so that the remaining maximum benefit amount is less than the total amount of premiums you've paid, the amount of coverage will be that remaining amount.

Except for this reduced lifetime maximum benefit amount, all other policy benefits will remain at the levels attained at the time of the lapse and will not increase thereafter.

Should you choose this Contingent Nonforfeiture option, your policy, with this reduced maximum benefit amount, will be considered "paid-up" with no further premiums due.

#### Example:

- You bought the policy at age 65 and paid the \$1,000 annual premium for 10 years, so you have paid a total of \$10,000 in premium.
- In the eleventh year, you receive a rate increase of 50%, or \$500 for a new annual premium of \$1,500, and you decide to lapse the policy (not pay any more premiums).
- Your "paid-up" policy benefits are \$10,000 (provided you have at least \$10,000 of benefits remaining under your policy.)

#### Contingent Nonforfeiture Cumulative Premium Increase Over Initial Premium that qualifies for Contingent Nonforfeiture

(Percentage increase is cumulative from the date of original issue. It does NOT represent a one-time increase.)

Issue Age	Percent Increase Over Initial Premium
29 and under	200%
30-34	190%
35-39	170%
40-44	150%
45-49	130%
50-54	110%
55-59	90%
60	70%
61	66%
62	62%
63	58%
64	54%
65	50%
66	48%
67	46%
68	44%
69	42%
70	40%
71	38%
72	36%
73	34%
74	32%
75	30%
76	28%
77	26%
78	24%
79	22%
80	20%
81	19%
82	18%
83	17%
84	16%

Allianz Life Insurance Company of North America P.O. Box 1292 Minneapolis, MN 55440-1292 1-800-950-7372

# **Generation Protector Illustration** A Long Term Care Insurance Policy

# Prepared for: [Mr. Client] [and] [Mrs. Client]

Presented by: [Agent Name]

This illustration is a general description of benefits selected and is not a contract. Please refer to the accompanying Outline of Coverage for details. Specific benefits payable are governed by the policy form for your state. The policy form number illustrated is [10-P-Q-VA].

QUALIFIED TAX STATUS: This illustrates a Long Term Care policy intended to qualify for favorable federal tax treatment. As such, it must meet certain federal standards, in addition to all applicable standards in the state in which this Contract was issued or issued for delivery. If you have any questions regarding the tax qualifications of this Contract, you should direct such questions to the appropriate federal agency, or you should contact your tax advisor.

GUARANTEED RENEWABLE: The policy is guaranteed renewable for life. Premium rates are subject to change. You may renew the policy for the rest of your life. To renew, just pay the premium due. It must be paid on or before the due date. We cannot refuse to renew the policy if the premium is paid on time. [The policy will be paid-up once you have paid premiums until the later of the first policy anniversary after attained age 80 or 15 policy years.] Premium rates are guaranteed not to change for the first five policy years. After the fifth year, the company may change the premium rates, but only if we base the premium change, by class for everyone in your state, on the experience of this policy form. We will give you at least 60 days written notice at your last address shown on our records before we change your premium rates.

# Allianz Life Insurance Company of North America Generation Protector Basic Plan

[Mr. Client][Preferred]	[Male] Age:[65]
Elimination Period: [90 days]	[Total Spousal][Annual] Premium: \$[3,990.84]
Needs to be satisfied only once	

# POLICY BENEFITS SELECTED

Facility Care Daily Benefit	\$[100]
Home and Community Care Daily Benefit	\$[100]
Benefit Period	[5] years
Maximum Lifetime Benefit	\$[182,500]
Elimination Period	[90] days

#### **OPTIONAL BENEFITS SELECTED**

Illustrated values include the following additional benefits:

#### [5% Lifetime Compound Benefit Increase Rider

Each year your Facility Care Daily Benefit and remaining Maximum Lifetime Benefit both increase by 5% of the previous year's amounts.]

#### [Shortened Benefit Rider

If you lapse your policy after 3 years, coverage will continue until the total of benefits paid equals the greater of the total premiums you paid or thirty times the Facility Care Daily Benefit in effect on the date of the lapse.]

#### [Restoration of Benefits Rider

Restores the full maximum value of benefits after you recover from an illness and your benefits are not payable for 180 consecutive days.]

# PREMIUMS

Comprehensive Care Plan	[ \$1,030.00]
[5% Lifetime Compound Benefit Increase Rider]	[ \$947.60]
[Shortened Benefit Rider]	[ \$514.18]
[Restoration of Benefits Rider]	[ \$99.67]
TOTAL ANNUAL PREMIUM	[\$2,591.45]
[TOTAL ANNUAL PREMIUM LESS SPOUSAL POLICY DISCOUNT]	[\$1,814.02]

This is an illustration only, not an offer, contract, or promise of future policy performance. Coverage is subject to the terms and conditions of the policy. This illustration is not valid without all [4] pages. #- 7<u>\*</u>

- 10--

# [Allianz Life Insurance Company of North America Generation Protector Basic Plan

[Mrs. Client][Preferre	ed]
Elimination Period: [	90 days]
Ī	Needs to be satisfied only once

[Female] Age:[65] [Total Spousal][Annual] Premium: \$[3.990.84]

# POLICY BENEFITS SELECTED

Facility Care Daily Benefit	\$[120]
Home and Community Care Daily Benefit	\$[120]
Benefit Period	[5] years
Maximum Lifetime Benefit	\$[219,000]
Elimination Period	[90] days

#### **OPTIONAL BENEFITS SELECTED**

Illustrated values include the following additional benefits:

# [5% Lifetime Compound Benefit Increase Rider

Each year your Facility Care Daily Benefit and remaining Maximum Lifetime Benefit both increase by 5% of the previous year's amounts.]

#### [Shortened Benefit Rider

If you lapse your policy after 3 years, coverage will continue until the total of benefits paid equals the greater of the total premiums you paid or thirty times the Facility Care Daily Benefit in effect on the date of the lapse.]

# [Restoration of Benefits Rider

Restores the full maximum value of benefits after you recover from an illness and your benefits are not payable for 180 consecutive days.]

# PREMIUMS

Comprehensive Care Plan	[ \$1,236.00]
[5% Lifetime Compound Benefit Increase Rider]	[\$1, 137.12]
[Shortened Benefit Rider]	[ \$617.01]
[Restoration of Benefits Rider]	[\$ 119.61]
TOTAL ANNUAL PREMIUM [TOTAL ANNUAL PREMIUM LESS SPOUSAL POLICY DISCOUNT]	[\$3,190.74 <b>]</b> [\$2,176.82] ]

# Allianz Life Insurance Company of North America Generation Protector Supplement

As we grow older, the risk of needing continued care at home or the possibility of a prolonged Nursing Home stay continues to increase. Long Term Care services range from help with day to day activities (such as bathing or dressing) to more complex services such as Nursing Care.

The need for Long Term Care services may suddenly arise from an accident, major illness, such as stroke or heart attack, or gradually become evident as more and more assistance is needed with the activities of daily living.

The cost for these services can be substantial. Long Term Care Insurance provides the means to help pay for the services needed and maintain your financial and emotional independence.

Your Allianz Life Representative will work with you to select the plan which best meets your needs. Today, you are healthy and active with a good chance to qualify, so why wait?

Still, Long Term Care Insurance may not be suitable for everyone. Carefully examine your own individual needs, health status, retirement objectives and financial resources. A review of your financial assets, the reasons you want to protect them and your ability to pay the premiums will help determine if Long Term Care Insurance is right for you. Your Allianz Life Representative will work with you to select the plan which best meets your needs.

This is an illustration only, not an offer, contract, or promise of future policy performance. Coverage is subject to the terms and conditions of the policy. This illustration is not valid without all [4] pages. ية الحو ما يوم

# Generation Protector Illustration A Long Term Care Insurance Policy

Prepared for: [Mrs. Client]

Presented by: [Joe Agent]

This illustration is a general description of benefits selected and is not a contract. Please refer to the accompanying Outline of Coverage for details. Specific benefits payable are governed by the policy form for your state. The policy form number illustrated is [10-P-Q-VA]

QUALIFIED TAX STATUS: This illustrates a Long Term Care policy intended to qualify for favorable federal tax treatment. As such, it must meet certain federal standards, in addition to all applicable standards in the state in which this Contract was issued or issued for delivery. If you have any questions regarding the tax qualifications of this Contract, you should direct such questions to the appropriate federal agency, or you should contact your tax advisor.

GUARANTEED RENEWABLE: The policy is guaranteed renewable for life. Premium rates are subject to change. You may renew the policy for the rest of your life. To renew, just pay the premium due. It must be paid on or before the due date. We cannot refuse to renew the policy if the premium is paid on time. [The policy will be paid-up once you have paid premiums until the later of the first policy anniversary after attained age 80 or 15 policy years.] Premium rates are guaranteed not to change for the first five policy years. After the fifth year, the company may change the premium rates, but only if we base the premium change, by class for everyone in your state, on the experience of this policy form. We will give you at least 60 days written notice at your last address shown on our records before we change your premium rates.

# Allianz Life Insurance Company of North America Generation Protector Basic Plan

[Mrs. Client] [Preferred]	[Female] Age:[60]
Elimination Period: [90] days	[Annual] Premium: \$[1,607.46]
Needs to be satisfied only once	

# POLICY BENEFITS SELECTED

Facility Care Daily Benefit	\$[120]
Home and Community Care Daily Benefit	\$[120]
Benefit Period	[5] years
Maximum Lifetime Benefit	\$[219,000]
Elimination Period	[90] days

### **OPTIONAL BENEFITS SELECTED**

Illustrated values include the following additional benefits:

#### [5% Lifetime Compound Benefit Increase Rider

Each year your Facility Care Daily Benefit and remaining Maximum Lifetime Benefit both increase by 5% of the previous year's amounts.]

#### [Shortened Benefit Rider

If you lapse your policy after 3 years, coverage will continue until the total of benefits paid equals the greater of the total premiums you paid or thirty times the Facility Care Daily Benefit in effect on the date of the lapse.]

#### [Restoration of Benefits Rider

Restores the full maximum value of benefits after you recover from an illness and your benefits are not payable for 180 consecutive days.]

#### [Accelerated Premium Rider

Accelerate premium payments during the first ten policy years, then pay lower premium amount as you mature.]

# Allianz Life Insurance Company of North America Generation Protector Basic Plan

[Mrs. Client][Preferr	red]
Elimination Period:	[90] days
	Needs to be satisfied only once

[Female] Age:[60] [Annual] Premium: \$[1,607.46]

# PREMIUMS (Premium adjustments associated with the Accelerated Premium Rider are included in these figures)

Premium for first ten policy years:	•
Comprehensive Care Plan	[\$1,192.80]
[5% Lifetime Compound Benefit Increase Rider]	[\$1,300.15]
[Shortened Benefit Rider]	[\$ 598.31]
[Restoration of Benefits Rider]	[\$ 123.65]
TOTAL ANNUAL PREMIUM YEARS 1-10	[\$3,214.91]
[TOTAL ANNUAL PREMIUM LESS MARRIED POLICY DISCOUNT	\$2,732.67]
Premium for policy years eleven and beyond:	
Comprehensive Care Plan	[\$ 596.40]
[Lifetime Compound Benefit Increase Rider]	[\$ 650.08]
[Shortened Benefit Rider]	[\$ 299.16]
[Restoration of Benefits Rider]	[\$ 61.83]
TOTAL ANNUAL PREMIUM YEARS 11+	[ <b>\$1,607.46]</b>
[TOTAL ANNUAL PREMIUM LESS MARRIED POLICY DISCOUNT	\$1,366.34]

# Allianz Life Insurance Company of North America Generation Protector Supplement

As we grow older, the risk of needing continued care at home or the possibility of a prolonged Nursing Home stay continues to increase. Long Term Care services range from help with day to day activities (such as bathing or dressing) to more complex services such as Nursing Care.

The need for Long Term Care services may suddenly arise from an accident, major illness, such as stroke or heart attack, or gradually become evident as more and more assistance is needed with the activities of daily living.

The cost for these services can be substantial. Long Term Care Insurance provides the means to help pay for the services needed and maintain your financial and emotional independence.

Your Allianz Life Representative will work with you to select the plan which best meets your needs. Today, you are healthy and active with a good chance to qualify, so why wait?

Still, Long Term Care Insurance may not be suitable for everyone. Carefully examine your own individual needs, health status, retirement objectives and financial resources. A review of your financial assets, the reasons you want to protect them and your ability to pay the premiums will help determine if Long Term Care Insurance is right for you. Your Allianz Life Representative will work with you to select the plan which best meets your needs.

# Allianz Life Insurance Company of North America

Post Office Box 1292 Minneapolis, Minnesota 55440-1292

# ACTUARIAL MEMORANDUM

# LONG TERM CARE INSURANCE POLICY AND RIDERS:

Series 10-P-Q

# I. PURPOSE OF MEMORANDUM

The purpose of this memorandum is to provide actuarial information supporting rates for Allianz' Individual Long Term Care Product and to demonstrate the reasonableness of benefits relative to premiums. This filing is not intended to be used for other purposes.

# II. MARKETING METHOD

Sales will be conducted by individual agents, who will sell primarily on an individual policy basis. The majority of policies are expected to be issued to ages 50 – 70.

# III. UNDERWRITING METHODOLOGY

Strict underwriting criteria are administered with frequent utilization of medical records, paramedical functional assessments, and personal history interviews.

# IV. POLICY INFORMATION

This plan is a Guaranteed Renewable, Tax Qualified, Individual Long Term Care Product. Premiums vary by issue age and are projected to be level for the duration of the policy, unless modified by the Limited Pay Rider or Accelerated Premium Rider. Premium rates are guaranteed for the first five years of the policy.

Several coverage options are available, and are detailed later in this memo:

- Various Maximum Benefit Periods
- Various Daily Benefit Amounts
- Various Elimination Periods
- Facility Care Plan with three Home and Community Care Benefit levels
- · Separate rates for Preferred Plus, Perferred, Standard, Class I, and Class II lives
- Separate rates for spousal, married and single lives

In addition, several optional riders are available as described below.

# V. ELIGIBILITY CRITERIA

To be eligible for benefits:

- The insured must need substantial assistance to perform at least two out of six activities of daily living (ADLs) for at least 90 consecutive days due to a loss of functional capacity; or
- The insured requires substantial supervision due to a cognitive impairment.

The six ADLs are bathing, continence, dressing, eating, toileting, and transferring.

# VI. BENEFIT AMOUNT

Policies are available with a benefit period of 2, 3, 4, 5, or 8 years, or lifetime. The Maximum Lifetime Benefit is a single pool of money calculated as the Facility Care Daily Benefit times 365 times the benefit period (in years). The Facility Care Daily Benefit can vary from \$100 to \$500, in increments of \$10. The Home and Community Care Daily Benefit is 70, 100, or 130% of the Facility Care Daily Benefit.

# VII. ELIMINATION PERIOD

Policies are available with an elimination period of 7, 30, 60, 90, or 180 days. Each day of covered services counts toward the elimination period (days need not be consecutive). The elimination period must be satisfied only once for the life of the policy.

# VIII. BASE POLICY BENEFITS

- A. Facility Care Benefit Reimbursement of expenses incurred up to the Facility Care Daily Benefit for care provided in a nursing facility or assisted living facility. Benefits paid are deducted from the Maximum Lifetime Benefit.
- B. Home and Community Care Benefit This benefit reimburses expenses incurred up to the Home and Community Care Daily Benefit for adult day care, home care, and hospice care. Home care includes professional nursing care, care by a home health aide, therapeutic care, and homemaker services. Benefits paid are deducted from the Maximum Lifetime Benefit.
- C. Alternative Plan of Care Benefit This benefit provides for services or care not normally covered under other benefit provisions in the policy, for example, equipment purchases or rentals, or modifications to the home. Benefits paid are deducted from the Maximum Lifetime Benefit.
- D. Bed Reservation Benefit If the insured temporarily leaves the care facility, this benefit will continue to pay the Facility Care Benefit as if they were still confined to that facility. This benefit is payable for a maximum of 60 days per calendar year. Benefits paid are deducted from the Maximum Lifetime Benefit.
- E. Caregiver Training Benefit A one time benefit equal to five times the Facility Care Daily Benefit is available to reimburse expenses incurred for an informal caregiver to receive training to take care of the insured at home. The elimination period does not apply to this benefit, and benefits paid are deducted from the Maximum Lifetime Benefit.
- F. Respite Care Benefit This benefit reimburses expenses incurred up to the Facility Care Daily Benefit, or Home and Community Care Daily Benefit, as appropriate, for short term care to relieve an informal care giver. This benefit is available for up to 30 days per calendar year. The elimination period does not apply to this benefit, and benefits paid are deducted from the Maximum Lifetime Benefit.
- G. Nursing Facility Recovery Benefit If Facility Care Benefits are paid for 12 continuous months, and the insured recovers (is no longer chronically ill), the policy becomes paid up.
- H. Waiver of Premium Benefit If the insured is eligible to receive benefits, their premiums will be waived as they come due. This benefit does not reduce the Maximum Lifetime Benefit.

I. Care Coordination Advisor Benefit – The insured may choose to utililize the services of a care coordination advisor to help determine and monitor their care. This service is not required to obtain benefits under the policy, and it will not reduce the Maximum Lifetime Benefit.

# IX. OPTIONAL BENEFIT RIDERS

- A. NONFORFEITURE BENEFITS:
  - Shortened Benefit Rider This rider provides the nonforfeiture benefit as adopted by the NAIC. If the policy has been in force for at least three years and lapses due to nonpayment of premiums, coverage will continue but the maximum benefit payable is limited the total premiums paid for the contract, subject to a minimum of thirty times the Facility Care Daily Benefit. No further benefit increases will occur under any inflation protection rider, if attached to the policy.
  - 2. Return of Premium Upon Death Rider At the death of the insured, this rider pays a benefit equal to the total premium paid less benefits paid.
  - 3. Full Return of Premium Upon Death Rider At the death of the insured, this rider pays a benefit equal to the total premium paid.
  - 4. Contingent Benefit Upon Lapse This benefit is provided (without charge) if the Shortened Benefit Rider is not chosen. If the cumulative premium increase is considered substantial, the insured has the option to convert the coverage to a paid-up status with a shortened benefit period.
- B. INFLATION PROTECTION (only one benefit in this section may be elected):
  - 3% Lifetime Compound Benefit Increase Rider This rider increases the daily benefit and remaining lifetime benefit by 3%, compounded annually. Increases are made regardless of claim status.
  - 4% Lifetime Compound Benefit Increase Rider This rider increases the daily benefit and remaining lifetime benefit by 4%, compounded annually. Increases are made regardless of claim status.
  - 5% Lifetime Compound Benefit Increase Rider This rider increases the daily benefit and remaining lifetime benefit by 5%, compounded annually. Increases are made regardless of claim status.
  - Two Times Compound Benefit Increase Rider This rider increases the daily benefit and remaining lifetime benefit by 5%, compounded annually, until the daily benefit equal two times the original daily benefit. Increases are made regardless of claim status.
  - 5. Simple Benefit Increase Rider This rider increases the daily benefit by 5% of the original amount issued. The remaining lifetime benefit will be increased by the same proportion as the daily benefit. Increases are made regardless of claim status.

- C. BASE BENEFIT ENHANCEMENTS:
  - 1. Restoration of Benefits Rider The Maximum Lifetime Benefit is restored if, for 180 consecutive days, the insured is not receiving benefit payments, is not eligible for benefits, and is no longer chronically ill.
  - Comprehensive Monthly Indemnity Benefit Rider A monthly indemnity benefit is payable in any month that a benefit payment is received on the base policy (except for Alternative Plan of Care Benefits). This number of benefit payments is limited to the lesser of two times your Benefit Period in months or 120 Monthly Indemnity Benefit payments.
  - Home Care Monthly Indemnity Benefit Rider A monthly indemnity benefit is payable in in any month that a Home and Community Care benefit payment is received on the base policy (except for Alternative Plan of Care Benefit). This number of benefit payments is limited to the lesser of two times your Benefit Period in months or 120 Home Care Monthly Indemnity Benefit payments.
  - 4. Home and Community Care Monthly Benefit Rider The Maximum Home and Community Care Benefit will be a monthly limit versus a daily limit. The Maximum monthly benefit equals the number of days in the month times the Home and Community Care Daily Benefit on a monthly basis for the actual expenses incurred during the month.
  - 5. Calendar Day Elimination Period Rider This rider changes the elimination period from service days to calendar days. Each calendar day beginning with the first day that you receive Qualified Long Term Care Services until you are no longer Chronically III will count toward your Elimination Period.
  - 6. Waiver of the Home and Community Care Elimination Period Rider This rider waives your elimination period while you are receiving Home and Community Care. In addition, each day that you receive Home and Community Care Benefits will count towards your elimination period.
- D. PREMIUM PAYMENT OPTIONS:
  - 1. Limited Pay Rider The policy will become paid up at the later of age 80 or 15 policy years.
  - 2. Accelerated Premium Rider In the first ten policy years, the insured pays a higher premium than would have been paid without the rider, and in years eleven and beyond, pays a lower premium than would have been paid without the rider.
- E. SPOUSAL RIDER BENEFITS:
  - 1. Spousal Discount Rider A 30% premium discount is provided to both insureds provided they live together, are married, and each purchase a contract.
  - 2. Married Discount Rider A 15% premium discount is provided to the insured provided the insured is married and lives with his or her spouse.
  - 3. Spousal Shared Care Rider If the insured exhausted his Maximum Lifetime Benefit, he may access all but one year of the insured spouse's Maximum Lifetime Benefit. Both insured spouses must purchase this rider to receive this benefit. Upon death of one insured spouse, the

remaining lifetime benefits of the spouse less 365 times the facility care daily benefit, if any are transferred to the surviving insured spouse.

- 4. Spousal Waiver of Premium Rider If one insured spouse's premiums are being waived, then the other insured's premium is also waived. Both insured spouses must purchase this rider to receive this benefit.
- Spousal Survivorship Rider If the insured spouse dies after both their policy and the other insured's policy have been inforce for at least ten years, then the survivor's policy becomes paid up. Both insured spouses must purchase this rider to receive this benefit.

# X. ACTUARIAL ASSUMPTIONS

A. Morbidity - Claim costs were provided by Milliman USA based on their internal long term care guidelines. These guidelines have been developed by several Milliman USA offices and reflect actual experience of various carriers, numerous studies of non-insurance data and judgement.

Claim costs are adjusted to reflect:

- Underwriting and issue criteria
- Reduced exposure for insureds already in the nursing home
- Waiver of premium benefits
- Salvage
- Other additional and optional benefits
- B. Persistency Lapse rates vary by COLA option, duration and premium payment pattern. They are based on our own insured experience.

<b>.</b>	Lifetime	Limited Pay	Accelerated
Duration	Premium	Premium	Premium
1	7%	7%	7%
2	5	5	5
3	4	4	4
4	3	3	3
5-9	2.5	2.5	2.5
10	2.5	2.5	2
11	2.5	2	2
12	2.5	1.5	2
13	2.5	1	2
14	2.5	0.5	2
16+	2.5	0*	2

# For policies with no inflation protection

	Lifetime	Limited Pay	Accelerated
Duration	Premium	Premium	Premium
1	5%	5%	5%
2	3	3	3
3	2	2	2
4	1.5	1.5	1.5
5-9	1.5	1.5	1.5
10	1.5	1.5	1
11	1.5	1.2	1
12	1.5	0.9	1
13	1.5	0.6	1
14	1.5	0.3	1
16+	1.5	0*	1

For policies with 5% Lifetime Compound Benefit Increase Rider

For policies with 3%, 4% Lifetime Compound Benefit Increase Rider
Or Simple Benefit Increase Rider

	Lifetime	Limited Pay	Accelerated
Duration	Premium	Premium	Premium
1	6%	6%	6%
2	4	4	4
3	3	3	3
4	2	2	2
5-9	2	2	2
10	2	2	1.5
11	2	1.6	1.5
12	2	1.2	1.5
13	2	0.8	1.5
14	2	0.4	1.5
16+	2	0*	1.5

\* Assume 0% beginning at the later of year 16 or age 81.

- C. Mortality 1994 Group Annuity Reserving Table, with select factors of .5, .6, .7, .8, .9, 1.0 (years 6+), and with future mortality improvements that match morbidity improvements: 1% per year for 8 years for ages 65 and younger. For ages 66 and older, 1% per year for 5 years.
- D. Commissions There are two options:

Issue Age	Year 1	Years 2 - 10	Years 11+
Option 1	99%	12%	6%
Option 2	84%	14%	14%

# E. Expenses -

Acquisition (per life):

Age 42	Age 47	Age 52	Age 57	Age 62	Age 67	Age 72	Age 77	Age 82
\$550	575	600	625	650	675	700	725	750

Maintenance Expense: \$60 all years

Claims Administration: 5% of incurred claims

Premium Tax: 2.5% of premium

- F. Investment Income 6.5% in all years
- G. Statutory Reserves Policy reserves are based on claim costs developed for this plan. A one-year preliminary term method with 1994 GART mortality and 4.5% interest has been used. Lapse rates and selection factors are included in the reserve calculations. A complete description of the Statutory Reserves is located in Attachment 5 and sample calculations are in Exhibits 1 and 2.

This reserve basis is consistent with the current NAIC "Health Insurance Reserves Model Regulation".

A table of anticipated policy reserves is found in Attachment 4.

Claim reserves are based on the claim amount, the 1985 Non Nursing Home Study, and 4.5% interest. The inflation protection riders are incorporated via multiplying the daily benefit in future years.

H. Distribution of Business - The following is the expected distribution of business.

Male	45%
Female	55
<u> </u>	
2 Year Benefit	2%
3 Year Benefit	16
4 Year Benefit	8
5 Year Benefit	26
8 Year Benefit	6
Lifetime Benefit	42

3%
6
15
25
22
20
6
2
1

- I. Average Issue Age The expected median issue age is 60.
- J. Average Annual Premium The expected average annual individual premium, including riders, is \$1,756.
- K. The model was run with the moderately adverse conditions listed below and under them the IRR remained at an acceptable level.
- 10% increase in claim costs
- 1% lower lapse rates in all years
- 1% lower return on investment income
- a combination of a 5% increase in claim costs plus a 0.5% lower lapse rates in all years plus a 0.5% lower return on investment income.
- L. Premiums were developed using the assumptions detailed in this memo taking into account company profit goals and moderately adverse experience. Both IRR and profit margin were used to measure profitability.

# XI. GROSS PREMIUMS AND PREMIUM FACTORS:

This plan is a guaranteed renewable individual long term care product.

Premiums are unisex, vary by issue age, and are guaranteed for the first five years of the policy. Premiums are priced to sufficiently cover anticipated costs, and the premium is reasonably expected to be sustainable over the life of the policy with no future premium increase anticipated. A premium increase may be requested, however, due to deviations in actual experience relative to any pricing assumptions, and any change in premium rates will apply to all policies in the same class.

Policies are issued to ages 18-84 on an age last birthday basis. Gross annual premiums for a Preferred risk, 90-day elimination period are shown in Attachment One. Rider Premiums are listed in Attachments Two and Three.

In addition, the rates are subject to the following adjustments and factors for plan variations:

#### A. Elimination Period Factors -

7 Day	1.30
30 Day	1.20
60 Day	1.08
90 Day	1.00
180 Day	0.90

B. Risk Classes - Preferred risk premiums are shown in Attachment One. The following factors are applied to the Preferred Risk premiums to obtain premiums for the other risk classes:

0.85
1.00
1.20
1.50
1.80

- C. Discounts Premium rates will be discounted when the Company negotiates with an association or employer group (which may include family members) who endorses the product to its employees or members. This discount will be 7% for all ages. In addition, there will be a premium discount of 20% for Allianz employees and their families. There will be a reduction in commissions on policies where these discounts are given.
- D. Modal Premium Factors -

0.087 monthly Pre Authorized Check/Electronic Funds Transfer 0.09 monthly List Bill 0.265 quarterly 0.52 semi-annual 1.00 annual

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# XII. ACTUARIAL CERTIFICATION

I hereby certify that to the best of my knowledge and judgement, the following are true with respect to this filing:

1. The initial rate premium schedule is sufficient to cover anticipated costs under moderately adverse experience and the premium rate schedule is reasonably expected to be sustainable over the life of the form with no future premium increases anticipated;

Premium rates which would apply without the margin for moderately adverse experience would be 8% lower than the premium rates shown in the attachments.

The pricing assumptions used in developing these rates are based on our own company experience wherever possible. In particular, our persistency and expense assumptions are based on our own experience. We have relied on consultants to develop appropriate claim costs, but have validated these claim costs to other claim cost studies as well as to our own experience.

- 2. Policy design and coverage provided have been reviewed and taken into consideration;
- 3. Underwriting and claims adjudication processes have been reviewed and taken into consideration;
- 4. Contract reserves contain reasonable margins for adverse experience;
- 5. The net valuation premium for renewal years does not increase;
- 6. The expected difference between the gross premium and the net valuation premium for renewal years is sufficient to cover expected renewal expenses;
- 7. The premium rate schedule is not less than the premium rate schedule for any existing similar policy form available from Allianz Life in this state, except for reasonable differences attributable to benefits.

Martin Kìňe, F.S.A., M.A.A.A. Assistant Actuary

8-20-03

Date

# Preferred Rate Class, 90 Day Elimination Period Rates are per \$10 Facility Care Daily Benefit **Base Premium Rates**

Lifetime 130% Home and Community Care Benefit year Facility Care Benefit and ŵ vear က် year 3 year 2 year Lifetime 8 year 100% Home and Community Care Benefit Facility Care Benefit and 4 year 3 year vear Ñ Lifetime 8 year 70% Home and Community Care Benefit Facility Care Benefit and 5 year 3 year 2 vear Age 8-40 

865 961 067

# Attachment 1

	Spousal	Care	1.09	1.08	1.07	1.06	1.04	A/A							1.06	1.03	1.02	1.12			1.30	1.20	1.08	1.00	0.80				0.85	1.00	1.20	00.1	00.1		1.000	0.520	0.265	0.090	0.087			0.85	0.70			
	to the state of th	of Benefits	1.08	1.05	1.04	1.04	1.04	4 / N		Restoration of Benefits and Shared	ot available with	eriod option.		İ	anefit	of Premium	ay EP	<b>-</b>		od Factors								213						arotora					ь		рй.					
		Period	2 year	3 year	4 year	5 year	8 year	Lifetime		Restoration of Be	Care riders are not available with	Lifetime benefit period option.			HCC Monthly Benefit	Spousal Waiver of Premium	HCC Calendar Day EP	Walver of HCC EP		Elimination Period Factors	7 Day	30 Day	60 Day	90 Day	Ved Uar			Risk Class Factors	Preferred Plus	Preferred	Standard		Select II	Medal Business Factors	Annual Flemman	Semi-annual	Quarterty	Monthly Bill	Monthly PAC/EFT		Discount Factors	Mamied	Spousal			
		spousai Survivorship	1.15	1.15	1.15	1.15	1.15	1.15	1.15	1.15	1.15	1.15	1.15	1.15	1.15	1.15	1.15	1.15	1.14	1.14	1.14	1.13	1.13	1.12	1.12	1.12		1.11	1.10	1,10	1.09	1.09	1.09	80.1 90.1	8.1	1.07	1.07	1,06	1.06	1.05	1.05	1.05	1.04	1.04	1.04	1.04
Full	Return of	Premium Upon Death	1.49	1.49	1.49	1.51	1.53	1.56	1.58	1.60	1.62	1.65	1.67	1.70	1.72	1.76	1.80	1.84	1.89	1.93	1.97	2.01	2.05	2.10	2.14	2.23	2.33	2.43	2.53	2.64	2.81	3,00		3.40	202 4 54	5.71	7.21									
	Return of	Premium Upon Death	1.30	1.30	1.30	1.32	1.34	1.35	1.37	1.39	1.41	1,43	1.45	1.47	1.49	1.52	1.56	1.59	1.62	1.66	1.69	1.73	1.76	1.79	1.83	1.90	1.98	2.06	2.14	2.23	2.36	2.50	2,65	2.80	2.9/ 9.5.4	4.23	5.06									
		SBP	1.20	1.20	1.20	1.20	1.20	1.21	1.21	1.21	1.21	1.22	1.22	1.22	1.22	1.23	1.23	1.23	1.23	1.24	1.24	1.24	1.24	1.25	1.25	1.25	1.25	1.26	1.26	1.26	1.26	1.27	1.27	1.21	17 F	128	1,28	1.28	1.29	1.29	1.29	1.29	1.30	1.30	1.30	1.30
	1	Pay ars 11+	0.70	0.70	0.70	0.70	0.70	0.70	0.70	0.70	0.70	0.70	0.70	0.70	0.70	0,70	0.70	0.70	0.70	0.70	0.70	0.70	0.70	0.70	0.70	0.70	0.70	0.60	0.60	0.60	0.60	0.60	0.60	0.60	0.00	0.60	0.60	0.60	0.60	0.60	0.60	0.60	0.60	0.60	0.60	0.60
	•	Accelerated Pay vears 1-10 vears 11+	1.40	1.40	1.40	1.40	1.40	1.40	1.40	1.40	1.40	1.40	1,40	1.40	1.40	1.40	1.40	1.40	-40	1.40	1.40	1.40	1.40	1.40	1.40	1.40	1.40	1.20	1.20	1.20	1.20	1.20	1.20	1.20		201	2	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20
	:	Pav		1.17	1.17	1.17	1.17	1.18	1.18	1.18	1.19	1.19	1.20	1.20	1.21	1.23	1.24	1.26	1.27	1.29	1.30	1.31	1.32	1.33	1.34	1.35	1.35	1.36	1.36	1.37	1.35	1,32	1.30	1.27	9 F	3 2	1.18	1.15	1.13	1.12	1,11	1.10	1.09	1.08	1.07	1.06
2%	Compound	COLA w/ 2x Cap	1.60	1.60	1.60	1.60	1.60	1.60	1.60	1,60	1.60	1.60	1.60	1.60	1,60	1.60	1.60	1.60	1.60	1.60	1.60	1.59	1.59	1.58	1.58	1,57	1.56	1.56	1.55	1.54	1.53	1.52	1.51	1.50	44. L	1.47	1 45	44	1.43	1.42	1.41	1.40	1.39	1.38	1.36	1.34
	2%	Simple	1.78	1.78	1.78	1.78	1.78	1.77	1.77	1.77	1.76	1.75	1.75	1.74	1.73	1.72	1.72	1.71	1.71	1.70	1.69	1.69	1.68	1.68	1.67	1.65	1.63	1.62	1.60	1.58	1.56	1.55	1.53	1.52	00 <sup>.</sup> L	1 46	1 45	143	1,41	1.40	1.39	1.38	1.37	1,36	1.35	1.34
	3%	Compound COLA	1.83	1.83	1.83	1.83	1.83	1.82	1.82	1.82	1.82	1.81	1.81	1.80	1.80	1.78	1.75	1.73	1.70	1.68	1.66	1.64	1.63	1.61	1.59	1.57	1.55	1.53	1.51	1.49	1.47	1.45	1.44	1.42	1.40	1.37	1.35	1.34	1.32	1.31	1.30	1.28	1.27	1.26	1.25	1.24
Factors applied to base premlum rates	4%	Compound COLA	2.24	2.24	2.24	2.22	2.22	2.19	2.19	2.16	2.15	2,14	2.14	2.13	2.12	2.08	2.04	2.00	1.97	1.93	1.81	1.89	1.86	1.84	1.82	1.79	1.76	1.73	1.70	1.67	1.64	1.61	1.58	1.56	1.03 1.44	1.21	146	1.43	1,41	1.39	1.38	1.36	1.35	1.33	1.31	1.30
applied to ba:	5%	Compound COLA	2.65	2.65	2.65	2.62	2.62	2.57	2.57	2.53	2.49	2.47	2.46	2.44	2.43	2.38	2.32	2.27	2.22	2.17	2.14	2.12	2.09	2.07	2.04	2.00	1.96	1.92	1.89	1.85	1.81	1.77	1.73	1,69	00.1 69.1	150		1 53	1.50	1.48	1.45	1.43	1.41	1.39	1.37	1.35
Factors	•	Age .	18-40	41	42	43	44	45	46	47	48	49	50	51	52	53	3	55	56	57	58	59	60	61	62	63	64	65	99	67	68	69	02	7	28	2 4	r ¥	76	2 6	78	62	80	9	82	83	84

Attachment 2

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# Rider Premium Rates

# Attachment 3

# Home and Community Care Monthly Indemnity Benefit Rider

# Attachment 4

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Anticipated Policy Reserves for Active Lives Attachm - The following are anticipated statutory policy reserves for the aggregate policy described in section X.G of the memo.

	Linande	
Vaar	Change	Total
Year	Reserve	Reserve
1	0	0
2 3	1,112	1,112
	1,083	2,195
4	1,063	3,259
5	1,059	4,318
6	1,036	5,354
7	1,010	6,364
8	984	7,348
9	950	8,298
10	915	9,214
11	880	10,093
12	843	10,937
13	802	11,739
14	755	12,494
15	699	13,193
16	634	13,827
17	570	14,397
18	495	14,892
19	409	15,301
20	311	15,612
20	205	15,817
21	125	
22		15,942
	36	15,978
24	-58	15,920
25	-159	15,761
26	-267	15,494
27	-325	15,168
28	-390	14,779
29	-458	14,321
30	-535	13,786
31	-627	13,159
32	-659	12,499
33	-700	11,799
34	-747	11,052
35	-803	10,250
36	-859	9,391
37	-848	8,543
38	-837	7,706
39	-823	6,883
40	-809	6,074
40	-777	5,297
41	-704	
42 43		4,593
	-634	3,959
44	-570	3,390
45	-515	2,875
46	-468	2,407
47	-409	1,998
48	-355	1,642
49	-307	1,335
50	-265	1,070

# Attachment 5 – Statutory Reserve

Combined with Exhibit 1 the following information provides a complete description of the contract reserves that will be held under this form.

Valuation Method	One year preliminary term
Valuation Process	Seriatim (Policy by Policy)
Interest Rate	4.5%
Type of Factors	Daily interpolation between terminal reserves
Lapse Rate	The lesser of 8% and 80% of pricing lapse rate for durations 1-4
	The lesser of 4% and 100% of pricing lapse rate for durations 5+
Mortality	1994 Group Annuity Reserving Table, with select factors of .5, .6, .7, .8, .9, 1.0 (years 6+)
Claim Costs	Identical to those used in pricing
Selection Factors	Identical to those used in pricing for both morbidity and mortality

Exhibit 1 and Exhibit 2 use a policyholder with the following characteristics.

Issue Age	62
Gender	Male
Gross Annual Premium	\$2,333.76
Benefit Period	5 Year
Nursing Home Daily Benefit	\$130
ALF Daily Benefit	\$130
Home and Community Care	\$130
Daily Benefit	
Elimination Period	90 days
COLA	5%
	Lifetime
	Compound

The total reserve equals the Premium Reserve plus the Contract Reserve. The Premium Reserve is equal to the unearned statutory net valuation premium. The formulas for the Contract Reserve are given below and illustrated in Exhibit 1.

Column Heading on Exhibit 1	Explanation/ Logic
Gross Premium(t)	The Annual Premium paid by the policy holder
Interest	4.5%
Lapse Rate	As described above
Mortality Rate	As described above
Claim Costs	As described above

#### **Discount Factors**

Lives(t)

The number of lives remaining at the beginning of duration t. The formula

is: if t=1, 1 else 
$$\prod_{k=0}^{t-1} (1 - q_{x+k}^d) (1 - q_{x+k}^w)$$

Interest Discount(t) Claim Discount Adjustment(t)  $(1+i)^{-(t-1)}$ 

The number of lives that survive to the  $\frac{1}{2}$  year mark of duration t given that they survived to duration (t-1). Linear interpolation is used on the

factors. 
$$\left(1 + \frac{(1 - q_{x+(i-1)}^d)(1 - q_{x+(i-1)}^w)}{1 + i}\right)^*.5$$

Present Value Discounted to issue PV<sub>0</sub>(Gross Premium(t))

 $PV_0(Claims Costs(t))$ 

Direct

Renewal Net Premium/ Gross Premium

Net Premium(t)

Reserve(t)

At duration t = Gross Premium(t) \* Lives(t) \* Interest Discount(t) At duration t = Claims Costs(t)\*Lives(t)\*Interest Discount(t)\* Claim Discount Adjustment(t)

$$\frac{\sum_{t=2}^{49} PV_0(\text{ClaimCosts}(t))}{\sum_{t=2}^{49} PV_0(\text{GrossPremium}(t))}$$

Net Premium(1) = PV<sub>0</sub>(Claims Costs(1)) Net Premium(duration >1) = Renewal Net/Gross \* Gross Premium

Reserve(1)=0  

$$R_{t} = \frac{\left(R_{t-1} + NP_{t} - (CC_{t} * CDA_{t})\right) * (1+i)}{(1-q_{x+t-1}^{w})(1-q_{x+t-1}^{d})}$$

Where R<sub>t</sub>= Reserve(t) NP<sub>t</sub>=Net Premium(t) CC<sub>t</sub>=Claims Costs(t) CDA<sub>t</sub>=Claim Discount Adjustment

A sample calculation of the total reserve is illustrated in Exhibit 2.

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DIRECT

Exhibit 1

tECT remium Reserve	= 1YPT		(0:00)	(0.00) 1.163.39	2,377,17	3.643.87	5,004.77	6,436.68 7 949.00	9,538.09	11,204,68	12,951,17	14,794.35 16.703.31	18,678,19	20,703.45	22,759.68	24,822.68 75,627,64	20,314,60	31 536 67	33, 937, 20	36,390.78	38,830.46	41,178.06	43,344.28 45 203 86	46,615,32	47,924.30	49,104.80	50,107.64 50,775,84	50.748.19	50,809.24	51,000.18	51,384.80 51 027 55	52.608.62	53,120,73	53,392.79	53,333.76	52,802.70 51 857 23	50 842 77	48,706.43	48,309,12	46,270.85	36.094.73	23,844.86	(0.00)
DIRECT Net Premium	Method			30.50 1.132.31	1,132.31	1,132.31	1,132.31	1,132.31	1,132.31	1,132.31	1,132.31	1,132.31	1,132.31	1,132.31	1,132.31	1,132.31	10.201.1	1.132.31	1,132,31	1,132.31	1,132.31	1,132.31	1,132.31	1,132.31	1,132.31	1,132,31	1,132.31	1 132 31	1, 132, 31	1,132.31	1,132.31	1,132,31	1,132.31	1,132.31	1,132.31	1,132.31	1,132,31	1,132.31	1,132.31	1,132.31	1,132.31	1,132.31	1,132.31
	Renewal Net	Premium/ Gross	Premium	40.0%																																							
	to Issue	PV <sub>0</sub> (Claim	Cost(I))	48.64	65,77	82.61	94.41	121.89	168.04	194.72	222.30	282.16 282.16	317.22	355.88	398.01	443.28	404.90 4 DE 34	504.36	520.80	534.15	546.24	554.50	558.13 557 00	551.66	510.94	466.73	418.// 373.04	328.99	267.40	213.25	106.22 127 03	94.81	69.83	50.02	34,86	23.64	12.0	5.92	3.50	5 60 7 7 60	0.59	0.30	0.15
	PV Discd to Issue	PV <sub>6</sub> (Gross	Premium(t)) Cost(t))	2.133.06	1,978.50	1,846.13	1,725.14	1,602.32	1.370 17	1,263 44	1,162.64	977.50	892.63	812.73	737.56	666.80	51.000	478.13	422.72	371.11	323.38	279.67	98'857 204 21	172.12	143.47	118.06	95.// 76.46	60.02	46.26	34,95	18.62	13.17	8.0.8	6.11	4.03	2.59	80	0.59	0.34	0,19	0.05	0.03	0.01
	actors	Claim	Disc Adj	0.96377	0.96655	0.96723	0.96440	0.96279 0.96393	0.96105	0.96011	0.95806	0.95659	0.95524	0.95375	0.95204	0.95000	0.94703	0.94206	0.93895	0.93569	0.93241	0.92906	0.92545 0.92143	0.91678	0.91145	0.90557	22668.0	0.88538	0.87779	0.36963	0.86120 0.86276	0.64460	0.83634	0.62929	0.82178	0.81413 0.80618	0.78760	0.78850	0.77937	0.77071	0.75565	0.74830	0.74189
	Discount Factors		IntDisc 1 00000	0.85694	0.91573	0.87630	0.83856	0.80245	0.73483	0.70319	0.67290	0.61620	0.58966	0.56427	0.53897	0.51672	0.47210	0.45280	0.43330	0.41464	0.39679	0.37970	0.34770	0.33273	0.31840	0.30469	0.2915/	0.26700	0.25550	0.24450	19552.0	0.21425	0.20503	0,19620	0.18775	0.17967	0.16453	0.15744	0.15066	0,14417	0.13202	0.12634	0,12090
			Lives(t)	0.95513	0.92579	0,90273	0.88152	0.82758	0.79897	0.76989	0.74035	0.67973	0.64865	0.61716	0.58528	D.65295 A 61006	0.9600	0.45246	0.41803	0.38351	0.34922	0.31560	0.28301	0.22166	0.19308	0.16603	0.140/4	0.09632	0.07758	0.06126	0.04/32	0.02634	0.01897	0,01335	0.00619	0.00618	0.00260	0.00162	0.00097	0,00067	0.00018	0.0000	0.00005
			Claim Cost	55.21	80.26	107.97	132.43	184.40 236 18	297.82	374.62	465.27	704.23	869.22	1,071.48	1,322.63	1,633.08	5 010 BK	2,613,18	3,062,16	3,589,86	4,227,86	4,980.56	5,804.70 6 010 44	8,158,78	9,118.46	10,187.87	11,3/0,01 43 768 67	14,448,91	16,368.03	16,373.25	17,432.20 18.623.68	16,893,22	21,454.71	23,018.83	24,582.74	26,152.67 27 511 44	28,495.27	29,542.88	30,597.07	31,645,38	33,632,38	33,924,46	33,666.82
		Mortality	Rate	0.006883	0.009058	0.011628	0.014615	0.018034	0.021729	0.023730	0.025851	0.031201	0.034051	0.037211	0.040858	0.045171	0.054361	0.062027	0.068615	0.076632	0.082510	0.089613	0.105780.0	0.115671	0.126980	0.139452	0.152951	0.182281	0.198392	0.215700	0.233606	0.268815	0.285277	0.301298	0.317238	0.333461	0.368542	0.387855	0.407224	0.425599	0.457553	0.473150	0.486745
		tapse	Rate	2.40%	1.60%	1.20%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1 50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1,50%	1.50%	1.50%	1.50%	1.50%	1.60%	1.50%	1.50%	1,50%	1.50%
			Interest	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.00%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4,50%	4.50%	4.50%	4.50%	4.00% 4.60%	4.50%	4.50%	4,50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%
		Gross	Prem 1	2,333.76	2,333.76	CV I	~ ~	2,333,76		N.		2,333.76									2,333.76					2,333.76			1.04	1.4	2,333,76		2	54	<b>CA</b> 4	2,333.76	4.0		2	2,333.76	1 1	24	N.
DIRECT		Policy	Year	- 0	6.0	4			. 60	8	2:	- 2	13	4	2	2:	Ξ <del>α</del>	61	20	21	ដ	22	4 2 4 2	26	27	58	57	3 2	33	33	47 S	36	37	86	98 98	4 4	- 4	64	44	4	47	48	48

#### Exhibit 2 - Sample Calculation of the Reserve

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Issue Date	2/17/2003	
Paid To Date	2/16/2006	
Valuation Date	12/31/2005	
Annual Premium		\$2,333.76
Fraction of year to	next anniversary	0.129
V <sub>t-1</sub>		\$1,163.39
Vt		\$2,377.17
		•
Contract Reserve	(linear interpolation)	\$2,220.88
Premium Reserve		\$300.51
Total Reserve		\$2,521.39

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## Allianz 🕕

## You can feel right at home with Generation Protector.



A comprehensive, cost-effective solution for your long term care needs

## **Generation Protector**<sup>™</sup>

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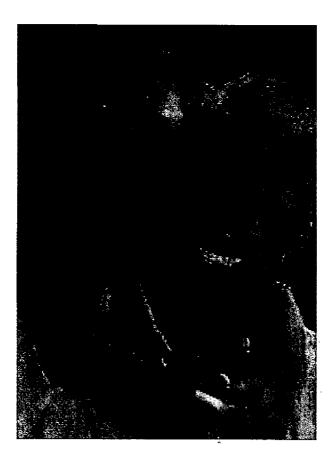
DATE \_ For Reasons Stated 'n Attached Lefter

## We're not going to tell you that you may need long term care insurance.

Hopefully, you've done some research and reached that conclusion by yourself. So you probably already know:

- At least 40% of people over age 65 will need nursing home care some day, and about 10% will stay five or more years.<sup>1</sup>
- The average nursing home stay will cost approximately half a million dollars (\$495,560) by the year 2030.<sup>2</sup>

But despite everything you know about the costs – and the risks – you still haven't bought a long term care policy. **Why not?** 



## You want *long term care* insurance that's **more** than just *nursing home* insurance.

It's possible you've always believed long term care insurance was simply coverage for nursing home care. At Allianz Life,<sup>™</sup> however, long term care insurance starts with nursing home coverage, but that's just the beginning.

## It's true!

- Approximately **eight million** Americans are receiving health care in their homes right now. That's **FIVE TIMES** the number of people (approximately 1.5 million)<sup>3</sup> currently in nursing homes.
- The number of people who receive home health care every year is greater than the population of 39 of the 50 states (based upon the US Census Bureau's 2002 population projections).

<u> </u>,

AARP Web page "Home and Community-Based Long-Term Care," November 2002

<sup>1</sup>ACLI study "Can Aging Baby Boomers Avoid the Nursing Home?" March 2000

<sup>&</sup>lt;sup>3</sup>"Long-term Care Trends and Demographics: Implications for Financial Planning," Journal of Financial Service Professionals, September 2000

## Right now, you could be sitting in your future long term care facility.

You may be sitting at your dining room table. Or relaxing in your favorite recliner. Or maybe you couldn't sleep, so you're sitting up in bed, reading. No matter what room you are in, you're right where you belong – at home.

You are in a place where you are comfortable and secure. There's a good chance someone who cares about you is close by.

That's exactly the reason so many people who need long term care get that care at home. It may also be another reason you haven't purchased long term care insurance.

After all, you know you may need coverage for expensive nursing home care. But in your heart, you know you want to stay in your home as long as you can. And how could you ever afford insurance that covers both?

## That's the reason Generation Protector from Allianz Life<sup>™</sup> makes sense.

Generation Protector is different. It focuses on **who**, not **where**.

So Generation Protector isn't just nursing home insurance – or just home health care insurance. It's more.

Generation Protector provides affordably priced coverage that protects you. It pays you whether you need qualified long term care at home, in your community, at an assisted living facility, or in a nursing home.

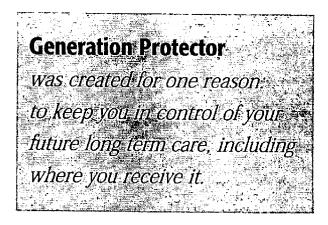


# You can feel right at home with **Generation Protector**[, even if home is overseas].

Generation Protector can offer you a level of protection and peace of mind you haven't found in other long term care insurance policies. [And that protection can follow you if you retire to Canada or overseas\* (or move there to be with other family members).

So wherever life leads you,] Generation Protector is an affordable, sensible solution to your long term care needs. And it comes from a company whose strength you can rely on: Allianz Life.

[\* The International Coverage Benefit Endorsement applies to designated countries, as defined in the Visa Waiver Program.]



Freedom of choice.



**YOU choose** the amount of money you will receive: up to \$500 per day.

**YOU choose** how long you must receive care before the policy's payments begin: benefits can start after you have received as few as seven days of qualifying care.

**YOU choose how long benefits will be paid:** *from a specified number of years to as long as you live.* 

Now, add personalized options for the best home care experience possible.

 YOU choose how much you receive for care in the comfort of your home: get up to 130% of your policy's daily nursing home benefit for home health care, adult day care, or hospice care.

 YOU choose to receive up to \$1500 per month, above and beyond your basic policy's payments:

*use the extra money to pay for a housekeeper, family caregiver, prescriptions – or anything else – during any month you receive a benefit payment.* 

**YOU choose other policy options and riders** that make your Generation Protector coverage a perfect match for your anticipated care needs.

### You can't predict the future, but Generation Protector can help you prepare for it.

Included in your basic coverage is a special Alternative Plan of Care Benefit. It's an alternate way you can use some of your benefit dollars for expenses that may not otherwise be covered under your policy.

You, your physician, and Allianz Life<sup>™</sup> can work together to determine solutions for your specific needs. And Generation Protector can provide the money you need to pay for them.

How to Qualify	Qualifying for benefits	<ul> <li>After providing proof of loss, you can receive benefits for covered care if you have satisfied your policy's elimination period and:</li> <li>You are certified unable to perform two of six Activities of Daily Living (ADLs) without substantial assistance, and substantial assistance is expected to be required for at least 90 continuous days; or</li> <li>You require substantial supervision due to a severe cognitive impairment. A severe cognitive impairment is the deterioration or loss of your intellectual capacity.</li> </ul>
ш. ,		Note: ADLs include bathing, eating, dressing, toileting, continence, and transferring.
	Product type	Tax-qualified long term care
	Issue ages	18-84, age last birthday
	Underwriting classes	Preferred Plus     Preferred     Standard     Select I     Select II
	Facility care daily benefits	\$100 to \$500, in \$10 increments
S	Benefit periods	2, 3; 4, 5, or 8 years, or lifetime
Specification	Home and community care daily benefits	70%, 100%, or 130% of facility care daily benefit
ecific	Elimination periods	7, 30, 60, 90, or 180 days of service. Elimination periods must only be satisfied once in your lifetime
Sp	Rate guarantee	5 years
	Waiver of premium	Premiums are waived once you are eligible for benefits
O	Recovery benefit	Policy is paid up if you spend 12 months in a nursing facility, recover, and return home
	Bed reservation	60 days per calendar year
	Respite care	30 days per calendar year
i .	Spousal discount	30% discount for each insured
	Married discount	15% discount
	Alternative plan of care	Coverage for cost effective alternatives to traditional care
	Elimination period options	Home and Community Care Elimination Period Waiver Rider
	Nonforfeiture benefits	Shortened Benefit Rider
	Return of premium benefits	Full Return of Premium Upon Death Rider Return of Premium Upon Death Rider
Alley Alley	Inflation protection benefits	3%, 4%, or 5% Lifetime Compound Benefit Increase Rider: Two Times Compound Benefit Increase Rider: Simple Benefit Increase Rider
tions	Premium payment	Limited Pay Rider Accelerated Premium Rider
<b>Policy Opti</b>	Indemnity benefits	Comprehensive Monthly Indemnity Benefit Rider • \$250/month • \$500/month • \$750/month • \$1,000/month • \$1,250/month • \$1,500/month Home and Community Care Monthly Indemnity Benefit Rider • \$250/month • \$550/month • \$750/month
	Restoration of benefits	Option to restore the full maximum value of benefits after you recover where a first second from illness and benefits are not payable for 180 consecutive days
	Monthly home and community care benefits	Allows you to exceed your daily benefit up to your monthly maximum
	Spousal coverage option	Spousal Shared Care Rider Spousal Waiver of Premium Rider Spousal Survivorship Rider

#### **Exclusions and limitations.**

No benefits will be paid for any confinement, care, treatment, or service(s):

- for alcoholism or drug addiction.
- · that result from participating in a felony, a riot or an insurrection.
- · for which benefits are provided under any state or federal worker's compensation law, or any motor vehicle no-fault law.
- that result from an act of war, whether declared or not.
- · that result from your intentionally self-inflicted injury.
- provided outside the fifty United States, the District of Columbia, or Canada[, except as described in the International Coverage Benefit Endorsement].
- · provided to you by an Immediate Family Member or someone living in your Home, unless pre-approved by us.
- · for which you have no financial liability or that are provided at no charge in the absence of insurance.
- · provided in a government facility (unless otherwise required by law).
- that are reimbursable under Medicare or would be so reimbursable but for the application of a deductible or coinsurance amount.

## [Our top priority is the safety of your money]

[All policies are issued by Allianz Life Insurance Company of North America, a member of the Allianz Group. With over 700 subsidiaries in more than 70 countries, the Allianz Group is one of the world's leading providers of integrated financial services.

Our goal is to provide policyholders with wealth management products that can help meet today's needs and financial objectives, with a product philosophy of offering fair and equitable values on each policy we issue.

Allianz Life<sup>™</sup> has consistently been assigned financial strength ratings by Standard & Poor's and A.M. Best that are among the highest available. It is one of a select group of major insurance companies to receive such high ratings.

These independent agency ratings are based on an analysis of financial results and evaluation of management objectives and strategies. The ratings do not indicate approval by the analysts and are subject to change.

Innovative products, exceptional customer service, and sound financial strength make Allianz Life the place to turn to help meet your retirement objectives.]

Policies are issued by Allianz Life Insurance Company of North America (form number 10-P-Q).

Agent name: \_\_\_\_\_

License number: \_\_\_\_\_

MO Residents: LTC Buyer's Guide available upon request from the Missouri Department of Insurance (800/726-7390).

Allianz Life Insurance Company of North America

[PO Box 1292] [Minneapolis, MN 55440-1292]

[800/950-1962] [www.allianzlife.com]

### Right now, you could be sitting in your future long term care facility.

## Your home.

You are in a place where you are comfortable and secure. You're right where you belong - at home. That's why so many people who need long term care get that care at home.

And that's the reason you can feel right at home with Generation Protector<sup>™</sup> long term care coverage.

Generation Protector from Allianz Life™ provides comprehensive coverage that protects you whether you need qualified long term care at home, in your community, at an assisted living facility, or in a nursing home.

#### Find out more. Call us today!

[Company] [Agent Name] [License Number] [Address] [Phone Number]

Policies issued by Allianz Life Insurance Company of North America, Minneapolis, MN (form number 10-P-Q)

Allianz 🕕

10-CR (5/2003)

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#### Allianz Life Insurance Company of North America

5701 Golden Hills Drive Minneapolis, MN 55416-1297



Re: LTC Rate Filing 2022 – GPR SERFF Tracking Number: ALLB-133556439

Virginia Bureau of Insurance

April 13, 2023

Dear Bill Dismore,

Allianz would first like to thank the Department for reviewing our filing. We have the following responses for the objection letter dated March 24, 2023. We have included the original objection in bold and our response below for your convenience.

1. Please provide the SERFF Tr. # under which the policyholder notification letter and accompanying forms were approved or has been filed for approval for this policy form.

Please place a John Doe notification letter with all applicable forms included in a policyholder notification under the Supporting Documentation tab as it would apply to this rate increase.

The corresponding policyholder notification letter for this policy form was submitted on March 21, 2023 for approval under SERFF tracking # ALLB-133536273. A John Doe notification letter with all applicable forms is being submitted on the Supporting Documentation tab in SERFF as part of this response.

#### 2. Please provide the current average attained policyholder age for the Virginia policyholders.

The current average attained policyholder age for Virginia policyholders is 70.

3. Please advise if you had an NAIC Multistate Advisory Committee (MSA) review on a rate increase related to these forms within the past 12 months. If yes, please provide the SERFF Tracking Number and date of submission or provide us the MSA report via email @ examiner@scc.virginia.gov.

The company has not pursued an MSA review on a rate increase related to the above referenced policy forms.

4. Please provide in Excel format the exhibit showing the rate increase history and status of existing rate increase requests in each state, including the cumulative approved rate increase percentage and the in force annualized premium for each state.

Enclosed with this response is a workbook titled "Numerical Data", which includes Exhibit 1 from the initial submission in Excel.

#### 5. Please provide all exhibits in Excel with working formulas so that the calculations may be followed.

The enclosed workbook titled "Numerical Data" includes all exhibits and attachments from the initial submission in Excel with formulas retained where possible. Attachment 6 of the supplement to the actuarial memorandum was updated to include the supporting projections. The enclosed workbook "Response - Numerical Data" includes all attachments from this response in Excel with formulas retained where possible. Formulas are provided in blue font and hardcoded values are provided in black font.

6. For all projections requested in this question, please confirm that the baseline should comply with the following:

- a. Any policies issued as limited-pay which are now in paid-up status should be removed, both from historical experience and future projections.
- b. Premiums should be at the Virginia rate level for both historical and projected future.
- c. Please use the appropriate maximum valuation interest rate for accumulation and discounting of this block.

We confirm that the exhibits and attachments in this filing exclude paid-up policies except for the MN Method provided in the initial submission. All exhibits and attachments in this filing reflect premiums restated to the Virginia rate level for both historical and projected future years and use the appropriate maximum valuation interest rate for this block.

- 7. To assist the Virginia Bureau of Insurance in its review, for each of the subsets of the business corresponding to the combinations of Benefit Period, Elimination Period and Inflation Option, please provide in Excel format the following projections on a nationwide basis:
  - a. Current assumptions and current rates
  - b. Current assumptions with the proposed rate increase
  - c. Current assumptions with premiums restated as if the proposed rate increase had been in effect from inception.
  - d. Actual historical experience to the projection date and future projections based on the prior assumptions (to be used in the Prospective PV test).
  - e. Original assumptions and original premiums from inception

#### Projections a. – e. can be separate tabs or combined into separate columns on the same exhibits.

Attachment 1 to this response provides earned premium for each of the above requested projections on a nationwide basis for all policies combined. The experience and projections based on current assumptions and current rates (part a) and the prior assumptions (part d) will not tie to the Prospective Present Value analysis from the initial submission because the experience provided in Attachment 1 excludes policies currently on claim. Attachments 2 and 3 provide similar information as Attachment 1 except split by benefit period and inflation option, respectively.

We have not provided the requested projections by elimination period as the majority of the policies affected by this filing have a 90-day elimination period and we do not believe elimination period is a key contributor to our deteriorating experience. The response to item 13 below provides a distribution of policyholders by elimination period.

### 8. For each subset of business used in the requested projections, please provide the active life reserve balance as of the projections date on a nationwide basis.

Table 1 below provides the active life reserve (ALR) balance on a nationwide basis in total and for each of the benefit period and inflation options subsets of business as of December 31, 2021. Historical ALR balances are not available by benefit period or inflation option, so as a result, we estimated the ALR balances for the benefit period and inflation option cohorts based on a pro-rata portion of earned premium. Similar to item 7 above, we have not provided ALR by elimination period cohort.

Subset of Business	Active Life Reserve Balance
2-4 Year Benefit Period	\$302,886,571
5-8 Year Benefit Period	\$365,168,887
Lifetime Benefit Period	\$275,227,493
5% Compound Inflation	\$385,053,904
4% Compound Inflation	\$63,664,206
3% Compound Inflation	\$128,250,240
5% Simple Inflation	\$128,100,567
Two Times 5% Compound Inflation*	\$66,244,010
No Inflation	\$171,970,023
Total	\$943,282,950

Table 1
Nationwide Active Life Reserve Balance
By Benefit Period and Inflation Option Cohorts
As of 12/31/2021

\*Includes Two Times and Two Times Plus COLA riders.

- 9. We did not find the rider forms listed under "Affected Forms Numbers" in the Rate/Rule Schedule tab. a. Please advise if only the base rates are being increased.
  - b. If any of the riders are being increased, please add the form number and the amount of the requested increase as a separate Item No.

We confirm that only the base rates are being increased.

- 10. Please identify the portion of the proposed rate increase that is attributed to each of the following components:
  - a. Changes in the voluntary lapse assumptions
  - b. Changes in the mortality assumptions
  - c. Changes in the expected claim cost assumptions
  - d. Changes in any other assumptions (e.g., interest rates)

Table 2 below provides a breakdown on the impact on the projected lifetime loss ratios due to changes from original pricing to the current lapse, mortality, and morbidity assumptions. The chart does not show the impact to projected loss ratios from the interest rate assumption because we do not use changes in discount rates to justify the rate increase. Note the loss ratios do not align with Exhibit 3 in the Actuarial Memorandum because they do not reflect past rate increases in order to highlight the change in assumptions.

Table 2 Loss Ratio Attribution by	Assumption
Assumption Change	Attribution
Morbidity	64.6%
Mortality	18.3%
Lapse	17.1%

#### 11. Please confirm is margin was included in claim reserve estimates.

The claim reserve estimates do not include any margin for conservatism.

12. Please provide the full credibility standard used to determine the credibility of the experience of each policy series associated with this filing.

Additionally, please provide the number of claims associated with each policy and rider series.

Credibility is defined as 1,000 claim incidences over a span of 5 years. There have been 82 total claims in Virginia for this policy form series. The Virginia-specific experience lacks credibility and was not considered on its own in determining the requested rate level compared to our nationwide requests.

### 13. For each subset of business used in the requested projections, please provide the # of policyholders for each subset of business.

The tables below provide a distribution of Virginia policyholders for each of the benefit period, inflation option, and elimination period subsets of business.

Benefit Period	Number of Policyholders
2-4 Years	476
5-8 Years	752
Lifetime	426
Total	1,654
Inflation Option	Number of Policyholders
5% Compound	862
4% Compound	115
3% Compound	343
5% Simple	95
Two Times 5% Compound	52
None	187
Total	1,654
Elimination Period	Number of Policyholders
7-Day	3
30-Day	55
60-Day	65
90-Day	1,437
180-Day	94
Total	1,654

### 14. Please explain if any adjustments to mortality and morbidity factors were made for COVID-19. Please fully describe these adjustments.

No adjustments have been made to the mortality or morbidity factors for COVID-19. We did see fewer claims during 2020 and higher claim terminations, but since then our new claims have gotten closer to historical levels. We are continuing to monitor our experience and industry experience but do not anticipate experience during COVID-19 to be indicative of long-term trends.

#### 15. Please advise if there are any partnership policies issued to any of the remaining Virginia policyholders.

There are no partnership policyholders under the Generation Protector policy form.

### 16. Please state the intentions of the company regarding a future rate increase if the proposed rate increase is approved.

#### Explain clearly what would trigger a future rate increase if the proposed rate were approved.

If the full requested rate increase is approved and implemented, the Company doesn't currently intend to request any additional rate increases on this policy form unless experience worsens and the revised rates will be guaranteed not to increase for four years. We consider around a 5-10% multiplicative increase in the lifetime

loss ratio to be a material deterioration in experience; however, we would evaluate at that time to determine if that is still an appropriate threshold.

## 17. Please justify the 67% proposed rate increase given the fact that the current Average Annual Premium in VA is currently 11% higher than the 2021 nationwide average annual premium.

The proposed 67.4% rate increase is justified based on the alternative 58/85 Test, as shown in Exhibit 7. Premiums in Exhibit 7 have been restated to reflect the rate level approved in Virginia in order to account for differences in rate history nationwide. The original Virginia premium rates were the same as those used nationwide. Therefore, the difference between the average Virginia and nationwide premiums is attributable to differences in demographic, benefit, and rider mix as well as the rate increase history between Virginia and nationwide.

Additionally, the Company is requesting rate increase nationwide with the goal of rate equity. States that had approved lower amounts in prior rate increase filings received larger requests in the current round compared to states that had approved larger prior amounts.

## 18. Please confirm if the company's statement in the last paragraph under "Section 16. Demonstration Of Satisfaction Of Requirements" is the rate increase (215%) necessary to maintain rate stability.

A 215% rate increase is needed to certify rates will remain stable under moderately adverse conditions. Moderately adverse conditions are defined as a 10% increase in future claim cost over the current best estimate.

If you have any questions or if you need additional information to complete your review, please contact me at Scott.Laska@AllianzLife.com.

Sincerely,

Scott Laska, ASA, MAAA Assistant Actuary Allianz Life Insurance Company of North America

## Attachment 1 Allianz Life Insurance Company of North America Nationwide Experience Policy Form Series: GPR All Benefit Periods and Inflation Options As of 12/31/2021 Historical and Projected Experience

	a) Current Assumptions and Current Rates b) Current Assumptions and Proposed Rate Increase						· · · · · · · · · · · · · · · · · · ·	t Assumptions with ns Restated From Ir	1	· · ·	istorical and Future d on Prior Assumpti	1	e) Original Assumptions and Original Premiums From Inception			
Year	Earned Premium		Loss Ratios	Earned Premium	Incurred Claims	Loss Ratios	Earned Premium	Incurred Claims	Loss Ratios	Earned Premium	Incurred Claims	Loss Ratios	Earned Premium		Loss Ratios	
2003	\$811,127	\$0	0.0%	\$811,127	\$0	0.0%	\$2,051,979	\$0	0.0%	\$811,127	\$0	0.0%	\$811,127	\$19,092	2.4%	
2004	\$15,427,493	\$447,442	2.9%	\$15,427,493	\$447,442	2.9%	\$38,824,355	\$447,442	1.2%	\$15,427,493	\$447,442	2.9%	\$15,427,136	\$373,775	2.4%	
2005 2006	\$36,460,733 \$56,800,911	\$1,117,653	3.1% 8.7%	\$36,460,733 \$56,800,911	\$1,117,653 \$4,045,470	3.1% 8.7%	\$92,165,429 \$144,297,547	\$1,117,653	1.2% 3.4%	\$36,460,733 \$56,800,911	\$1,117,653	3.1% 8.7%	\$36,278,437	\$1,068,568 \$2,040,053	2.9% 3.6%	
2008 2007	\$65,030,497	\$4,945,470 \$4,465,377	8.7% 6.9%	\$65,030,497	\$4,945,470 \$4,465,377	8.7% 6.9%	\$144,297,347 \$165,489,067	\$4,945,470 \$4,465,377	5.4% 2.7%	\$65,030,497	\$4,945,470 \$4,465,377	8.7% 6.9%	\$56,191,598 \$63,643,619	\$2,040,053 \$3,053,069	5.0% 4.8%	
2007	\$65,377,333	\$6,922,334	10.6%	\$65,377,333	\$6,922,334	10.6%	\$166,472,490	\$6,922,334	4.2%	\$65,377,333	\$6,922,334	10.6%	\$63,154,785	\$4,109,083	6.5%	
2009	\$63,775,807	\$7,268,827	11.4%	\$63,775,807	\$7,268,827	11.4%	\$162,418,513	\$7,268,827	4.5%	\$63,775,807	\$7,268,827	11.4%	\$61,131,022	\$5,307,183	8.7%	
2010	\$62,052,018	\$8,036,365	13.0%	\$62,052,018	\$8,036,365	13.0%	\$158,065,709	\$8,036,365	5.1%	\$62,052,018	\$8,036,365	13.0%	\$58,938,339	\$6,650,848	11.3%	
2011	\$60,596,491	\$8,683,214	14.3%	\$60,596,491	\$8,683,214	14.3%	\$154,406,763	\$8,683,214	5.6%	\$60,596,491	\$8,683,214	14.3%	\$56,750,950	\$8,097,179	14.3%	
2012	\$59,474,638	\$13,061,069	22.0%	\$59,474,638	\$13,061,069	22.0%	\$151,611,874	\$13,061,069	8.6%	\$59,474,638	\$13,061,069	22.0%	\$54,564,362	\$9,628,053	17.6%	
2013	\$58,386,429	\$13,294,037	22.8%	\$58,386,429	\$13,294,037	22.8%	\$148,870,410	\$13,294,037	8.9%	\$58,386,429	\$13,294,037	22.8%	\$52,374,831	\$11,231,545	21.4%	
2014 2015	\$56,390,072 \$54,241,333	\$20,588,111 \$23,060,307	36.5% 42.5%	\$56,390,072 \$54,241,333	\$20,588,111 \$23,060,307	36.5% 42.5%	\$143,906,265 \$138,574,493	\$20,588,111 \$23,060,307	14.3% 16.6%	\$56,390,072 \$54,241,333	\$20,588,111 \$23,060,307	36.5% 42.5%	\$50,187,320 \$48,003,765	\$12,901,417 \$14,591,287	25.7% 30.4%	
2015	\$52,910,593	\$29,375,166	55.5%	\$52,910,593	\$29,375,166	55.5%	\$135,231,677	\$29,375,166	21.7%	\$52,910,593	\$29,375,166	55.5%	\$45,825,863	\$16,299,347	35.6%	
2017	\$51,610,601	\$28,955,321	56.1%	\$51,610,601	\$28,955,321	56.1%	\$131,851,534	\$28,955,321	22.0%	\$51,610,601	\$28,955,321	56.1%	\$43,656,726	\$18,069,571	41.4%	
2018	\$57,367,077	\$35,894,714	62.6%	\$57,367,077	\$35,894,714	62.6%	\$127,960,045	\$35,894,714	28.1%	\$57,367,077	\$35,894,714	62.6%	\$41,500,565	\$19,975,981	48.1%	
2019	\$60,718,604	\$39,387,941	64.9%	\$60,718,604	\$39,387,941	64.9%	\$124,377,796	\$39,387,941	31.7%	\$60,718,604	\$39,387,941	64.9%	\$39,361,432	\$22,080,256	56.1%	
2020	\$67,546,952	\$43,928,808	65.0%	\$67,546,952	\$43,928,808	65.0%	\$120,820,131	\$43,928,808	36.4%	\$67,546,952	\$43,928,808	65.0%	\$37,242,764	\$24,343,855	65.4%	
2021 2022	\$71,262,095 \$67,623,018	\$73,806,498 \$49,860,302	103.6% 73.7%	\$71,262,095 \$67,756,237	\$73,806,498 \$49,860,302	103.6% 73.6%	\$117,190,851 \$111,372,850	\$73,806,498 \$49,860,302	63.0% 44.8%	\$71,262,095 \$67,505,417	\$73,806,498 \$37,648,293	103.6% 55.8%	\$35,148,234 \$33,082,471	\$26,753,783 \$29,325,765	76.1% 88.6%	
2022 2023	\$65,453,156	\$49,860,302 \$57,710,705	73.7% 88.2%	\$94,017,200	\$49,860,302 \$57,090,965	73.0% 60.7%	\$111,372,850 \$107,935,900	\$49,860,302 \$57,710,705	44.8% 53.5%	\$64,562,141	\$37,648,293 \$42,590,063	55.8% 66.0%	\$33,082,471 \$31,050,636	\$29,325,765 \$32,145,668	88.6% 103.5%	
2023	\$62,607,030	\$64,768,832	103.5%	\$99,544,861	\$63,937,037	64.2%	\$107,355,500	\$64,768,832	62.6%	\$61,584,662	\$47,997,218	77.9%	\$29,057,294	\$35,214,464	121.2%	
2025	\$59,708,892	\$72,700,924	121.8%	\$95,049,052	\$71,658,670	75.4%	\$98,746,334	\$72,700,924	73.6%	\$58,576,566	\$53,850,245	91.9%	\$27,106,028	\$38,252,590	141.1%	
2026	\$56,760,824	\$81,595,986	143.8%	\$90,466,403	\$80,310,307	88.8%	\$94,013,027	\$81,595,986	86.8%	\$55,546,687	\$60,123,125	108.2%	\$25,200,347	\$41,084,749	163.0%	
2027	\$53,772,875	\$91,099,377	169.4%	\$85,812,167	\$89,545,348	104.4%	\$89,204,006	\$91,099,377	102.1%	\$52,502,954	\$66,810,081	127.3%	\$23,344,676	\$43,677,002	187.1%	
2028 2029	\$50,748,909 \$47,708,115	\$101,270,762 \$111,306,998	199.6% 233.3%	\$81,092,036 \$76,335,606	\$99,426,320 \$109,169,878	122.6% 143.0%	\$84,325,095 \$79,406,825	\$101,270,762 \$111,306,998	120.1% 140.2%	\$49,457,365 \$46,420,543	\$73,853,523 \$81,153,798	149.3% 174.8%	\$21,544,379 \$19,804,950	\$46,223,030 \$48,820,478	214.5% 246.5%	
2029 2030	\$44,658,411	\$111,306,998 \$121,187,702	233.3% 271.4%	\$76,335,606 \$71,554,999	\$118,758,273	143.0% 166.0%	\$79,406,825 \$74,461,638	\$111,306,998 \$121,187,702	140.2% 162.8%	\$46,420,543 \$43,408,511	\$81,153,798 \$88,576,940	174.8% 204.1%	\$19,804,950 \$18,131,353	\$48,820,478 \$51,085,888	246.5% 281.8%	
2030	\$41,616,937	\$130,347,829	313.2%	\$66,776,915	\$127,635,736	191.1%	\$69,517,032	\$130,347,829	187.5%	\$40,435,824	\$95,949,736	237.3%	\$16,528,145	\$52,820,131	319.6%	
2032	\$38,594,083	\$139,078,076	360.4%	\$62,017,589	\$136,085,537	219.4%	\$64,589,667	\$139,078,076	215.3%	\$37,514,907	\$103,140,821	274.9%	\$14,999,776	\$54,022,574	360.2%	
2033	\$35,614,652	\$146,526,618	411.4%	\$57,316,150	\$143,276,946	250.0%	\$59,719,954	\$146,526,618	245.4%	\$34,655,965	\$110,004,554	317.4%	\$13,550,400	\$55,061,829	406.3%	
2034	\$32,690,702	\$153,076,464	468.3%	\$52,691,843	\$149,589,015	283.9%	\$54,927,743	\$153,076,464	278.7%	\$31,868,602	\$116,402,821	365.3%	\$12,183,610	\$56,220,576	461.4%	
2035 2036	\$29,842,595 \$27,082,985	\$158,253,713 \$162,455,098	530.3% 599.8%	\$48,177,207 \$43,792,747	\$154,561,270 \$158,581,591	320.8% 362.1%	\$50,246,700 \$45,697,957	\$158,253,713 \$162,455,098	315.0% 355.5%	\$29,163,131 \$26,555,430	\$122,161,071 \$127,140,765	418.9% 478.8%	\$10,901,735 \$9,705,934	\$57,120,700 \$57,554,673	524.0% 593.0%	
2030	\$24,436,457	\$164,755,696	674.2%	\$39,578,228	\$160,747,305	406.2%	\$41,322,765	\$164,755,696	398.7%	\$24,058,522	\$131,222,974	478.8% 545.4%	\$9,705,934 \$8,596,393	\$57,478,001	668.6%	
2037	\$21,913,821	\$165,622,942	755.8%	\$35,551,728	\$161,516,829	454.3%	\$37,139,924	\$165,622,942	445.9%	\$21,684,687	\$134,325,811	619.5%	\$7,572,658	\$57,281,761	756.4%	
2039	\$19,530,955	\$164,627,398	842.9%	\$31,739,505	\$160,474,464	505.6%	\$33,176,905	\$164,627,398	496.2%	\$19,439,916	\$136,330,799	701.3%	\$6,633,885	\$57,154,410	861.6%	
2040	\$17,294,484	\$162,287,607	938.4%	\$28,153,127	\$158,127,504	561.7%	\$29,445,965	\$162,287,607	551.1%	\$17,330,501	\$137,187,214	791.6%	\$5,778,387	\$56,600,399	979.5%	
2041	\$15,218,558	\$157,898,535	1037.5%	\$24,816,318	\$153,788,893	619.7%	\$25,972,079	\$157,898,535	608.0%	\$15,361,839	\$136,847,909	890.8%	\$5,003,639	\$55,307,103	1105.3%	
2042	\$13,304,751	\$152,355,310 \$145,572,168	1145.1%	\$21,732,693	\$148,330,402	682.5%	\$22,759,303	\$152,355,310	669.4%	\$13,537,741	\$135,371,525	1000.0%	\$4,306,343	\$53,233,549	1236.2%	
2043 2044	\$11,557,709 \$9,973,968	\$145,572,168 \$138,205,577	1259.5% 1385.7%	\$18,911,019 \$16,347,117	\$141,670,207 \$134,447,980	749.1% 822.5%	\$19,817,124 \$17,141,631	\$145,572,168 \$138,205,577	734.6% 806.3%	\$11,859,927 \$10,327,765	\$132,768,706 \$129,107,160	1119.5% 1250.1%	\$3,682,708 \$3,128,967	\$50,788,863 \$48,119,154	1379.1% 1537.9%	
2045	\$8,554,220	\$129,559,756	1514.6%	\$14,043,569	\$125,988,050	897.1%	\$14,736,042	\$129,559,756	879.2%	\$8,939,691	\$124,460,476	1392.2%	\$2,640,963	\$44,963,169	1702.5%	
2046	\$7,289,229	\$120,409,260	1651.9%	\$11,986,662	\$117,043,660	976.4%	\$12,586,463	\$120,409,260	956.7%	\$7,691,953	\$118,932,129	1546.2%	\$2,214,168	\$41,250,919	1863.0%	
2047	\$6,172,254	\$110,854,463	1796.0%	\$10,166,561	\$107,711,855	1059.5%	\$10,682,963	\$110,854,463	1037.7%	\$6,578,887	\$112,630,326	1712.0%	\$1,843,574	\$37,181,579	2016.8%	
2048	\$5,192,439	\$101,480,958	1954.4%	\$8,566,592	\$98,561,558	1150.5%	\$9,008,370	\$101,480,958	1126.5%	\$5,593,465	\$105,670,246	1889.2%	\$1,523,874	\$33,192,150	2178.1%	
2049	\$4,342,845	\$91,900,257	2116.1%	\$7,176,361	\$89,216,430	1243.2%	\$7,552,108	\$91,900,257	1216.9%	\$4,727,664	\$98,241,332	2078.0%	\$1,250,411	\$29,540,376	2362.5%	
2050 2051	\$3,610,987 \$2,986,110	\$82,651,634 \$73,725,502	2288.9% 2468.9%	\$5,976,334 \$4,949,669	\$80,200,437 \$71,503,516	1342.0% 1444.6%	\$6,294,002 \$5,216,715	\$82,651,634 \$73,725,502	1313.2% 1413.3%	\$3,972,675 \$3,319,088	\$90,541,010 \$82,738,650	2279.1% 2492.8%	\$1,018,503 \$823,580	\$26,160,525 \$22,967,214	2568.5% 2788.7%	
2052	\$2,980,110	\$65,548,813	2669.3%	\$4,076,376	\$63,539,176	1558.7%	\$4,299,564	\$65,548,813	1524.5%	\$2,757,578	\$74,982,380 \$74,982,380	2719.1%	\$660,844	\$19,923,288	3014.8%	
2052	\$2,009,880	\$57,800,828	2875.8%	\$3,341,206	\$55,997,129	1676.0%	\$3,526,804	\$57,800,828	1638.9%	\$2,199,583	\$64,596,544	2936.8%	\$522,548	\$16,994,146	3252.2%	
2054	\$1,637,230	\$50,752,450	3099.9%	\$2,725,468	\$49,140,515	1803.0%	\$2,879,023	\$50,752,450	1762.8%	\$1,388,629	\$42,746,261	3078.3%	\$356,420	\$12,239,173	3433.9%	
2055	\$1,327,867	\$44,242,687	3331.9%	\$2,213,406	\$42,814,698	1934.3%	\$2,339,868	\$44,242,687	1890.8%	\$662,360	\$21,099,516	3185.5%	\$196,421	\$7,028,117	3578.1%	
2056	\$1,071,825	\$38,381,291	3580.9%	\$1,788,887	\$37,126,889	2075.4%	\$1,892,540	\$38,381,291	2028.0%	\$158,260	\$5,081,827	3211.1%	\$69,823	\$2,552,259	3655.3%	
2057 2058	\$861,493 \$689,157	\$32,951,564 \$28,117,573	3824.9% 4080.0%	\$1,439,587 \$1,152,933	\$31,866,051 \$27,187,708	2213.6% 2358.1%	\$1,524,204 \$1,221,703	\$32,951,564 \$28,117,573	2161.9% 2301.5%	\$27,131 \$6,286	\$869,874 \$206,136	3206.2% 3279.3%	\$14,992 \$2,630	\$551,739 \$97,655	3680.3% 3713.1%	
2058	\$548,785	\$28,117,575 \$23,832,320	4080.0% 4342.7%	\$1,152,955 \$919,091	\$27,187,708 \$23,043,191	2558.1% 2507.2%	\$1,221,703 \$974,749	\$28,117,575 \$23,832,320	2301.5% 2445.0%	\$0,280	\$206,136 \$0	0.0%	\$2,630	\$97,655 \$11,290	3758.9%	
2060	\$434,806	\$20,136,284	4631.1%	\$728,937	\$19,469,124	2670.9%	\$773,771	\$20,136,284	2602.4%	\$0	\$0 \$0	0.0%	\$0	\$0	0.0%	
2061	\$342,962	\$16,849,842	4913.0%	\$575,492	\$16,290,472	2830.7%	\$611,458	\$16,849,842	2755.7%	\$0	\$0	0.0%	\$0	\$0	0.0%	
2062	\$269,131	\$14,030,107	5213.1%	\$451,970	\$13,561,903	3000.6%	\$480,682	\$14,030,107	2918.8%	\$0	\$0	0.0%	\$0	\$0	0.0%	
2063	\$210,119	\$11,604,859	5523.0%	\$353,113	\$11,214,069	3175.8%	\$375,920	\$11,604,859	3087.1%	\$0 \$0	\$0 \$0	0.0%	\$0 \$0	\$0 \$0	0.0%	
2064 2065	\$163,114 \$125,992	\$9,581,429 \$7,838,145	5874.1% 6221.1%	\$274,279 \$211,958	\$9,254,285 \$7,566,167	3374.0% 3569.7%	\$292,290 \$226,105	\$9,581,429 \$7,838,145	3278.1% 3466.6%	\$0 \$0	\$0 \$0	0.0% 0.0%	\$0 \$0	\$0 \$0	0.0% 0.0%	
2065	\$125,992 \$96,750	\$7,838,145 \$6,345,610	6221.1% 6558.8%	\$162,822	\$6,122,255	3760.1%	\$226,105 \$173,866	\$7,838,145 \$6,345,610	3400.0% 3649.7%	\$0 \$0	\$0 \$0	0.0%	\$0 \$0	\$0 \$0	0.0%	
2000	\$73,854	\$5,065,031	6858.2%	\$102,822 \$124,320	\$4,885,311	3929.6%	\$175,800	\$5,065,031	3811.5%	\$0 \$0	\$0 \$0	0.0%	\$0 \$0	\$0 \$0	0.0%	
2068	\$55,984	\$4,000,907	7146.6%	\$94,250	\$3,859,556	4095.0%	\$100,852	\$4,000,907	3967.1%	\$0	\$0	0.0%	\$0	\$0	0.0%	
2069	\$42,154	\$3,113,728	7386.5%	\$70,968	\$3,005,745	4235.3%	\$76,021	\$3,113,728	4095.9%	\$0	\$0	0.0%	\$0	\$0	0.0%	
2070	\$31,496	\$2,398,875	7616.4%	\$53,019	\$2,317,962	4372.0%	\$56,856	\$2,398,875	4219.2%	\$0	\$0	0.0%	\$0	\$0 \$0	0.0%	
2071 2072+	\$23,349 \$59,954	\$1,826,689 \$5,279,605	7823.3%	\$39,298	\$1,767,055 \$5,113,227	4496.5% 5070.4%	\$42,187 \$108,608	\$1,826,689 \$5,279,605	4330.0% 4861.1%	\$0 \$0	\$0 \$0	0.0% 0.0%	\$0 \$0	\$0 \$0	0.0% 0.0%	
2072+	\$39,954	\$5,279,605	8806.1%	\$100,845	\$5,113,227	5070.4%	\$108,608	\$5,279,605	4861.1%	\$0	\$0	0.0%	\$0	\$0	0.0%	
				1			I Summ	ary of Experience a	t 4.5%	1			1			
		Current Rates			Proposed Rates			Restated from Ince		Pr	ior Assumption Rate	es		Original Rates		
<b></b>	Earned Premium		Loss Ratios	Earned Premium	Incurred Claims	Loss Ratios		Incurred Claims	Loss Ratios	Earned Premium	Incurred Claims	Loss Ratios	Earned Premium	Incurred Claims	Loss Ratios	
Historical (YE2021)	\$1,510,081,070	\$453,220,203	30.0%	\$1,510,081,070	\$453,220,203	30.0%	\$3,669,730,471	\$453,220,203	12.4%	\$1,510,081,070	\$453,220,203	30.0%	\$1,322,496,713	\$265,833,218 \$772,000,877	20.1%	
Projected Future (2022 +) Total Lifetime Anticipated	\$624,190,994 \$2,134,272,064	\$1,994,417,309 \$2,447,637,512	319.5% 114.7%	\$951,244,991 \$2,461,326,061	\$1,949,991,001 \$2,403,211,203	205.0% 97.6%	\$1,039,814,036 \$4,709,544,507	\$1,994,417,309 \$2,447,637,512	191.8% 52.0%	\$613,345,893 \$2,123,426,962	\$1,590,185,910 \$2,043,406,113	259.3% 96.2%	\$263,457,031 \$1,585,953,744	\$772,990,877 \$1,038,824,095	293.4% 65.5%	
Four Dreume Anticipated	Ψ2,137,272,004	Ψ2, H1,001,012	117.//0	ψ2, το1,520,001	<i>φ</i> 2, 103,211,203	77.070	ψ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	Ψ2, Π1,001,012	52.070	ψ2,123,720,702	Ψ2,073,700,113	70.270	ψ1,505,755,7 <del>44</del>	ψ1,000,027,090	05.570	

#### Attachment 2 Allianz Life Insurance Company of North America Nationwide Experience Policy Form Series: GPR 2-4 Year Benefit Period Policies As of 12/31/2021 Historical and Projected Experience

	a) Current Assumptions and Current Rates E L D L L L L D L L D L L D L L D L L D L L D L L D L L D L L D L L D L L D L L D L L D L L D L L D L L D L L D L							Assumptions with Assumptions From In	-	· · · · · · · · · · · · · · · · · · ·	storical and Future 1 on Prior Assumpt	1	e) Original Assumptions and Original Premiums From Inception			
Year	Earned Premium		Loss Ratios		Incurred Claims	Loss Ratios	Earned Premium	Incurred Claims	Loss Ratios	Earned Premium	Incurred Claims	Loss Ratios	Earned Premium	Incurred Claims	Loss Ratios	
2003	\$310,702	\$0 \$7,502	0.0%	\$310,702	\$0 \$7,502	0.0%	\$631,114	\$0 \$7,502	0.0%	\$310,702	\$0 \$7,502	0.0%	\$310,702	\$7,313	2.4%	
2004 2005	\$6,207,170 \$13,946,538	\$7,593 \$594,994	0.1% 4.3%	\$6,207,170 \$13,946,538	\$7,593 \$594,994	0.1% 4.3%	\$12,608,314 \$28,328,906	\$7,593 \$594,994	0.1% 2.1%	\$6,207,170 \$13,946,538	\$7,593 \$594,994	0.1% 4.3%	\$6,209,988 \$13,904,760	\$150,251 \$413,461	2.4% 3.0%	
2003	\$20,498,305	\$394,994 \$845,929	4.1%	\$13,940,338 \$20,498,305	\$394,994 \$845,929	4.1%	\$41,637,181	\$394,994 \$845,929	2.1%	\$13,940,338 \$20,498,305	\$394,994 \$845,929	4.1%	\$13,904,700 \$20,388,457	\$759,235	3.7%	
2000	\$22,983,080	\$1,545,615	6.7%	\$22,983,080	\$1,545,615	6.7%	\$46,684,382	\$1,545,615	3.3%	\$22,983,080	\$1,545,615	6.7%	\$22,707,762	\$1,120,552	4.9%	
2008	\$22,924,335	\$2,022,703	8.8%	\$22,924,335	\$2,022,703	8.8%	\$46,565,055	\$2,022,703	4.3%	\$22,924,335	\$2,022,703	8.8%	\$22,461,114	\$1,500,850	6.7%	
2009	\$22,303,177	\$1,810,975	8.1%	\$22,303,177	\$1,810,975	8.1%	\$45,303,328	\$1,810,975	4.0%	\$22,303,177	\$1,810,975	8.1%	\$21,799,747	\$1,935,373	8.9%	
2010	\$21,626,929	\$3,026,710	14.0%	\$21,626,929	\$3,026,710	14.0%	\$43,929,699	\$3,026,710	6.9%	\$21,626,929	\$3,026,710	14.0%	\$21,032,010	\$2,420,435	11.5%	
2011	\$21,036,872	\$3,675,906	17.5%	\$21,036,872	\$3,675,906	17.5%	\$42,731,147	\$3,675,906	8.6%	\$21,036,872	\$3,675,906	17.5%	\$20,247,679	\$2,939,110	14.5%	
2012 2013	\$20,558,988 \$20,135,088	\$4,066,329 \$4,875,956	19.8% 24.2%	\$20,558,988 \$20,135,088	\$4,066,329 \$4,875,956	19.8% 24.2%	\$41,760,445 \$40,899,398	\$4,066,329 \$4,875,956	9.7% 11.9%	\$20,558,988 \$20,135,088	\$4,066,329 \$4,875,956	19.8% 24.2%	\$19,464,463 \$18,680,992	\$3,488,847 \$4,065,277	17.9% 21.8%	
2013	\$19,266,671	\$7,009,075	36.4%	\$19,266,671	\$7,009,075	36.4%	\$39,135,426	\$7,009,075	17.9%	\$19,266,671	\$7,009,075	36.4%	\$17,898,407	\$4,663,806	26.1%	
2015	\$18,329,105	\$8,402,498	45.8%	\$18,329,105	\$8,402,498	45.8%	\$37,230,995	\$8,402,498	22.6%	\$18,329,105	\$8,402,498	45.8%	\$17,117,197	\$5,268,064	30.8%	
2016	\$17,824,331	\$12,132,592	68.1%	\$17,824,331	\$12,132,592	68.1%	\$36,205,672	\$12,132,592	33.5%	\$17,824,331	\$12,132,592	68.1%	\$16,338,059	\$5,879,609	36.0%	
2017	\$17,281,716	\$9,925,188	57.4%	\$17,281,716	\$9,925,188	57.4%	\$35,068,656	\$9,925,188	28.3%	\$17,281,716	\$9,925,188	57.4%	\$15,562,188	\$6,516,233	41.9%	
2018	\$19,013,062	\$11,757,378	61.8%	\$19,013,062	\$11,757,378	61.8%	\$33,642,507	\$11,757,378	34.9%	\$19,013,062	\$11,757,378	61.8%	\$14,791,099	\$7,203,760	48.7%	
2019	\$19,927,413 \$21,936,822	\$13,598,574	68.2%	\$19,927,413	\$13,598,574 \$15,078,081	68.2% 68.7%	\$32,349,651	\$13,598,574	42.0%	\$19,927,413	\$13,598,574	68.2%	\$14,026,203	\$7,963,586	56.8%	
2020 2021	\$21,930,822 \$22,882,139	\$15,078,081 \$24,146,403	68.7% 105.5%	\$21,936,822 \$22,882,139	\$15,078,081 \$24,146,403	105.5%	\$31,057,344 \$29,746,781	\$15,078,081 \$24,146,403	48.5% 81.2%	\$21,936,822 \$22,882,139	\$15,078,081 \$24,146,403	68.7% 105.5%	\$13,268,705 \$12,519,955	\$8,777,198 \$9,641,882	66.1% 77.0%	
2022	\$21,397,949	\$15,636,967	73.1%	\$22,882,139	\$15,636,967	73.0%	\$27,817,333	\$15,636,967	56.2%	\$21,580,195	\$12,134,751	56.2%	\$12,519,955	\$10,568,420	89.7%	
2022	\$20,477,849	\$17,843,406	87.1%	\$24,779,927	\$17,762,701	71.7%	\$26,621,204	\$17,843,406	67.0%	\$20,636,802	\$13,725,926	66.5%	\$11,055,652	\$11,586,235	104.8%	
2024	\$19,322,987	\$19,675,753	101.8%	\$24,876,208	\$19,688,034	79.1%	\$25,119,883	\$19,675,753	78.3%	\$19,682,605	\$15,464,354	78.6%	\$10,343,525	\$12,691,495	122.7%	
2025	\$18,168,333	\$21,678,103	119.3%	\$23,389,696	\$21,680,504	92.7%	\$23,618,833	\$21,678,103	91.8%	\$18,718,621	\$17,345,620	92.7%	\$9,646,528	\$13,771,184	142.8%	
2026	\$17,015,853	\$23,879,982	140.3%	\$21,905,975	\$23,868,306	109.0%	\$22,120,609	\$23,879,982	108.0%	\$17,747,783	\$19,361,287	109.1%	\$8,965,941	\$14,771,751	164.8%	
2027	\$15,870,211	\$26,170,751 \$28,560,854	164.9%	\$20,431,054	\$26,141,834 \$28,512,270	128.0%	\$20,631,275	\$26,170,751 \$28,560,854	126.8%	\$16,772,716	\$21,509,413 \$22,770,585	128.2%	\$8,303,399	\$15,696,271	189.0%	
2028 2029	\$14,733,576 \$13,613,909	\$28,560,854 \$30,826,003	193.8% 226.4%	\$18,967,725 \$17,526,242	\$28,512,370 \$30,756,703	150.3% 175.5%	\$19,153,649 \$17,698,082	\$28,560,854 \$30,826,003	149.1% 174.2%	\$15,797,248 \$14,824,717	\$23,770,585 \$26,111,045	150.5% 176.1%	\$7,660,842 \$7,040,213	\$16,610,189 \$17,543,285	216.8% 249.2%	
2029	\$12,514,707	\$32,969,505	263.4%	\$17,320,242 \$16,111,108	\$32,879,024	204.1%	\$16,269,119	\$32,969,505	202.7%	\$13,860,464	\$20,111,045 \$28,488,838	205.5%	\$6,443,264	\$17,343,283 \$18,336,402	249.2% 284.6%	
2030	\$11,442,566	\$34,807,810	304.2%	\$14,730,818	\$34,696,885	235.5%	\$14,875,336	\$34,807,810	234.0%	\$12,909,100	\$30,846,915	239.0%	\$5,871,618	\$18,931,717	322.4%	
2032	\$10,401,388	\$36,403,267	350.0%	\$13,390,394	\$36,272,776	270.9%	\$13,521,804	\$36,403,267	269.2%	\$11,974,334	\$33,145,334	276.8%	\$5,326,878	\$19,354,484	363.3%	
2033	\$9,399,521	\$37,543,113	399.4%	\$12,100,588	\$37,394,842	309.0%	\$12,219,377	\$37,543,113	307.2%	\$11,059,588	\$35,337,485	319.5%	\$4,810,511	\$19,729,650	410.1%	
2034	\$8,440,512	\$38,373,548	454.6%	\$10,865,965	\$38,208,956	351.6%	\$10,972,666	\$38,373,548	349.7%	\$10,167,963	\$37,377,560	367.6%	\$4,323,780	\$20,153,391	466.1%	
2035	\$7,530,230	\$38,808,669	515.4%	\$9,694,081	\$38,629,857	398.5%	\$9,789,300	\$38,808,669	396.4%	\$9,302,619	\$39,209,507	421.5%	\$3,867,474	\$20,461,009	529.1%	
2036 2037	\$6,671,817 \$5,871,226	\$38,954,413 \$38,593,181	583.9% 657.3%	\$8,588,979 \$7,558,454	\$38,763,328 \$38,393,072	451.3% 507.9%	\$8,673,362	\$38,954,413	449.1%	\$8,469,020	\$40,790,692 \$42,083,105	481.6% 548.6%	\$3,441,968 \$3,047,317	\$20,590,220 \$20,556,263	598.2% 674.6%	
2037	\$5,871,326 \$5,130,073	\$37,862,027	738.0%	\$6,604,196	\$38,595,072 \$37,655,744	570.2%	\$7,632,724 \$6,669,095	\$38,593,181 \$37,862,027	505.6% 567.7%	\$7,671,122 \$6,912,661	\$42,085,105 \$43,061,110	622.9%	\$2,683,347	\$20,336,263 \$20,491,252	763.6%	
2038	\$4,450,483	\$36,708,177	824.8%	\$5,729,325	\$36,499,045	637.1%	\$5,785,627	\$36,708,177	634.5%	\$6,195,641	\$43,684,759	705.1%	\$2,349,745	\$20,451,378	870.4%	
2040	\$3,832,111	\$35,281,045	920.7%	\$4,933,268	\$35,071,772	710.9%	\$4,981,744	\$35,281,045	708.2%	\$5,522,043	\$43,940,617	795.7%	\$2,045,881	\$20,229,787	988.8%	
2041	\$3,276,445	\$33,453,881	1021.0%	\$4,217,938	\$33,248,077	788.3%	\$4,259,379	\$33,453,881	785.4%	\$4,893,611	\$43,813,497	895.3%	\$1,770,818	\$19,732,422	1114.3%	
2042	\$2,781,355	\$31,443,371	1130.5%	\$3,580,591	\$31,243,449	872.6%	\$3,615,762	\$31,443,371	869.6%	\$4,311,527	\$43,324,160	1004.8%	\$1,523,365	\$18,976,608	1245.7%	
2043	\$2,344,968	\$29,264,156	1248.0%	\$3,018,814	\$29,072,442	963.0%	\$3,048,459	\$29,264,156	960.0%	\$3,776,291	\$42,474,176	1124.8%	\$1,302,158	\$18,100,776	1390.1%	
2044	\$1,962,925	\$27,063,013	1378.7%	\$2,526,994	\$26,880,822	1063.7%	\$2,551,802	\$27,063,013	1060.5%	\$3,287,652	\$41,285,325	1255.8%	\$1,105,855	\$17,141,753	1550.1%	
2045 2046	\$1,631,824 \$1,346,662	\$24,718,366 \$22,376,320	1514.8% 1661.6%	\$2,100,755 \$1,733,651	\$24,547,751 \$22,218,310	1168.5% 1281.6%	\$2,121,372 \$1,750,661	\$24,718,366 \$22,376,320	1165.2% 1278.2%	\$2,845,146 \$2,447,516	\$39,783,940 \$38,001,269	1398.3% 1552.6%	\$932,960 \$781,825	\$15,990,980 \$14,643,275	1714.0% 1873.0%	
2040	\$1,103,527	\$20,057,923	1817.6%	\$1,420,649	\$19,913,324	1401.7%	\$1,434,585	\$20,057,923	1398.2%	\$2,092,875	\$35,972,387	1718.8%	\$650,656	\$13,187,039	2026.7%	
2048	\$897,940	\$17,872,936	1990.4%	\$1,155,983	\$17,741,672	1534.8%	\$1,167,322	\$17,872,936	1531.1%	\$1,779,018	\$33,734,614	1896.2%	\$537,546	\$11,770,672	2189.7%	
2049	\$726,333	\$15,744,103	2167.6%	\$935,061	\$15,626,544	1671.2%	\$944,234	\$15,744,103	1667.4%	\$1,503,352	\$31,350,799	2085.4%	\$440,864	\$10,478,243	2376.8%	
2050	\$584,154	\$13,769,558	2357.2%	\$752,022	\$13,665,204	1817.1%	\$759,400	\$13,769,558	1813.2%	\$1,263,014	\$28,883,873	2286.9%	\$358,937	\$9,274,360	2583.8%	
2051	\$467,430	\$11,941,404	2554.7%	\$601,753	\$11,849,693	1969.2%	\$607,659	\$11,941,404	1965.1%	\$1,055,020	\$26,385,261	2500.9%	\$290,102	\$8,132,381	2803.3%	
2052	\$372,148	\$10,318,774	2772.8%	\$479,087 \$270,005	\$10,238,592 \$8,770,465	2137.1%	\$483,793 \$282,640	\$10,318,774	2132.9%	\$876,389	\$23,903,439 \$20,567,017	2727.5%	\$232,655	\$7,048,768 \$6,006,281	3029.7%	
2053 2054	\$295,108 \$233,069	\$8,839,846 \$7,538,846	2995.5% 3234.6%	\$379,905 \$300,036	\$8,770,465 \$7,479,173	2308.6% 2492.8%	\$383,640	\$8,839,846 \$7,538,846	2304.2% 2488.2%	\$698,316 \$425,507	\$20,567,017 \$13,076,663	2945.2% 3073.2%	\$183,751 \$122,365	\$6,006,281 \$4,210,639	3268.7% 3441.1%	
2054 2055	\$233,069 \$183,374	\$7,538,846 \$6,384,661	3234.6% 3481.8%	\$300,036 \$236,059	\$7,479,173 \$6,333,769	2492.8% 2683.1%	\$302,989 \$238,386	\$7,538,846 \$6,384,661	2488.2% 2678.3%	\$425,507 \$200,011	\$13,076,663 \$6,341,114	3073.2% 3170.4%	\$122,365 \$65,170	\$4,210,639 \$2,327,717	3441.1% 3571.7%	
2055	\$143,634	\$5,386,756	3750.3%	\$184,897	\$5,343,585	2890.0%	\$186,724	\$5,386,756	2884.9%	\$200,011 \$52,209	\$1,665,071	3189.2%	\$23,255	\$846,582	3640.4%	
2057	\$112,070	\$4,509,885	4024.2%	\$144,263	\$4,473,603	3101.0%	\$145,691	\$4,509,885	3095.5%	\$11,052	\$351,696	3182.0%	\$5,350	\$195,232	3649.1%	
2058	\$87,068	\$3,760,700	4319.3%	\$112,077	\$3,730,382	3328.4%	\$113,189	\$3,760,700	3322.5%	\$3,409	\$111,797	3279.3%	\$1,277	\$47,254	3701.4%	
2059	\$67,375	\$3,120,062	4630.9%	\$86,724	\$3,094,883	3568.6%	\$87,587	\$3,120,062	3562.2%	\$0	\$0	0.0%	\$183	\$6,884	3758.9%	
2060	\$51,913	\$2,583,053	4975.7%	\$66,821	\$2,562,202	3834.4%	\$67,487	\$2,583,053	3827.5%	\$0 ©0	\$0 \$0	0.0%	\$0 \$0	\$0 \$0	0.0%	
2061 2062	\$39,870 \$30,511	\$2,118,320 \$1,728,989	5313.1% 5666.8%	\$51,318 \$39,271	\$2,101,225 \$1,715,048	4094.5% 4367.2%	\$51,831 \$39,664	\$2,118,320 \$1,728,989	4087.0% 4359.1%	\$0 \$0	\$0 \$0	0.0% 0.0%	\$0 \$0	\$0 \$0	0.0% 0.0%	
2062 2063	\$30,511 \$23,273	\$1,728,989 \$1,402,009	5666.8% 6024.3%	\$39,271 \$29,954	\$1,715,048 \$1,390,726	4367.2% 4642.9%	\$39,664 \$30,254	\$1,728,989 \$1,402,009	4359.1% 4634.1%	\$0 \$0	\$0 \$0	0.0%	\$0 \$0	\$0 \$0	0.0%	
2003	\$23,273 \$17,686	\$1,402,009	6420.6%	\$22,763	\$1,126,437	4948.5%	\$22,992	\$1,135,556	4938.9%	\$0 \$0	\$0 \$0	0.0%	\$0 \$0	\$0 \$0	0.0%	
2065	\$13,399	\$912,182	6807.8%	\$17,245	\$904,872	5247.1%	\$17,419	\$912,182	5236.8%	\$0 \$0	\$0 \$0	0.0%	\$0 \$0	\$0 \$0	0.0%	
2066	\$10,108	\$727,281	7195.2%	\$13,009	\$721,461	5545.8%	\$13,140	\$727,281	5534.8%	\$0	\$0	0.0%	\$0	\$0	0.0%	
2067	\$7,590	\$574,823	7573.8%	\$9,768	\$570,220	5837.6%	\$9,867	\$574,823	5826.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	
2068	\$5,665	\$453,377	8003.1%	\$7,291	\$449,736	6168.3%	\$7,365	\$453,377	6156.2%	\$0	\$0	0.0%	\$0	\$0	0.0%	
2069	\$4,203 \$2,005	\$354,820	8442.4%	\$5,409	\$351,957	6506.8%	\$5,464	\$354,820	6494.2%	\$0 \$0	\$0 \$0	0.0%	\$0 \$0	\$0 \$0	0.0%	
2070	\$3,095 \$2,260	\$276,406 \$214,247	8931.8%	\$3,983 \$2,908	\$274,160 \$212,480	6883.6% 7306.9%	\$4,023 \$2,037	\$276,406 \$214,247	6870.6% 7293.8%	\$0 \$0	\$0 \$0	0.0% 0.0%	\$0 \$0	\$0 \$0	0.0% 0.0%	
2071 2072+	\$2,280 \$5,293	\$214,247 \$621,393	9481.9% 11739.7%	\$2,908 \$6,812	\$212,489 \$616,058	7306.9% 9043.4%	\$2,937 \$6,881	\$214,247 \$621,393	9030.5%	\$0 \$0	\$0 \$0	0.0%	\$0 \$0	\$0 \$0	0.0%	
2012	ψυ,290	φ021,373	11/37.170	ψ0,012	ψ010,050	JUTJ.T/0	ψ0,001	ψ021,373	7050.570	ψυ	ψυ	0.070	ψυ	ΨΟ	0.070	
				1			Summa	ary of Experience a	t 4.5%	1			1			
		Current Rates			Proposed Rates		Rates	Restated from Ince	ption		or Assumption Rat			Original Rates		
	Earned Premium	Incurred Claims	Loss Ratios	Earned Premium	Incurred Claims	Loss Ratios		Incurred Claims	Loss Ratios	Earned Premium	Incurred Claims	Loss Ratios	Earned Premium	Incurred Claims	Loss Ratios	
Historical (YE2021) Projected Future (2022 +)	\$523,209,699 \$177,102,741	\$154,951,295 \$480,117,466	29.6% 271.1%	\$523,209,699 \$220,531,190	\$154,951,295 \$478,233,134	29.6% 216.9%	\$1,016,318,704 \$230,233,564	\$154,951,295 \$480,117,466	15.2% 208.5%	\$523,209,699 \$195,854,844	\$154,951,295 \$509,905,644	29.6% 260.3%	\$475,790,749 \$93,660,916	\$96,245,943 \$276,753,656	20.2% 295.5%	
Total Lifetime Anticipated	\$700,312,440	\$635,068,761	90.7%	\$743,740,888	\$633,184,429	85.1%	\$1,246,552,268	\$635,068,761	50.9%	\$719,064,543	\$664,856,939	92.5%	\$569,451,665	\$372,999,599	65.5%	
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#### Attachment 2 Allianz Life Insurance Company of North America Nationwide Experience Policy Form Series: GPR 5-8 Year Benefit Period Policies As of 12/31/2021 Historical and Projected Experience

	a) Current Assumptions b) Current Assumptions and and Current Rates Proposed Rate Increase							t Assumptions with ns Restated From I	-	,	storical and Future d on Prior Assumpt	1	e) Original Assumptions and Original Premiums From Inception			
Year	Earned Premium		Loss Ratios		Incurred Claims	Loss Ratios	Earned Premium	Incurred Claims	Loss Ratios	Earned Premium	Incurred Claims	Loss Ratios	Earned Premium	Incurred Claims	Loss Ratios	
2003	\$265,903	\$0 \$74.507	0.0%	\$265,903	\$0 \$74.507	0.0%	\$706,305	\$0 \$74.507	0.0%	\$265,903	\$0 \$74.507	0.0%	\$265,903	\$6,259	2.4%	
2004 2005	\$4,805,454 \$12,189,222	\$74,587 \$513,010	1.6% 4.2%	\$4,805,454 \$12,189,222	\$74,587 \$513,010	1.6% 4.2%	\$12,764,488 \$32,377,621	\$74,587 \$513,010	0.6% 1.6%	\$4,805,454 \$12,189,222	\$74,587 \$513,010	1.6% 4.2%	\$4,805,770 \$12,122,890	\$116,610 \$352,408	2.4% 2.9%	
2005	\$20,349,796	\$1,385,908	6.8%	\$20,349,796	\$1,385,908	6.8%	\$54,054,144	\$1,385,908	2.6%	\$20,349,796	\$1,385,908	6.8%	\$20,051,032	\$706,472	3.5%	
2007	\$23,829,860	\$645,388	2.7%	\$23,829,860	\$645,388	2.7%	\$63,298,066	\$645,388	1.0%	\$23,829,860	\$645,388	2.7%	\$23,158,125	\$1,075,312	4.6%	
2008	\$24,170,354	\$2,686,854	11.1%	\$24,170,354	\$2,686,854	11.1%	\$64,202,502	\$2,686,854	4.2%	\$24,170,354	\$2,686,854	11.1%	\$23,095,241	\$1,456,328	6.3%	
2009	\$23,671,640	\$2,933,548	12.4%	\$23,671,640	\$2,933,548	12.4%	\$62,877,793	\$2,933,548	4.7%	\$23,671,640	\$2,933,548	12.4%	\$22,356,635	\$1,886,266	8.4%	
2010	\$23,127,511	\$2,614,781	11.3%	\$23,127,511	\$2,614,781	11.3%	\$61,432,451	\$2,614,781	4.3%	\$23,127,511	\$2,614,781	11.3%	\$21,550,940	\$2,370,356	11.0%	
2011 2012	\$22,675,448 \$22,322,410	\$2,757,313 \$4,186,560	12.2% 18.8%	\$22,675,448 \$22,322,410	\$2,757,313 \$4,186,560	12.2% 18.8%	\$60,231,658 \$59,293,902	\$2,757,313 \$4,186,560	4.6% 7.1%	\$22,675,448 \$22,322,410	\$2,757,313 \$4,186,560	12.2% 18.8%	\$20,754,247 \$19,958,051	\$2,895,141 \$3,449,935	13.9% 17.3%	
2012 2013	\$21,954,667	\$4,763,913	21.7%	\$22,322,410 \$21,954,667	\$4,763,913	21.7%	\$58,317,083	\$4,763,913	8.2%	\$22,322,410 \$21,954,667	\$4,763,913	21.7%	\$19,938,031 \$19,160,420	\$4,030,632	21.0%	
2013	\$21,349,177	\$6,721,441	31.5%	\$21,349,177	\$6,721,441	31.5%	\$56,708,752	\$6,721,441	11.9%	\$21,349,177	\$6,721,441	31.5%	\$18,363,378	\$4,637,474	25.3%	
2015	\$20,676,024	\$7,366,339	35.6%	\$20,676,024	\$7,366,339	35.6%	\$54,920,688	\$7,366,339	13.4%	\$20,676,024	\$7,366,339	35.6%	\$17,567,758	\$5,253,261	29.9%	
2016	\$20,166,273	\$11,434,288	56.7%	\$20,166,273	\$11,434,288	56.7%	\$53,566,661	\$11,434,288	21.3%	\$20,166,273	\$11,434,288	56.7%	\$16,774,123	\$5,874,823	35.0%	
2017	\$19,730,662	\$10,701,534	54.2%	\$19,730,662	\$10,701,534	54.2%	\$52,349,208	\$10,701,534	20.4%	\$19,730,662	\$10,701,534	54.2%	\$15,983,526	\$6,515,954	40.8%	
2018 2019	\$22,024,789 \$23,357,492	\$14,466,645 \$14,993,259	65.7% 64.2%	\$22,024,789 \$23,357,492	\$14,466,645 \$14,993,259	65.7% 64.2%	\$50,942,843 \$49,576,931	\$14,466,645 \$14,993,259	28.4% 30.2%	\$22,024,789 \$23,357,492	\$14,466,645 \$14,993,259	65.7% 64.2%	\$15,197,484 \$14,417,511	\$7,204,026 \$7,962,167	47.4% 55.2%	
2019	\$26,069,782	\$14,505,350	55.6%	\$25,357,492 \$26,069,782	\$14,505,350	55.6%	\$48,233,095	\$14,505,350	30.1%	\$25,357,492 \$26,069,782	\$14,505,350	55.6%	\$13,644,883	\$8,781,771	64.4%	
2020	\$27,587,374	\$28,144,699	102.0%	\$27,587,374	\$28,144,699	102.0%	\$46,898,536	\$28,144,699	60.0%	\$27,587,374	\$28,144,699	102.0%	\$12,880,902	\$9,655,979	75.0%	
2022	\$26,333,473	\$18,473,445	70.2%	\$26,398,566	\$18,473,445	70.0%	\$44,766,904	\$18,473,445	41.3%	\$26,158,166	\$14,398,523	55.0%	\$12,127,202	\$10,585,007	87.3%	
2023	\$25,548,609	\$21,585,005	84.5%	\$37,852,617	\$21,450,388	56.7%	\$43,432,636	\$21,585,005	49.7%	\$25,022,600	\$16,292,081	65.1%	\$11,385,665	\$11,601,389	101.9%	
2024	\$24,542,269 \$22,506,250	\$24,471,203 \$27,727,801	99.7%	\$40,573,897	\$24,385,417 \$27,606,585	60.1%	\$41,721,857	\$24,471,203 \$27,727,801	58.7%	\$23,873,603 \$22,712,645	\$18,367,291	76.9%	\$10,658,005	\$12,710,242	119.3%	
2025 2026	\$23,506,350 \$22,441,102	\$27,737,801 \$31,426,533	118.0% 140.0%	\$38,858,001 \$37,093,740	\$27,606,585 \$31,237,790	71.0% 84.2%	\$39,960,795 \$38,149,873	\$27,737,801 \$31,426,533	69.4% 82.4%	\$22,712,645 \$21,543,042	\$20,615,001 \$23,025,102	90.8% 106.9%	\$9,945,564 \$9,249,596	\$13,824,570 \$14,870,461	139.0% 160.8%	
2028	\$22,441,102 \$21,349,853	\$35,406,424	165.8%	\$35,286,613	\$31,237,790 \$35,149,959	84.2% 99.6%	\$36,294,750	\$35,406,424	82.4% 97.6%	\$20,367,738	\$25,025,102 \$25,595,747	125.7%	\$9,249,396	\$15,819,110	184.6%	
2028	\$20,233,811	\$39,711,744	196.3%	\$33,438,613	\$39,378,762	117.8%	\$34,397,478	\$39,711,744	115.4%	\$19,191,370	\$28,306,248	147.5%	\$7,913,672	\$16,744,517	211.6%	
2029	\$19,099,830	\$44,023,938	230.5%	\$31,561,090	\$43,610,139	138.2%	\$32,469,711	\$44,023,938	135.6%	\$18,018,069	\$31,120,357	172.7%	\$7,277,665	\$17,687,531	243.0%	
2030	\$17,950,816	\$48,307,605	269.1%	\$29,658,864	\$47,810,641	161.2%	\$30,516,387	\$48,307,605	158.3%	\$16,853,784	\$33,986,158	201.7%	\$6,665,473	\$18,533,213	278.0%	
2031	\$16,793,304	\$52,343,704	311.7%	\$27,742,792	\$51,763,564	186.6%	\$28,548,617	\$52,343,704	183.3%	\$15,704,211	\$36,838,191	234.6%	\$6,078,761	\$19,194,437	315.8%	
2032 2033	\$15,631,571 \$14,475,717	\$56,255,801 \$59,697,932	359.9% 412.4%	\$25,819,996 \$23,907,225	\$55,590,317 \$58,949,581	215.3% 246.6%	\$26,573,671 \$24,608,719	\$56,255,801 \$59,697,932	211.7% 242.6%	\$14,574,443 \$13,468,288	\$39,623,620 \$42,286,075	271.9% 314.0%	\$5,519,147 \$4,988,162	\$19,643,473 \$20,020,933	355.9% 401.4%	
2033	\$13,331,174	\$62,804,685	471.1%	\$22,013,492	\$61,975,620	281.5%	\$22,662,996	\$62,804,685	277.1%	\$12,389,443	\$44,774,066	361.4%	\$4,487,147	\$20,434,502	455.4%	
2035	\$12,206,847	\$65,360,311	535.4%	\$20,153,546	\$64,456,839	319.8%	\$20,751,640	\$65,360,311	315.0%	\$11,341,986	\$47,020,276	414.6%	\$4,017,002	\$20,779,314	517.3%	
2036	\$11,108,728	\$67,511,314	607.7%	\$18,337,357	\$66,538,559	362.9%	\$18,884,838	\$67,511,314	357.5%	\$10,331,663	\$48,969,129	474.0%	\$3,578,200	\$20,967,249	586.0%	
2037	\$10,047,859	\$68,879,532	685.5%	\$16,583,209	\$67,848,732	409.1%	\$17,081,360	\$68,879,532	403.2%	\$9,363,722	\$50,574,170	540.1%	\$3,170,827	\$20,948,819	660.7%	
2038	\$9,029,917	\$69,650,327	771.3%	\$14,900,494	\$68,571,169	460.2%	\$15,350,859	\$69,650,327	453.7%	\$8,443,161	\$51,803,332	613.6%	\$2,794,738	\$20,873,786	746.9%	
2039 2040	\$8,062,574 \$7,149,630	\$69,609,540 \$68,958,362	863.4% 964.5%	\$13,301,846 \$11,793,499	\$68,496,844 \$67,825,328	514.9% 575.1%	\$13,706,376 \$12,154,371	\$69,609,540 \$68,958,362	507.9% 567.4%	\$7,572,242 \$6,753,435	\$52,612,377 \$52,978,688	694.8% 784.5%	\$2,449,642 \$2,134,956	\$20,822,868 \$20,648,156	850.0% 967.1%	
2040	\$6,297,681	\$67,379,633	1069.9%	\$10,386,310	\$66,245,115	637.8%	\$10,706,058	\$67,379,633	629.4%	\$5,988,844	\$52,883,119	883.0%	\$1,849,804	\$20,217,324	1092.9%	
2042	\$5,508,320	\$65,251,448	1184.6%	\$9,082,851	\$64,127,747	706.0%	\$9,364,144	\$65,251,448	696.8%	\$5,279,995	\$52,346,146	991.4%	\$1,592,998	\$19,481,061	1222.9%	
2043	\$4,784,714	\$62,532,819	1306.9%	\$7,888,258	\$61,433,152	778.8%	\$8,134,013	\$62,532,819	768.8%	\$4,627,638	\$51,373,463	1110.1%	\$1,363,173	\$18,595,667	1364.1%	
2044	\$4,126,821	\$59,504,109	1441.9%	\$6,802,343	\$58,437,144	859.1%	\$7,015,595	\$59,504,109	848.2%	\$4,031,599	\$49,990,616	1240.0%	\$1,158,950	\$17,630,677	1521.3%	
2045	\$3,536,005	\$55,857,039	1579.7%	\$5,827,271	\$54,837,799 \$50,075,728	941.1%	\$6,011,209	\$55,857,039	929.2%	\$3,491,261	\$48,223,103	1381.3%	\$978,827	\$16,506,836	1686.4%	
2046 2047	\$3,008,813 \$2,542,558	\$51,939,132 \$47,815,063	1726.2% 1880.6%	\$4,957,334 \$4,188,117	\$50,975,728 \$46,913,386	1028.3% 1120.2%	\$5,114,983 \$4,322,348	\$51,939,132 \$47,815,063	1015.4% 1106.2%	\$3,005,262 \$2,571,511	\$46,112,389 \$43,699,996	1534.4% 1699.4%	\$821,188 \$684,211	\$15,178,105 \$13,698,390	1848.3% 2002.1%	
2048	\$2,132,904	\$43,730,905	2050.3%	\$3,512,480	\$42,892,280	1221.1%	\$3,625,936	\$43,730,905	1206.1%	\$2,187,267	\$41,029,170	1875.8%	\$565,972	\$12,234,375	2161.7%	
2049	\$1,777,294	\$39,538,107	2224.6%	\$2,926,165	\$38,766,710	1324.8%	\$3,021,400	\$39,538,107	1308.6%	\$1,849,467	\$38,170,424	2063.9%	\$464,740	\$10,888,117	2342.8%	
2050	\$1,470,892	\$35,474,958	2411.8%	\$2,421,151	\$34,770,832	1436.1%	\$2,500,517	\$35,474,958	1418.7%	\$1,554,765	\$35,200,415	2264.0%	\$378,804	\$9,649,070	2547.2%	
2051	\$1,209,480	\$31,531,790	2607.1%	\$1,990,430	\$30,895,262	1552.2%	\$2,056,117	\$31,531,790	1533.6%	\$1,299,500	\$32,187,580	2476.9%	\$306,528	\$8,483,149	2767.5%	
2052 2053	\$988,010 \$802,567	\$27,912,363 \$24,489,458	2825.1% 3051.4%	\$1,625,627 \$1,320,246	\$27,339,073 \$23,977,377	1681.8% 1816.1%	\$1,679,616 \$1,364,363	\$27,912,363 \$24,489,458	1661.8% 1794.9%	\$1,080,064 \$865,941	\$29,188,291 \$25,299,002	2702.5%	\$246,150 \$194,954	\$7,366,673 \$6,293,229	2992.8% 3228.1%	
2053 2054	\$802,567 \$648,320	\$24,489,458 \$21,373,672	3051.4% 3296.8%	\$1,320,246 \$1,066,288	\$23,977,377 \$20,918,875	1816.1% 1961.8%	\$1,364,363 \$1,102,143	\$24,489,458 \$21,373,672	1/94.9% 1939.3%	\$865,941 \$566,665	\$25,299,002 \$17,423,291	2921.6% 3074.7%	\$194,954 \$136,575	\$6,293,229 \$4,670,633	3228.1% 3419.8%	
2055	\$521,116	\$18,501,259	3550.3%	\$856,888	\$18,101,543	2112.5%	\$885,897	\$18,501,259	2088.4%	\$277,528	\$8,849,587	3188.7%	\$78,125	\$2,793,033	3575.1%	
2056	\$416,623	\$15,927,371	3823.0%	\$684,900	\$15,579,062	2274.6%	\$708,259	\$15,927,371	2248.8%	\$65,183	\$2,097,046	3217.1%	\$28,230	\$1,031,889	3655.2%	
2057	\$331,450	\$13,562,059	4091.7%	\$544,741	\$13,262,637	2434.7%	\$563,466	\$13,562,059	2406.9%	\$10,431	\$335,343	3214.8%	\$6,162	\$227,202	3687.4%	
2058	\$262,233	\$11,471,899 \$0,620,060	4374.7%	\$430,868	\$11,216,808	2603.3%	\$445,796	\$11,471,899	2573.4%	\$2,133	\$69,958	3279.3%	\$1,000	\$37,227	3720.9%	
2059 2060	\$206,358 \$161,431	\$9,639,969 \$8,073,806	4671.5% 5001.4%	\$338,971 \$265,104	\$9,424,229 \$7,891,892	2780.2% 2976.9%	\$350,808 \$274,433	\$9,639,969 \$8,073,806	2747.9% 2942.0%	\$0 \$0	\$0 \$0	0.0% 0.0%	\$95 \$0	\$3,566 \$0	3758.9% 0.0%	
2060	\$125,613	\$6,692,209	5327.6%	\$206,232	\$6,540,259	3171.3%	\$213,543	\$6,692,209	3133.9%	\$0 \$0	\$0 \$0	0.0%	\$0 \$0	\$0 \$0	0.0%	
2062	\$97,168	\$5,514,681	5675.4%	\$159,491	\$5,388,375	3378.5%	\$165,186	\$5,514,681	3338.5%	\$0	\$0	0.0%	\$0 \$0	\$0 \$0	0.0%	
2063	\$74,737	\$4,512,104	6037.3%	\$122,641	\$4,407,618	3593.9%	\$127,053	\$4,512,104	3551.4%	\$0	\$0	0.0%	\$0	\$0	0.0%	
2064	\$57,141	\$3,682,330	6444.3%	\$93,742	\$3,595,781	3835.8%	\$97,139	\$3,682,330	3790.8%	\$0	\$0 \$0	0.0%	\$0	\$0	0.0%	
2065	\$43,478 \$22,005	\$2,982,254 \$2,202,582	6859.2%	\$71,307 \$53.048	\$2,910,885 \$2,335,214	4082.2%	\$73,913	\$2,982,254 \$2,203,583	4034.8%	\$0 \$0	\$0 \$0	0.0%	\$0 \$0	\$0 \$0	0.0%	
2066 2067	\$32,905 \$24,773	\$2,393,583 \$1,894,177	7274.2% 7646.2%	\$53,948 \$40,599	\$2,335,214 \$1,847,228	4328.7% 4549.9%	\$55,939 \$42,114	\$2,393,583 \$1,894,177	4278.9% 4497.8%	\$0 \$0	\$0 \$0	0.0% 0.0%	\$0 \$0	\$0 \$0	0.0% 0.0%	
2067	\$24,775 \$18,534	\$1,488,252	8029.8%	\$30,362	\$1,847,228	4778.7%	\$31,508	\$1,488,252	4723.4%	\$0 \$0	\$0 \$0	0.0%	\$0 \$0	\$0 \$0	0.0%	
2069	\$13,791	\$1,157,999	8396.8%	\$22,583	\$1,128,721	4998.2%	\$23,445	\$1,157,999	4939.3%	\$0	\$0 \$0	0.0%	\$0 \$0	\$0 \$0	0.0%	
2070	\$10,201	\$895,565	8779.5%	\$16,696	\$872,743	5227.2%	\$17,341	\$895,565	5164.4%	\$0	\$0	0.0%	\$0	\$0	0.0%	
2071	\$7,502	\$685,914	9143.1%	\$12,274	\$668,308	5445.0%	\$12,753	\$685,914	5378.3%	\$0	\$0	0.0%	\$0	\$0	0.0%	
2072+	\$19,447	\$2,029,488	10436.2%	\$31,772	\$1,975,500	6217.7%	\$33,059	\$2,029,488	6138.9%	\$0	\$0	0.0%	\$0	\$0	0.0%	
				I			Summ	ary of Experience a	t 4 5%	1			1			
		Current Rates			Proposed Rates			Restated from Inco		Pr	or Assumption Rat	es		Original Rates		
	Earned Premium	Incurred Claims	Loss Ratios	Earned Premium	Incurred Claims	Loss Ratios	Earned Premium	Incurred Claims	Loss Ratios	Earned Premium	Incurred Claims	Loss Ratios	Earned Premium	Incurred Claims	Loss Ratios	
Historical (YE2021)	\$561,358,729	\$161,788,156	28.8%	\$561,358,729	\$161,788,156	28.8%	\$1,418,882,639	\$161,788,156	11.4%	\$561,358,729	\$161,788,156	28.8%	\$478,380,838	\$95,381,730	19.9%	
Projected Future (2022 +) Total Lifetime Anticipated	\$248,966,484 \$810,325,213	\$815,853,935 \$977,642,091	327.7% 120.6%	\$390,465,145 \$951,823,873	\$805,016,607 \$966 804 763	206.2% 101.6%	\$423,243,023	\$815,853,935 \$977,642,091	192.8% 53.1%	\$238,123,706 \$799,482,435	\$613,110,254 \$774,898,409	257.5% 96.9%	\$96,803,668 \$575,184,506	\$281,372,968 \$376,754,698	290.7%	
Total Liteume Anticipated	\$810,325,213	\$977,642,091	120.0%	\$731,823,873	\$966,804,763	101.0%	\$1,842,125,663	\$977,642,091	33.1%	\$799,482,435	\$114,898,409	90.9%	\$575,184,506	\$376,754,698	65.5%	

#### Attachment 2 Allianz Life Insurance Company of North America Nationwide Experience Policy Form Series: GPR Lifetime Benefit Period Policies As of 12/31/2021 Historical and Projected Experience

		Current Assumption and Current Rates	15		urrent Assumptions oposed Rate Increas			t Assumptions with ns Restated From I	-	· · · · · · · · · · · · · · · · · · ·	istorical and Future d on Prior Assumpt	1	e) Original Assumptions and Original Premiums From Inception			
<u>Year</u>	Earned Premium		Loss Ratios		Incurred Claims	Loss Ratios	Earned Premium	Incurred Claims	Loss Ratios	Earned Premium	Incurred Claims	Loss Ratios	Earned Premium	Incurred Claims	Loss Ratios	
2003	\$234,522	\$0	0.0%	\$234,522	\$0	0.0%	\$714,560	\$0	0.0%	\$234,522	\$0	0.0%	\$234,522	\$5,520	2.4%	
2004 2005	\$4,414,869 \$10,324,973	\$365,262 \$9,649	8.3% 0.1%	\$4,414,869 \$10,324,973	\$365,262 \$9,649	8.3% 0.1%	\$13,451,554 \$31,458,903	\$365,262 \$9,649	2.7% 0.0%	\$4,414,869 \$10,324,973	\$365,262 \$9,649	8.3% 0.1%	\$4,411,378 \$10,250,787	\$106,915 \$302,699	2.4% 3.0%	
2005	\$15,952,811	\$9,049	17.0%	\$10,324,973	\$9,049	17.0%	\$48,606,222	\$9,049	5.6%	\$10,324,973 \$15,952,811	\$9,049 \$2,713,633	17.0%	\$10,230,787 \$15,752,109	\$574,346	3.6%	
2000	\$18,217,557	\$2,274,374	12.5%	\$18,217,557	\$2,274,374	12.5%	\$55,506,619	\$2,274,374	4.1%	\$18,217,557	\$2,274,374	12.5%	\$17,777,732	\$857,205	4.8%	
2008	\$18,282,645	\$2,212,777	12.1%	\$18,282,645	\$2,212,777	12.1%	\$55,704,933	\$2,212,777	4.0%	\$18,282,645	\$2,212,777	12.1%	\$17,598,431	\$1,151,905	6.5%	
2009	\$17,800,990	\$2,524,304	14.2%	\$17,800,990	\$2,524,304	14.2%	\$54,237,392	\$2,524,304	4.7%	\$17,800,990	\$2,524,304	14.2%	\$16,974,640	\$1,485,543	8.8%	
2010	\$17,297,578	\$2,394,874	13.8%	\$17,297,578	\$2,394,874	13.8%	\$52,703,559	\$2,394,874	4.5%	\$17,297,578	\$2,394,874	13.8%	\$16,355,389	\$1,860,058	11.4%	
2011 2012	\$16,884,171 \$16,593,240	\$2,249,995 \$4,808,179	13.3% 29.0%	\$16,884,171 \$16,593,240	\$2,249,995 \$4,808,179	13.3% 29.0%	\$51,443,958 \$50,557,527	\$2,249,995 \$4,808,179	4.4% 9.5%	\$16,884,171 \$16,593,240	\$2,249,995 \$4,808,179	13.3% 29.0%	\$15,749,025 \$15,141,847	\$2,262,929 \$2,689,271	14.4% 17.8%	
2012 2013	\$16,296,674	\$3,654,168	29.0%	\$16,296,674	\$3,654,168	22.4%	\$49,653,929	\$3,654,168	9.5% 7.4%	\$16,296,674	\$3,654,168	22.4%	\$13,141,847 \$14,533,419	\$3,135,636	21.6%	
2014	\$15,774,223	\$6,857,596	43.5%	\$15,774,223	\$6,857,596	43.5%	\$48,062,087	\$6,857,596	14.3%	\$15,774,223	\$6,857,596	43.5%	\$13,925,535	\$3,600,137	25.9%	
2015	\$15,236,204	\$7,291,471	47.9%	\$15,236,204	\$7,291,471	47.9%	\$46,422,810	\$7,291,471	15.7%	\$15,236,204	\$7,291,471	47.9%	\$13,318,810	\$4,069,962	30.6%	
2016	\$14,919,989	\$5,808,286	38.9%	\$14,919,989	\$5,808,286	38.9%	\$45,459,343	\$5,808,286	12.8%	\$14,919,989	\$5,808,286	38.9%	\$12,713,681	\$4,544,916	35.7%	
2017 2018	\$14,598,223 \$16,329,227	\$8,328,599 \$9,670,690	57.1% 59.2%	\$14,598,223 \$16,329,227	\$8,328,599 \$9,670,690	57.1% 59.2%	\$44,433,670 \$43,374,695	\$8,328,599 \$9,670,690	18.7% 22.3%	\$14,598,223 \$16,329,227	\$8,328,599 \$9,670,690	57.1% 59.2%	\$12,111,013 \$11,511,983	\$5,037,383 \$5,568,195	41.6% 48.4%	
2018 2019	\$17,433,699	\$9,670,690 \$10,796,108	61.9%	\$17,433,699	\$9,670,690 \$10,796,108	61.9%	\$42,451,214	\$9,670,690 \$10,796,108	25.4%	\$17,433,699	\$9,670,690 \$10,796,108	61.9%	\$10,917,719	\$5,508,195 \$6,154,503	48.4% 56.4%	
2020	\$19,540,348	\$14,345,377	73.4%	\$19,540,348	\$14,345,377	73.4%	\$41,529,693	\$14,345,377	34.5%	\$19,540,348	\$14,345,377	73.4%	\$10,329,176	\$6,784,886	65.7%	
2021	\$20,792,582	\$21,515,395	103.5%	\$20,792,582	\$21,515,395	103.5%	\$40,545,534	\$21,515,395	53.1%	\$20,792,582	\$21,515,395	103.5%	\$9,747,377	\$7,455,922	76.5%	
2022	\$19,891,596	\$15,749,889	79.2%	\$19,928,536	\$15,749,889	79.0%	\$38,788,613	\$15,749,889	40.6%	\$19,767,057	\$11,115,019	56.2%	\$9,173,613	\$8,172,338	89.1%	
2023	\$19,426,697 \$18,741,774	\$18,282,294 \$20,621,876	94.1%	\$31,384,656	\$17,877,876 \$10,862,586	57.0%	\$37,882,059	\$18,282,294 \$20,621,876	48.3%	\$18,902,739	\$12,572,056	66.5%	\$8,609,320 \$8,055,764	\$8,958,043 \$0,812,726	104.1%	
2024 2025	\$18,741,774 \$18,034,208	\$20,621,876 \$23,285,020	110.0% 129.1%	\$34,094,756 \$32,801,355	\$19,863,586 \$22,371,581	58.3% 68.2%	\$36,546,460 \$35,166,706	\$20,621,876 \$23,285,020	56.4% 66.2%	\$18,028,454 \$17,145,300	\$14,165,573 \$15,889,624	78.6% 92.7%	\$8,055,764 \$7,513,936	\$9,812,726 \$10,656,836	121.8% 141.8%	
2025	\$17,303,870	\$26,289,470	151.9%	\$31,466,688	\$25,204,211	80.1%	\$33,742,546	\$25,285,020 \$26,289,470	77.9%	\$16,255,862	\$15,889,024 \$17,736,736	92.7% 109.1%	\$6,984,810	\$10,050,850	163.8%	
2027	\$16,552,811	\$29,522,201	178.4%	\$30,094,500	\$28,253,555	93.9%	\$32,277,981	\$29,522,201	91.5%	\$15,362,500	\$19,704,921	128.3%	\$6,469,622	\$12,161,621	188.0%	
2028	\$15,781,522	\$32,998,164	209.1%	\$28,685,698	\$31,535,189	109.9%	\$30,773,967	\$32,998,164	107.2%	\$14,468,747	\$21,776,690	150.5%	\$5,969,866	\$12,868,324	215.6%	
2029	\$14,994,376	\$36,457,057	243.1%	\$27,248,274	\$34,803,037	127.7%	\$29,239,033	\$36,457,057	124.7%	\$13,577,756	\$23,922,396	176.2%	\$5,487,071	\$13,589,663	247.7%	
2030 2031	\$14,192,888 \$13,381,067	\$39,910,591 \$43,196,315	281.2% 322.8%	\$25,785,026 \$24,303,305	\$38,068,608 \$41,175,287	147.6% 169.4%	\$27,676,133 \$26,093,080	\$39,910,591 \$43,196,315	144.2% 165.5%	\$12,694,263 \$11,822,513	\$26,101,944 \$28,264,630	205.6% 239.1%	\$5,022,617 \$4,577,765	\$14,216,273 \$14,693,977	283.0% 321.0%	
2031	\$12,561,124	\$46,419,008	369.5%	\$22,807,199	\$41,17 <i>3</i> ,287 \$44,222,444	193.9%	\$24,494,192	\$46,419,008	189.5%	\$10,966,130	\$28,204,030	239.1%	\$4,153,752	\$14,093,977 \$15,024,617	361.7%	
2032	\$11,739,414	\$49,285,574	419.8%	\$21,308,338	\$46,932,523	220.3%	\$22,891,858	\$49,285,574	215.3%	\$10,128,089	\$32,380,994	319.7%	\$3,751,726	\$15,311,247	408.1%	
2034	\$10,919,016	\$51,898,231	475.3%	\$19,812,386	\$49,404,440	249.4%	\$21,292,081	\$51,898,231	243.7%	\$9,311,196	\$34,251,194	367.8%	\$3,372,683	\$15,632,683	463.5%	
2035	\$10,105,518	\$54,084,733	535.2%	\$18,329,580	\$51,474,574	280.8%	\$19,705,760	\$54,084,733	274.5%	\$8,518,526	\$35,931,289	421.8%	\$3,017,259	\$15,880,378	526.3%	
2036	\$9,302,440	\$55,989,370	601.9%	\$16,866,410	\$53,279,703	315.9%	\$18,139,758	\$55,989,370	308.7%	\$7,754,746	\$37,380,944	482.0%	\$2,685,767	\$15,997,203	595.6%	
2037 2038	\$8,517,272 \$7,753,831	\$57,282,982 \$58,110,588	672.6% 749.4%	\$15,436,565 \$14,047,037	\$54,505,501 \$55,289,916	353.1% 393.6%	\$16,608,681 \$15,119,970	\$57,282,982 \$58,110,588	344.9% 384.3%	\$7,023,678 \$6,328,865	\$38,565,699 \$39,461,369	549.1% 623.5%	\$2,378,249 \$2,094,573	\$15,972,919 \$15,916,723	671.6% 759.9%	
2038	\$7,017,899	\$58,309,681	830.9%	\$12,708,334	\$55,478,575	436.6%	\$13,684,902	\$58,309,681	426.1%	\$5,672,033	\$40,033,662	705.8%	\$1,834,499	\$15,880,164	865.6%	
2040	\$6,312,743	\$58,048,199	919.5%	\$11,426,360	\$55,230,404	483.4%	\$12,309,850	\$58,048,199	471.6%	\$5,055,023	\$40,267,909	796.6%	\$1,597,550	\$15,722,456	984.2%	
2041	\$5,644,432	\$57,065,020	1011.0%	\$10,212,069	\$54,295,700	531.7%	\$11,006,642	\$57,065,020	518.5%	\$4,479,384	\$40,151,293	896.4%	\$1,383,018	\$15,357,357	1110.4%	
2042	\$5,015,075	\$55,660,490	1109.9%	\$9,069,251	\$52,959,206	583.9%	\$9,779,397	\$55,660,490	569.2%	\$3,946,219	\$39,701,220	1006.1%	\$1,189,980	\$14,775,880	1241.7%	
2043	\$4,428,027	\$53,775,194	1214.4%	\$8,003,948	\$51,164,613	639.2%	\$8,634,652	\$53,775,194	622.8%	\$3,455,999	\$38,921,067	1126.2%	\$1,017,377	\$14,092,421	1385.2%	
2044 2045	\$3,884,223 \$3,386,390	\$51,638,455 \$48,984,351	1329.4% 1446.5%	\$7,017,780 \$6,115,543	\$49,130,015 \$46,602,500	700.1% 762.0%	\$7,574,234 \$6,603,461	\$51,638,455 \$48,984,351	681.8% 741.8%	\$3,008,515 \$2,603,284	\$37,831,220 \$36,453,432	1257.5% 1400.3%	\$864,162 \$729,175	\$13,346,723 \$12,465,352	1544.5% 1709.5%	
2045	\$2,933,753	\$46,093,807	1571.2%	\$5,295,677	\$43,849,623	828.0%	\$5,720,819	\$46,093,807	805.7%	\$2,239,175	\$34,818,470	1555.0%	\$611,156	\$11,429,539	1870.2%	
2047	\$2,526,169	\$42,981,477	1701.4%	\$4,557,795	\$40,885,146	897.0%	\$4,926,030	\$42,981,477	872.5%	\$1,914,501	\$32,957,943	1721.5%	\$508,708	\$10,296,150	2024.0%	
2048	\$2,161,596	\$39,877,118	1844.8%	\$3,898,129	\$37,927,606	973.0%	\$4,215,112	\$39,877,118	946.1%	\$1,627,180	\$30,906,462	1899.4%	\$420,355	\$9,187,103	2185.6%	
2049	\$1,839,218	\$36,618,047	1991.0%	\$3,315,135	\$34,823,176	1050.4%	\$3,586,475	\$36,618,047	1021.0%	\$1,374,845	\$28,720,109	2089.0%	\$344,807	\$8,174,017	2370.6%	
2050	\$1,555,941 \$1,309,200	\$33,407,118 \$30,252,308	2147.1% 2310.7%	\$2,803,160 \$2,357,486	\$31,764,401 \$28,758,562	1133.2% 1219.9%	\$3,034,085 \$2,552,940	\$33,407,118 \$30,252,308	1101.1% 1185.0%	\$1,154,896 \$964,568	\$26,456,722 \$24,165,810	2290.8% 2505.4%	\$280,762	\$7,237,095 \$6,351,683	2577.7% 2798.7%	
2051 2052	\$1,309,200 \$1,095,464	\$30,252,308 \$27,317,677	2310.7% 2493.7%	\$2,357,480 \$1,971,662	\$28,758,562 \$25,961,511	1219.9% 1316.7%	\$2,552,940 \$2,136,155	\$30,252,308 \$27,317,677	1278.8%	\$964,568	\$24,165,810 \$21,890,651	2505.4% 2732.5%	\$226,950 \$182,039	\$5,507,847	2798.7% 3025.6%	
2052	\$912,205	\$24,471,525	2682.7%	\$1,641,055	\$23,249,286	1416.7%	\$1,778,801	\$24,471,525	1375.7%	\$635,326	\$18,730,525	2948.2%	\$143,842	\$4,694,636	3263.7%	
2054	\$755,841	\$21,839,933	2889.5%	\$1,359,144	\$20,742,467	1526.1%	\$1,473,891	\$21,839,933	1481.8%	\$396,457	\$12,246,307	3088.9%	\$97,480	\$3,357,902	3444.7%	
2055	\$623,377	\$19,356,767	3105.1%	\$1,120,460	\$18,379,386	1640.3%	\$1,215,584	\$19,356,767	1592.4%	\$184,821	\$5,908,815	3197.0%	\$53,126	\$1,907,367	3590.2%	
2056 2057	\$511,568 \$417,973	\$17,067,164 \$14,879,620	3336.2% 3560.0%	\$919,089 \$750,583	\$16,204,242 \$14,129,810	1763.1% 1882.5%	\$997,557 \$815,047	\$17,067,164 \$14,879,620	1710.9% 1825.6%	\$40,868 \$5,647	\$1,319,710 \$182,836	3229.2% 3237.8%	\$18,338 \$3,480	\$673,788 \$129,305	3674.3% 3715.6%	
2057 2058	\$417,973 \$339,855	\$14,879,620 \$12,884,975	3560.0% 3791.3%	\$750,583 \$609,989	\$14,129,810 \$12,240,518	1882.5% 2006.7%	\$815,047 \$662,718	\$14,879,620 \$12,884,975	1825.6% 1944.3%	\$5,647 \$743	\$182,836 \$24,381	3237.8% 3279.3%	\$3,480	\$129,305 \$13,174	3715.6% 3733.5%	
2058	\$275,053	\$11,072,289	4025.5%	\$493,396	\$10,524,080	2133.0%	\$536,353	\$11,072,289	2064.4%	\$0	\$0	0.0%	\$22	\$839	3758.9%	
2060	\$221,462	\$9,479,426	4280.4%	\$397,012	\$9,015,030	2270.7%	\$431,851	\$9,479,426	2195.1%	\$0	\$0	0.0%	\$0	\$0	0.0%	
2061	\$177,479	\$8,039,313	4529.7%	\$317,942	\$7,648,988	2405.8%	\$346,084	\$8,039,313	2322.9%	\$0	\$0	0.0%	\$0	\$0	0.0%	
2062	\$141,452 \$112,100	\$6,786,438 \$5,600,745	4797.7%	\$253,209	\$6,458,480 \$5,415,725	2550.7%	\$275,832 \$218,612	\$6,786,438 \$5,600,745	2460.4%	\$0 \$0	\$0 \$0	0.0%	\$0 \$0	\$0 \$0	0.0%	
2063 2064	\$112,109 \$88,287	\$5,690,745 \$4,763,543	5076.1% 5395.5%	\$200,518 \$157,774	\$5,415,725 \$4,532,067	2700.9% 2872.5%	\$218,613 \$172,159	\$5,690,745 \$4,763,543	2603.1% 2766.9%	\$0 \$0	\$0 \$0	0.0% 0.0%	\$0 \$0	\$0 \$0	0.0% 0.0%	
2065	\$69,115	\$3,943,709	5706.0%	\$123,406	\$3,750,411	3039.1%	\$134,773	\$3,943,709	2926.2%	\$0 \$0	\$0 \$0	0.0%	\$0 \$0	\$0 \$0	0.0%	
2066	\$53,737	\$3,224,746	6001.0%	\$95,865	\$3,065,580	3197.8%	\$104,787	\$3,224,746	3077.4%	\$0	\$0	0.0%	\$0	\$0	0.0%	
2067	\$41,492	\$2,596,031	6256.7%	\$73,953	\$2,467,863	3337.1%	\$80,909	\$2,596,031	3208.6%	\$0	\$0	0.0%	\$0	\$0	0.0%	
2068	\$31,785	\$2,059,277	6478.9%	\$56,596	\$1,958,882	3461.2%	\$61,980	\$2,059,277	3322.5%	\$0 \$0	\$0 \$0	0.0%	\$0 \$0	\$0 \$0	0.0%	
2069	\$24,161 \$18,201	\$1,600,909 \$1,226,005	6626.1% 6741.0%	\$42,976 \$32,340	\$1,525,067 \$1,171,060	3548.6%	\$47,113 \$35,401	\$1,600,909 \$1,226,005	3398.0%	\$0 \$0	\$0 \$0	0.0%	\$0 \$0	\$0 \$0	0.0% 0.0%	
2070 2071	\$18,201 \$13,588	\$1,226,905 \$926,528	6741.0% 6818.9%	\$32,340 \$24,116	\$1,171,060 \$886,258	3621.1% 3675.0%	\$35,491 \$26,496	\$1,226,905 \$926,528	3456.9% 3496.9%	\$0 \$0	\$0 \$0	0.0% 0.0%	\$0 \$0	\$0 \$0	0.0% 0.0%	
2071 2072+	\$15,588	\$2,628,724	7464.9%	\$62,261	\$2,521,668	4050.2%	\$68,668	\$2,628,724	3828.2%	\$0 \$0	\$0 \$0	0.0%	\$0 \$0	\$0 \$0	0.0%	
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	Earned Premium	Current Rates Incurred Claims	Loss Ratios	Earned Premium	Proposed Rates Incurred Claims	Loss Ratios	Rates Earned Premium	Restated from Ince Incurred Claims	eption Loss Ratios	Pri Earned Premium	or Assumption Rate Incurred Claims	es Loss Ratios	Earned Premium	Original Rates Incurred Claims	Loss Ratios	
Historical (YE2021)	\$425,512,642	\$136,480,752	32.1%	\$425,512,642	\$136,480,752	32.1%	\$1,234,529,128	\$136,480,752	11.1%	\$425,512,642	\$136,480,752	32.1%	\$368,325,126	\$74,205,545	20.1%	
Projected Future (2022 +)	\$198,121,769	\$698,445,908	352.5%	\$340,248,657	\$666,741,260	196.0%	\$386,337,449	\$698,445,908	180.8%	\$179,367,342	\$467,170,013	260.5%	\$72,992,447	\$214,864,253	294.4%	
Total Lifetime Anticipated	\$623,634,411	\$834,926,660	133.9%	\$765,761,299	\$803,222,012	104.9%	\$1,620,866,576	\$834,926,660	51.5%	\$604,879,985	\$603,650,764	99.8%	\$441,317,573	\$289,069,798	65.5%	

#### Attachment 3 Allianz Life Insurance Company of North America Nationwide Experience Policy Form Series: GPR 5% Compound Inflation Policies As of 12/31/2021 Historical and Projected Experience

200         32:07%         50         0.0%         59:14:223         50         0.0%         59:20%         50         0.0%           206         33:1071:28         34:714         0.1%         33:1071:28         34:714         0.1%         33:1071:28         34:714         0.1%         33:1071:28         34:714         0.1%         33:1071:28         34:714         0.1%         33:1071:28         34:714         0.1%         33:1071:28         34:714         0.0%         53:1071:28         34:714         0.0%         53:1071:28         34:714         0.0%         53:1071:28         34:714         53:1071:28         31:101:28	Original Premiums From InceptionEarned PremiumIncurred ClaimsLoss $\$256,796$ $\$6,044$ 2. $\$5,410,347$ $\$130,721$ 2. $\$13,044,124$ $\$381,903$ 2. $\$20,892,138$ $\$747,100$ 3. $\$24,218,996$ $\$1,135,156$ 4. $\$24,216,260$ $\$1,537,000$ 6. $\$23,459,643$ $\$1,990,225$ 8. $\$22,621,229$ $\$2,499,331$ 11. $\$21,783,362$ $\$3,049,659$ 14. $\$20,947,087$ $\$3,633,032$ 17. $\$20,109,472$ $\$4,243,787$ 21. $\$19,272,471$ $\$4,880,650$ 25. $\$18,436,942$ $\$5,526,800$ 30. $\$17,603,522$ $\$6,179,820$ 35. $\$16,773,340$ $\$6,854,632$ 40. $\$15,947,976$ $\$7,578,982$ 47. $\$15,128,995$ $\$8,377,306$ 55. $\$14,317,737$ $\$9,237,851$ 64. $\$13,515,594$ $\$10,155,806$ 75. $\$11,945,803$ $\$12,204,218$ 102. $\$11,945,803$ $\$12,204,218$ 102. $\$10,433,970$ $\$14,534,413$ 139. $\$9,703,375$ $\$15,627,761$ 161. $\$8,991,759$ $\$16,626,805$ 184. $\$8,301,145$ $\$17,600,689$ 212. $\$7,633,637$ $\$18,592,844$ 243. $\$6,991,157$ $\$19,470,778$ 278. $\$6,375,461$ $$20,156,258$ 316. $\$5,788,252$ $$20,632,462$ 356. $\$5,788,252$ $$20,632,462$ 356. </th
2009         53,411,096         58,229         0.2%         51,411,042         56,229         0.1%         51,411,046         58,229         0.2%           2005         53,427,040         97,4140         4.0%         97,4140         4.0%         51,421,140         51,671,243         51,671,473         51,671,473         51,671,473         52,81,407         10,854         52,91,293         10,854         51,671,473         52,81,473         10,854         51,671,473         52,81,473         10,854         51,671,473         52,81,473         52,81,473         52,81,473         52,81,473         52,81,473         52,81,473         52,81,473         52,81,473         52,81,473         52,81,473         52,81,473         52,81,473	$\begin{array}{c ccccccccccccccccccccccccccccccccccc$
2009         53,411,096         58,229         0.2%         51,411,042         56,229         0.1%         51,411,046         58,229         0.2%           2005         53,427,040         97,4140         4.0%         97,4140         4.0%         51,421,140         51,671,243         51,671,473         51,671,473         51,671,473         52,81,407         10,854         52,91,293         10,854         51,671,473         52,81,473         10,854         51,671,473         52,81,473         10,854         51,671,473         52,81,473         52,81,473         52,81,473         52,81,473         52,81,473         52,81,473         52,81,473         52,81,473         52,81,473         52,81,473         52,81,473         52,81,473	$\begin{array}{c ccccccccccccccccccccccccccccccccccc$
2005         813/071_248         316/071         0.1%         812/071_248         516/071         0.0%         516/071         516/071         0.0%         516/071         0.0%         516/071         0.0%         516/071         0.0%         516/071         0.0%	$\begin{array}{c ccccccccccccccccccccccccccccccccccc$
2006         S20,985,110         3976,153         4.7%         S20,985,110         3976,153         4.7%         S20,985,73         5776,153         1.1%         S20,985,100         397,153         4.7%         S20,985,73         5776,153         1.1%         S20,985,100         S21,102,723         S12,324,59         6.7%         557,102,723         S12,324,59         6.7%         557,103,723         S12,324,59         6.7%         S12,424,56         6.7%         S12,414,56         S12,414	$\begin{array}{c ccccccccccccccccccccccccccccccccccc$
2007         52:47:52:00         51:19:4806         4.9%         52:47:52:00         51:19:4806         1.9%         52:17:52:00         51:19:4806         4.9%         52:17:52:00         51:10:4806         4.9%         52:17:52:00         51:10:480	$\begin{array}{c ccccccccccccccccccccccccccccccccccc$
2006         S24,705.728         S12,204,511         6.24         542,007,529         S42,007,228         S12,204,511         2.40         S22,007,228         S12,204,511         2.50         S12,205,203	$\begin{array}{c ccccccccccccccccccccccccccccccccccc$
2009         S24,021,SN         22,023,79         10,86         54,218,127,27         32,281,107         10,86         52,281,107         10,86         52,281,107         10,86         52,281,107         10,86         52,281,107         10,86         52,281,107         10,86         52,281,107         10,86         52,281,107         10,86         52,281,107         10,86         52,281,107         10,86         52,281,107         10,86         52,281,107         10,86         52,281,107         10,86         52,281,107         10,86,16         54,107,56         10,86         52,281,107         10,86,16         54,107,56         12,86         52,281,107         10,86,16         54,107,56         12,86         52,281,277         55,265,108         10,86,16         54,107,56         12,86         52,281,277         55,265,108         10,86,16         54,107,28         55,265,108         10,86,16         54,107,108         54,101	$\begin{array}{c ccccccccccccccccccccccccccccccccccc$
2011         \$22,007,872         \$944,656         4.7%         \$22,007,872         \$944,656         4.2%         \$58,440,54         \$944,656         1.6%         \$57,2172         \$944,656         4.2%         \$57,407,57         \$55,407         \$57,407,57         \$55,407         \$55,207,877         \$55,207,877         \$55,207,877         \$55,207,877         \$55,207,877         \$55,207,877         \$55,207,877         \$55,207,877         \$55,207,877         \$55,207,877         \$55,207,877         \$55,207,877         \$55,207,877         \$55,207,877         \$55,207,877         \$55,207,878         \$55,207,207         \$55,207,208         \$55,207,207         \$55,207,208         \$55,207,207         \$55,207,208         \$55,207,207         \$55,207,208         \$55,207,208         \$55,207,208         \$55,207,208         \$55,207,208         \$55,207,208         \$55,207,208         \$55,207,208	$\begin{array}{c ccccccccccccccccccccccccccccccccccc$
9012         922,200,808         83,872,657         16.5%         822,200,808         81,672,677         16.5%         822,800,808         81,672,677         16.5%         822,800,808         81,672,677         16.5%         822,800,808         81,672,677         16.5%         822,800,808         81,672,677         16.5%         822,800,808         81,672,677         16.5%         822,800,808         81,672,677         16.5%         822,800,808         81,672,677         16.5%         822,800,710         10.6%         821,816,816         81,002,838         81,857,839         823,800,714         10.6%         821,816,816         81,002,838         81,857,839         823,823,839         83,837,839         83,837,839         83,837,839         83,837,839         83,837,839         83,837,839         83,837,839         83,837,839         83,837,839         83,837,839         83,837,839         84,837,839         83,837,839 <t< td=""><td><math display="block">\begin{array}{c ccccccccccccccccccccccccccccccccccc</math></td></t<>	$\begin{array}{c ccccccccccccccccccccccccccccccccccc$
2013         \$11,816,816         \$14,025,63         18,5%         \$21,816,816         \$44,025,63         17,0%         \$21,816,816         \$44,025,63         18,5%         2015           2015         \$20,097,794         \$6,774,10         32,2%         \$20,097,794         \$6,774,10         32,2%         \$20,097,794         \$6,774,10         32,2%         \$20,097,794         \$6,774,10         32,2%         \$20,097,794         \$6,774,10         32,2%         \$20,097,794         \$6,774,10         32,2%         \$20,097,794         \$6,774,10         32,2%         \$20,097,794         \$6,774,10         32,2%         \$20,097,794         \$6,774,10         32,2%         \$20,097,794         \$6,774,10         32,2%         \$20,097,794         \$6,774,10         \$20,097,294         \$6,741,10         \$20,097,294         \$6,741,10         \$20,097,29         \$21,061,87         \$21,092,20         \$1,064         \$22,092,20         \$1,064         \$22,092,20         \$1,064         \$22,092,20         \$1,064         \$22,092,20         \$1,064         \$22,092,20         \$1,064         \$22,092,20         \$1,064,30         \$21,061,87         \$1,20,92,20         \$1,064,30         \$21,061,87         \$1,064,30         \$21,061,87         \$21,061,87         \$21,061,87         \$21,061,87         \$21,061,87         \$21,060,40         \$27,077,79	$\begin{array}{c ccccccccccccccccccccccccccccccccccc$
2014         \$21,385,047         \$23,087,047         \$29,09,047         \$20,067,047         \$29,067,047         \$20,067,047         \$20,067,047         \$20,067,047         \$20,067,047         \$20,067,047         \$20,07,047         \$21,07,048         \$21,07,048         \$21,07,048         \$21,07,048         \$21,07,048         \$21,07,048         \$21,07,048         \$21,07,048         \$21,07,048         \$21,07,048         \$21,07,048         \$21,07,048         \$21,07,048         \$21,07,048         \$21,	$\begin{array}{c ccccccccccccccccccccccccccccccccccc$
2015         20207.794         50.77.410         32.2%         553.06.810         557.06.810         567.74.310         12.2%         50.97.794         50.74.310         32.2%         50.74.310         32.2%         50.74.310         32.2%         50.74.310         32.2%         50.74.310         32.2%         50.74.310         32.78.93         50.77.910         58.77.9100         58.77.920         50.77.910         58.77.9100         58.77.920         51.76.78         50.77.9100         58.77.920         51.76.85         51.77.9100         58.77.920         51.76.85         51.77.9100         58.77.920         51.76.85         51.77.97.92         55.86         50.007.111         51.249.250         31.46.8         51.81.77.920         51.76.85         57.77.97.97         55.86         52.009.20         51.76.85         52.009.20         51.47.85         52.009.20         51.47.85         52.009.20         51.47.85         52.009.20         51.78.97         52.86         52.009.20         51.78.97         52.86         52.009.20         51.78.97         52.86         52.009.20         51.87.85         52.009.20         51.87.85         52.009.20         51.87.85         52.009.20         51.87.85         52.009.20         51.87.85         52.009.20         51.87.85         52.009.20         51.87.85         52	$\begin{array}{c ccccccccccccccccccccccccccccccccccc$
2016         320,044,554         56,832,065         33.5%         52,0444,554         56,832,065         32.772,088         56,853,065         12.7%         S20,044,554         56,853,075         33.5%         52           2018         522,052,178         510,813,708         47,8%         522,025,178         510,813,708         47,8%         522,052,178         510,813,708         47,8%         522,052,178         510,813,708         47,8%         522,052,178         510,813,708         47,8%         522,052,178         510,813,708         47,8%         522,052,178         510,813,708         47,8%         522,052,178         510,813,708         47,8%         522,052,178         510,815,708         511,4%         550,871,445         522,052,012,403         514,4%         540,914,548         520,944,563         520,947,579         95,8%         520,998,743         512,759,729         95,8%         520,998,743         512,759,729         95,8%         520,998,748         512,759,729         95,8%         520,997,748         512,759,729         95,8%         520,997,749         512,759,729         95,8%         520,997,748         512,729,729         95,8%         520,997,748         512,729,729         95,8%         520,997,748         512,729,729         95,8%         520,997,749         512,729,729         55,8%	$\begin{array}{c ccccccccccccccccccccccccccccccccccc$
2017         \$22,072,002         \$8,756,394         43.6%         52         \$22,875,394         43.6%         52         \$22,875,394         43.6%         52           2019         \$23,155,178         \$10,817,708         7.8%         \$52,485,178         \$10,817,708         7.8%         \$52,877,857         \$10,817,708         7.8%         \$22,485,178         \$10,817,708         7.8%         \$22,485,178         \$10,817,708         7.8%         \$22,496,187         \$12,49,250         \$1,4%         \$22,496,187         \$12,49,250         \$1,4%         \$22,496,187         \$12,49,250         \$1,4%         \$24,496,187         \$12,49,250         \$1,4%         \$24,496,187         \$12,49,250         \$1,4%         \$24,496,187         \$12,49,250         \$1,4%         \$24,496,187         \$12,49,250         \$1,4%         \$24,496,187         \$12,49,250         \$1,4%         \$24,496,118         \$12,475,248         \$1,16,768         \$12,472,298         \$1,4%         \$24,496,118         \$12,475,248         \$1,16,768         \$24,976,118         \$12,476,368         \$12,478,368         \$24,996,148         \$12,476,4292         \$12,476,4292         \$12,478         \$26,076,368         \$23,170,170         \$12,478,488         \$23,190,170         \$12,478,488         \$23,190,170         \$12,478,488         \$23,190,170         \$14,478,488	$\begin{array}{c ccccccccccccccccccccccccccccccccccc$
2018         \$22,65,178         \$10,81,708         47.8%         52,65,178         \$10,81,708         47.8%         52,65,178         \$10,81,708         47.8%         52,65,178         \$10,81,708         47.8%         52,65,178         \$10,81,708         47.8%         52,65,178         \$10,81,708         47.8%         52,65,178         \$10,81,708         47.8%         52,65,778         51,68,748         \$10,81,708         47.8%         52,208,728         51,52,480         68,118         52,228,238         \$18,52,480         68,118         52,228,238         \$18,52,480         68,118         52,228,238         \$15,227,29         53,8%         \$10,41,279         31,78         \$27,228,238         \$15,224,780         53,178         51,08,13,788         42,144,298         \$15,141,290         31,78         52,770         53,8%         51,01,217,019         31,271,730         53,178         51,78	$\begin{array}{c ccccccccccccccccccccccccccccccccccc$
2019         \$21,496,187         \$12,489,250         \$14,48         \$50,867,144         \$12,492,250         \$12,489,250         \$14,48         \$2           2021         \$27,282,38         \$15,522,480         \$61,16         \$27,282,38         \$15,522,480         \$21,855,2440         \$51,855,2440         \$52,887,729         \$6,88         \$52,887,729         \$6,88         \$52,887,729         \$6,88         \$52,887,729         \$6,88         \$52,887,729         \$6,88         \$52,887,729         \$6,88         \$52,887,729         \$6,88         \$52,887,729         \$6,88         \$52,887,823         \$51,817,953         \$51,847,93         \$52,877,729         \$6,88         \$52,887,823         \$51,817,913         \$51,847,83         \$52,887,83 <td><math display="block">\begin{array}{c ccccccccccccccccccccccccccccccccccc</math></td>	$\begin{array}{c ccccccccccccccccccccccccccccccccccc$
2020         \$37,228,328         \$18,532,480         68,1%         \$49,967,314         \$18,532,480         37,1%         \$32,228,328         \$18,532,480         68,1%         \$2           2021         \$23,802,641         \$16,412,999         \$8,685,923         \$16,412,997         \$26,866         \$22,000,065         \$27,779,729         \$5,868         \$20,000,065         \$27,710,503         \$15,246,750         \$15,247,729         \$5,266         \$22,066,7186         \$12,710,503         \$15,246,750         \$15,247,729         \$25,868         \$22,000,038         \$21,460,89         \$22,07,170         \$12,771,700         \$12,771,700         \$12,771,700         \$12,771,700         \$12,766,7178         \$12,721,483         \$6,52,64         \$54,542,546         \$52,116,009         \$13,89,493         \$9,048,89         \$21,800,38         \$18,480,913         \$0,069         \$22,071,70         \$12,766,718         \$12,726,778         \$12,35,640,813         \$52,401,230         \$22,071,70         \$12,766,718         \$12,726,778         \$12,35,640,813         \$52,401,230         \$12,85,840         \$13,159,423         \$14,859,348         \$12,35,848,999         \$12,35,848,999         \$12,35,848,999         \$12,35,848,999         \$12,766,718         \$12,726,778         \$12,766,718         \$12,728,729         \$12,768         \$12,728,729         \$12,788         \$12,12,12,	$\begin{array}{c ccccccccccccccccccccccccccccccccccc$
2021         \$\$29,089,026         \$\$27,879,729         95.8%         \$\$49,048,598         \$\$27,879,729         95.8%         \$\$29,089,026         \$\$27,879,729         95.8%         \$\$           2023         \$\$27,515,55         \$19,756,819         71.8%         \$10,022,96         \$16,412,999         \$47,065,504         \$22,136,736         \$17,71,85         \$15,241,750         \$17,045         \$12,21,143         \$65,229,033         \$11,471,297         \$12,464,229         \$12,76,619         \$22,62,033         \$12,471,237         \$12,464,242         \$23,136,039         \$12,471,138         \$65,229,033         \$12,491,230,138         \$12,401,230,138         \$12,401,230,138         \$12,401,230,138         \$12,401,230,138         \$12,401,230,138         \$12,401,230,138         \$12,401,230,138         \$12,401,230,138         \$12,401,230,138         \$12,401,230,138         \$12,401,230,138         \$12,71,2707         \$12,757,407         \$12,7707         \$12,7707         \$12,757,407         \$12,7707         \$12,757,407         \$12,7707         \$12,758         \$12,757,407         \$12,7707         \$12,7707         \$12,758         \$12,757,407         \$12,7707         \$12,7707         \$12,758         \$12,757,407         \$12,7707         \$12,758         \$12,757,407         \$12,7707         \$12,758         \$12,771,707         \$12,758         \$12,715,1355         \$	\$13,515,594         \$10,155,806         75.           \$12,724,296         \$11,134,153         87.           \$11,945,803         \$12,204,218         102.           \$11,181,893         \$13,370,328         119.           \$10,433,970         \$14,534,413         139.           \$9,703,375         \$15,627,761         161.           \$8,991,759         \$16,626,805         184.           \$8,301,145         \$17,600,689         212.           \$7,633,637         \$18,592,844         243.           \$6,991,157         \$19,470,778         278.           \$6,375,461         \$20,156,258         316.           \$5,788,252         \$20,632,462         356.           \$4,705,488         \$21,471,025         456.           \$4,212,265         \$21,823,264         518.           \$3,751,944         \$22,010,038         586.
2022         528.08/9.41         516.412.999         98.4%         547.265.091         81.64.12.999         94.7%         522.770.503         512.64.750         55.1%         5           2024         525.607.856         523.116.038         66.7%         543.255.13         522.475.23         523.467.435         523.507.435         523.200.303         514.469.49         77.0%         52           2025         525.856.822         527.047.10         524.475.244         527.477.10         62.07         523.690.335         514.494.39         77.0%         52           2026         522.970.860         531.519.423         126.4%         544.752.24         527.477.10         62.076.37         523.400.385         521.576.36         522.157.66	\$12,724,296       \$11,134,153       87         \$11,945,803       \$12,204,218       102         \$11,181,893       \$13,370,328       119         \$10,433,970       \$14,534,413       139         \$9,703,375       \$15,627,761       161         \$8,991,759       \$16,626,805       184         \$8,301,145       \$17,600,689       212         \$7,633,637       \$18,592,844       243         \$6,991,157       \$19,470,778       278         \$6,375,461       \$20,156,258       316         \$5,788,252       \$20,632,462       356         \$4,705,488       \$21,471,025       456         \$4,212,265       \$21,823,264       518         \$3,751,944       \$22,010,038       586
2023         \$27,515,356         \$19,756,819         71,8%         \$44,040,259         \$19,472,277         48,2%         \$46,644,222         \$19,756,819         \$42,6%         \$52,500,7478         \$12,71,438         \$62,7%         \$52,500,321         \$22,676,231         \$22,640,338         \$21,830,913         \$90,8%         \$22,500,321,519,422         \$12,646         \$44,212,812         \$30,818,344         76,2%         \$42,212,980,831,519,423         \$14,649,441         \$10,9%         \$22,176,320         \$22,176,320         \$22,177,301         \$24,442,941,90,9%         \$22,176,320         \$22,172,697         \$12,176,78         \$24,442,941,90,9%         \$22,177,770         \$20,978,47         \$17,76,706         \$22,978,47         \$17,76,766         \$22,978,407         \$12,76%         \$35,529,400         \$13,539,47,470,005         \$12,76%         \$20,397,373         \$17,77,70,00         \$17,77,70,00         \$17,77,70,00         \$12,76%         \$35,529,400         \$45,566,64         \$13,77,77,70,05         \$12,76%         \$13,77,77,70,00         \$12,76%         \$13,77,77,70,00         \$17,77,70,00         \$12,76%         \$13,77,77,70,00         \$12,76%         \$13,77,77,70,00         \$12,76%         \$13,77,77,70,00         \$12,76%         \$13,77,77,70,00         \$12,76%         \$13,77,77,70,00         \$12,76%         \$13,77,77,70,00         \$12,76%         \$13,77,77,70,00 </td <td>\$11,945,803       \$12,204,218       102         \$11,181,893       \$13,370,328       119         \$10,433,970       \$14,534,413       139         \$9,703,375       \$15,627,761       161         \$8,991,759       \$16,626,805       184         \$8,301,145       \$17,600,689       212         \$7,633,637       \$18,592,844       243         \$6,991,157       \$19,470,778       278         \$6,375,461       \$20,156,258       316         \$5,788,252       \$20,632,462       356         \$4,705,488       \$21,471,025       456         \$4,212,265       \$21,823,264       518         \$3,751,944       \$22,010,038       586</td>	\$11,945,803       \$12,204,218       102         \$11,181,893       \$13,370,328       119         \$10,433,970       \$14,534,413       139         \$9,703,375       \$15,627,761       161         \$8,991,759       \$16,626,805       184         \$8,301,145       \$17,600,689       212         \$7,633,637       \$18,592,844       243         \$6,991,157       \$19,470,778       278         \$6,375,461       \$20,156,258       316         \$5,788,252       \$20,632,462       356         \$4,705,488       \$21,471,025       456         \$4,212,265       \$21,823,264       518         \$3,751,944       \$22,010,038       586
2024         \$23,073,085         \$23,136,039         8.6.7%         \$34,325,136         \$22,476,230         \$54,506,480         \$23,136,039         \$1.3%         \$25,200,308         \$21,490,499         77,0%         \$2           2026         \$24,490,003         \$31,519,423         126,4%         \$40,422,812         \$50,816,350,2289         91,0%         \$42,126,908         \$31,519,423         74,8%         \$22,277,308         \$21,707         127,8%           2027         \$23,797,124         \$36,640,045         \$12,1%         \$33,897,401         \$53,622,892         91,0%         \$42,126,908         \$31,519,423         \$20,973,38         \$21,970,408         \$21,970,401         \$22,977,809         \$21,970,477,105         128,8%         \$51,409,405         \$91,904,404         \$32,977,876         147,6%           2030         \$20,858,468         \$53,818,272         28,80%         \$53,919,801         178,8%         \$33,438,68         \$59,919,801         33,378,666         \$57,917,910         128,85         \$14,949,816         \$56,158,887         200,58         \$15,479,82         \$15,479,82         \$14,979,418         \$21,859,2146         \$56,158,887         200,56         \$15,459,812         \$13,481,417,81         \$14,949,416         \$16,477,220         \$22,471,968         \$13,452,518         \$21,478,786	\$11,181,893       \$13,370,328       119         \$10,433,970       \$14,534,413       139         \$9,703,375       \$15,627,761       161         \$8,991,759       \$16,626,805       184         \$8,301,145       \$17,600,689       212         \$7,633,637       \$18,592,844       243         \$6,991,157       \$19,470,778       278         \$6,375,461       \$20,156,258       316         \$5,788,252       \$20,632,462       356         \$4,705,488       \$21,471,025       456         \$4,212,265       \$21,823,264       518         \$3,751,944       \$22,010,038       586
$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$	\$10,433,970 \$14,534,413 139 \$9,703,375 \$15,627,761 161 \$8,991,759 \$16,626,805 184 \$8,301,145 \$17,600,689 212 \$7,633,637 \$18,592,844 243 \$6,991,157 \$19,470,778 278 \$6,375,461 \$20,156,258 316 \$5,788,252 \$20,632,462 356 \$5,231,128 \$21,032,108 402 \$4,705,488 \$21,471,025 456 \$4,212,265 \$21,823,264 518 \$3,751,944 \$22,010,038 586
2026         524,930.63         531,519,423         126,4%         540,422,812         530,81,284         76,2%         542,126,908         531,519,423         74,8%         522,871,3%         524,401,29%         105,7%           2028         522,973,860         511,974,213         152,1%         533,622,410         536,622,822         91,0%         540,441,87         536,640,453         541,970,244         107,9%         537,353,181,27         177,0%         512,973,08         537,974,105         520,974,107         537,974,104         107,9%         533,853,19,423         547,470,005         152,5%         \$19,081,407         536,011,870         201,7%           2030         520,858,466         553,818,722         258,0%         533,495,64         552,449,109         813,459,423         540,417,7996         \$16,63,592         \$39,010,379         221,46%           2031         517,453,046         566,155,887         355,87         353,859,426         564,402,833         527,642,656         57,7582,994         214,979,875         31,459,431         271,9%         \$14,686,137         \$44,479,7875         31,40%           2034         51,615,797         557,647         457,469,645         57,7582,994         280,6%         \$14,970,475         31,40%         \$14,970,475         31,40% <td>\$9,703,375         \$15,627,761         161           \$8,991,759         \$16,626,805         184           \$8,301,145         \$17,600,689         212           \$7,633,637         \$18,592,844         243           \$6,991,157         \$19,470,778         278           \$6,375,461         \$20,156,258         316           \$5,788,252         \$20,632,462         356           \$4,705,488         \$21,471,025         456           \$4,212,265         \$21,823,264         518           \$3,751,944         \$22,010,038         586</td>	\$9,703,375         \$15,627,761         161           \$8,991,759         \$16,626,805         184           \$8,301,145         \$17,600,689         212           \$7,633,637         \$18,592,844         243           \$6,991,157         \$19,470,778         278           \$6,375,461         \$20,156,258         316           \$5,788,252         \$20,632,462         356           \$4,705,488         \$21,471,025         456           \$4,212,265         \$21,823,264         518           \$3,751,944         \$22,010,038         586
2028         \$22.979.869         \$41.970.244         182.6%         \$372.974.51         \$40.961.03         109.8%         \$38.884.036         \$41.970.244         107.9%         \$20.989.457         172.6%           2030         \$20.888.466         \$53.127.2         28.0%         \$33.895.645         \$52.495.80         \$43.383.93         \$53.133.25         \$53.187.22         182.5%         \$17.854.21         \$36.01.870         201.7%           2031         \$17.93.160         \$52.019.30         \$32.013.600         \$83.41.908         \$13.8%         \$33.199.333.19         \$53.187.22         \$41.970.341         214.9%           2032         \$18.959.406         \$66.158.87         325.8%         \$32.275.66         \$70.475.07         \$24.6%         \$31.252.81         \$31.408.017         \$41.970.341         214.9%           2033         \$17.423.109         \$72.209.122         \$43.3%         \$22.657.962         \$44.470.966         \$73.465.047         \$23.663.242         \$20.75         \$31.408.017         \$41.970.817         \$41.490.7241         \$41.450.727           2035         \$13.045.979         \$82.257.82         \$48.376         \$36.8%         \$23.650.243         \$82.255.82         \$21.7%         \$12.048.817         \$47.907.787         \$41.4749.787         \$41.4749.787         \$40.4749.	\$8,301,145       \$17,600,689       212         \$7,633,637       \$18,592,844       243         \$6,991,157       \$19,470,778       278         \$6,375,461       \$20,156,258       316         \$5,788,252       \$20,632,462       356         \$5,231,128       \$21,032,108       402         \$4,705,488       \$21,471,025       456         \$4,212,265       \$21,823,264       518         \$3,751,944       \$22,010,038       586
2029         \$21,995,73         \$47,77,005         217,6%         \$32,077,606         172,8%           2030         \$20,858,468         \$53,818,277         258,0%         \$53,818,271         \$52,875         \$17,842,21         \$52,011,870         201,7%           2031         \$19,741,882         \$59,918,01         303,3%         \$52,103,690         \$58,318,274         \$53,318,271         \$52,875         \$15,478,822         \$17,842,21         \$36,013,379         \$24,46%           2033         \$17,421,169         \$72,019,122         413,4%         \$53,378,766         \$70,979,560         246,9%         \$29,462,233         \$72,019,122         243,1%         \$14,4268,137         \$44,479,7875         314,04%           2035         \$15,494,5979         \$82,257,582         544,85%         \$24,452,66         \$80,442,960         \$23,658,974         366,677,582,94         280,871,671         314,04%         \$13,120,18,843         \$44,497,875         314,974           2035         \$15,494,8797         \$82,672,960         \$72,582,948         \$23,458,974         \$23,658,974         303,7677         316,058         \$11,916,343         \$44,497,375         314,974           2037         \$12,268,4313         \$90,376,677         717,258         \$20,472,066         \$21,974,417         \$10,97	\$7,633,637       \$18,592,844       243         \$6,991,157       \$19,470,778       278         \$6,375,461       \$20,156,258       316         \$5,788,252       \$20,632,462       356         \$5,231,128       \$21,032,108       402         \$4,705,488       \$21,471,025       456         \$4,212,265       \$21,823,264       518         \$3,751,944       \$22,010,038       586
2030         \$20,88,866         \$53,818,272         258,09         \$53,309,664         \$52,4149,580         184,7%         \$53,518,18,272         152,2%         \$17,554,221         \$36,011,870         201.7%           2031         \$19,741,852         \$59,919,800         178,853         \$35,918,8272         152,2%         \$15,439,822         \$41,979,341         271.9%           2033         \$11,743,169         \$72,019,122         413,4%         \$28,352,665         \$50,015,287         209,5%         \$15,439,822         \$41,979,451         271.9%           2034         \$16,277,261         \$77,882,994         477,8%         \$26,470,966         \$57,660,94         285,75,65         \$57,582,954         \$20,076         \$13,125,381         \$47,407,241         361,4%           2035         \$15,045,979         \$82,525,582         \$45,452,995         \$84,452,969         373,5%         \$21,656,924         \$80,971,957         377,6%         \$12,048,452         \$13,089,41         414,5%           2036         \$11,356,011         \$22,379         \$12,058,431         \$90,970,279         712,5%         \$22,057,482         \$30,07,470         470,22         \$33,567,824         \$40,0%           2037         \$12,648,413         \$90,970,729         712,5%         \$13,888,88         \$90	\$6,991,157 \$19,470,778 278 \$6,375,461 \$20,156,258 316 \$5,788,252 \$20,632,462 356 \$5,231,128 \$21,032,108 402 \$4,705,488 \$21,471,025 456 \$4,212,265 \$21,823,264 518 \$3,751,944 \$22,010,038 586
2031       \$19,74,1852       \$59,919,801       303,5%       \$32,103,600       \$58,361,008       181,8%       \$33,493,868       \$59,919,801       178,9%       \$16,636,592       \$39,030,379       224,019         2033       \$17,423,169       \$72,019,122       413,4%       \$28,378,666       \$70,079,506       246,9%       \$29,652,633       \$77,582,994       \$84,797,97,75       340,94         2034       \$16,237,261       \$77,582,994       \$48,85       \$24,552,656       \$80,245,760       326,8%       \$25,661,337       \$82,255,82       \$21,758       \$84,97,94,774       361,445,774         2036       \$13,845,711       \$86,971,957       \$02,764       \$80,926,779       \$23,558,924       \$86,971,957       \$67,676       \$10,945,852       \$51,869,581       473,9%         2036       \$13,850,115       \$92,907,407       \$80,446       \$17,085,911       \$21,646,433       \$33,772,101       \$12,72,36       \$84,925,556       \$54,868,167       613,34%         2038       \$11,536,015       \$92,907,407       \$80,446       \$17,085,911       \$91,606,25       \$55,996       \$17,485,233       \$94,273,101       \$52,725,56       \$94,473,877       \$90,906       \$12,73,101       \$52,725,56       \$94,478,778       \$14,992       \$80,453,370,906,81,167       \$13,894,453,46	\$6,375,461 \$20,156,258 316 \$5,788,252 \$20,632,462 356 \$5,231,128 \$21,032,108 402 \$4,705,488 \$21,471,025 456 \$4,212,265 \$21,823,264 518 \$3,751,944 \$22,010,038 586
2032       \$18,893,406       \$66,155,887       355,89%       \$30,259,426       \$54,402,803       \$212,8%       \$31,579,239       \$56,155,887       209,5%       \$14,326,137,823       \$14,326,137,823       \$14,326,137,823       \$14,326,137,823       \$14,326,137,823       \$14,326,137,823       \$14,326,137,83       \$14,326,137,83       \$14,326,137,83       \$14,326,137,85       \$14,326,137,85       \$12,345,11       \$14,326,137,85       \$12,345,11       \$14,326,137,85       \$12,345,11       \$14,326,137,85       \$12,345,11       \$13,457,111       \$12,345,11       \$13,457,111       \$12,345,11       \$13,457,111       \$12,345,11       \$13,457,111       \$12,345,11       \$13,457,111       \$14,326,137       \$12,434,85       \$13,125,381       \$14,326,131       \$14,356,141       \$14,356,141       \$14,356,141       \$14,356,141       \$14,356,141       \$13,457,111       \$12,444,415,557       \$12,445,457       \$12,445,459       \$12,456,457       \$12,456,457       \$12,445,457       \$12,444,455       \$12,456,452       \$12,456,457       \$12,445,459       \$12,456,457       \$12,445,456       \$12,456,457       \$12,446,457       \$12,456,457       \$12,446,457       \$12,457,458       \$12,456,457       \$12,457,458       \$12,456,457       \$12,457,458       \$12,456,457       \$12,457,458       \$12,456,457       \$12,457,458       \$12,456,457       \$12,446,457	\$5,788,252         \$20,632,462         356           \$5,231,128         \$21,032,108         402           \$4,705,488         \$21,471,025         456           \$4,212,265         \$21,823,264         518           \$3,751,944         \$22,010,038         586
2033       \$17,423,169       \$72,019,122       413.4%       \$28,378,666       \$70,079,506       246.9%       \$29,626,233       \$72,019,122       243.1%       \$14,268,137       \$44,797,875       314.0%         2035       \$15,045,979       \$82,525,582       548,5%       \$24,552,636       \$80,245,760       326,8%       \$25,651,337       \$82,525,582       321,7%       \$13,125,343       \$49,807,241       414,5%         2036       \$13,857,111       \$80,971,577       712,5%       \$22,645,993       \$87,826,191       423,4%       \$21,660,347       \$60,971,957       \$30,76,79       \$10,945,852       \$51,869,514       473,9%         2037       \$12,664,313       \$90,376,279       712,5%       \$20,742,899       \$87,826,155       \$51,961,033       \$52,97,407       470,2%       \$89,92,065,051       473,9%         2038       \$11,353,015       \$92,907,407       805,44%       \$11,805,961       \$91,506,652       \$55,961,87,853,338       \$80,232,062       \$52,97,407       470,2%       \$89,845,556       \$54,868,167       613,4%         2040       \$93,337,668       \$91,990,100       112,6%       \$15,31,506       \$91,700,420       \$81,173,543       \$84,142,564       \$53,376,763       \$56,402,763       \$56,402,763       \$56,407,766       \$69,45% <t< td=""><td>\$5,231,128         \$21,032,108         402           \$4,705,488         \$21,471,025         456           \$4,212,265         \$21,823,264         518           \$3,751,944         \$22,010,038         586</td></t<>	\$5,231,128         \$21,032,108         402           \$4,705,488         \$21,471,025         456           \$4,212,265         \$21,823,264         518           \$3,751,944         \$22,010,038         586
2034       \$16,237,261       \$77,582,994       477,8%       \$22,470,065       \$75,465,034       285,1%       \$27,644,656       \$77,582,994       280,6%       \$13,125,381       \$47,430,724       361,4%         2035       \$15,045,579       \$82,555,852       \$48,5%       \$22,635,995       \$84,542,969       373,5%       \$23,658,924       \$86,971,957       367,6%       \$10,945,852       \$51,869,581       473,9%         2037       \$12,684,313       \$90,376,279       712,5%       \$20,742,899       \$87,826,119       473,9%       \$21,600,034       \$92,907,407       470,2%       \$84,955,55       \$54,868,167       613,4%         2038       \$11,550,015       \$92,907,407       80,44%       \$17,085,961       \$91,560,625       \$53,9%       \$17,883,533       \$94,710,90       \$81,857,725,66       \$64,95%         2040       \$9,353,495       \$94,710,929       1012,6%       \$13,701,504       \$91,040,400       664,5%       \$14,356,432       \$93,900,621       653,3%       \$63,345,800       \$50,07,253       \$82,67       \$94,991,00       72,26%       \$55,950,407       \$55,434,877       \$90,9%         2041       \$8,397,550       \$81,800,408,9772       \$86,513,451,489       \$91,040,400       664,57       \$14,356,432       \$93,90,621       653,3%	\$4,705,488 \$21,471,025 456 \$4,212,265 \$21,823,264 518 \$3,751,944 \$22,010,038 586
2035         S15,045,979         S82,255,S2         542,552,352         521,613,37         S82,255,S2         521,7%         S12,015,843         S49,807,211         414,5%           2036         S13,857,111         S60,971,957         627,6%         S22,653,995         S84,542,969         373,5%         S23,658,924         S60,971,957         367,6%         S10,952,552         S51,867,824         473,9%           2037         S12,664,313         S90,376,279         T12,5%         S20,742,899         S87,826,191         423,4%         S90,376,279         416,7%         S89,945,55         S54,868,167         613,4%           2039         S10,453,379         S94,273,910         904,44%         S17,085,561         S91,506,025         S53,5%         S94,710,929         S89,1%         S7,155,760         S56,109,423         784,1%           2040         S93,34,95         S94,110,929         1012,6%         S13,15,97         S91,414         64,5%         S14,356,432         S93,790,621         653,3%         S6,345,890         S56,07,423         784,1%           2042         S7,379,668         S91,991,00         722,607         S52,947         S56,138,777         S90,9%         S12,131,67         S99,252,03         S76,448,280         S65,073,877         S90,9%	\$4,212,265 \$21,823,264 518 \$3,751,944 \$22,010,038 586
2036\$13,857,111\$86,971,957\$67,6%\$22,635,995\$84,542,969373,5%\$23,658,924\$86,971,957\$67,6%\$10,945,852\$51,869,581\$473,9%2037\$12,684,313\$90,376,15\$92,907,407\$80,374,2899\$87,826,191423,4%\$21,690,384\$90,376,279416,7%\$92,905,265\$55,468,167613,4%2038\$11,536,015\$92,907,407\$94,273,910904,4%\$17,085,961\$91,560,025535,9%\$11,786,20\$94,273,910\$22,2%\$80,0366\$55,722,556\$64,404784,11%2040\$93,579,0621\$1125,0%\$13,701,504\$91,560,025\$53,9%\$11,676,20\$94,171,910\$22,2%\$80,255,50,447\$55,109,442784,11%2041\$8,337,250\$93,790,621\$1125,0%\$12,31,616\$91,940,440664,5%\$14,356,432\$93,790,621\$63,3%\$6,457,894\$34,077\$90,9%2043\$6,467,238\$89,250,231\$157,8%\$12,413,492\$89,274,518735,1%\$12,731,648\$91,999,100722,6%\$55,950,447\$54,407,877\$100,5%2044\$5,662,263\$85,943,530\$151,78%\$93,340,56\$83,341,547\$92,0%\$98,06,816\$85,943,530\$87,448,248\$133,25%2045\$4,908,950\$81,650,203\$163,345\$17,447,447\$92,0%\$73,447,876\$76,484,298\$164,353,498\$133,25%2046\$4,226,016\$75,448,298\$183,513\$69,363,452\$166,455%\$45,257,108\$66,06,513\$13,86,614 </td <td>\$3,751,944 \$22,010,038 586</td>	\$3,751,944 \$22,010,038 586
2037\$12,684,313\$90,376,279712.5%\$20,742,899\$87,826,191423.4%\$21,690,034\$90,376,279416.7%\$99,20,652\$83,567,824\$40,0%2038\$11,560,015\$92,907,407805.4%\$18,886,887\$90,259,292477,9%\$19,758,660\$92,907,407470.2%\$8,045,556\$54,868,167613.4%2039\$10,423,379\$94,273,910904.4%\$17,085,961\$91,560,622\$53,5%\$17,885,333\$94,273,910\$57,256\$80,203,08\$55,722,556694.5%2040\$9,353,495\$94,770,9291012,6%\$15,351,566\$91,950,632\$99,0%\$16,076,620\$94,710,929\$89,1%\$7,155,760\$55,6109,442784,1%2041\$83,737,526\$93,70,6211125,0%\$13,701,504\$91,404,04664,5%\$14,364,322\$93,790,621653,3%\$5,6109,442784,1%2042\$7,379,668\$91,999,1001246,7%\$12,143,962\$89,274,518735,1%\$12,731,648\$91,999,100722.6%\$5,595,047\$55,438,777990,9%2043\$6,487,238\$89,252,2031375,8%\$10,689,772\$86,581,134890,9%\$11,213,627\$89,252,03\$75,447,207\$52,942,975\$12,31,482044\$5,662,03\$85,445,0331663,3%\$81,31,145\$79,147,549975,8%\$85,943,530\$87,64%\$33,108,124\$14,864,06\$17,875,97\$12,391,%2045\$4,908,950\$81,650,203\$81,650,203\$87,648,298\$10,673,83\$66,91,31,334 <t< td=""><td></td></t<>	
2038\$11,336,015\$92,907,407805,4%\$18,886,887\$90,259,292477,9%\$19,758,660\$92,907,407470.2%\$8,945,556\$54,868,167613.4%2039\$10,423,379\$94,273,910904,4%\$17,805,961\$91,596,39\$59,9%\$11,607,662\$94,710,929\$80,155,770\$56,109,442784.1%2041\$8,337,250\$93,790,6211125.0%\$13,701,504\$91,999,639\$99,9%\$16,076,623\$93,790,621653.3%\$6,345,890\$56,007,253882.6%2042\$7,379,668\$91,999,1001246.7%\$12,01,504\$91,299,245,18735.1%\$12,71,648\$99,90,10722.6%\$55,59,404,014\$54,407,8761109,5%2043\$6,647,238\$89,252,203157.8%\$80,334,1547892.9%\$11,213,627\$89,252,303759,9%\$4,407,8761109,5%2044\$5,662,263\$85,943,530157.3%\$9,343,3056\$83,341,547892.0%\$9,806,816\$85,943,530\$76,44%\$4,272,607\$52,942,9351239,1%2045\$4,908,950\$81,650,2031663.3%\$8,111,13\$79,447,549978.8%\$8,519,062\$81,650,203\$53,174.841982,2%\$23,613,160\$71,614,7841982,1%\$5,989,613\$69,963,4521158,7%\$6,295,949\$71,614,784137,5%\$4,6281,8861697,9%2046\$3,267,419\$60,696,5132345,8%\$55,974\$53,174,99\$53,879,42\$54,614,3411232,8%\$24,843,40,561874,1%2047\$3,613,160<	\$3,324,626 \$21,996,356 661
2039\$10,423,379\$94,273,910904.4%\$17,085,961\$91,560,625\$35,9%\$17,883,533\$94,273,910\$27,2%\$8,023,068\$55,722,556694,5%2040\$8,357,250\$57,00,2291125,0%\$13,701,504\$91,0404664.5%\$14,356,432\$93,700,621653,3%\$56,007,253882,0%2042\$7,379,668\$91,999,1001246,7%\$12,143,962\$89,274,518735.1%\$12,731,648\$91,999,100722.6%\$5,595,047\$55,438,777990,9%2043\$6,487,238\$89,252,2031375.8%\$10,689,772\$86,581,034809,9%\$11,213,627\$89,252,203795,9%\$4,904,104\$54,407,8761109,5%2044\$5,662,263\$85,943,5501517.8%\$10,984,056\$83,414,154820,9%\$89,052,203795,9%\$4,904,014\$54,407,8761109,5%2045\$4,908,950\$81,650,2031663,3%\$8,111,135\$79,147,549975.8%\$8,519,062\$81,650,203958.4%\$3,700,215\$51,071,8291380.2%2046\$4,226,016\$7,648,2981818.5%\$69,992,321\$74,462,8251064.9%\$7,348,762\$76,848,2981045.7%\$3,183,64801532.2%2047\$3,61,1647841982.1%\$59,986,113\$69,363,4521158.7%\$6,6255,949\$51,1741173.5%\$2,128,661\$44,543,9522061.9%2048\$3,067,333\$66,315,4342162.0%\$5,089,173\$64,203,9191261.6%\$5,355,974\$66,315,4341238.2% <td>\$2,930,152 \$21,921,731 748</td>	\$2,930,152 \$21,921,731 748
2040\$9,333,495\$94,710,9291012.6%\$15,351,596\$91,959,639599,0%\$16,076,620\$94,710,929\$59,1%\$7,155,700\$56,109,442784.1%2041\$8,337,250\$93,790,6211125.0%\$112,143,962\$89,274,518735.1%\$12,71648\$91,999,100722.6%\$5,555,047\$55,355,047\$55,387,717\$909.9%2043\$6,487,238\$89,252,2031375.8%\$10,689,772\$86,581,034809.9%\$11,213,627\$89,252,203795.9%\$4,904,014\$54,407,8761109.5%2044\$5,662,263\$85,943,5301517.8%\$80,341,547892.0%\$89,806,816\$85,943,530876.4%\$3,700,215\$51,011,82912380.2%2045\$4,908,950\$81,650,2031663.3%\$81,11,135\$79,147,549975.8%\$85,190.62\$81,650,203\$53,700,215\$51,011,82912380.2%2046\$4,226,016\$76,848,2981818.5%\$6,992,321\$74,462,8251064.9%\$7,348,762\$76,848,2981045.7%\$3,185,342\$48,836,4801533.2%2047\$3,613,160\$71,614,7841921.1%\$6,996,5132345.8%\$6,992,321\$57,874,452,857\$6,615,4341238.2%\$2,275,775\$46,281,8861697.9%2048\$3,067,383\$66,6315,4342162.0%\$5,986,513\$69,363,4521158.7%\$6,295,949\$71,614,7841137.7%\$2,287,775\$46,281,8861697.9%2049\$2,587,419\$60,696,5132345.8%\$4,298,597\$58,739,282 <td< td=""><td>\$2,568,216 \$21,870,378 851</td></td<>	\$2,568,216 \$21,870,378 851
2041\$8,337,250\$93,790,6211125.0%\$13,701,504\$91,040,440664.5%\$14,356,432\$93,790,621653.3%\$6,6345,890\$56,007,253882.6%2042\$7,379,668\$91,999,1001246.7%\$12,143,962\$89,274,518735.1%\$12,731,648\$91,999,100722.6%\$5,595,047\$55,438,777990,9%2043\$6,487,238\$89,252,2031375.8%\$10,689,772\$86,581,034809,9%\$11,213,627\$89,252,203795.9%\$4,404,014\$54,407,8761100.5%2044\$5,662,263\$85,943,5301517.8%\$9,343,056\$83,341,547892.0%\$9,806,816\$85,943,530876.4%\$4,272,607\$52,942,9351239,1%2045\$4,908,950\$81,650,2031663.3%\$8,111,135\$79,147,549975.8%\$88,510,062\$81,650,203958.4%\$3,700,215\$51,071,8291380.2%2046\$4,262,016\$76,848,2981818.5%\$6,992,321\$74,462,8251064.9%\$7,348,762\$76,848,2981045.7%\$3,185,342\$48,86,4801533.2%2047\$3,613,160\$71,161,7841982.1%\$5,986,513\$69,9363,4521158.7%\$6,295,949\$71,614,7841137.5%\$2,725,775\$46,281,8861697.9%2048\$3,007,333\$66,315,4342162.0%\$5,089,173\$64,203,9191261.6%\$5,355,714\$460,16%\$1,344,74%\$1,428,2522061.9%2050\$2,184,450\$51,280,872345.8%\$4,298,57\$23,327,1281478.3%<	\$2,238,198 \$21,673,311 968
2043\$6,487,238\$89,252,2031375.8%\$10,689,772\$86,581,034809.9%\$11,213,627\$89,252,203795.9%\$4,904,014\$54,407,8761109.5%2044\$5,662,263\$85,943,5301517.8%\$9,343,056\$83,341,547\$92.0%\$9,806,816\$85,943,530876.4%\$4,272,607\$52,942,9351239.1%2045\$4,908,950\$81,650,2031663.3%\$8,111,135\$79,147,549975.8%\$8,519,062\$81,650,203958.4%\$3,700,215\$51,071,8291380.2%2046\$4,226,016\$76,848,2981818.5%\$6,992,321\$74,462,8251064.9%\$7,348,762\$76,848,2981045.7%\$3,185,342\$48,864,801533.2%2047\$3,613,160\$71,614,7841982.1%\$5,986,513\$69,363,4521158.7%\$6,295,949\$71,614,7841137.5%\$2,725,775\$46,281,8861697.9%2048\$3,067,383\$66,315,4342162.0%\$5,089,173\$64,203,9191261.6%\$5,355,974\$66,315,4341238.2%\$2,318,661\$43,454,0561874.1%2049\$2,287,419\$60,696,5132345.8%\$43,607,232\$53,327,1281478.3%\$3,801,785\$55,128,0871450.1%\$1,960,724\$40,428,5952061.9%2050\$2,168,450\$55,128,0872542.3%\$3,607,232\$53,327,1281478.3%\$3,801,785\$55,128,0871450.1%\$1,648,416\$37,285,2332261.9%2051\$1,806,239\$49,627,4172747.6%\$3,008,450\$47,983,663	\$1,939,163 \$21,208,706 109
2044\$5,662,263\$85,943,5301517.8%\$9,943,056\$83,341,547892.0%\$9,806,816\$85,943,530876.4%\$4,272,607\$52,942,9351239.1%2045\$4,908,950\$81,650,2031663.3%\$8,111,135\$79,147,549975.8%\$88,190,62\$81,650,203958.4%\$3,700,215\$51,071,8291380.2%2046\$4,226,016\$76,848,2981818.5%\$6,992,321\$74,462,8251064.9%\$7,348,762\$76,848,2981045.7%\$3,185,342\$48,836,4801533.2%2047\$3,613,160\$71,614,7841982.1%\$59,965,13\$69,363,4521158.7%\$6,295,949\$1,614,7841137.5%\$2,722,775\$46,281,8861697.9%2048\$3,067,383\$66,315,4342162.0%\$5,089,173\$64,203,9191261.6%\$5,355,974\$66,315,4341137.5%\$2,218,661\$43,454,0561874.1%2049\$2,587,419\$60,696,5132345.8%\$4,298,597\$58,739,2821366.5%\$4,527,180\$60,696,5131340.7%\$1,960,724\$40,428,5952061.9%2050\$2,168,450\$55,128,0872542,3%\$3,007,232\$53,327,1281478.3%\$3,801,785\$55,128,0871454.1%\$1,377,895\$34,095,2322474.4%2051\$1,806,239\$49,627,4172747.6%\$3,008,450\$47,983,6631595.0%\$3,172,991\$4,627,4171564.1%\$1,377,895\$3,0920,1092697.7%2053\$1,230,906\$39,552,5963213.3%\$2,054,912\$38,202,051 </td <td>\$1,669,874 \$20,439,791 1224</td>	\$1,669,874 \$20,439,791 1224
2045\$4,908,950\$81,650,2031663.3%\$8,111,135\$79,147,549975.8%\$8,519,062\$81,650,203958.4%\$3,700,215\$51,071,8291380.2%2046\$4,226,016\$76,848,2981818.5%\$6,992,321\$74,462,8251064.9%\$7,348,762\$76,848,2981045.7%\$3,185,342\$48,836,4801533.2%2047\$3,613,160\$71,614,7841982.1%\$5,986,513\$69,363,4521158.7%\$6,295,949\$71,614,7841137.5%\$2,725,775\$46,281,8861697.9%2048\$3,067,383\$66,315,4342162.0%\$5,089,173\$64,203,9191261.6%\$5,355,974\$66,315,4341238.2%\$2,318,661\$43,454,0561874.1%2049\$2,587,419\$60,696,5132345.8%\$4,298,597\$58,739,2821366.5%\$4,527,180\$60,696,5131340.7%\$1,960,724\$40,428,5952061.9%2050\$2,168,450\$55,128,0872542.3%\$3,607,232\$53,327,1281478.3%\$3,801,785\$51,28,0871450.1%\$1,377,895\$34,095,2522474.4%2051\$1,806,239\$49,627,4172747.6%\$3,008,450\$47,983,6631595.0%\$3,172,991\$49,627,4171564.1%\$1,377,895\$34,095,2522474.4%2052\$1,495,136\$44,503,9392976.6%\$2,493,243\$43,007,8451725.0%\$2,631,491\$44,503,9391691.2%\$1,145,327\$30,920,1092699.7%2053\$1,230,906\$39,552,5963213.3%\$2,054,912\$38,202,05	\$1,428,892 \$19,513,160 136
2046\$4,226,016\$76,848,2981818.5%\$6,992,321\$74,462,8251064.9%\$7,348,762\$76,848,2981045.7%\$3,185,342\$48,836,4801533.2%2047\$3,613,160\$71,614,7841982.1%\$5,986,513\$69,363,4521158.7%\$6,295,949\$71,614,7841137.5%\$2,725,775\$46,281,8861697.9%2048\$3,067,383\$66,315,4342162.0%\$5,089,173\$64,203,9191261.6%\$5,355,974\$66,315,4341238.2%\$2,318,661\$43,454,0561874.1%2049\$2,587,419\$60,66,5132345.8%\$4,298,597\$58,739,2821366.5%\$4,527,180\$60,696,5131340.7%\$1,960,724\$40,428,5952061.9%2050\$2,168,450\$55,128,0872542.3%\$3,607,232\$53,327,1281478.3%\$3,801,785\$55,128,0871450.1%\$1,648,416\$37,285,2332261.9%2051\$1,806,239\$49,627,4172747.6%\$3,008,450\$47,983,6631595.0%\$3,172,991\$49,627,4171564.1%\$1,377,895\$34,095,2522474.4%2052\$1,495,136\$44,503,9392976.6%\$2,493,243\$43,007,8451725.0%\$2,631,491\$44,503,9391691.2%\$1,145,327\$30,920,1092699.7%2053\$1,230,906\$39,552,5963213.3%\$2,054,912\$38,202,0511859.1%\$2,170,395\$39,552,5961822.4%\$916,639\$26,740,6102917.2%2054\$1,007,802\$34,975,276370.5%\$1,684,201\$33,761,858	\$1,214,776 \$18,498,255 1522
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2049\$2,587,419\$60,696,5132345.8%\$4,298,597\$58,739,2821366.5%\$4,527,180\$60,696,5131340.7%\$1,960,724\$40,428,5952061.9%2050\$2,168,450\$55,128,0872542.3%\$3,607,232\$53,327,1281478.3%\$3,801,785\$55,128,0871450.1%\$1,648,416\$37,285,2332261.9%2051\$1,806,239\$49,627,4172747.6%\$3,008,450\$47,983,6631595.0%\$3,172,991\$49,627,4171564.1%\$1,377,895\$34,095,2522474.4%2052\$1,495,136\$44,503,9392976.6%\$2,493,243\$43,007,8451725.0%\$2,631,491\$44,503,9391691.2%\$1,145,327\$30,920,1092699.7%2053\$1,230,906\$39,552,5963213.3%\$2,054,912\$38,202,0511859.1%\$2,170,395\$39,552,5961822.4%\$916,639\$26,740,6102917.2%2054\$1,007,802\$34,975,2763470.5%\$1,684,201\$33,761,8582004.6%\$1,780,095\$34,975,2761964.8%\$592,984\$18,164,1313063.2%2055\$820,881\$30,688,5153738.5%\$1,373,132\$29,607,5312156.2%\$1,452,317\$30,688,5152113.1%\$297,863\$9,465,0623177.7%2056\$664,865\$26,783,4064028.4%\$1,113,119\$25,828,1732320.3%\$1,178,128\$26,783,4062273.4%\$76,557\$2,456,2963208.5%2057\$535,740\$23,113,9344314.4%\$897,632\$22,282,2902482.3	\$717,095 \$14,360,789 2002
2050\$2,168,450\$55,128,0872542.3%\$3,607,232\$53,327,1281478.3%\$3,801,785\$55,128,0871450.1%\$1,648,416\$37,285,2332261.9%2051\$1,806,239\$49,627,4172747.6%\$3,008,450\$47,983,6631595.0%\$3,172,991\$49,627,4171564.1%\$1,377,895\$34,095,2522474.4%2052\$1,495,136\$44,503,9392976.6%\$2,493,243\$43,007,8451725.0%\$2,631,491\$44,503,9391691.2%\$1,145,327\$30,920,1092699.7%2053\$1,230,906\$39,552,5963213.3%\$2,054,912\$38,202,0511859.1%\$2,170,395\$39,552,5961822.4%\$916,639\$26,740,6102917.2%2054\$1,007,802\$34,975,2763470.5%\$1,684,201\$33,761,8582004.6%\$1,780,095\$34,975,2761964.8%\$592,984\$18,164,1313063.2%2055\$820,881\$30,688,5153738.5%\$1,373,132\$29,607,5312156.2%\$1,452,317\$30,688,5152113.1%\$297,863\$9,465,0623177.7%2056\$664,865\$26,783,4064028.4%\$1,113,119\$25,828,1732320.3%\$1,178,128\$26,783,4062273.4%\$76,557\$2,456,2963208.5%2057\$535,740\$23,113,9344314.4%\$897,632\$22,282,2902482.3%\$950,732\$23,113,9342431.2%\$13,496\$432,2773202.9%	\$593,148 \$12,828,556 216
2051\$1,806,239\$49,627,4172747.6%\$3,008,450\$47,983,6631595.0%\$3,172,991\$49,627,4171564.1%\$1,377,895\$34,095,2522474.4%2052\$1,495,136\$44,503,9392976.6%\$2,493,243\$43,007,8451725.0%\$2,631,491\$44,503,9391691.2%\$1,145,327\$30,920,1092699.7%2053\$1,230,906\$39,552,5963213.3%\$2,054,912\$38,202,0511859.1%\$2,170,395\$39,552,5961822.4%\$916,639\$26,740,6102917.2%2054\$1,007,802\$34,975,2763470.5%\$1,684,201\$33,761,8582004.6%\$1,780,095\$34,975,2761964.8%\$592,984\$18,164,1313063.2%2055\$820,881\$30,688,5153738.5%\$1,373,132\$29,607,5312156.2%\$1,452,317\$30,688,5152113.1%\$297,863\$9,465,0623177.7%2056\$664,865\$26,783,4064028.4%\$1,113,119\$25,828,1732320.3%\$1,178,128\$26,783,4062273.4%\$76,557\$2,456,2963208.5%2057\$535,740\$23,113,9344314.4%\$897,632\$22,282,2902482.3%\$950,732\$23,113,9342431.2%\$13,496\$432,2773202.9%	\$487,046 \$11,419,112 234
2052\$1,495,136\$44,503,9392976.6%\$2,493,243\$43,007,8451725.0%\$2,631,491\$44,503,9391691.2%\$1,145,327\$30,920,1092699.7%2053\$1,230,906\$39,552,5963213.3%\$2,054,912\$38,202,0511859.1%\$2,170,395\$39,552,5961822.4%\$916,639\$26,740,6102917.2%2054\$1,007,802\$34,975,2763470.5%\$1,684,201\$33,761,8582004.6%\$1,780,095\$34,975,2761964.8%\$592,984\$18,164,1313063.2%2055\$820,881\$30,688,5153738.5%\$1,373,132\$29,607,5312156.2%\$1,452,317\$30,688,5152113.1%\$297,863\$9,465,0623177.7%2056\$664,865\$26,783,4064028.4%\$1,113,119\$25,828,1732320.3%\$1,178,128\$26,783,4062273.4%\$76,557\$2,456,2963208.5%2057\$535,740\$23,113,9344314.4%\$897,632\$22,282,2902482.3%\$950,732\$23,113,9342431.2%\$13,496\$432,2773202.9%	\$396,987 \$10,116,856 254 \$321,231 \$8,890,767 276
2053\$1,230,906\$39,552,5963213.3%\$2,054,912\$38,202,0511859.1%\$2,170,395\$39,552,5961822.4%\$916,639\$26,740,6102917.2%2054\$1,007,802\$34,975,2763470.5%\$1,684,201\$33,761,8582004.6%\$1,780,095\$34,975,2761964.8%\$592,984\$18,164,1313063.2%2055\$820,881\$30,688,5153738.5%\$1,373,132\$29,607,5312156.2%\$1,452,317\$30,688,5152113.1%\$297,863\$9,465,0623177.7%2056\$664,865\$26,783,4064028.4%\$1,113,119\$25,828,1732320.3%\$1,178,128\$26,783,4062273.4%\$76,557\$2,456,2963208.5%2057\$535,740\$23,113,9344314.4%\$897,632\$22,282,2902482.3%\$950,732\$23,113,9342431.2%\$13,496\$432,2773202.9%	\$321,231 \$8,890,767 276 \$257,950 \$7,721,258 299
2054\$1,007,802\$34,975,2763470.5%\$1,684,201\$33,761,8582004.6%\$1,780,095\$34,975,2761964.8%\$592,984\$18,164,1313063.2%2055\$820,881\$30,688,5153738.5%\$1,373,132\$29,607,5312156.2%\$1,452,317\$30,688,5152113.1%\$297,863\$9,465,0623177.7%2056\$664,865\$26,783,4064028.4%\$1,113,119\$25,828,1732320.3%\$1,178,128\$26,783,4062273.4%\$76,557\$2,456,2963208.5%2057\$535,740\$23,113,9344314.4%\$897,632\$22,282,2902482.3%\$950,732\$23,113,9342431.2%\$13,496\$432,2773202.9%	\$257,950 \$204,370 \$6,600,089 \$224,370
2055\$820,881\$30,688,5153738.5%\$1,373,132\$29,607,5312156.2%\$1,452,317\$30,688,5152113.1%\$297,863\$9,465,0623177.7%2056\$664,865\$26,783,4064028.4%\$1,113,119\$25,828,1732320.3%\$1,178,128\$26,783,4062273.4%\$76,557\$2,456,2963208.5%2057\$535,740\$23,113,9344314.4%\$897,632\$22,282,2902482.3%\$950,732\$23,113,9342431.2%\$13,496\$432,2773202.9%	\$204,570 \$141,682 \$4,837,868 \$41
2056\$664,865\$26,783,4064028.4%\$1,113,119\$25,828,1732320.3%\$1,178,128\$26,783,4062273.4%\$76,557\$2,456,2963208.5%2057\$535,740\$23,113,9344314.4%\$897,632\$22,282,2902482.3%\$950,732\$23,113,9342431.2%\$13,496\$432,2773202.9%	\$80,806 \$2,880,596 356
2057       \$535,740       \$23,113,934       4314.4%       \$897,632       \$22,282,290       2482.3%       \$950,732       \$23,113,934       2431.2%       \$13,496       \$432,277       3202.9%	\$30,453 \$1,111,281 364
	\$6,930 \$255,084 368
2058 \$429,262 \$19,811,175 4615.2% \$719,717 \$19,094,313 2653.0% \$762,852 \$19,811,175 2597.0% \$3,269 \$107,207 3279.3%	\$1,199 \$44,501 371
2059       \$342,066       \$16,851,088       4926.3%       \$573,852       \$16,239,350       2829.9%       \$608,710       \$16,851,088       2768.3%       \$0       \$0       0.0%	\$146 \$5,504 375
2060       \$270,944       \$14,279,185       5270.2%       \$454,754       \$13,759,374       3025.7%       \$482,763       \$14,279,185       2957.8%       \$0       \$0       0.0%	\$0 \$0 0.
2061       \$213,421       \$11,977,001       5611.9%       \$358,340       \$11,539,014       3220.1%       \$380,728       \$11,977,001       3145.8%       \$0       \$0       0.0%	\$0 \$0 0.
2062       \$167,050       \$9,988,494       5979.3%       \$280,552       \$9,620,278       3429.1%       \$298,341       \$9,988,494       3348.0%       \$0       \$0       0.0%	\$0 \$0 0.
2063       \$129,931       \$8,268,981       6364.1%       \$218,240       \$7,960,327       3647.5%       \$232,290       \$8,268,981       3559.8%       \$0       \$0       0.0%	\$0 \$0 0.
2064       \$100,362       \$6,831,213       6806.6%       \$168,577       \$6,571,785       3898.4%       \$179,599       \$6,831,213       3803.6%       \$0       \$0       0.0%         2065       \$6,571,785       3898.4%       \$179,599       \$6,831,213       3803.6%       \$0       \$0       0.0%	\$0 \$0 0.
2065       \$77,039       \$5,591,520       7258.1%       \$129,390       \$5,375,102       4154.2%       \$137,982       \$5,591,520       4052.3%       \$0       \$0       0.0%         2065       \$50,711       \$4,524.601       7258.1%       \$129,390       \$5,375,102       4154.2%       \$137,982       \$5,591,520       4052.3%       \$0       \$0       0.0%	\$0 \$0 0.
2066       \$58,711       \$4,524,661       7706.6%       \$98,591       \$4,346,485       4408.6%       \$105,242       \$4,524,661       4299.3%       \$0       \$0       0.0%         2067       \$44,400       \$2,606,764       \$110,600       \$2,462,058       4623,800       \$70,600       \$0       0.0%	\$0 \$0 0.
2067       \$44,420       \$3,606,764       8119.6%       \$74,572       \$3,462,958       4643.8%       \$79,686       \$3,606,764       4526.2%       \$0       \$0       0.0%         2068       \$32,326       \$2,842,443       \$55,044       \$2,728,001       4878,0%       \$50,846       \$50,846       \$50,846       \$0       \$0       0.0%	\$0 \$0 0. \$0 \$0 0.
2068       \$33,336       \$2,842,443       8526.8%       \$55,944       \$2,728,901       4878.0%       \$59,846       \$2,842,443       4749.6%       \$0       \$0       0.0%         2069       \$24,826       \$2,206,430       8887,8%       \$41,645       \$2,119,178       5088,7%       \$44,602       \$2,206,430       4947,0%       \$0       \$0       0.0%	\$0 \$0 0. \$0 \$0 0.
2069\$24,826\$2,206,4308887.8%\$41,645\$2,119,1785088.7%\$44,602\$2,206,4304947.0%\$0\$00.0%2070\$18,332\$1,695,1349247.0%\$30,737\$1,629,2485300.6%\$32,960\$1,695,1345143.0%\$0\$00.0%	50 $50$ $0.150$ $50$ $0.1$
2070\$18,332\$1,695,1349247.0%\$30,737\$1,629,2485300.6%\$32,960\$1,695,1345143.0%\$0\$00.0%2071\$13,427\$1,287,0469585.8%\$22,503\$1,238,0745501.9%\$24,160\$1,287,0465327.1%\$0\$00.0%	\$0 \$0 0.1 \$0 \$0 0.1
$\begin{array}{c ccccccccccccccccccccccccccccccccccc$	\$0 \$0 0.
	φυ φυ 0.'
Summary of Experience at 4.5%	
Current Rates     Proposed Rates     Rates Restated from Inception     Prior Assumption Rates	
Earned Premium Incurred Claims Loss Ratios Earned Premium Incurred Claims Incured Claims Incured Claims I	Original Rates
	Earned Premium Incurred Claims Loss
	Earned PremiumIncurred ClaimsLoss\$502,956,433\$100,442,88820
Total Lifetime Anticipated       \$860,879,109       \$1,169,694,013       135.9%       \$1,019,907,962       \$1,141,354,692       111.9%       \$1,921,910,899       \$1,169,694,013       60.9%       \$826,019,605       \$789,404,563       95.6%       \$	Earned Premium Incurred Claims Loss

#### Attachment 3 Allianz Life Insurance Company of North America Nationwide Experience Policy Form Series: GPR 4% Compound Inflation Policies As of 12/31/2021 Historical and Projected Experience

	· · · · · · · · · · · · · · · · · · ·	Current Assumption and Current Rates	ns	· · · ·	urrent Assumptions oposed Rate Increas		· · · · ·	t Assumptions with ms Restated From In	1	· · ·	istorical and Future of on Prior Assumpt	1	· · · · · ·	iginal Assumptions Premiums From In	
Year	Earned Premium	Incurred Claims	Loss Ratios	Earned Premium	Incurred Claims	Loss Ratios	Earned Premium		Loss Ratios	Earned Premium	Incurred Claims	Loss Ratios	Earned Premium	Incurred Claims	Loss Ratios
2003	\$25,584	\$0 ©0	0.0%	\$25,584	\$0 \$0	0.0%	\$62,266	\$0	0.0%	\$25,584	\$0	0.0%	\$25,584	\$602	2.4%
2004	\$598,302	\$0 \$0	0.0% 0.0%	\$598,302 \$1,834,613	\$0 \$0	0.0% 0.0%	\$1,497,098 \$4,687,952	\$0 \$0	0.0% 0.0%	\$598,302	\$0 \$0	0.0%	\$597,777	\$14,406 \$50,882	2.4% 2.8%
2005 2006	\$1,834,613 \$3,159,829	\$0 \$3,312	0.0%	\$1,834,613	\$3,312	0.0%	\$4,087,952 \$8,120,547	\$0 \$3,312	0.0%	\$1,834,613 \$3,159,829	\$0 \$3,312	0.0% 0.1%	\$1,811,990 \$3,092,533	\$50,882 \$105,828	2.8% 3.4%
2000	\$3,684,751	\$2,614	0.1%	\$3,684,751	\$2,614	0.1%	\$9,446,132	\$2,614	0.0%	\$3,684,751	\$2,614	0.1%	\$3,533,445	\$161,301	4.6%
2008	\$3,710,110	\$41,215	1.1%	\$3,710,110	\$41,215	1.1%	\$9,504,886	\$41,215	0.4%	\$3,710,110	\$41,215	1.1%	\$3,494,447	\$218,238	6.2%
2009	\$3,631,259	\$13,267	0.4%	\$3,631,259	\$13,267	0.4%	\$9,308,571	\$13,267	0.1%	\$3,631,259	\$13,267	0.4%	\$3,371,266	\$282,623	8.4%
2010	\$3,564,493	\$287,178	8.1%	\$3,564,493	\$287,178	8.1%	\$9,139,426	\$287,178	3.1%	\$3,564,493	\$287,178	8.1%	\$3,249,089	\$355,734	10.9%
2011	\$3,517,057	\$377,834	10.7%	\$3,517,057	\$377,834	10.7%	\$9,021,095	\$377,834	4.2%	\$3,517,057	\$377,834	10.7%	\$3,129,427	\$435,138	13.9%
2012	\$3,479,600	\$71,617 \$211,762	2.1%	\$3,479,600	\$71,617 \$211,762	2.1% 6.2%	\$8,925,125	\$71,617	0.8% 2.4%	\$3,479,600	\$71,617 \$211,762	2.1%	\$3,009,457	\$518,533	17.2% 21.0%
2013 2014	\$3,426,891 \$3,377,494	\$211,762 \$611,922	6.2% 18.1%	\$3,426,891 \$3,377,494	\$611,922	18.1%	\$8,787,957 \$8,664,632	\$211,762 \$611,922	2.4% 7.1%	\$3,426,891 \$3,377,494	\$211,762 \$611,922	6.2% 18.1%	\$2,889,205 \$2,769,060	\$606,040 \$697,709	25.2%
2014	\$3,339,074	\$182,123	5.5%	\$3,339,074	\$182,123	5.5%	\$8,564,910	\$182,123	2.1%	\$3,339,074	\$182,123	5.5%	\$2,649,139	\$790,712	29.8%
2016	\$3,302,866	\$2,168,878	65.7%	\$3,302,866	\$2,168,878	65.7%	\$8,473,518	\$2,168,878	25.6%	\$3,302,866	\$2,168,878	65.7%	\$2,529,508	\$884,184	35.0%
2017	\$3,270,626	\$667,771	20.4%	\$3,270,626	\$667,771	20.4%	\$8,389,239	\$667,771	8.0%	\$3,270,626	\$667,771	20.4%	\$2,410,323	\$980,367	40.7%
2018	\$3,701,453	\$896,055	24.2%	\$3,701,453	\$896,055	24.2%	\$8,280,358	\$896,055	10.8%	\$3,701,453	\$896,055	24.2%	\$2,291,821	\$1,083,624	47.3%
2019	\$3,983,788	\$2,589,071	65.0%	\$3,983,788	\$2,589,071	65.0%	\$8,182,138	\$2,589,071	31.6%	\$3,983,788	\$2,589,071	65.0%	\$2,174,237	\$1,197,556	55.1%
2020	\$4,485,774 \$4,809,633	\$1,357,063 \$3,322,768	30.3%	\$4,485,774	\$1,357,063 \$3,322,768	30.3% 69.1%	\$8,045,875 \$7,931,834	\$1,357,063 \$3,322,768	16.9% 41.9%	\$4,485,774 \$4,809,633	\$1,357,063 \$3,322,768	30.3%	\$2,057,759 \$1,942,577	\$1,321,527 \$1,453,156	64.2% 74.8%
2021 2022	\$4,809,633	\$3,322,768 \$2,301,914	69.1% 49.4%	\$4,809,633 \$4,671,841	\$3,322,768	49.3%	\$7,689,434	\$3,322,768 \$2,301,914	29.9%	\$4,809,633	\$3,322,768	69.1% 55.1%	\$1,942,577 \$1,828,934	\$1,453,156 \$1,592,540	74.8% 87.1%
2022	\$4,541,995	\$2,779,090	61.2%	\$6,510,821	\$2,744,476	42.2%	\$7,496,535	\$2,779,090	37.1%	\$4,385,890	\$2,857,934	65.2%	\$1,717,124	\$1,745,221	101.6%
2023	\$4,400,610	\$3,253,622	73.9%	\$7,004,507	\$3,203,190	45.7%	\$7,266,872	\$3,253,622	44.8%	\$4,184,324	\$3,222,408	77.0%	\$1,607,408	\$1,912,694	119.0%
2025	\$4,252,917	\$3,803,915	89.4%	\$6,772,426	\$3,741,269	55.2%	\$7,026,985	\$3,803,915	54.1%	\$3,980,722	\$3,616,761	90.9%	\$1,499,989	\$2,083,056	138.9%
2026	\$4,098,571	\$4,441,992	108.4%	\$6,529,884	\$4,364,776	66.8%	\$6,776,282	\$4,441,992	65.6%	\$3,775,541	\$4,039,893	107.0%	\$1,395,045	\$2,241,107	160.6%
2027	\$3,937,692	\$5,149,735	130.8%	\$6,277,040	\$5,055,984	80.5%	\$6,514,925	\$5,149,735	79.0%	\$3,569,390	\$4,491,031	125.8%	\$1,292,808	\$2,383,036	184.3%
2028	\$3,770,133	\$5,939,928 \$6,760,417	157.6%	\$6,013,629 \$5,740,700	\$5,827,282 \$6,636,326	96.9%	\$6,242,634 \$5,060,400	\$5,939,928 \$6,760,417	95.2%	\$3,363,045	\$4,967,203 \$5,461,568	147.7%	\$1,193,573	\$2,521,736 \$2,664,044	211.3%
2029 2030	\$3,596,592 \$3,417,312	\$6,769,417 \$7,639,987	188.2% 223.6%	\$5,740,709 \$5,458,608	\$6,636,326 \$7,485,201	115.6% 137.1%	\$5,960,499 \$5,668,850	\$6,769,417 \$7,639,987	113.6% 134.8%	\$3,157,248 \$2,952,988	\$5,461,568 \$5,964,949	173.0% 202.0%	\$1,097,650 \$1,005,317	\$2,664,044 \$2,795,222	242.7% 278.0%
2030	\$3,233,159	\$8,522,169	263.6%	\$5,168,630	\$8,344,803	161.5%	\$5,369,022	\$8,522,169	158.7%	\$2,751,390	\$6,466,059	235.0%	\$916,821	\$2,895,400	315.8%
2032	\$3,044,708	\$9,423,578	309.5%	\$4,871,629	\$9,222,961	189.3%	\$5,061,877	\$9,423,578	186.2%	\$2,553,274	\$6,954,725	272.4%	\$832,407	\$2,961,141	355.7%
2033	\$2,853,521	\$10,275,075	360.1%	\$4,570,012	\$10,052,311	220.0%	\$4,749,890	\$10,275,075	216.3%	\$2,359,278	\$7,422,290	314.6%	\$752,308	\$3,016,549	401.0%
2034	\$2,660,517	\$11,095,706	417.1%	\$4,265,182	\$10,851,067	254.4%	\$4,434,496	\$11,095,706	250.2%	\$2,170,113	\$7,859,129	362.2%	\$676,728	\$3,078,195	454.9%
2035	\$2,467,216	\$11,839,073	479.9%	\$3,959,493	\$11,574,131	292.3%	\$4,118,116	\$11,839,073	287.5%	\$1,986,432	\$8,253,398	415.5%	\$605,807	\$3,134,308	517.4%
2036	\$2,274,811	\$12,528,943	550.8%	\$3,654,785	\$12,244,619	335.0%	\$3,802,632	\$12,528,943	329.5%	\$1,809,214	\$8,595,041 \$8,876,420	475.1%	\$539,615 \$478,162	\$3,163,405	586.2%
2037 2038	\$2,085,387 \$1,900,190	\$13,075,935 \$13,508,895	627.0% 710.9%	\$3,354,332 \$3,060,104	\$12,774,997 \$13,193,997	380.9% 431.2%	\$3,491,418 \$3,186,503	\$13,075,935 \$13,508,895	374.5% 423.9%	\$1,639,542 \$1,478,156	\$8,876,430 \$9,091,690	541.4% 615.1%	\$478,163 \$421,429	\$3,158,460 \$3,145,613	660.5% 746.4%
2038	\$1,720,858	\$13,785,043	801.1%	\$2,774,701	\$13,459,981	485.1%	\$2,890,581	\$13,785,043	476.9%	\$1,325,498	\$9,233,484	696.6%	\$369,369	\$3,138,310	849.6%
2040	\$1,548,409	\$13,946,617	900.7%	\$2,499,769	\$13,614,460	544.6%	\$2,605,362	\$13,946,617	535.3%	\$1,181,987	\$9,296,700	786.5%	\$321,899	\$3,116,862	968.3%
2041	\$1,384,456	\$13,905,997	1004.4%	\$2,237,903	\$13,572,125	606.5%	\$2,333,548	\$13,905,997	595.9%	\$1,047,991	\$9,279,248	885.4%	\$278,886	\$3,052,926	1094.7%
2042	\$1,229,716	\$13,729,997	1116.5%	\$1,990,293	\$13,397,815	673.2%	\$2,076,379	\$13,729,997	661.2%	\$923,785	\$9,183,666	994.1%	\$240,150	\$2,939,826	1224.2%
2043	\$1,085,202	\$13,419,960	1236.6%	\$1,758,622	\$13,092,305	744.5%	\$1,835,622	\$13,419,960	731.1%	\$809,501	\$9,012,547	1113.3%	\$205,485	\$2,804,965	1365.0%
2044	\$951,290	\$13,036,301	1370.4%	\$1,543,573	\$12,714,526	823.7%	\$1,612,011	\$13,036,301	808.7%	\$705,097	\$8,768,580	1243.6%	\$174,680	\$2,660,410	1523.0%
2045 2046	\$828,659 \$717,128	\$12,502,726 \$11,882,783	1508.8% 1657.0%	\$1,346,325 \$1,166,667	\$12,190,454 \$11,582,254	905.5% 992.8%	\$1,406,800 \$1,219,794	\$12,502,726 \$11,882,783	888.7% 974.2%	\$610,460 \$525,376	\$8,457,380 \$8,086,244	1385.4% 1539.1%	\$147,513 \$123,740	\$2,493,670 \$2,292,715	1690.5% 1852.8%
2040	\$616,635	\$11,180,838	1813.2%	\$1,004,560	\$10,894,316	1084.5%	\$1,050,961	\$11,180,838	1063.9%	\$449,450	\$7,661,989	1704.7%	\$123,740	\$2,067,296	2005.4%
2048	\$526,720	\$10,460,094	1985.9%	\$859,312	\$10,188,446	1185.7%	\$899,595	\$10,460,094	1162.8%	\$382,198	\$7,192,344	1881.8%	\$85,261	\$1,844,881	2163.8%
2049	\$447,218	\$9,681,417	2164.8%	\$730,702	\$9,426,573	1290.1%	\$765,479	\$9,681,417	1264.8%	\$323,101	\$6,689,387	2070.4%	\$69,996	\$1,641,262	2344.8%
2050	\$377,428	\$8,888,773	2355.1%	\$617,643	\$8,651,970	1400.8%	\$647,498	\$8,888,773	1372.8%	\$271,553	\$6,167,597	2271.2%	\$57,040	\$1,455,582	2551.8%
2051	\$316,730	\$8,080,814	2551.3%	\$519,170	\$7,863,138	1514.6%	\$544,667	\$8,080,814	1483.6%	\$226,911	\$5,638,588	2484.9%	\$46,149	\$1,280,074	2773.8%
2052	\$264,262	\$7,315,925	2768.4%	\$433,928	\$7,116,451	1640.0%	\$455,589	\$7,315,925	1605.8%	\$188,548	\$5,111,731	2711.1%	\$37,053	\$1,111,082	2998.7%
2053	\$219,385 \$181,212	\$6,568,414 \$5,870,617	2994.0%	\$360,904	\$6,387,095 \$5,706,748	1769.7%	\$379,225	\$6,568,414 \$5,870,617	1732.1%	\$152,652	\$4,483,961 \$2,121,511	2937.4%	\$29,397 \$21,013	\$950,987 \$722,251	3235.0%
2054 2055	\$181,213 \$148,981	\$5,870,617 \$5,201,458	3239.6% 3491.3%	\$298,690 \$246,071	\$5,706,748 \$5,055,213	1910.6% 2054.4%	\$314,118 \$259,015	\$5,870,617 \$5,201,458	1868.9% 2008.2%	\$100,700 \$44,175	\$3,121,511 \$1,411,972	3099.8% 3196.3%	\$21,013 \$11,705	\$723,351 \$421,189	3442.4% 3598.3%
2055	\$121,863	\$3,201,438 \$4,578,667	3757.2%	\$201,718	\$3,033,213 \$4,449,868	2034.4% 2206.0%	\$239,013 \$212,535	\$3,201,438 \$4,578,667	2154.3%	\$10,208	\$330,812	3240.6%	\$11,705	\$421,189 \$142,118	3598.3% 3676.5%
2050	\$99,213	\$3,986,892	4018.5%	\$164,595	\$3,875,399	2354.5%	\$173,603	\$3,986,892	2296.6%	\$1,092	\$35,381	3238.8%	\$705	\$26,176	3710.3%
2058	\$80,344	\$3,448,355	4292.0%	\$133,601	\$3,353,150	2509.8%	\$141,070	\$3,448,355	2444.4%	\$140	\$4,594	3279.3%	\$80	\$2,977	3730.8%
2059	\$64,727	\$2,962,660	4577.1%	\$107,888	\$2,882,117	2671.4%	\$114,056	\$2,962,660	2597.5%	\$0	\$0	0.0%	\$6	\$210	3758.9%
2060	\$51,862	\$2,532,591	4883.4%	\$86,650	\$2,464,885	2844.6%	\$91,721	\$2,532,591	2761.2%	\$0	\$0	0.0%	\$0	\$0 #0	0.0%
2061	\$41,349	\$2,141,451	5178.9%	\$69,251 \$55,022	\$2,085,242 \$1,754,876	3011.2%	\$73,401	\$2,141,451	2917.5%	\$0 \$0	\$0 \$0	0.0%	\$0 \$0	\$0 \$0	0.0%
2062 2063	\$32,784 \$25,846	\$1,801,438 \$1,501,871	5494.8% 5810.8%	\$55,033 \$43,482	\$1,754,876 \$1,463,570	3188.8% 3365.9%	\$58,412 \$46,219	\$1,801,438 \$1,501,871	3084.0% 3249.5%	\$0 \$0	\$0 \$0	0.0% 0.0%	\$0 \$0	\$0 \$0	0.0% 0.0%
2063	\$20,251	\$1,246,255	6153.9%	\$45,482 \$34,142	\$1,214,767	3558.0%	\$36,343	\$1,246,255	3429.1%	\$0 \$0	\$0 \$0	0.0%	\$0 \$0	\$0 \$0	0.0%
2065	\$15,781	\$1,021,306	6471.6%	\$26,659	\$995,555	3734.4%	\$28,419	\$1,021,306	3593.7%	\$0	\$0 \$0	0.0%	\$0 \$0	\$0 \$0	0.0%
2066	\$12,220	\$828,094	6776.6%	\$20,682	\$807,188	3902.9%	\$22,079	\$828,094	3750.6%	\$0	\$0 \$0	0.0%	\$0	\$0	0.0%
2067	\$9,396	\$661,254	7037.3%	\$15,931	\$644,716	4047.0%	\$17,032	\$661,254	3882.4%	\$0	\$0	0.0%	\$0	\$0	0.0%
2068	\$7,162	\$522,357	7293.0%	\$12,163	\$509,618	4189.8%	\$13,023	\$522,357	4010.9%	\$0	\$0	0.0%	\$0	\$0	0.0%
2069	\$5,410	\$405,542	7495.5%	\$9,202	\$396,090	4304.4%	\$9,868	\$405,542	4109.9%	\$0	\$0	0.0%	\$0	\$0	0.0%
2070	\$4,041	\$310,689	7688.1%	\$6,883 \$5,082	\$303,868 \$220,058	4415.0%	\$7,392 \$5,466	\$310,689 \$234,803	4203.2%	\$0 \$0	\$0 \$0	0.0%	\$0 \$0	\$0 \$0	0.0%
2071 2072+	\$2,980 \$6,959	\$234,803 \$620,920	7879.0% 8922.2%	\$5,082 \$11,896	\$229,958 \$609,604	4525.2% 5124.5%	\$5,466 \$12,849	\$234,803 \$620,920	4295.8% 4832.4%	\$0 \$0	\$0 \$0	0.0% 0.0%	\$0 \$0	\$0 \$0	0.0% 0.0%
2012	Ψ0,232	ψ020,920	0722.270	ψ11,070	ψ002,00 <del>4</del>	J124.J70	ψ12,047	ψ020,720	7032.470	ψΨ	ΨΟ	0.070	ψυ	ΨŪ	0.070
				1			Summ	ary of Experience a	t 4.5%	1			1		
		Current Rates			Proposed Rates		Rates	s Restated from Ince	eption		ior Assumption Rat			Original Rates	
····	Earned Premium	Incurred Claims	Loss Ratios	Earned Premium	Incurred Claims	Loss Ratios	Earned Premium		Loss Ratios	Earned Premium	Incurred Claims	Loss Ratios	Earned Premium	Incurred Claims	Loss Ratios
Historical (YE2021) Projected Future (2022 +)	\$88,963,577 \$47,345,530	\$15,054,726 \$152,240,085	16.9% 321.6%	\$88,963,577 \$72,335,973	\$15,054,726 \$148,839,543	16.9% 205.8%	\$216,163,174 \$78,633,341	\$15,054,726 \$152,240,085	7.0% 193.6%	\$88,963,577 \$41,719,845	\$15,054,726 \$107,551,664	16.9% 257.8%	\$72,032,269 \$14,599,192	\$14,330,370 \$42,414,569	19.9% 290.5%
Total Lifetime Anticipated	\$136,309,107	\$152,240,085 \$167,294,811	122.7%	\$12,335,975	\$148,839,545 \$163,894,269	205.8% 101.6%	\$78,033,341 \$294,796,514	\$152,240,085 \$167,294,811	56.7%	\$41,719,845 \$130,683,422	\$107,551,664 \$122,606,390	257.8% 93.8%	\$86,631,461	\$42,414,569 \$56,744,939	290.3% 65.5%
	+======================================			+-01,277,000	+ = >0,07 1,207			+-0, => 1,011		÷=====;====;====;=====;======;=========	,000,070	20.070	+ 30,001,101	+= 0,1 · 1,707	00.070

#### Attachment 3 Allianz Life Insurance Company of North America Nationwide Experience Policy Form Series: GPR 3% Compound Inflation Policies As of 12/31/2021 Historical and Projected Experience

		Current Assumption	ns		urrent Assumptions			t Assumptions with		· ·	istorical and Future	1		iginal Assumptions	
Year	Earned Premium	and Current Rates Incurred Claims	Loss Ratios	Pr Earned Premium	oposed Rate Increas Incurred Claims	e Loss Ratios	Premiur Earned Premium	ns Restated From I Incurred Claims	nception Loss Ratios	base Earned Premium	d on Prior Assumpt Incurred Claims	tions Loss Ratios	-	Premiums From In Incurred Claims	ception Loss Ratios
2003	\$85,122	\$0	0.0%	\$85,122	\$0	0.0%	\$214,310	\$0	0.0%	\$85,122	\$0	0.0%	\$85,122	\$2,004	2.4%
2003	\$1,527,969	\$0 \$0	0.0%	\$1,527,969	\$0	0.0%	\$3,837,471	\$0	0.0%	\$1,527,969	\$0	0.0%	\$1,526,912	\$37,058	2.4%
2005	\$3,897,600	\$403,943	10.4%	\$3,897,600	\$403,943	10.4%	\$9,847,233	\$403,943	4.1%	\$3,897,600	\$403,943	10.4%	\$3,846,472	\$111,854	2.9%
2006	\$6,415,742	\$15,047	0.2%	\$6,415,742	\$15,047	0.2%	\$16,304,598	\$15,047	0.1%	\$6,415,742	\$15,047	0.2%	\$6,248,148	\$221,521	3.5%
2007 2008	\$7,424,902 \$7,511,470	\$13,871 \$833,794	0.2% 11.1%	\$7,424,902 \$7,511,470	\$13,871 \$833,794	0.2% 11.1%	\$18,904,026 \$19,135,614	\$13,871 \$833,794	0.1% 4.4%	\$7,424,902 \$7,511,470	\$13,871 \$833,794	0.2% 11.1%	\$7,107,751 \$7,032,808	\$334,090 \$450,366	4.7% 6.4%
2008	\$7,434,456	\$294,112	4.0%	\$7,434,456	\$294,112	4.0%	\$18,927,329	\$294,112	1.6%	\$7,434,456	\$294,112	4.0%	\$6,830,247	\$582,989	8.5%
2010	\$7,317,168	\$19,954	0.3%	\$7,317,168	\$19,954	0.3%	\$18,616,579	\$19,954	0.1%	\$7,317,168	\$19,954	0.3%	\$6,591,599	\$732,105	11.1%
2011	\$7,229,831	\$651,880	9.0%	\$7,229,831	\$651,880	9.0%	\$18,394,670	\$651,880	3.5%	\$7,229,831	\$651,880	9.0%	\$6,347,251	\$893,233	14.1%
2012	\$7,146,372	\$935,646	13.1%	\$7,146,372	\$935,646	13.1%	\$18,179,950	\$935,646	5.1%	\$7,146,372	\$935,646	13.1%	\$6,103,078	\$1,063,328	17.4%
2013 2014	\$7,082,416 \$7,014,621	\$456,412 \$1,620,274	6.4% 23.1%	\$7,082,416 \$7,014,621	\$456,412 \$1,620,274	6.4% 23.1%	\$18,017,753 \$17,836,670	\$456,412 \$1,620,274	2.5% 9.1%	\$7,082,416 \$7,014,621	\$456,412 \$1,620,274	6.4% 23.1%	\$5,858,743 \$5,614,678	\$1,241,480 \$1,427,658	21.2% 25.4%
2015	\$6,907,609	\$2,013,253	29.1%	\$6,907,609	\$2,013,253	29.1%	\$17,569,318	\$2,013,253	11.5%	\$6,907,609	\$2,013,253	29.1%	\$5,371,033	\$1,616,306	30.1%
2016	\$6,805,666	\$3,164,480	46.5%	\$6,805,666	\$3,164,480	46.5%	\$17,312,106	\$3,164,480	18.3%	\$6,805,666	\$3,164,480	46.5%	\$5,127,994	\$1,806,587	35.2%
2017	\$6,697,786	\$2,765,541	41.3%	\$6,697,786	\$2,765,541	41.3%	\$17,020,379	\$2,765,541	16.2%	\$6,697,786	\$2,765,541	41.3%	\$4,885,901	\$2,003,229	41.0%
2018	\$7,559,779	\$2,274,869	30.1%	\$7,559,779	\$2,274,869	30.1%	\$16,779,429	\$2,274,869	13.6%	\$7,559,779	\$2,274,869 \$2,065,628	30.1%	\$4,645,226	\$2,214,683	47.7%
2019 2020	\$8,099,263 \$9,087,702	\$2,065,628 \$3,113,554	25.5% 34.3%	\$8,099,263 \$9,087,702	\$2,065,628 \$3,113,554	25.5% 34.3%	\$16,480,467 \$16,148,242	\$2,065,628 \$3,113,554	12.5% 19.3%	\$8,099,263 \$9,087,702	\$2,065,628 \$3,113,554	25.5% 34.3%	\$4,406,429 \$4,169,896	\$2,447,900 \$2,699,776	55.6% 64.7%
2020	\$9,688,907	\$8,122,152	83.8%	\$9,688,907	\$8,122,152	83.8%	\$10,148,242 \$15,802,792	\$8,122,152	51.4%	\$9,688,907	\$8,122,152	83.8%	\$3,936,024	\$2,967,966	75.4%
2022	\$9,269,401	\$5,789,205	62.5%	\$9,286,841	\$5,789,205	62.3%	\$15,134,696	\$5,789,205	38.3%	\$9,199,610	\$5,106,687	55.5%	\$3,705,321	\$3,253,097	87.8%
2023	\$8,999,285	\$6,872,448	76.4%	\$12,746,559	\$6,797,130	53.3%	\$14,703,539	\$6,872,448	46.7%	\$8,799,116	\$5,777,518	65.7%	\$3,478,369	\$3,565,548	102.5%
2024	\$8,655,050	\$7,869,920	90.9%	\$13,642,571	\$7,766,074	56.9%	\$14,153,702	\$7,869,920	55.6%	\$8,393,966	\$6,511,962	77.6%	\$3,255,689	\$3,906,508	120.0%
2025	\$8,298,977 \$7,031,010	\$8,989,522 \$10,255,416	108.3%	\$13,091,207	\$8,860,641 \$10,096,694	67.7% 80.6%	\$13,584,454	\$8,989,522 \$10,255,416	66.2% 78.0%	\$7,984,593 \$7,572,250	\$7,307,127 \$8,150,201	91.5% 107.8%	\$3,037,682 \$2,824,732	\$4,247,756 \$4,566,283	139.8%
2026 2027	\$7,931,019 \$7,552,223	\$10,255,416 \$11,633,650	129.3% 154.0%	\$12,521,006 \$11,933,541	\$10,096,694 \$11,440,785	80.6% 95.9%	\$12,995,656 \$12,388,926	\$10,255,416 \$11,633,650	78.9% 93.9%	\$7,572,250 \$7,157,955	\$8,159,291 \$9,068,102	107.8% 126.7%	\$2,824,732 \$2,617,323	\$4,566,283 \$4,855,275	161.7% 185.5%
2027 2028	\$7,162,998	\$13,136,663	183.4%	\$11,329,379	\$12,905,189	113.9%	\$12,388,920	\$13,136,663	111.7%	\$6,743,380	\$10,025,677	148.7%	\$2,416,052	\$5,138,694	212.7%
2029	\$6,765,766	\$14,665,963	216.8%	\$10,712,208	\$14,393,584	134.4%	\$11,127,166	\$14,665,963	131.8%	\$6,329,947	\$11,018,818	174.1%	\$2,221,538	\$5,428,353	244.4%
2030	\$6,361,703	\$16,226,793	255.1%	\$10,083,762	\$15,911,517	157.8%	\$10,477,700	\$16,226,793	154.9%	\$5,919,828	\$12,029,237	203.2%	\$2,034,339	\$5,686,287	279.5%
2031	\$5,953,382	\$17,742,117	298.0%	\$9,447,944	\$17,383,784	184.0%	\$9,820,439	\$17,742,117	180.7%	\$5,514,995	\$13,033,331	236.3%	\$1,854,961	\$5,885,206	317.3%
2032 2033	\$5,542,628 \$5,133,294	\$19,239,840 \$20,580,824	347.1% 400.9%	\$8,807,481 \$8,168,285	\$18,838,085 \$20,138,646	213.9% 246.5%	\$9,158,169 \$8,496,973	\$19,239,840 \$20,580,824	210.1% 242.2%	\$5,117,203 \$4,727,802	\$14,013,290 \$14,948,924	273.8% 316.2%	\$1,683,900 \$1,521,626	\$6,019,761 \$6,135,075	357.5% 403.2%
2033	\$4,727,626	\$21,800,983	461.1%	\$7,533,782	\$20,138,040 \$21,321,299	283.0%	\$7,840,372	\$20,380,824 \$21,800,983	278.1%	\$4,727,802 \$4,348,090	\$15,822,097	363.9%	\$1,368,545	\$6,263,340	403.2% 457.7%
2035	\$4,328,977	\$22,820,014	527.1%	\$6,909,150	\$22,307,758	322.9%	\$7,193,700	\$22,820,014	317.2%	\$3,979,496	\$16,608,722	417.4%	\$1,224,928	\$6,368,606	519.9%
2036	\$3,939,669	\$23,681,007	601.1%	\$6,297,978	\$23,139,964	367.4%	\$6,560,643	\$23,681,007	361.0%	\$3,624,141	\$17,289,764	477.1%	\$1,090,912	\$6,422,777	588.8%
2037	\$3,563,741	\$24,244,363	680.3%	\$5,706,624	\$23,681,190	415.0%	\$5,947,778	\$24,244,363	407.6%	\$3,283,797	\$17,848,877	543.5%	\$966,520	\$6,414,112	663.6%
2038	\$3,203,263	\$24,571,818	767.1%	\$5,138,384	\$23,992,071	466.9%	\$5,358,511	\$24,571,818	458.6%	\$2,960,224	\$18,275,196	617.4%	\$851,705	\$6,390,951	750.4%
2039 2040	\$2,860,939 \$2,538,149	\$24,590,328 \$24,383,229	859.5% 960.7%	\$4,597,585 \$4,086,483	\$24,002,063 \$23,792,642	522.1% 582.2%	\$4,797,343 \$4,266,637	\$24,590,328 \$24,383,229	512.6% 571.5%	\$2,654,172 \$2,366,522	\$18,552,368 \$18,673,503	699.0% 789.1%	\$746,378 \$650,357	\$6,376,963 \$6,322,076	854.4% 972.1%
2040	\$2,237,324	\$23,832,255	1065.2%	\$3,609,037	\$23,248,880	644.2%	\$3,770,534	\$23,832,255	632.1%	\$2,098,017	\$18,631,478	888.1%	\$563,368	\$6,185,219	1097.9%
2042	\$1,959,047	\$23,061,081	1177.2%	\$3,166,298	\$22,492,391	710.4%	\$3,310,159	\$23,061,081	696.7%	\$1,849,178	\$18,434,785	996.9%	\$485,044	\$5,955,370	1227.8%
2043	\$1,704,276	\$22,043,204	1293.4%	\$2,759,950	\$21,498,164	778.9%	\$2,887,306	\$22,043,204	763.5%	\$1,620,254	\$18,084,410	1116.1%	\$414,966	\$5,683,048	1369.5%
2044	\$1,472,700	\$20,882,040	1417.9%	\$2,389,687	\$20,367,788	852.3%	\$2,501,712	\$20,882,040	834.7%	\$1,411,162	\$17,590,030	1246.5%	\$352,712	\$5,387,937	1527.6%
2045 2046	\$1,264,619 \$1,078,882	\$19,475,820 \$17,961,634	1540.1% 1664.8%	\$2,056,189 \$1,757,800	\$19,000,639 \$17,527,584	924.1% 997.1%	\$2,154,154 \$1,842,958	\$19,475,820 \$17,961,634	904.1% 974.6%	\$1,221,690 \$1,051,336	\$16,960,794 \$16,211,269	1388.3% 1542.0%	\$297,822 \$249,797	\$5,041,763 \$4,631,334	1692.9% 1854.0%
2040	\$914,656	\$16,360,712	1788.7%	\$1,493,341	\$17,327,384 \$15,967,474	1069.2%	\$1,566,941	\$16,360,712	1044.1%	\$899,348	\$15,356,233	1707.5%	\$208,078	\$4,176,389	2007.1%
2048	\$770,453	\$14,785,767	1919.1%	\$1,260,569	\$14,429,973	1144.7%	\$1,323,796	\$14,785,767	1116.9%	\$764,758	\$14,410,853	1884.4%	\$172,074	\$3,729,202	2167.2%
2049	\$645,324	\$13,201,484	2045.7%	\$1,058,098	\$12,881,438	1217.4%	\$1,112,119	\$13,201,484	1187.1%	\$646,478	\$13,400,862	2072.9%	\$141,258	\$3,319,461	2349.9%
2050	\$537,494	\$11,702,118	2177.2%	\$883,197	\$11,415,126	1292.5%	\$929,099	\$11,702,118	1259.5%	\$543,323	\$12,353,122	2273.6%	\$115,108	\$2,941,590	2555.5%
2051	\$445,429	\$10,285,864	2309.2%	\$733,511	\$10,029,710	1367.4%	\$772,318	\$10,285,864	1331.8%	\$454,004	\$11,291,205	2487.0%	\$93,123 \$74,760	\$2,584,910 \$2,242,272	2775.8%
2052 2053	\$367,293 \$301,665	\$9,006,376 \$7,818,797	2452.1% 2591.9%	\$606,173 \$498,966	\$8,778,096 \$7,616,776	1448.1% 1526.5%	\$638,818 \$526,317	\$9,006,376 \$7,818,797	1409.8% 1485.6%	\$377,249 \$301,912	\$10,235,026 \$8,852,208	2713.1% 2932.1%	\$74,760 \$59,175	\$2,243,272 \$1,915,027	3000.6% 3236.2%
2053	\$246,814	\$6,762,777	2740.0%	\$409,158	\$6,584,461	1609.3%	\$431,984	\$6,762,777	1565.5%	\$192,632	\$5,926,858	3076.8%	\$41,196	\$1,411,805	3427.0%
2055	\$201,287	\$5,810,019	2886.4%	\$334,444	\$5,654,058	1690.6%	\$353,432	\$5,810,019	1643.9%	\$93,066	\$2,966,409	3187.4%	\$23,114	\$826,727	3576.8%
2056	\$163,603	\$4,971,771	3038.9%	\$272,457	\$4,836,441	1775.1%	\$288,203	\$4,971,771	1725.1%	\$20,764	\$663,209	3194.1%	\$8,083	\$294,561	3644.0%
2057	\$132,621	\$4,217,491	3180.1%	\$221,376	\$4,101,811	1852.9%	\$234,406	\$4,217,491	1799.2%	\$4,121	\$130,996	3178.6%	\$1,784	\$65,011 \$16,514	3643.7%
2058 2059	\$107,181 \$86,381	\$3,562,700 \$2,997,773	3324.0% 3470.4%	\$179,329 \$144,864	\$3,464,846 \$2,915,580	1932.1% 2012.6%	\$190,083 \$153,717	\$3,562,700 \$2,997,773	1874.3% 1950.2%	\$1,316 \$0	\$43,152 \$0	3279.3% 0.0%	\$446 \$65	\$16,514 \$2,425	3700.9% 3758.9%
2059	\$69,399	\$2,521,417	3633.2%	\$116,647	\$2,452,425	2102.4%	\$123,913	\$2,521,417	2034.8%	\$0 \$0	\$0 \$0	0.0%	\$03 \$0	\$2,423 \$0	0.0%
2061	\$55,619	\$2,105,733	3786.0%	\$93,685	\$2,048,174	2186.2%	\$99,633	\$2,105,733	2113.5%	\$0	\$0	0.0%	\$0	\$0	0.0%
2062	\$44,446	\$1,754,431	3947.4%	\$75,012	\$1,706,420	2274.9%	\$79,863	\$1,754,431	2196.8%	\$0	\$0	0.0%	\$0	\$0	0.0%
2063	\$35,413	\$1,458,376	4118.2%	\$59,870	\$1,418,356	2369.0%	\$63,812	\$1,458,376	2285.4%	\$0 \$0	\$0 \$0	0.0%	\$0 \$0	\$0 \$0	0.0%
2064	\$28,108 \$22,233	\$1,213,988 \$1,003,459	4319.0%	\$47,589 \$37,685	\$1,180,456 \$975,550	2480.5% 2588 7%	\$50,775 \$40,246	\$1,213,988 \$1,003,459	2390.9% 2493.3%	\$0 \$0	\$0 \$0	0.0%	\$0 \$0	\$0 \$0	0.0%
2065 2066	\$22,233 \$17,512	\$1,003,459 \$824,645	4513.3% 4709.1%	\$37,685 \$29,704	\$975,550 \$801,667	2588.7% 2698.8%	\$40,246 \$31,749	\$1,003,459 \$824,645	2493.3% 2597.4%	\$0 \$0	\$0 \$0	0.0% 0.0%	\$0 \$0	\$0 \$0	0.0% 0.0%
2000	\$13,731	\$671,027	4886.9%	\$23,300	\$652,489	2800.3%	\$24,922	\$671,027	2692.5%	\$0 \$0	\$0 \$0	0.0%	\$0 \$0	\$0 \$0	0.0%
2068	\$10,704	\$542,542	5068.6%	\$18,163	\$527,969	2906.8%	\$19,441	\$542,542	2790.8%	\$0	\$0	0.0%	\$0	\$0	0.0%
2069	\$8,295	\$433,073	5220.6%	\$14,071	\$422,044	2999.3%	\$15,070	\$433,073	2873.7%	\$0	\$0	0.0%	\$0	\$0	0.0%
2070	\$6,381	\$342,861	5373.3%	\$10,816	\$334,756	3095.0%	\$11,590	\$342,861	2958.2%	\$0 \$0	\$0	0.0%	\$0 \$0	\$0 #0	0.0%
2071	\$4,867 \$13,063	\$268,320 \$848,765	5513.2%	\$8,242	\$262,538 \$834,031	3185.4%	\$8,836	\$268,320 \$848.765	3036.5% 3583.2%	\$0 \$0	\$0 \$0	0.0%	\$0 \$0	\$0 \$0	0.0%
2072+	\$13,063	\$848,765	6497.5%	\$22,056	\$834,031	3781.4%	\$23,688	\$848,765	3583.2%	\$0	\$0	0.0%	\$0	\$0	0.0%
				1			Summ	ary of Experience a	it 4.5%	1			1		
		Current Rates			Proposed Rates		Rates	Restated from Inco	eption		ior Assumption Rat			Original Rates	
	Earned Premium	Incurred Claims	Loss Ratios	Earned Premium	Incurred Claims	Loss Ratios	Earned Premium	Incurred Claims	Loss Ratios	Earned Premium	Incurred Claims	Loss Ratios	Earned Premium	Incurred Claims	Loss Ratios
Historical (YE2021) Projected Future (2022 +)	\$182,827,255 \$88,118,632	\$34,989,832 \$277,685,945	19.1% 315.1%	\$182,827,255 \$133,194,853	\$34,989,832 \$271,824,681	19.1% 204.1%	\$440,935,805 \$145,214,856	\$34,989,832 \$277,685,945	7.9% 191.2%	\$182,827,255 \$83,643,254	\$34,989,832 \$216,324,673	19.1% 258.6%	\$146,908,176 \$29,550,733	\$29,381,386 \$86,201,913	20.0% 291.7%
Total Lifetime Anticipated	\$270,945,887	\$277,085,945 \$312,675,776	115.4%	\$155,194,855	\$306,814,513	204.1% 97.1%	\$143,214,836	\$277,085,945 \$312,675,776	53.3%	\$85,045,254 \$266,470,509	\$251,314,505	238.0% 94.3%	\$176,458,909	\$80,201,913 \$115,583,299	65.5%
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## Attachment 3 Allianz Life Insurance Company of North America Nationwide Experience Policy Form Series: GPR 5% Simple Inflation Policies As of 12/31/2021 Historical and Projected Experience

	a)	) Current Assumption and Current Rates	ns	· · · · ·	urrent Assumptions oposed Rate Increas		,	t Assumptions with ns Restated From Ir	1	· · ·	istorical and Future d on Prior Assump	1		riginal Assumptions Premiums From In	
Year	Earned Premium		Loss Ratios	Earned Premium	Incurred Claims	Loss Ratios	Earned Premium		Loss Ratios	Earned Premium	Incurred Claims	Loss Ratios		Incurred Claims	Loss Ratios
2003	\$105,194	\$0	0.0%	\$105,194	\$0	0.0%	\$256,522	\$0	0.0%	\$105,194	\$0	0.0%	\$105,194	\$2,476	2.4%
2004	\$2,216,341	\$81,793	3.7%	\$2,216,341	\$81,793	3.7%	\$5,515,144	\$81,793	1.5%	\$2,216,341	\$81,793	3.7%	\$2,215,550	\$53,531	2.4%
2005	\$5,044,968	\$174,383	3.5%	\$5,044,968	\$174,383	3.5%	\$12,607,304	\$174,383	1.4%	\$5,044,968	\$174,383	3.5%	\$5,022,258	\$148,874	3.0%
2006 2007	\$7,555,697 \$8,645,668	\$1,245,479 \$465,105	16.5% 5.4%	\$7,555,697 \$8,645,668	\$1,245,479 \$465,105	16.5% 5.4%	\$18,959,522 \$21,752,560	\$1,245,479 \$465,105	6.6% 2.1%	\$7,555,697 \$8,645,668	\$1,245,479 \$465,105	16.5% 5.4%	\$7,489,335 \$8,486,422	\$276,651 \$412,459	3.7% 4.9%
2007 2008	\$8,686,120	\$820,075	9.4%	\$8,686,120	\$820,075	9.4%	\$21,868,126	\$820,075	3.8%	\$8,686,120	\$820,075	9.4%	\$8,409,798	\$553,938	4.9% 6.6%
2008	\$8,459,570	\$813,702	9.6%	\$8,459,570	\$813,702	9.6%	\$21,280,926	\$813,702	3.8%	\$8,459,570	\$813,702	9.6%	\$8,143,738	\$714,800	8.8%
2010	\$8,242,761	\$1,167,473	14.2%	\$8,242,761	\$1,167,473	14.2%	\$20,743,827	\$1,167,473	5.6%	\$8,242,761	\$1,167,473	14.2%	\$7,849,330	\$894,689	11.4%
2011	\$8,069,792	\$1,142,701	14.2%	\$8,069,792	\$1,142,701	14.2%	\$20,315,375	\$1,142,701	5.6%	\$8,069,792	\$1,142,701	14.2%	\$7,557,556	\$1,087,644	14.4%
2012	\$7,913,817	\$2,379,327	30.1%	\$7,913,817	\$2,379,327	30.1%	\$19,934,065	\$2,379,327	11.9%	\$7,913,817	\$2,379,327	30.1%	\$7,265,937	\$1,292,332	17.8%
2013	\$7,770,384	\$2,470,566	31.8%	\$7,770,384	\$2,470,566	31.8%	\$19,584,219	\$2,470,566	12.6%	\$7,770,384	\$2,470,566	31.8%	\$6,973,939	\$1,506,783	21.6%
2014	\$7,590,334	\$4,763,974	62.8%	\$7,590,334	\$4,763,974	62.8%	\$19,156,087	\$4,763,974	24.9%	\$7,590,334	\$4,763,974	62.8%	\$6,682,208	\$1,729,525	25.9%
2015	\$7,404,362	\$2,807,303	37.9%	\$7,404,362	\$2,807,303	37.9%	\$18,712,313	\$2,807,303	15.0%	\$7,404,362	\$2,807,303	37.9%	\$6,391,004	\$1,954,825	30.6%
2016	\$7,207,060	\$3,795,931	52.7%	\$7,207,060	\$3,795,931	52.7%	\$18,212,324	\$3,795,931	20.8%	\$7,207,060	\$3,795,931	52.7%	\$6,100,570	\$2,182,753	35.8%
2017 2018	\$7,023,816 \$7,830,904	\$5,445,344 \$5,565,442	77.5% 71.1%	\$7,023,816 \$7,830,904	\$5,445,344 \$5,565,442	77.5% 71.1%	\$17,751,126 \$17,263,053	\$5,445,344 \$5,565,442	30.7% 32.2%	\$7,023,816 \$7,830,904	\$5,445,344 \$5,565,442	77.5% 71.1%	\$5,811,332 \$5,523,848	\$2,419,575 \$2,674,825	41.6% 48.4%
2018	\$7,850,904 \$8,294,459	\$3,363,442 \$7,460,345	89.9%	\$7,830,904 \$8,294,459	\$5,565,442 \$7,460,345	71.1% 89.9%	\$16,813,239	\$3,363,442 \$7,460,345	52.2% 44.4%	\$7,830,904 \$8,294,459	\$3,363,442 \$7,460,345	71.1% 89.9%	\$5,238,652	\$2,956,795	48.4% 56.4%
2019	\$9,249,099	\$7,044,778	76.2%	\$9,249,099	\$7,044,778	76.2%	\$16,346,817	\$7,044,778	43.1%	\$9,249,099	\$7,044,778	76.2%	\$4,956,199	\$3,259,189	65.8%
2020	\$9,677,600	\$10,005,260	103.4%	\$9,677,600	\$10,005,260	103.4%	\$15,739,714	\$10,005,260	63.6%	\$9,677,600	\$10,005,260	103.4%	\$4,676,988	\$3,580,950	76.6%
2022	\$9,121,228	\$7,763,857	85.1%	\$9,140,652	\$7,763,857	84.9%	\$14,856,167	\$7,763,857	52.3%	\$9,160,563	\$5,123,869	55.9%	\$4,401,646	\$3,925,482	89.2%
2023	\$8,794,278	\$8,919,007	101.4%	\$12,556,986	\$8,826,950	70.3%	\$14,339,338	\$8,919,007	62.2%	\$8,760,734	\$5,796,257	66.2%	\$4,130,855	\$4,303,208	104.2%
2024	\$8,357,294	\$9,868,104	118.1%	\$13,145,438	\$9,755,811	74.2%	\$13,648,943	\$9,868,104	72.3%	\$8,356,369	\$6,531,105	78.2%	\$3,865,216	\$4,713,830	122.0%
2025	\$7,910,176	\$10,838,433	137.0%	\$12,460,003	\$10,703,595	85.9%	\$12,941,253	\$10,838,433	83.8%	\$7,947,788	\$7,327,108	92.2%	\$3,605,202	\$5,117,005	141.9%
2026	\$7,454,037	\$11,826,044	158.7%	\$11,759,506	\$11,667,003	99.2%	\$12,217,806	\$11,826,044	96.8%	\$7,536,307	\$8,179,816	108.5%	\$3,351,289	\$5,492,227	163.9%
2027	\$6,991,393	\$12,775,685	182.7%	\$11,047,641	\$12,591,635	114.0%	\$11,482,395	\$12,775,685	111.3%	\$7,122,964	\$9,088,939	127.6%	\$3,104,076	\$5,838,368	188.1%
2028	\$6,524,014	\$13,707,617	210.1%	\$10,326,970	\$13,497,865 \$14,287,062	130.7%	\$10,737,639	\$13,707,617	127.7%	\$6,709,414	\$10,046,203	149.7%	\$2,864,279	\$6,178,329 \$6,525,471	215.7% 247.9%
2029 2030	\$6,056,216 \$5,590,544	\$14,522,083 \$15,239,596	239.8% 272.6%	\$9,603,985 \$8,882,487	\$14,287,963 \$14,982,455	148.8% 168.7%	\$9,990,216 \$9,244,025	\$14,522,083 \$15,239,596	145.4% 164.9%	\$6,297,023 \$5,888,120	\$11,037,611 \$12,045,904	175.3% 204.6%	\$2,632,627 \$2,409,777	\$6,525,471 \$6,823,369	247.9% 283.2%
2030	\$5,130,883	\$15,791,683	307.8%	\$8,168,416	\$14,982,455 \$15,514,793	189.9%	\$9,244,023	\$15,791,683	185.7%	\$5,484,581	\$12,045,904	204.0%	\$2,409,777	\$0,825,509 \$7,049,637	321.0%
2031	\$4,679,886	\$16,204,547	346.3%	\$7,465,836	\$15,910,732	213.1%	\$7,777,841	\$16,204,547	208.3%	\$5,088,025	\$14,022,182	275.6%	\$1,992,904	\$7,210,259	361.8%
2032	\$4,242,164	\$16,389,919	386.4%	\$6,781,926	\$16,083,958	237.2%	\$7,069,436	\$16,389,919	231.8%	\$4,699,959	\$14,953,344	318.2%	\$1,800,026	\$7,349,182	408.3%
2034	\$3,820,090	\$16,402,000	429.4%	\$6,120,449	\$16,087,819	262.9%	\$6,383,848	\$16,402,000	256.9%	\$4,321,644	\$15,820,737	366.1%	\$1,618,177	\$7,505,518	463.8%
2035	\$3,416,963	\$16,208,600	474.4%	\$5,486,683	\$15,891,111	289.6%	\$5,726,547	\$16,208,600	283.0%	\$3,954,387	\$16,600,563	419.8%	\$1,447,661	\$7,621,729	526.5%
2036	\$3,034,629	\$15,874,348	523.1%	\$4,883,675	\$15,557,175	318.6%	\$5,100,690	\$15,874,348	311.2%	\$3,600,591	\$17,274,931	479.8%	\$1,288,624	\$7,674,096	595.5%
2037	\$2,676,223	\$15,331,406	572.9%	\$4,316,588	\$15,019,382	347.9%	\$4,511,651	\$15,331,406	339.8%	\$3,261,794	\$17,826,866	546.5%	\$1,141,091	\$7,664,654	671.7%
2038	\$2,342,719	\$14,655,643	625.6%	\$3,787,213	\$14,352,250	379.0%	\$3,961,316	\$14,655,643	370.0%	\$2,939,708	\$18,246,190	620.7%	\$1,004,997	\$7,639,189	760.1%
2039	\$2,035,649	\$13,839,633	679.9%	\$3,298,249	\$13,548,437	410.8%	\$3,452,539	\$13,839,633	400.9%	\$2,635,185	\$18,515,100	702.6%	\$880,229	\$7,623,109	866.0%
2040	\$1,755,141	\$12,942,855	737.4%	\$2,850,177	\$12,666,358	444.4%	\$2,985,879	\$12,942,855	433.5%	\$2,349,046	\$18,629,073	793.0%	\$766,556	\$7,543,514	984.1%
2041	\$1,502,112	\$11,924,956	793.9%	\$2,444,738	\$11,666,591	477.2%	\$2,563,218	\$11,924,956	465.2%	\$2,082,036	\$18,579,853 \$18,377,476	892.4%	\$663,634	\$7,364,237	1109.7%
2042 2043	\$1,275,727 \$1,075,416	\$10,882,291 \$9,824,331	853.0% 913.5%	\$2,080,866 \$1,757,931	\$10,642,850 \$9,604,363	511.5% 546.3%	\$2,183,515 \$1,846,184	\$10,882,291 \$9,824,331	498.4% 532.1%	\$1,834,663 \$1,607,151	\$18,021,225	1001.7% 1121.3%	\$571,023 \$488,215	\$7,087,108 \$6,760,646	1241.1% 1384.8%
2043	\$899,570	\$8,803,598	978.6%	\$1,473,605	\$8,602,583	583.8%	\$1,548,877	\$8,803,598	568.4%	\$1,399,401	\$17,521,528	1252.1%	\$414,709	\$6,403,396	1544.1%
2044	\$747,083	\$7,781,095	1041.5%	\$1,226,366	\$7,599,681	619.7%	\$1,290,097	\$7,781,095	603.1%	\$1,211,233	\$16,888,937	1394.4%	\$349,950	\$5,977,534	1708.1%
2046	\$615,796	\$6,809,954	1105.9%	\$1,012,933	\$6,647,748	656.3%	\$1,066,490	\$6,809,954	638.5%	\$1,042,100	\$16,136,261	1548.4%	\$293,325	\$5,479,157	1867.9%
2047	\$503,878	\$5,895,645	1170.1%	\$830,516	\$5,752,253	692.6%	\$875,198	\$5,895,645	673.6%	\$891,223	\$15,278,971	1714.4%	\$244,170	\$4,937,580	2022.2%
2048	\$409,161	\$5,069,879	1239.1%	\$675,739	\$4,944,121	731.7%	\$712,736	\$5,069,879	711.3%	\$757,681	\$14,332,385	1891.6%	\$201,774	\$4,407,301	2184.3%
2049	\$330,001	\$4,307,578	1305.3%	\$546,059	\$4,198,688	768.9%	\$576,484	\$4,307,578	747.2%	\$640,358	\$13,323,224	2080.6%	\$165,524	\$3,922,737	2369.9%
2050	\$264,343	\$3,629,984	1373.2%	\$438,235	\$3,536,441	807.0%	\$463,081	\$3,629,984	783.9%	\$538,051	\$12,277,703	2281.9%	\$134,795	\$3,472,506	2576.1%
2051	\$210,428	\$3,031,012	1440.4%	\$349,483	\$2,951,296	844.5%	\$369,642	\$3,031,012	820.0%	\$449,502	\$11,217,930	2495.6%	\$108,968	\$3,046,561	2795.8%
2052	\$166,453	\$2,519,278	1513.5%	\$276,924	\$2,451,575	885.3%	\$293,173	\$2,519,278	859.3%	\$373,437	\$10,165,111	2722.0%	\$87,412	\$2,642,226 \$2,252,644	3022.7%
2053	\$130,974 \$102,517	\$2,074,608 \$1,600.061	1584.0%	\$218,256 \$171,000	\$2,017,579 \$1,651,220	924.4%	\$231,279	\$2,074,608 \$1,600.061	897.0%	\$299,217	\$8,805,242 \$5,586,538	2942.8%	\$69,103 \$46,446	\$2,253,644 \$1,506,006	3261.3%
2054 2055	\$102,517 \$79,888	\$1,699,061 \$1,380,931	1657.3% 1728.6%	\$171,099 \$133,525	\$1,651,320 \$1,341,375	965.1% 1004.6%	\$181,479 \$141,759	\$1,699,061 \$1,380,931	936.2% 974.1%	\$182,035 \$89,962	\$5,586,538 \$2,862,366	3068.9% 3181.7%	\$46,446 \$25,207	\$1,596,096 \$900,820	3436.4% 3573.7%
2055	\$61,969	\$1,115,999	1800.9%	\$103,714	\$1,083,560	1004.8%	\$110,215	\$1,380,951 \$1,115,999	1012.6%	\$22,989	\$2,802,300 \$740,366	3220.6%	\$25,207 \$9,221	\$337,255	3657.6%
2057	\$47,898	\$892,530	1863.4%	\$80,261	\$866,345	1079.4%	\$85,376	\$892,530	1045.4%	\$3,380	\$108,324	3205.0%	\$1,933	\$71,121	3679.6%
2058	\$36,876	\$709,524	1924.1%	\$61,859	\$688,618	1113.2%	\$65,868	\$709,524	1077.2%	\$796	\$26,112	3279.3%	\$350	\$13,042	3723.4%
2059	\$28,295	\$560,832	1982.1%	\$47,511	\$544,261	1145.5%	\$50,644	\$560,832	1107.4%	\$0	\$0	0.0%	\$31	\$1,165	3758.9%
2060	\$21,636	\$442,086	2043.3%	\$36,360	\$428,966	1179.8%	\$38,800	\$442,086	1139.4%	\$0	\$0	0.0%	\$0	\$0	0.0%
2061	\$16,506	\$344,515	2087.2%	\$27,759	\$334,206	1203.9%	\$29,656	\$344,515	1161.7%	\$0	\$0	0.0%	\$0	\$0	0.0%
2062	\$12,562	\$267,758	2131.6%	\$21,140	\$259,637	1228.2%	\$22,611	\$267,758	1184.2%	\$0	\$0 \$0	0.0%	\$0	\$0	0.0%
2063	\$9,545	\$207,639	2175.4%	\$16,073	\$201,232	1252.0%	\$17,214	\$207,639	1206.3%	\$0 ©0	\$0 \$0	0.0%	\$0 \$0	\$0 \$0	0.0%
2064	\$7,241	\$161,004 \$123,807	2223.4%	\$12,201	\$155,940 \$110,036	1278.0%	\$13,085	\$161,004 \$122,807	1230.5%	\$0 \$0	\$0 \$0	0.0%	\$0 \$0	\$0 \$0	0.0%
2065 2066	\$5,493 \$4,163	\$123,897 \$94,541	2255.6% 2270.8%	\$9,261 \$7,025	\$119,936 \$91,494	1295.0% 1302.4%	\$9,946 \$7,555	\$123,897 \$94,541	1245.8% 1251.4%	\$0 \$0	\$0 \$0	0.0% 0.0%	\$0 \$0	\$0 \$0	0.0% 0.0%
2066 2067	\$4,163 \$3,153	\$94,541 \$71,181	2270.8% 2257.6%	\$7,025 \$5,324	\$91,494 \$68,879	1302.4% 1293.7%	\$7,555 \$5,735	\$94,541 \$71,181	1251.4% 1241.2%	\$0 \$0	\$0 \$0	0.0% 0.0%	\$0 \$0	\$0 \$0	0.0% 0.0%
2067	\$2,382	\$53,109	2237.6% 2229.1%	\$3,324 \$4,027	\$08,879 \$51,401	1293.7% 1276.5%	\$4,344	\$53,109	1241.2%	\$0 \$0	\$0 \$0	0.0%	\$0 \$0	\$0 \$0	0.0%
2069	\$1,795	\$39,134	2179.8%	\$3,037	\$37,903	1248.1%	\$3,282	\$39,134	1192.4%	\$0 \$0	\$0 \$0	0.0%	\$0 \$0	\$0 \$0	0.0%
2070	\$1,347	\$28,617	2124.2%	\$2,281	\$27,748	1216.3%	\$2,470	\$28,617	1158.7%	\$0	\$0 \$0	0.0%	\$0 \$0	\$0 \$0	0.0%
2071	\$1,006	\$20,801	2067.2%	\$1,706	\$20,194	1183.8%	\$1,850	\$20,801	1124.3%	\$0	\$0	0.0%	\$0	\$0	0.0%
2072+	\$2,560	\$52,095	2035.1%	\$4,354	\$50,568	1161.3%	\$4,750	\$52,095	1096.8%	\$0	\$0	0.0%	\$0	\$0	0.0%
								ary of Experience a			· · · =				
	Formed Descri	Current Rates	Logo Det	Formed Deservice	Proposed Rates	Logo Dation		Restated from Ince	•		ior Assumption Rat		Earned Premium	Original Rates	Loss Detter
Historical (YE2021)	Earned Premium \$203,304,302	Incurred Claims \$72,147,605	Loss Ratios 35.5%	Earned Premium \$203,304,302	Incurred Claims \$72,147,605	Loss Ratios 35.5%	Earned Premium \$488,035,531	Incurred Claims \$72,147,605	Loss Ratios 14.8%	Earned Premium \$203,304,302	Incurred Claims \$72,147,605	Loss Ratios 35.5%	\$176,866,413	<u>Incurred Claims</u> \$35,666,517	Loss Ratios 20.2%
Projected Future (2022 +)	\$77,978,740	\$200,443,903	257.0%	\$117,390,373	\$196,991,492	167.8%	\$128,630,541	\$200,443,903	155.8%	\$83,198,574	\$216,021,497	259.6%	\$35,022,169	\$103,123,763	294.5%
Total Lifetime Anticipated	\$281,283,042	\$272,591,508	96.9%	\$320,694,675	\$269,139,097	83.9%	\$616,666,072	\$272,591,508	44.2%	\$286,502,876	\$288,169,102	100.6%	\$211,888,582	\$138,790,280	65.5%
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## Attachment 3 Allianz Life Insurance Company of North America Nationwide Experience Policy Form Series: GPR Two Times 5% Compound Inflation Policies As of 12/31/2021 Historical and Projected Experience Historical and Projected Experience

	,	Current Assumption and Current Rates	ns		urrent Assumptions oposed Rate Increas		,	t Assumptions with ms Restated From Ir	1	<i>'</i>	istorical and Future d on Prior Assumpt	1		riginal Assumptions l Premiums From In	
Year	Earned Premium		Loss Ratios	Earned Premium	Incurred Claims	Loss Ratios	Earned Premium		Loss Ratios	Earned Premium	Incurred Claims	Loss Ratios	Earned Premium		Loss Ratios
2003	\$80,932	\$0	0.0%	\$80,932	\$0	0.0%	\$205,413	\$0	0.0%	\$80,932	\$0	0.0%	\$80,932	\$1,905	2.4%
2004	\$1,203,110	\$354,882	29.5%	\$1,203,110	\$354,882	29.5%	\$2,989,255	\$354,882	11.9% 3.4%	\$1,203,110	\$354,882	29.5%	\$1,205,084	\$29,428 \$86,100	2.4%
2005 2006	\$2,947,262 \$4,605,612	\$247,768 \$1,653,501	8.4% 35.9%	\$2,947,262 \$4,605,612	\$247,768 \$1,653,501	8.4% 35.9%	\$7,292,809 \$11,396,991	\$247,768 \$1,653,501	3.4% 14.5%	\$2,947,262 \$4,605,612	\$247,768 \$1,653,501	8.4% 35.9%	\$2,938,431 \$4,564,919	\$86,190 \$165,168	2.9% 3.6%
2000	\$4,995,016	\$491,972	9.8%	\$4,995,016	\$491,972	9.8%	\$12,372,564	\$491,972	4.0%	\$4,995,016	\$491,972	9.8%	\$4,920,587	\$241,490	4.9%
2007	\$4,922,995	\$512,576	10.4%	\$4,922,995	\$512,576	10.4%	\$12,199,903	\$512,576	4.2%	\$4,922,995	\$512,576	10.4%	\$4,837,649	\$322,875	6.7%
2009	\$4,756,185	\$476,316	10.0%	\$4,756,185	\$476,316	10.0%	\$11,786,629	\$476,316	4.0%	\$4,756,185	\$476,316	10.0%	\$4,674,048	\$415,786	8.9%
2010	\$4,623,665	\$465,127	10.1%	\$4,623,665	\$465,127	10.1%	\$11,469,344	\$465,127	4.1%	\$4,623,665	\$465,127	10.1%	\$4,503,340	\$520,094	11.5%
2011	\$4,502,899	\$940,108	20.9%	\$4,502,899	\$940,108	20.9%	\$11,176,596	\$940,108	8.4%	\$4,502,899	\$940,108	20.9%	\$4,336,017	\$632,155	14.6%
2012	\$4,386,314	\$1,894,993	43.2%	\$4,386,314	\$1,894,993	43.2%	\$10,895,658	\$1,894,993	17.4%	\$4,386,314	\$1,894,993	43.2%	\$4,168,234	\$749,889	18.0%
2013	\$4,265,890	\$2,158,171	50.6%	\$4,265,890	\$2,158,171	50.6%	\$10,608,213	\$2,158,171	20.3%	\$4,265,890	\$2,158,171	50.6%	\$4,000,290	\$873,394	21.8%
2014 2015	\$4,125,214	\$2,047,598	49.6% 52.9%	\$4,125,214 \$3,980,413	\$2,047,598	49.6% 52.9%	\$10,266,238	\$2,047,598	19.9% 21.3%	\$4,125,214	\$2,047,598 \$2,105,269	49.6% 52.9%	\$3,832,530	\$1,002,281 \$1,132,073	26.2% 30.9%
2013	\$3,980,413 \$3,865,591	\$2,105,269 \$4,693,838	121.4%	\$3,865,591	\$2,105,269 \$4,693,838	121.4%	\$9,901,111 \$9,619,180	\$2,105,269 \$4,693,838	48.8%	\$3,980,413 \$3,865,591	\$2,105,269 \$4,693,838	121.4%	\$3,665,088 \$3,498,087	\$1,263,093	36.1%
2010	\$3,761,429	\$3,402,530	90.5%	\$3,761,429	\$3,402,530	90.5%	\$9,358,932	\$3,402,530	36.4%	\$3,761,429	\$3,402,530	90.5%	\$3,331,776	\$1,399,070	42.0%
2018	\$4,158,415	\$6,835,457	164.4%	\$4,158,415	\$6,835,457	164.4%	\$9,014,306	\$6,835,457	75.8%	\$4,158,415	\$6,835,457	164.4%	\$3,166,495	\$1,546,257	48.8%
2019	\$4,372,818	\$3,203,253	73.3%	\$4,372,818	\$3,203,253	73.3%	\$8,716,904	\$3,203,253	36.7%	\$4,372,818	\$3,203,253	73.3%	\$3,002,555	\$1,708,971	56.9%
2020	\$4,822,642	\$3,619,695	75.1%	\$4,822,642	\$3,619,695	75.1%	\$8,394,494	\$3,619,695	43.1%	\$4,822,642	\$3,619,695	75.1%	\$2,840,212	\$1,884,291	66.3%
2021	\$5,004,529	\$6,824,272	136.4%	\$5,004,529	\$6,824,272	136.4%	\$8,012,037	\$6,824,272	85.2%	\$5,004,529	\$6,824,272	136.4%	\$2,679,743	\$2,070,282	77.3%
2022	\$4,688,450	\$4,415,392	94.2%	\$4,694,672	\$4,415,392	94.1%	\$7,511,915	\$4,415,392	58.8%	\$4,702,886	\$2,654,839	56.5%	\$2,521,512	\$2,268,159	90.0%
2023	\$4,508,740	\$4,928,502	109.3%	\$6,305,239	\$4,893,327	77.6%	\$7,230,073	\$4,928,502	68.2%	\$4,496,926	\$3,003,088	66.8%	\$2,365,925	\$2,486,323 \$2,722,607	105.1%
2024	\$4,275,816	\$5,335,741 \$5,703,510	124.8%	\$6,638,113 \$6,270,820	\$5,310,888 \$5,762,005	80.0% 91.9%	\$6,862,193 \$6,483,778	\$5,335,741 \$5,703,510	77.8% 89.4%	\$4,288,484	\$3,384,268 \$3,705,636	78.9%	\$2,213,330 \$2,063,991	\$2,723,607 \$2,058,171	123.1% 143.3%
2025 2026	\$4,036,362 \$3,791,250	\$5,793,510 \$6,298,683	143.5% 166.1%	\$6,270,820 \$5,894,612	\$5,762,995 \$6,260,207	91.9% 106.2%	\$6,483,778 \$6,096,145	\$5,793,510 \$6,298,683	89.4% 103.3%	\$4,078,050 \$3,866,037	\$3,795,636 \$4,236,853	93.1% 109.6%	\$2,063,991 \$1,918,171	\$2,958,171 \$3,173,822	143.3% 165.5%
2020	\$3,542,123	\$6,810,738	192.3%	\$5,511,978	\$6,763,059	122.7%	\$5,701,856	\$6,810,738	119.4%	\$3,653,138	\$4,706,588	128.8%	\$1,776,216	\$3,369,187	189.7%
2027	\$3,290,190	\$7,323,507	222.6%	\$5,124,726	\$7,266,068	141.8%	\$5,302,763	\$7,323,507	138.1%	\$3,440,147	\$5,201,486	151.2%	\$1,638,549	\$3,564,361	217.5%
2029	\$3,038,039	\$7,766,552	255.6%	\$4,736,790	\$7,700,539	162.6%	\$4,902,906	\$7,766,552	158.4%	\$3,227,877	\$5,714,122	177.0%	\$1,505,596	\$3,763,608	250.0%
2030	\$2,787,280	\$8,116,545	291.2%	\$4,350,593	\$8,044,335	184.9%	\$4,504,766	\$8,116,545	180.2%	\$3,017,317	\$6,234,145	206.6%	\$1,377,731	\$3,937,527	285.8%
2031	\$2,540,229	\$8,325,560	327.7%	\$3,969,662	\$8,249,683	207.8%	\$4,111,959	\$8,325,560	202.5%	\$2,809,675	\$6,750,624	240.3%	\$1,255,298	\$4,066,592	324.0%
2032	\$2,298,622	\$8,415,082	366.1%	\$3,596,642	\$8,337,055	231.8%	\$3,727,196	\$8,415,082	225.8%	\$2,605,763	\$7,252,349	278.3%	\$1,138,638	\$4,151,863	364.6%
2033	\$2,065,256	\$8,352,755	404.4%	\$3,235,840	\$8,273,642	255.7%	\$3,354,906	\$8,352,755	249.0%	\$2,406,169	\$7,731,140	321.3%	\$1,028,071	\$4,230,792	411.5%
2034 2035	\$1,841,706 \$1,629,938	\$8,187,561 \$7,913,905	444.6% 485.5%	\$2,889,698 \$2,561,272	\$8,108,124 \$7,835,294	280.6% 305.9%	\$2,997,601 \$2,658,428	\$8,187,561 \$7,913,905	273.1% 297.7%	\$2,211,672 \$2,022,997	\$8,176,611 \$8,576,483	369.7% 423.9%	\$923,867 \$826,197	\$4,319,654 \$4,389,845	467.6% 531.3%
2035	\$1,431,094	\$7,577,962	483.3% 529.5%	\$2,301,272 \$2,252,352	\$7,500,972	333.0%	\$2,339,230	\$7,913,903 \$7,577,962	324.0%	\$1,841,079	\$8,920,411	423.9%	\$735,140	\$4,389,845 \$4,420,139	601.3%
2030	\$1,246,919	\$7,150,205	573.4%	\$1,965,695	\$7,076,432	360.0%	\$2,042,854	\$7,150,205	350.0%	\$1,667,155	\$9,201,398	551.9%	\$650,699	\$4,406,846	677.2%
2038	\$1,077,835	\$6,672,950	619.1%	\$1,702,020	\$6,603,893	388.0%	\$1,770,057	\$6,672,950	377.0%	\$1,501,863	\$9,412,787	626.7%	\$572,838	\$4,391,375	766.6%
2039	\$924,424	\$6,139,455	664.1%	\$1,462,309	\$6,076,636	415.6%	\$1,521,872	\$6,139,455	403.4%	\$1,345,631	\$9,547,914	709.5%	\$501,487	\$4,381,927	873.8%
2040	\$786,505	\$5,582,646	709.8%	\$1,246,360	\$5,526,647	443.4%	\$1,298,115	\$5,582,646	430.1%	\$1,198,913	\$9,600,665	800.8%	\$436,512	\$4,339,665	994.2%
2041	\$664,170	\$4,993,754	751.9%	\$1,054,405	\$4,944,654	469.0%	\$1,099,055	\$4,993,754	454.4%	\$1,062,062	\$9,570,764	901.1%	\$377,715	\$4,234,991	1121.2%
2042	\$556,593	\$4,422,830	794.6%	\$885,226	\$4,380,055	494.8%	\$923,455	\$4,422,830	478.9%	\$935,350	\$9,460,028	1011.4%	\$324,831	\$4,066,552	1251.9%
2043	\$463,113	\$3,879,996	837.8%	\$737,876	\$3,843,047	520.8%	\$770,368	\$3,879,996	503.7%	\$818,890	\$9,272,277	1132.3%	\$277,570	\$3,876,566	1396.6%
2044	\$382,622	\$3,385,603 \$2,010,858	884.8% 929.3%	\$610,713 \$502.364	\$3,353,866	549.2% 575.9%	\$638,128 \$525,251	\$3,385,603	530.6%	\$712,622 \$616,400	\$9,009,708 \$8,678,486	1264.3% 1407.9%	\$235,639 \$108,710	\$3,670,621 \$3,426,795	1557.7% 1724.4%
2045 2046	\$314,188 \$256,364	\$2,919,858 \$2,498,721	929.3% 974.7%	\$502,364 \$410,617	\$2,893,176 \$2,476,841	603.2%	\$525,351 \$429,768	\$2,919,858 \$2,498,721	555.8% 581.4%	\$530,002	\$8,286,884	1563.6%	\$198,719 \$166,463	\$3,136,774	1724.4% 1884.4%
2040	\$207,934	\$2,120,659	1019.9%	\$333,606	\$2,103,246	630.5%	\$349,464	\$2,120,659	606.8%	\$452,995	\$7,841,283	1731.0%	\$138,477	\$2,819,749	2036.3%
2048	\$167,625	\$1,792,973	1069.6%	\$269,372	\$1,779,670	660.7%	\$282,417	\$1,792,973	634.9%	\$384,854	\$7,350,459	1909.9%	\$114,356	\$2,514,528	2198.9%
2049	\$134,455	\$1,503,149	1118.0%	\$216,401	\$1,493,713	690.3%	\$227,072	\$1,503,149	662.0%	\$325,052	\$6,827,052	2100.3%	\$93,741	\$2,236,765	2386.1%
2050	\$107,323	\$1,254,919	1169.3%	\$172,979	\$1,248,946	722.0%	\$181,656	\$1,254,919	690.8%	\$272,951	\$6,286,321	2303.1%	\$76,278	\$1,980,662	2596.6%
2051	\$85,300	\$1,042,110	1221.7%	\$137,658	\$1,039,193	754.9%	\$144,675	\$1,042,110	720.3%	\$227,874	\$5,740,016	2518.9%	\$61,622	\$1,737,385	2819.4%
2052	\$67,493	\$864,401	1280.7%	\$109,039	\$864,086	792.5%	\$114,680	\$864,401	753.8%	\$189,186	\$5,197,101	2747.1%	\$49,394	\$1,504,083	3045.1%
2053	\$53,214 \$41,706	\$713,142	1340.1%	\$86,041 \$67,617	\$714,955 \$500,585	830.9%	\$90,553 \$71,205	\$713,142 \$587,000	787.5%	\$150,167	\$4,452,601 \$2,054,458	2965.1%	\$38,935	\$1,278,497	3283.7%
2054 2055	\$41,796 \$32,714	\$587,099 \$480,615	1404.7% 1469.2%	\$67,617 \$52,936	\$590,585 \$485,391	873.4% 916.9%	\$71,205 \$55,773	\$587,099 \$480,615	824.5% 861.7%	\$97,569 \$36,888	\$3,054,458 \$1,184,209	3130.6% 3210.2%	\$26,379 \$13,773	\$915,959 \$498,163	3472.3% 3616.9%
2055	\$32,714 \$25,494	\$480,615 \$391,876	1537.1%	\$32,930	\$485,591 \$397,584	963.9%	\$43,476	\$391,876	901.4%	\$50,888 \$6,806	\$1,184,209 \$219,632	3227.2%	\$13,773	\$498,105 \$143,910	3665.1%
2050	\$19,782	\$316,994	1602.4%	\$31,984	\$323,297	1010.8%	\$33,725	\$316,994	939.9%	\$1,123	\$36,833	3279.3%	\$802	\$29,674	3702.1%
2058	\$15,269	\$254,743	1668.4%	\$24,657	\$261,242	1059.5%	\$26,006	\$254,743	979.5%	\$0	\$0	0.0%	\$114	\$4,270	3758.9%
2059	\$11,716	\$203,050	1733.1%	\$18,888	\$209,437	1108.9%	\$19,925	\$203,050	1019.1%	\$0	\$0	0.0%	\$0	\$0	0.0%
2060	\$8,925	\$161,808	1812.9%	\$14,354	\$167,889	1169.6%	\$15,144	\$161,808	1068.5%	\$0	\$0	0.0%	\$0	\$0	0.0%
2061	\$6,752	\$127,488	1888.3%	\$10,826	\$133,087	1229.4%	\$11,421	\$127,488	1116.3%	\$0	\$0	0.0%	\$0 \$0	\$0	0.0%
2062	\$5,064	\$99,961 \$77,492	1973.9%	\$8,090	\$104,997	1297.8%	\$8,535	\$99,961	1171.3%	\$0 \$0	\$0 \$0	0.0%	\$0 \$0	\$0 \$0	0.0%
2063 2064	\$3,761 \$2,760	\$77,482 \$59,614	2060.3%	\$5,982 \$4,368	\$81,938 \$63,473	1369.8%	\$6,309 \$4,606	\$77,482 \$59,614	1228.1%	\$0 \$0	\$0 \$0	0.0%	\$0 \$0	\$0 \$0	0.0%
2064 2065	\$2,760 \$2,002	\$59,614 \$45,031	2160.1% 2249.4%	\$4,368 \$3,152	\$63,473 \$48,277	1453.0% 1531.8%	\$4,606 \$3,322	\$59,614 \$45,031	1294.3% 1355.7%	\$0 \$0	\$0 \$0	0.0% 0.0%	\$0 \$0	\$0 \$0	0.0% 0.0%
2065	\$2,002 \$1,433	\$45,051 \$33,621	2346.8%	\$2,243	\$36,301	1618.7%	\$3,322 \$2,362	\$43,631	1423.2%	\$0 \$0	\$0 \$0	0.0%	\$0 \$0	\$0 \$0	0.0%
2000	\$1,010	\$24,712	2446.1%	\$1,572	\$26,885	1710.2%	\$1,655	\$24,712	1493.0%	\$0 \$0	\$0 \$0	0.0%	\$0 \$0	\$0 \$0	0.0%
2068	\$700	\$17,926	2559.9%	\$1,083	\$19,667	1815.7%	\$1,140	\$17,926	1572.6%	\$0	\$0	0.0%	\$0 \$0	\$0	0.0%
2069	\$477	\$12,751	2675.4%	\$733	\$14,124	1927.7%	\$771	\$12,751	1654.7%	\$0	\$0	0.0%	\$0	\$0	0.0%
2070	\$318	\$8,935	2809.6%	\$486	\$9,992	2056.6%	\$511	\$8,935	1749.7%	\$0	\$0	0.0%	\$0	\$0	0.0%
2071	\$208	\$6,162	2961.8%	\$316	\$6,949	2199.9%	\$332	\$6,162	1856.9%	\$0	\$0	0.0%	\$0	\$0	0.0%
2072+	\$336	\$11,731	3486.5%	\$504	\$13,468	2671.9%	\$529	\$11,731	2218.8%	\$0	\$0	0.0%	\$0	\$0	0.0%
							C	ary of Experience a	+ 1 50/-						
		Current Rates		Γ	Proposed Rates			s Restated from Ince		Pri	ior Assumption Rat	es	1	Original Rates	
	Earned Premium	Incurred Claims	Loss Ratios	Earned Premium	Incurred Claims	Loss Ratios	Earned Premium		Loss Ratios	Earned Premium	Incurred Claims	Loss Ratios	Earned Premium	Incurred Claims	Loss Ratios
Historical (YE2021)	\$112,838,623	\$53,687,414	47.6%	\$112,838,623	\$53,687,414	47.6%	\$267,778,679	\$53,687,414	20.0%	\$112,838,623	\$53,687,414	47.6%	\$102,124,323	\$20,667,835	20.2%
Projected Future (2022 +)	\$38,882,329	\$98,836,029	254.2%	\$57,464,357	\$98,061,427	170.6%	\$62,769,338	\$98,836,029	157.5%	\$42,631,988	\$111,384,441	261.3%	\$20,028,724	\$59,344,289	296.3%
Total Lifetime Anticipated	\$151,720,953	\$152,523,443	100.5%	\$170,302,981	\$151,748,841	89.1%	\$330,548,016	\$152,523,443	46.1%	\$155,470,611	\$165,071,855	106.2%	\$122,153,047	\$80,012,124	65.5%

## Attachment 3 Allianz Life Insurance Company of North America Nationwide Experience Policy Form Series: GPR No Inflation Policies As of 12/31/2021 Historical and Projected Experience Historical and Projected Experience

	a)	Current Assumption and Current Rates	18		irrent Assumptions			t Assumptions with ns Restated From I	-	<i>'</i>	storical and Future d on Prior Assumpt	1		riginal Assumptions Premiums From In	
Year	Earned Premium		Loss Ratios	Earned Premium	1	Loss Ratios			Loss Ratios	Earned Premium	Incurred Claims	Loss Ratios	-	Incurred Claims	Loss Ratios
2003	\$257,498	\$0	0.0%	\$257,498	\$0	0.0%	\$629,215	\$0	0.0%	\$257,498	\$0	0.0%	\$257,498	\$6,061	2.4%
2003	\$4,469,864	\$2,237	0.1%	\$4,469,864	\$2,237	0.1%	\$10,810,863	\$2,237	0.0%	\$4,469,864	\$2,237	0.1%	\$4,471,466	\$108,631	2.4%
2005	\$9,665,043	\$274,856	2.8%	\$9,665,043	\$274,856	2.8%	\$23,488,168	\$274,856	1.2%	\$9,665,043	\$274,856	2.8%	\$9,615,162	\$288,865	3.0%
2006 2007	\$14,098,922 \$15,804,530	\$1,051,978 \$2,297,009	7.5% 14.5%	\$14,098,922 \$15,804,530	\$1,051,978 \$2,297,009	7.5% 14.5%	\$34,420,154 \$38,590,227	\$1,051,978 \$2,297,009	3.1% 6.0%	\$14,098,922 \$15,804,530	\$1,051,978 \$2,297,009	7.5% 14.5%	\$13,904,525 \$15,376,419	\$523,785 \$768,573	3.8% 5.0%
2007	\$15,804,550	\$3,186,223	20.1%	\$15,842,910	\$3,186,223	20.1%	\$38,744,771	\$3,186,223	8.2%	\$15,804,550	\$3,186,223	20.1%	\$15,163,825	\$1,026,667	6.8%
2009	\$15,473,755	\$3,077,671	19.9%	\$15,473,755	\$3,077,671	19.9%	\$37,876,331	\$3,077,671	8.1%	\$15,473,755	\$3,077,671	19.9%	\$14,652,081	\$1,320,759	9.0%
2010	\$15,070,011	\$3,714,826	24.7%	\$15,070,011	\$3,714,826	24.7%	\$36,934,660	\$3,714,826	10.1%	\$15,070,011	\$3,714,826	24.7%	\$14,123,751	\$1,648,896	11.7%
2011 2012	\$14,673,079 \$14,347,668	\$4,626,034 \$4,106,829	31.5% 28.6%	\$14,673,079 \$14,347,668	\$4,626,034 \$4,106,829	31.5% 28.6%	\$36,004,482 \$35,246,698	\$4,626,034 \$4,106,829	12.8% 11.7%	\$14,673,079 \$14,347,668	\$4,626,034 \$4,106,829	31.5% 28.6%	\$13,597,338 \$13,070,568	\$1,999,351 \$2,370,938	14.7% 18.1%
2012	\$14,024,032	\$3,967,564	28.3%	\$14,024,032	\$3,967,564	28.3%	\$34,470,767	\$3,967,564	11.5%	\$14,024,032	\$3,967,564	28.3%	\$12,543,182	\$2,760,061	22.0%
2014	\$12,897,362	\$5,576,936	43.2%	\$12,897,362	\$5,576,936	43.2%	\$31,732,785	\$5,576,936	17.6%	\$12,897,362	\$5,576,936	43.2%	\$12,016,373	\$3,163,594	26.3%
2015	\$11,672,082	\$9,218,048	79.0%	\$11,672,082	\$9,218,048	79.0%	\$28,760,032	\$9,218,048	32.1%	\$11,672,082	\$9,218,048	79.0%	\$11,490,558	\$3,570,572	31.1%
2016 2017	\$11,284,855 \$10,784,342	\$8,698,544 \$7,917,741	77.1% 73.4%	\$11,284,855 \$10,784,342	\$8,698,544 \$7,917,741	77.1% 73.4%	\$27,841,740 \$26,599,951	\$8,698,544 \$7,917,741	31.2% 29.8%	\$11,284,855 \$10,784,342	\$8,698,544 \$7,917,741	77.1% 73.4%	\$10,966,183 \$10,444,054	\$3,982,910 \$4,412,697	36.3% 42.3%
2017	\$11,481,348	\$9,509,183	82.8%	\$11,481,348	\$9,509,183	82.8%	\$24,755,033	\$9,509,183	38.4%	\$11,481,348	\$9,509,183	82.8%	\$9,925,199	\$4,877,610	49.1%
2019	\$11,772,091	\$11,630,394	98.8%	\$11,772,091	\$11,630,394	98.8%	\$23,287,904	\$11,630,394	49.9%	\$11,772,091	\$11,630,394	98.8%	\$9,410,564	\$5,391,728	57.3%
2020 2021	\$12,673,407 \$12,991,801	\$10,261,238 \$17,652,317	81.0% 135.9%	\$12,673,407 \$12,991,801	\$10,261,238 \$17,652,317	81.0% 135.9%	\$21,917,389 \$20,655,876	\$10,261,238 \$17,652,317	46.8% 85.5%	\$12,673,407 \$12,991,801	\$10,261,238 \$17,652,317	81.0% 135.9%	\$8,900,962 \$8,397,310	\$5,941,220 \$6,525,624	66.7% 77.7%
2021	\$11,854,773	\$13,176,934	111.2%	\$12,991,801	\$17,032,317 \$13,176,934	111.0%	\$18,915,547	\$17,032,317 \$13,176,934	<u>69.7%</u>	\$12,991,801	\$6,972,763	57.4%	\$7,900,763	\$7,152,335	90.5%
2023	\$11,093,501	\$14,454,839	130.3%	\$15,494,999	\$14,356,806	92.7%	\$17,742,123	\$14,454,839	81.5%	\$11,611,996	\$7,883,828	67.9%	\$7,412,560	\$7,841,150	105.8%
2024	\$10,220,405	\$15,305,406	149.8%	\$15,859,096	\$15,224,843	96.0%	\$16,391,010	\$15,305,406	93.4%	\$11,071,216	\$8,878,036	80.2%	\$6,933,758	\$8,587,496	123.9%
2025 2026	\$9,373,638 \$8,555,885	\$16,228,374 \$17,254,428	173.1% 201.7%	\$14,578,951 \$13,338,584	\$16,114,950 \$17,103,272	110.5% 128.2%	\$15,075,601 \$13,800,230	\$16,228,374 \$17,254,428	107.6% 125.0%	\$10,525,027 \$9,975,175	\$9,952,700 \$11,102,978	94.6% 111.3%	\$6,465,194 \$6,007,736	\$9,312,189 \$9,983,548	144.0% 166.2%
2020	\$7,771,319	\$18,260,523	235.0%	\$12,144,565	\$18,070,992	148.8%	\$12,571,717	\$18,260,523	145.3%	\$9,423,127	\$12,327,724	130.8%	\$5,562,494	\$10,604,331	190.6%
2028	\$7,021,705	\$19,192,803	273.3%	\$10,999,881	\$18,968,913	172.4%	\$11,393,191	\$19,192,803	168.5%	\$8,871,109	\$13,614,497	153.5%	\$5,130,780	\$11,219,220	218.7%
2029	\$6,311,929 \$5,643,086	\$19,835,979 \$20,146,509	314.3%	\$9,912,304 \$8,883,904	\$19,587,802 \$10,885,185	197.6% 223.8%	\$10,272,713 \$9,212,478	\$19,835,979 \$20,146,500	193.1%	\$8,321,042	\$14,943,872 \$16,290,835	179.6%	\$4,713,902 \$4,212,022	\$11,846,158 \$12,272,705	251.3% 286.9%
2030 2031	\$5,643,086 \$5,017,431	\$20,146,509 \$20,046,498	357.0% 399.5%	\$8,883,904 \$7,918,572	\$19,885,185 \$19,780,765	223.8% 249.8%	\$9,212,478 \$8,216,569	\$20,146,509 \$20,046,498	218.7% 244.0%	\$7,776,038 \$7,238,591	\$16,290,835 \$17,623,208	209.5% 243.5%	\$4,313,033 \$3,929,266	\$12,372,705 \$12,767,039	286.9% 324.9%
2032	\$4,434,834	\$19,639,142	442.8%	\$7,016,575	\$19,373,901	276.1%	\$7,285,346	\$19,639,142	269.6%	\$6,710,821	\$18,918,934	281.9%	\$3,563,675	\$13,047,088	366.1%
2033	\$3,897,250	\$18,908,923	485.2%	\$6,181,422	\$18,648,883	301.7%	\$6,422,516	\$18,908,923	294.4%	\$6,194,621	\$20,150,981	325.3%	\$3,217,241	\$13,298,123	413.3%
2034 2035	\$3,403,502 \$2,953,522	\$18,007,220 \$16,946,539	529.1% 573.8%	\$5,411,765 \$4,707,973	\$17,755,671 \$16,707,218	328.1% 354.9%	\$5,626,771 \$4,898,571	\$18,007,220 \$16,946,539	320.0% 345.9%	\$5,691,703 \$5,203,976	\$21,293,522 \$22,314,664	374.1% 428.8%	\$2,890,804 \$2,584,877	\$13,582,842 \$13,782,040	469.9% 533.2%
2035	\$2,935,322 \$2,545,670	\$15,820,880	621.5%	\$4,067,963	\$16,707,218 \$15,595,892	334.9% 383.4%	\$4,898,371 \$4,235,838	\$15,820,880	373.5%	\$3,203,976 \$4,734,552	\$22,514,004 \$23,191,037	428.8% 489.8%	\$2,299,699	\$13,782,949 \$13,864,218	602.9%
2037	\$2,179,874	\$14,577,507	668.7%	\$3,492,090	\$14,369,112	411.5%	\$3,639,029	\$14,577,507	400.6%	\$4,285,582	\$23,901,580	557.7%	\$2,035,294	\$13,837,573	679.9%
2038	\$1,853,799	\$13,306,229	717.8%	\$2,977,120	\$13,115,326	440.5%	\$3,104,878	\$13,306,229	428.6%	\$3,859,180	\$24,431,782	633.1%	\$1,791,536	\$13,792,901	769.9%
2039 2040	\$1,565,706 \$1,312,786	\$11,999,029 \$10,721,332	766.4% 816.7%	\$2,520,700 \$2,118,743	\$11,826,722 \$10,567,757	469.2% 498.8%	\$2,631,038 \$2,213,351	\$11,999,029 \$10,721,332	456.1% 484.4%	\$3,456,361 \$3,078,271	\$24,759,376 \$24,877,833	716.3% 808.2%	\$1,568,206 \$1,364,866	\$13,763,722 \$13,604,972	877.7% 996.8%
2040	\$1,093,247	\$9,450,950	864.5%	\$1,768,730	\$9,316,204	526.7%	\$1,849,292	\$9,450,950	511.1%	\$2,725,844	\$24,779,314	909.1%	\$1,180,874	\$13,261,023	1123.0%
2042	\$904,000	\$8,260,012	913.7%	\$1,466,047	\$8,142,772	555.4%	\$1,534,146	\$8,260,012	538.4%	\$2,399,717	\$24,476,793	1020.0%	\$1,015,420	\$12,744,902	1255.1%
2043	\$742,463	\$7,152,474	963.3%	\$1,206,867	\$7,051,294	584.3%	\$1,264,018	\$7,152,474	565.9%	\$2,100,118	\$23,970,370	1141.4%	\$867,580 \$726,450	\$12,150,478	1400.5%
2044 2045	\$605,522 \$490,720	\$6,154,505 \$5,230,053	1016.4% 1065.8%	\$986,483 \$801,189	\$6,067,670 \$5,156,552	615.1% 643.6%	\$1,034,087 \$840,578	\$6,154,505 \$5,230,053	595.2% 622.2%	\$1,826,876 \$1,579,694	\$23,274,379 \$22,403,050	1274.0% 1418.2%	\$736,450 \$621,014	\$11,498,536 \$10,715,414	1561.3% 1725.5%
2045	\$395,041	\$4,407,868	1115.8%	\$646,323	\$4,346,408	672.5%	\$678,691	\$4,407,868	649.5%	\$1,357,796	\$21,374,991	1574.2%	\$520,157	\$9,802,416	1884.5%
2047	\$315,992	\$3,681,825	1165.2%	\$518,025	\$3,631,114	701.0%	\$544,450	\$3,681,825	676.2%	\$1,160,097	\$20,209,964	1742.1%	\$432,668	\$8,819,776	2038.5%
2048	\$251,098	\$3,056,811	1217.4%	\$412,426	\$3,015,430	731.1%	\$433,852	\$3,056,811	704.6%	\$985,314	\$18,930,149	1921.2%	\$357,260	\$7,867,680	2202.2%
2049 2050	\$198,428 \$155,949	\$2,510,116 \$2,047,753	1265.0% 1313.1%	\$326,504 \$257,047	\$2,476,735 \$2,020,826	758.6% 786.2%	\$343,774 \$270,883	\$2,510,116 \$2,047,753	730.2% 756.0%	\$831,951 \$698,380	\$17,572,213 \$16,171,034	2112.2% 2315.5%	\$292,847 \$238,295	\$7,001,039 \$6,193,328	2390.7% 2599.0%
2050	\$121,985	\$1,658,285	1359.4%	\$201,396	\$1,636,516	812.6%	\$212,423	\$1,658,285	780.7%	\$582,903	\$14,755,660	2531.4%	\$192,486	\$5,427,516	2819.7%
2052	\$94,984	\$1,338,894	1409.6%	\$157,069	\$1,321,122	841.1%	\$165,813	\$1,338,894	807.5%	\$483,832	\$13,353,303	2759.9%	\$154,275	\$4,701,366	3047.4%
2053	\$73,737	\$1,073,272 \$857,621	1455.5%	\$122,127 \$04,701	\$1,058,672 \$845,542	866.9%	\$129,036	\$1,073,272 \$857,621	831.8%	\$378,996	\$11,261,920 \$6,802,766	2971.5%	\$121,569 \$70,704	\$3,995,902 \$2,754,003	3287.0%
2054 2055	\$57,088 \$44,116	\$857,621 \$681,148	1502.3% 1544.0%	\$94,701 \$73,298	\$845,543 \$671,130	892.9% 915.6%	\$100,142 \$77,572	\$857,621 \$681,148	856.4% 878.1%	\$222,710 \$100,405	\$6,892,766 \$3,209,498	3095.0% 3196.5%	\$79,704 \$41,816	\$2,754,093 \$1,500,621	3455.4% 3588.6%
2056	\$34,031	\$539,571	1585.5%	\$56,633	\$531,263	938.1%	\$59,983	\$539,571	899.5%	\$20,937	\$671,512	3207.3%	\$14,275	\$523,134	3664.8%
2057	\$26,240 \$20,226	\$423,723 \$221,075	1614.8%	\$43,738	\$416,909 \$225,527	953.2%	\$46,362	\$423,723 \$221,075	914.0%	\$3,918	\$126,064	3217.8%	\$2,838	\$104,675	3688.9%
2058 2059	\$20,226 \$15,600	\$331,075 \$256,916	1636.9% 1646.9%	\$33,769 \$26,089	\$325,537 \$252,446	964.0% 967.6%	\$35,823 \$27,697	\$331,075 \$256,916	924.2% 927.6%	\$765 \$0	\$25,073 \$0	3279.3% 0.0%	\$441 \$53	\$16,352 \$1,985	3710.8% 3758.9%
2060	\$12,041	\$199,198	1654.3%	\$20,171	\$195,586	969.6%	\$21,431	\$199,198	929.5%	\$0 \$0	\$0 \$0	0.0%	\$0	\$0	0.0%
2061	\$9,316	\$153,655	1649.4%	\$15,631	\$150,749	964.4%	\$16,619	\$153,655	924.6%	\$0	\$0	0.0%	\$0	\$0	0.0%
2062	\$7,225 \$5,623	\$118,025 \$90,511	1633.5%	\$12,144 \$9,465	\$115,695 \$88,647	952.7% 936.6%	\$12,920 \$10,077	\$118,025 \$90,511	913.5% 808.2%	\$0 \$0	\$0 \$0	0.0%	\$0 \$0	\$0 \$0	0.0% 0.0%
2063 2064	\$5,623 \$4,391	\$90,511 \$69,355	1609.6% 1579.4%	\$9,465 \$7,401	\$88,647 \$67,865	936.6% 916.9%	\$10,077 \$7,883	\$90,511 \$69,355	898.2% 879.8%	\$0 \$0	\$0 \$0	0.0% 0.0%	\$0 \$0	\$0 \$0	0.0%
2065	\$3,444	\$52,932	1537.0%	\$5,811	\$51,748	890.6%	\$6,191	\$52,932	854.9%	\$0	\$0	0.0%	\$0	\$0	0.0%
2066	\$2,711	\$40,047	1477.1%	\$4,578	\$39,120	854.5%	\$4,879	\$40,047	820.7%	\$0 \$0	\$0 \$0	0.0%	\$0 \$0	\$0	0.0%
2067 2068	\$2,143 \$1,699	\$30,093 \$22,530	1404.2% 1326.1%	\$3,620 \$2,870	\$29,384 \$21,999	811.7% 766.6%	\$3,859 \$3,058	\$30,093 \$22,530	779.9% 736.6%	\$0 \$0	\$0 \$0	0.0% 0.0%	\$0 \$0	\$0 \$0	0.0% 0.0%
2068	\$1,699	\$22,530 \$16,797	1326.1% 1243.3%	\$2,870 \$2,281	\$21,999 \$16,407	766.6% 719.4%	\$3,058 \$2,430	\$22,530 \$16,797	691.3%	\$0 \$0	\$0 \$0	0.0%	\$0 \$0	\$0 \$0	0.0%
2070	\$1,077	\$12,639	1173.4%	\$1,816	\$12,351	680.0%	\$1,934	\$12,639	653.6%	\$0	\$0	0.0%	\$0	\$0	0.0%
2071	\$861	\$9,556	1109.4%	\$1,450	\$9,342	644.3%	\$1,542	\$9,556	619.7%	\$0 \$0	\$0 \$0	0.0%	\$0 \$0	\$0	0.0%
2072+	\$3,626	\$39,715	1095.2%	\$6,022	\$38,789	644.1%	\$6,356	\$39,715	624.8%	\$0	\$0	0.0%	\$0	\$0	0.0%
				1			I Summa	ary of Experience a	it 4.5%	1			1		
		Current Rates			Proposed Rates		Rates	Restated from Ince	eption		ior Assumption Rate			Original Rates	_
Historical (YE2021)	Earned Premium \$348,395,294	Incurred Claims \$137,470,257	Loss Ratios 39.5%	Earned Premium \$348,395,294	Incurred Claims \$137,470,257	Loss Ratios 39.5%	Earned Premium \$822,160,556	Incurred Claims \$137,470,257	Loss Ratios 16.7%	Earned Premium \$348,395,294	Incurred Claims \$137,470,257	Loss Ratios 39.5%	Earned Premium \$321,609,100	<u>Incurred Claims</u> \$65,344,222	Loss Ratios 20.3%
Projected Future (2022 +)	\$348,395,294 \$84,738,672	\$137,470,237 \$235,387,704	39.5% 277.8%	\$348,395,294 \$124,703,491	\$137,470,257 \$232,789,535	39.5% 186.7%	\$137,311,787	\$137,470,257 \$235,387,704	16.7%	\$109,884,644	\$137,470,237 \$289,369,442	39.5% 263.3%	\$62,714,037	\$65,344,222 \$186,393,344	20.3% 297.2%
Total Lifetime Anticipated	\$433,133,967	\$372,857,961	86.1%	\$473,098,786	\$370,259,791	78.3%	\$959,472,344	\$372,857,961	38.9%	\$458,279,939	\$426,839,698	93.1%	\$384,323,137	\$251,737,566	65.5%

Allianz Life Insurance Company of North America 5701 Golden Hills Drive Minneapolis, MN 55416-1297

## Allianz 🕕

#### POLICY ENDORSEMENT

Policy Number:	9999999
Owner:	John Doe
Endorsement Effective Date:	January 1, 2024

This Endorsement modifies or changes certain terms of the above referenced Policy and shall become a part of the Policy. Except as stated below, all other provisions set forth in the Policy shall remain unchanged and in full force and effect and this Endorsement shall be subject to all of the provisions, terms, definitions, limitations, exclusions and conditions of the Policy.

The Policy is modified or changed by this Endorsement as follows:

Your new premium is \$1,250.00 annually.

Based on your current benefits, your premium will increase as described in the schedule below.

Policy Anniversary	Percent of rate increase	Billed premium after rate
		increase

January 1, 2024	25.00%	\$1,250.00 annually
January 1, 2025	25.00%	\$1,500.00 annually
January 1, 2026	25.00%	\$1,750.00 annually

Premium rates are guaranteed not to change for five calendar years immediately following January 1, 2024, except as described in the schedule above. Any premium change will occur on the Policy Anniversary. We will notify you in writing at least 75 days before your premium changes.

The "Cancellation" provision of your 5% Lifetime Compound Benefit Increase Rider states that if you cancel the Rider, the daily benefits, and, if elected, monthly benefits, will return to the original amounts issued to you.

However, if we receive written notice of your desire to cancel the Rider and such notice is received no later than 120 days after this Endorsement Effective Date, the annual percentage increases that have been applied to the Daily/Monthly Benefits, as provided by the Rider, will remain in effect instead of returning to the original amounts. The Rider will be cancelled as of the next premium due date following the date we receive notice, unless a later date is requested by you. Any such requested date must be effective within the 120 day period. There will be no

percentage increases beyond the cancellation date. You may also cancel the Rider, subject to the above requirements, within 120 days of any eligible Policy Anniversary. An eligible Policy Anniversary is one listed in the schedule above on which your premium increases. If you make changes to your policy and your premium does not increase on any given Policy Anniversary listed in the schedule above, that Policy Anniversary is no longer eligible.

If a notice of cancellation is received after the expiration of 120 days from this Endorsement Effective Date or any eligible Policy Anniversary listed in the schedule above, the Rider will be cancelled as of the next premium due date following our receipt of your request, unless a later date is requested by you. Upon cancellation, the daily benefits, and, if elected, monthly benefits, will return to the original amounts issued to you.

This Endorsement shall take effect as of the Endorsement Effective Date indicated above.

To obtain information, make an inquiry, or for assistance with a complaint, please call our toll-free number at 1-800-789-6896.

#### Allianz Life Insurance Company Of North America

Gretchen Cepek Secretary

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Jasmine M. Jirele President and CEO

Allianz Life Insurance Company of North America PO Box 59060 Minneapolis, MN 55459-0060 800.789.6896



#### **Benefit Summary**

Policy Number: 9999999

The benefits listed below are as of January 1, 2024 and may not reflect your current benefits.

Nursing Facility Daily Benefit: \$200.00

Home Care Benefit: 100% of the Nursing Facility Daily Benefit

Assisted Living Benefit: 100% of the Nursing Facility Daily Benefit

Benefit Period: Lifetime Benefit Period

Elimination Period: 90 days

Additional Riders:

5% Lifetime Compound Benefit Increase Rider

This may not be a complete list of policy benefits available to you and does not represent any reductions for any claims already paid. If you would like a complete list of your current benefits please contact us at 800.789.6896. Our office hours are Monday – Friday, 8 a.m. to 5 p.m. Central time.

Allianz Life Insurance Company of North America PO Box 59060 Minneapolis, MN 55459-0060 T: 800.789.6896



October 1, 2023

John Doe 1234 Main Street Anytown, USA 12345

#### 9999999

Important notice of increase in your long term care insurance premium with time-sensitive options

Dear John Doe,

We are writing to inform you of an upcoming 75.00% premium increase for our long term care (LTC) policies, which will impact your current policy with our company.

We want you to know that the Virginia State Corporation Commission reviewed this rate increase and found it to be compliant with applicable Virginia laws and regulations. You can review this and all premium-rate filings online at https://scc.virginia.gov/boi/SERFFInquiry/LtcFilings.aspx.

#### Your premium increase

To help ease the impact of this rate increase, we'll implement this premium increase in stages according to the schedule outlined below. We'll send you a notification letter in advance of each scheduled increase, with similar options.

Based on your current benefits, the first scheduled premium rate increase will raise your current premium of \$1,000.00 annually to \$1,250.00 annually.\* Below is the full schedule of increases:

<b>Policy Anniversary</b>	Percent of rate increase	Billed premium after rate increase
January 1, 2024	25.00%	\$1,250.00 annually
January 1, 2025	25.00%	\$1,500.00 annually
January 1, 2026	25.00%	\$1,750.00 annually

\*Recent changes to your policy may not be reflected in the premium rate above. For up-to-date information about your current premium and benefit levels, you can request a current policy schedule from Allianz by contacting us at 800.789.6896. Premium rates could change again in the future.

The scheduled increases will be effective on the anniversaries noted in the table above unless you do not have a premium due date aligned to the anniversary date. In that case, the increases will be effective on the next premium due date after each anniversary.

We understand that this premium increase may significantly impact you. If you prefer to maintain your current benefit amounts by paying the increased premium amount, no action is needed. For information on your current benefits, please see the enclosed Benefit Summary. We're also offering the flexibility to choose among the following options that may reduce the impact of your rate increase:

A. Reduce the Benefit Period on your policy.

- B. Remove the 5% Lifetime Compound Benefit Increase Rider, also known as Inflation Protection Rider.
- C. Reduce the Daily Benefit Amount on your policy.

D. In connection with this rate increase, we are offering a paid-up option with the Premium Increase Contingent Benefit Upon Lapse Rider at no charge.

E. Because you have an active Non-Forfeiture Rider or Return of Premium Rider on your policy, you may exercise the benefits under that rider.

F. Reduce other Benefits or optional Riders.

By selecting one or more of the above options, you may experience a considerable change to the coverage provided by your policy. To help you make the right decision for your situation, we encourage you to review the **Frequently Asked Questions** below for additional details and to discuss with your financial advisor and/or family member(s). In addition, we suggest you research the average cost of care in your area by visiting www.whatcarecosts.com/Allianz (enter sponsor code *Allianz* in the upper-right corner of the page).

You may have other options to reduce your benefits than those listed above, including combinations of these options. Please be aware that the options may not be of equal value and some have time limitations. You have the right to a revised benefit schedule. If you want to choose any of these options, please review and complete the enclosed Coverage Change Request Form.

Some options result in a loss of the partnership status of your policy, which may reduce policyholder protections. For more details on these options and partnership eligibility, please see Questions 5 and 6 in the attached FAQs.

#### We are here to help

Contact your financial professional or our customer service representatives at 800.789.6896, weekdays from 8:00 a.m. to 5:00 p.m. Central time. They can provide details about your options, assist with the Coverage Change Request Form, or help determine how changes to your LTC insurance coverage will impact your benefits and premium payments.

Thank you for your business.

Sincerely,

Marlingto

Kumar Das Gupta Senior Vice President, Enterprise Operations NOTE: This letter is not a bill. Please retain a copy of this letter with your policy for future reference.

Enclosed: Benefit Summary

Coverage Change Request Form Policy Endorsement Premium Increase Contingent Benefit Upon Lapse Rider Schedule Premium Increase Contingent Benefit Upon Lapse Rider

cc: Bill Smith

Guarantees are backed by the financial strength of Allianz Life Insurance Company of North America. Products are issued by Allianz Life Insurance Company of North America, 5701 Golden Hills Drive, Minneapolis, MN 55416-1297. 800.789.6896

#### **Frequently asked questions**

#### 1. Why are rates increasing?

When Allianz Life Insurance Company of North America (Allianz) designed its LTC insurance products several years ago, we based your initial premium on actuarial assumptions, which used the best information available to us at that time. Since then, we've continually monitored our LTC policies to compare those initial projections against our actual claim experience. During a recent review we determined that, due to a combination of factors outlined below, we need to increase the premium rates on our LTC policies.

LTC insurance rates are affected by many complex factors, including the rising cost of health care, the number of people who continue coverage, how many policyholders collect benefits, and for how long. Policyholders are using more benefits than our actuaries anticipated when they originally priced our LTC policies. Based on our experience – and new expectations – we need to adjust premiums to ensure adequate funding to pay current and anticipated future claims.

We realize the rate increase is difficult for our policyholders, and assure you that we considered all of our options very carefully before increasing your premium. We also want to reassure you that this premium increase applies to all policies in your policy class (i.e., all policies that are similar to your policy) and are not increasing due to a change in your age, health status, or claim activity.

#### 2. When does the rate increase take effect?

Your rate increase will become effective on your anniversary date of January 1, 2024, or on your next premium due date after January 1, 2024 if your premium due date is not aligned to your anniversary.

**If your premium is not due on the anniversary**, you must continue paying your current premium until your next premium due date after your anniversary. If you elect to make changes to your coverage to reduce your premium, these coverage changes will become effective on the next premium due date after your anniversary. Please note: If you change your premium billing frequency in the interim, your rate increase will become effective with the next premium due date on or after the change.

#### 3. Did my state review my rate increase?

Once we determine that a proposed premium rate increase is necessary, we submit the information along with supporting data through a review process with your state's insurance regulators. The submission includes an actuarial justification discussing the reasonableness of the relationship between premiums charged and expected benefit payments. The state provides an independent perspective that is crucial in establishing an increase amount that balances the needs of our policyholders and our company.

#### 4. What is the cost of Long Term Care (LTC) services?

We understand that making a change on your policy may impact the amount of coverage your policy provides. To help you make the right decision for your situation, we are providing information on average LTC costs in your area and across the country. To get started, visit www.whatcarecosts.com/Allianz and enter sponsor code *Allianz* in the upper-right corner of the page.

The website allows you to compare average costs of Skilled Nursing Homes, Home Health Care, and Assisted Living Facilities at the national, state, and local level. Average costs are based on surveys of thousands of providers at the national, state, and metropolitan statistical area level, however, the final cost of individual providers may differ. If you have any difficulties accessing the website, please contact us at 800.789.6896, weekdays from 8:00 a.m. to 5:00 p.m. Central time.

For details on your current benefits and coverage amounts, please see the attached Benefit Summary.

#### 5. What are my options?

You may maintain your current benefit amounts by paying the increased premium. As long as you continue paying full premiums, your policy will remain in effect and unchanged.

However, to help ease the impact of this rate increase, we're offering you several options that may reduce the impact of the premium rate increase. The options may not be of equal value and some have time limitations. Please see the enclosed Coverage Change Request Form for more details on the coverage changes:

- A. **Reduce Your Benefit Period:** Reducing the Benefit Period will reduce the maximum length of time the policy will pay benefits and the total amount of benefits payable.
- B. Remove the 5% Lifetime Compound Benefit Increase Rider: If choosing to terminate the5% Lifetime Compound Benefit Increase Rider, you will keep the Rider's accrued benefits as of the rate increase effective date and your Daily Benefit will no longer increase by 5% at each Policy Anniversary. Please note: As described in the attached endorsement, this offer is only available if we receive written notice requesting the change before May 1, 2024. If you choose to cancel your 5% Lifetime Compound Benefit Increase Rider after May 1, 2024 you will forfeit all accrued benefit increase percentages.
- C. **Reduce Your Daily Benefit Amount:** Reducing your Daily Benefit may also reduce Lifetime Benefit amounts available to you.
- D. Exercise the Premium Increase Contingent Benefit Upon Lapse Rider: In connection with this rate increase, we are offering a paid-up option with the Premium Increase Contingent Benefit Upon Lapse Rider at no charge. Under this option, you would no longer pay premiums, and your maximum lifetime benefit is reduced to the greater of (a) the total of premiums paid, not including any waived premium, or (b) thirty times the Facility Care daily benefit in effect on the date of conversion to the Reduced Paid-Up Benefit. The maximum lifetime benefit under this Reduced Paid-Up Benefit would never exceed the maximum benefits that would be payable if the policy remained in a premium paying status.

If you wish to exercise the Premium Increase Contingent Benefit Upon Lapse Rider, we suggest you notify us prior to May 1, 2024. If you do not notify us and you stop paying premiums prior to May 1, 2024, we will automatically convert your policy to the paid-up option under the Premium Increase Contingent Benefit Upon Lapse Rider.

- E. Exercise the Non-Forfeiture Rider or Return of Premium Rider on your policy: Under these riders, you would no longer pay premiums, and your lifetime benefit amount is typically reduced to the total of premiums you have paid. There is no time limit in which you must elect this option. Please refer to the specific rider attached to your policy for additional details regarding the rider terms.
- F. Reduce Other Benefits or Optional Riders: You may have other options to lessen the impact of this premium rate increase.

For details on your current benefits and coverage amounts, please see the attached Benefit Summary.

#### 6. My policy has a disclosure that shows it qualifies for the Long Term Care Insurance Partnership program in my state. Will any changes I make to my coverage affect the partnership status of my policy?

Qualification under a state partnership program enables people who purchase certain long term care insurance policies to have more of their assets protected if they later need to have the state pay for their long term care. Cancellation of a policy's Benefit Increase Rider or exchange to a similar rider with a lower annual benefit increase may result in a loss of partnership status. **Before you make any changes, we** strongly encourage you to contact one of our customer service representatives at 800.789.6896, weekdays from 8:00 a.m. to 5:00 p.m. Central time.

#### 7. How much time do I have to make a decision?

We would advise that you make a decision prior to your upcoming policy anniversary on **January 1, 2024**. If you wish to exercise the benefits under the Premium Increase Contingent Benefit Upon Lapse Rider, you must notify us or stop paying premiums prior to **May 1, 2024**.

#### 8. Could my premium rates change again in the future?

It is possible there will be additional rate increases in the future. However, as part of this increase the attached Policy Endorsement guarantees that we will not change rates again for 4 years from January 1, 2024, except as described in the current schedule of increases in the attached letter. An increase will only occur after this guaranteed period if we can demonstrate additional premium amounts are needed to sustain LTC policies. The increase would then need to be filed with state insurance regulators for review. In the event of a future rate increase, similar options to those listed in **Frequently Asked Question 5** will be made available.

#### 9. I've never filed a claim. Why am I getting a rate increase?

This premium increase applies to classes of our LTC policies in aggregate, and does not in any way reflect an individual policyholder's age, health status, or claim activity.

#### 10. I am currently on claim. Am I affected by this rate increase?

If you are currently in claim status and not paying premiums because of a Waiver of Premium provision in your policy, you do not need to pay the increased premium yet. Once you are no longer in claim status and premiums are due, you will need to pay the increased premium to maintain your coverage. If your policy does not provide for a Waiver of Premium benefit, you will be required to pay the increased premium. Regardless of your Waiver of Premium status, you can also select from the available options listed above in **Frequently Asked Questions 5** to reduce your premium. Please be aware that any changes to your benefits may impact the current claim.

#### 11. What if my policy becomes fully paid-up?

The increase will impact only the remaining premiums. Once the policy is fully paid-up, the policyholder has no further premium obligations.

## 12. What if I use Electronic Funds Transfer (EFT) or an automatic bill pay service to pay my premium?

- If you pay your premiums with an EFT from your bank account and your draft is scheduled to occur prior to your upcoming anniversary for the premiums due on or after your anniversary, we'll apply the increased premium to that scheduled draft unless you have requested otherwise. If you are making a change to your policy, please send us the Coverage Change Request Form at least two weeks before your policy anniversary to allow for mailing and processing time or the scheduled draft with the increased amount may occur.
  - To remove your premium payment from EFT and change to direct bill, call us at 800.789.6896.
  - If you choose a Reduced Paid Up Option, no further premium payments will be due after your anniversary date, and the EFT draft will be discontinued at that time.
- If you pay your premiums using automatic bill pay services, please update your account for your new payment amount. If you do not update the amount with your account and we do not receive the full premium amount, your policy could lapse.

#### 13. What if my spouse or joint insured and I have Shared Care Riders on our policies?

Your policy and your spouse or joint insured's policy must be identical. If you make changes to your policy, your spouse or joint insured must also elect to make the same changes on their policy. Please note: If you have different policy anniversaries, you and your spouse or joint insured may receive notification of this rate increase at different times. If your spouse or joint insured did not receive a notification letter, they can call to get premium increase information on their policy.

#### 14. If I wish to cancel my policy, what steps do I take?

We encourage you to keep this important coverage. There may be options available for you to reduce your benefits in order to keep your premium at approximately the same amount as before the premium increase. If you do elect to cancel your policy or stop paying premiums, you will receive the benefits available to you under your Non-Forfeiture Rider or Return of Premium Rider. Additionally, if you elect to cancel your policy or stop paying premiums prior to May 1, 2024, you will receive the greater of the benefits available to you under the Premium Increase Contingent Benefit Upon Lapse Rider, Non-forfeiture Rider or Return or Premium Rider. If you do elect to cancel your policy or stop paying premiums prior to May 1, 2024, you will receive the benefits available to you will receive the benefits available to you under the benefits available to you under the Premium Increase Contingent Benefit Upon Lapse Rider, Non-forfeiture Rider or Return or Premium Rider. If you do elect to cancel your policy or stop paying premiums prior to May 1, 2024, you will receive the benefits available to you under the Premium Increase Contingent Benefit Upon Lapse Rider. We encourage you to consult with your family, your insurance agent, or financial advisor before making a decision to reduce or cancel your coverage.

#### 15. Whom can I contact with questions?

Before you make any changes, we strongly encourage you review all of the enclosed forms and to contact your financial professional or one of our customer service representatives at 800.789.6896, weekdays from 8:00 a.m. to 5:00 p.m. Central time. They can provide you with details about your options, and help you determine how changes to your LTC insurance coverage will impact your benefits and premium payments. You can also contact us or your Allianz agent for help with the Coverage Change Request Form. We value the trust you've placed in us, and we're here to help.

Allianz Life Insurance Company of North America PO Box 59060 Minneapolis, MN 55459-0060 T: 800.789.6896



#### **Coverage Change Request Form**

Please note: You do not need to complete this form if you wish to maintain your current coverage and pay your increased premium.

#### Policy Number <u>9999999</u>

Before you make any of the following changes, we recommend that you read the enclosed **Notice of Increase Letter** along with the **Frequently Asked Questions** and this **Coverage Change Request Form**. You will find detailed information about the premium increase and options that may reduce the impact of your rate increase. You may have additional options available to you other than those listed below. If you need additional assistance, or to confirm specific options available for your policy, please contact your financial professional or call us at 800.789.6896, weekdays from 8:00 a.m. to 5:00 p.m. Central time. You can also contact your Allianz agent for help with this form.

If you prefer to maintain your current benefit amounts by paying the increased premium, no action is needed.

Please indicate your choice(s) by checking the options below, and sign and date your request. Remember that if you have state partnership status, cancelling or reducing some optional riders may result in the loss of that status, which may reduce policyholder protections. Please note: Benefit amounts or periods must not be less than any minimum requirements subject to benefits offered on your policy.

Option A:	<b>Benefit Period Reduction:</b> I understand that this will reduce the maximum length of time the policy will pay benefits and the total amount of benefits payable.
	I wish to reduce the Benefit Period on my policy from to
Option B:	<b>5% Lifetime Compound Benefit Increase Rider Termination:</b> I understand that by choosing to terminate the 5% Lifetime Compound Benefit Increase Rider, I will keep the Rider's accrued benefits as of the rate increase effective date. Please note that you will only keep the accrued benefits if we receive written notice request of the change before May 1, 2024. If you choose to cancel your 5% Lifetime Compound Benefit Increase Rider after May 1, 2024, you will forfeit all accrued benefit increase percentages.
	I wish to terminate the 5% Lifetime Compound Benefit Increase Rider attached to my policy.
<b>Option C:</b>	<b>Daily Benefit Amount Reduction:</b> I understand that by selecting this option I may reduce the Lifetime Benefit amount available.
	I would like to reduce my Daily Benefit amount from to
Option D:	<b>Exercise the paid-up option in the attached Premium Increase Contingent Benefit Upon</b> <b>Lapse Rider with a reduced maximum lifetime benefit or benefit amount.</b> I understand if I request this option, Allianz must receive this form on or before May 1, 2024. I understand that if I exercise this option, my maximum lifetime benefit is reduced to the greater of (a) the total of premiums paid, not including any waived premium, or (b) thirty times the Facility Care daily

	lifetime benefit under this Reduced Pa that would be payable if the policy rer <b>and you stop paying premiums prio</b>	sion to the Reduced Paid-Up Benefit. The maximum aid-Up Benefit would never exceed the maximum benefits mained in a premium paying status. If you do not notify us r to May 1, 2024, we will automatically convert your he Premium Increase Contingent Benefit Upon Lapse
	I wish to exercise the Premium Increa Reduced Paid Up Benefit.	se Contingent Benefit Upon Lapse Rider and request a
Option E:	available through an active non-for Choose this option only if one of these to the specific rider attached to the po	reduced maximum lifetime benefit or benefit amount feiture, shortened benefit, or return of premium rider. e optional riders is included with your policy. Please refer licy for additional details regarding the rider terms. I ny maximum lifetime benefit is typically reduced to the
	of premium rider benefit on my policy	under an active non-forfeiture, shortened benefit, or return y. In doing so, my maximum lifetime benefit or benefit unt specified in my rider, typically the total of premiums
Option F:		<b>Riders.</b> In the blank lines below, enter the Benefit/Rider that u wish to reduce a Benefit/Rider, you must also enter the reduced amount you wish to elect.
	Terminate the	Benefit/Rider
		Benefit/Rider
	from to	
	d the policy change(s) I selected on thi y not be reversed. John Doe Policyowner name (printed)	s form. I agree that once processed, the policy benefit
	Signature of policyowner	Signature of joint owner (if applicable)
	Date signed	Date signed
-	<b>lete and return this form to:</b> Insurance Company of North America	

Allianz Life Insurance Company of North America ATTN: Policy Administration PO Box 59060 Minneapolis, MN 55459-0060 Fax: 763.582.6002 Phone: 800.789.6896 S2281-01-VA

#### Allianz Life Insurance Company of North America

5701 Golden Hills Drive Minneapolis, MN 55416-1297



Re: LTC Rate Filing 2022 – GPR SERFF Tracking Number: ALLB-133556439

Virginia Bureau of Insurance

June 1, 2023

Dear Bill Dismore,

Allianz would first like to thank the Department for reviewing our filing. We have the following responses for the objection letter dated May 4, 2023. We have included the original objection in bold and our response below for your convenience.

1. Please provide all of the exhibits, projections and show work for the calculations supporting both the Prospective PV ("Texas Approach") and If-Knew/Make-Up ("Minnesota Approach") calculations as detailed in section V and Appendix C of the final MSA Framework document located at:

https://content.naic.org/sites/default/files/documents/ltci-msa-framework.pdf

## These details should be provided for both the current assumption and the prior assumption projections for Texas. For Minnesota, please separate the original premium from increase premium.

A workbook titled "Numerical Data – VA GPR" was provided as part of the response to the March 24, 2023 objection. Included in this workbook are the Prospective Present Value Analysis (Attachment 5 of the supplement to the actuarial memorandum) and If-Knew/Make-Up Approach (Attachment 6) for experience of all benefit periods combined, with supporting calculations and formulas retained where possible. Attachment 5 provides both the current assumption and prior assumption projections, and Attachment 6 provides both the original premium and earned premium.

### 2. If possible, please provide results separately for the Texas Approach and Minnesota Approach demonstrations for the three benefit period segments.

Attachments 1 and 2 to this response provide the Texas Approach and Minnesota Approach demonstrations, respectively, for each of the three benefit period segments. Attachments 1 and 2 are being provided in Excel, with formulas retained where possible. Formulas are provided in blue font and hardcoded values are provided in black font. The table below provides a summary of the requested rate increase and justified rate increases under both the Texas Approach and Minnesota Approach for each benefit period segment and in total.

Benefit Period	Requested Rate	Justified Rate Increase		
	Increase	Texas Approach	Minnesota Approach	
2-4 Year	30%	63.0%	52.7%	
5-8 Year	70%	93.2%	108.4%	
Lifetime	95%	130.1%	130.6%	
Total	67%	76.4%	98.6%	

The 2-4 year benefit period segment includes the transition provision in its Texas Approach, which allows for rate increases where the Company voluntarily reduced the prior rate increase requests from the amount justified. In the prior filing, the Company disclosed that a 158% rate increase was needed to certify rates would remain stable under moderately adverse conditions. As such, the transition provision reflects a 142% rate increase as

the justified amount. The other benefit period segments could also include this provision in the Texas Approach, but do not because the justified rate increase is already larger than the request without it.

As described in the supplement, a projection model reflecting premium-paying policies using assumptions from the prior approved rate filing is unavailable. To estimate this projection, we used calendar year pricing projections from the prior filing for all policyholders. These all-policies projections were "trued up" to reflect the active, premium-paying inforce population in 2021 and projected using persistency and loss ratios from the prior filing. As a result, the projections under prior assumptions split by benefit period reflect the "all policy" projected persistency and loss ratios, scaled for the inforce population of the respective benefit periods.

#### 3. If additional states have reached a disposition since 1/13/2023, it may be helpful to update Exhibit 1.

Attachment 3 to this response provides a status listing, reflecting updates as of May 16, 2023. Attachment 3 is also being provided in Excel, as commonly requested.

If you have any questions or if you need additional information to complete your review, please contact me at Scott.Laska@AllianzLife.com.

Sincerely,

Scott Laska, ASA, MAAA Assistant Actuary Allianz Life Insurance Company of North America

# Attachment 1 Prospective Present Value Method Analysis Nationwide Projection - Active Lives Policy Form Series : GPR 2-4 Year Benefit Period Policies

Cumulative Rate Level	56.3%		Current Ass	sumptions	2012 Assun	nptions
Pricing Loss Ratio	65.5%	Calendar	Earned	Incurred	Earned	Incurred
		Year	Premium	Claims	Premium	Claims
		2022	20,406,782	13,252,954	20,541,469	11,537,89
	65.5%	2023	19,535,937	15,769,453	19,643,828	13,051,084
	85.0%	2024	18,488,038	17,876,962	18,735,886	14,704,440
-		2025	17,433,378	20,053,196	17,818,628	16,493,72
le	Not Recouping	2026	16,373,731	22,370,250	16,894,822	18,410,980
Prior Filing Assumptions)	485,150,619	2027	15,313,447	24,745,104	15,966,978	20,454,29
C (Current Assumptions)	462,448,125	2028	14,254,680	27,204,434	15,038,726	22,605,35
Prior Filing Assumptions)	186,459,576	2029	13,205,157	29,537,727	14,113,247	24,832,09
P (Current Assumptions)	171,171,887	2030	12,168,638	31,748,733	13,195,607	27,094,640
	, , , , , , , , , , , , , , , , , , ,	2031	11,151,932	33,660,279	12,290,210	29,338,792
ange in PV of Future IC	(22,702,494)	2032	10,159,406	35,331,406	11,400,582	31,526,382
nge in PV of Future EP	(15,287,689)	2033	9,199,757	36,554,627	10,529,984	33,613,194
0.655 + 0.85C	113%	2034	8,277,114	37,469,745	9,681,369	35,555,578
1 + C	156%	2035	7,397,820	37,991,060	8,857,739	37,300,262
(0.655 + 0.85C) / (1 + C)	73%	2036	6,565,594	38,219,183	8,064,280	38,806,55
.85 PV Future EP	145,496,104	2037	5,786,960	37,939,764	7,304,776	40,038,30
	110,100,101	2038	5,063,779	37,285,891	6,582,774	40,971,01
ase from Deterioration	-8.0%	2039	4,398,946	36,205,414	5,900,198	41,566,79
	0.070	2040	3,792,498	34,844,514	5,258,927	41,812,600
Transition Provision	70.9%	2040	3,246,325	33,078,561	4,660,628	41,694,07
Transition Trovision	10.570	2042	2,758,717	31,122,631	4,106,425	41,230,67
Justified Rate Increase	63.0%	2042	2,328,146	28,991,622	3,596,802	40,424,14
	03.078	2043	1,950,577	26,831,875	3,131,521	39,294,91
		2044	1,622,876	24,523,509	2,710,145	37,868,140
		2045	1,340,272	22,212,619	2,331,482	36,173,500
		2040	1,099,033	19,920,427	1,993,740	34,244,329
		2047	894,836	17,757,314		, ,
		2048			1,694,821	32,116,108
			724,227	15,646,862	1,432,262	29,848,473
		2050	582,755	13,687,665	1,203,340	27,501,408
		2051	466,523	11,871,931	1,005,214	25,123,870
		2052	371,577	10,259,642	835,049	22,761,982
		2053	294,760	8,790,165	665,824	19,600,428
		2054	232,867	7,497,487	406,751	12,496,78
		2055	183,263	6,349,681	191,392	6,065,574
		2056	143,578	5,357,855	50,520	1,611,22
		2057	112,046	4,486,512	10,669	339,434
		2058	87,061	3,742,368	3,314	108,664
		2059	67,375	3,105,832	0	(
		2060	51,917	2,571,826	0	(
		2061+	162,968	10,497,988	0	(
				Undiscounted		
		Total	237,695,292	876,365,069	267,849,932	988,217,705
				ounted at a 4.5% Inte		
		Total	171,171,887	462,448,125	186,459,576	485,150,61

	65.5%
	85.0%
Variable	Not Recouping
PV of Future IC (Prior Filing Assumptions)	485,150,619
PV of Future IC (Current Assumptions)	462,448,125
PV of Future EP (Prior Filing Assumptions)	186,459,576
PV of Future EP (Current Assumptions)	171,171,887
Change in PV of Future IC	(22,702,494
Change in PV of Future EP	(15,287,689

Change in PV of Future EP	(15,287,689)
0.655 + 0.85C	113%
1 + C	156%
(0.655 + 0.85C) / (1 + C)	73%
.85 PV Future EP	145,496,104

Justified Rate Increase from Deterioration	-8
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Transition Provision	70.

Total Justified Rate Increase	63.0

Prior Justified Increase 158.0%

#### Attachment 1 Nationwide Experience Projections with Lost Premium Calculation from Justified vs. Requested Rates Policy Form Series : GPR 2-4 Year Benefit Period Policies

			Assuming Prior	Assuming Prior	Premium Missed						
		Premium	Rate Increase	Rate Increase	Due to Request						
	Calendar	at Original	Requests Fully	Requests Fully	Less Than						
	Year	Rates	Justified*	Approved	Fully Justified						
	2022	13,146,540	33,918,074	20,541,469	13,376,605						
	2023	12,572,050	32,435,889	19,643,828	12,792,061						
	2024	11,990,967	30,936,695	18,735,886	12,200,809						
	2025	11,403,922	29,422,118	17,818,628	11,603,490						
	2026	10,812,686	27,896,730	16,894,822	11,001,908						
Projected	2027	10,218,866	26,364,674	15,966,978	10,397,696						
Future	2028	9,624,784	24,831,944	15,038,726	9,793,218						
Experience	2029	9,032,478	23,303,794	14,113,247	9,190,547						
	2030	8,445,189	21,788,587	13,195,607	8,592,979						
	2031	7,865,735	20,293,595	12,290,210	8,003,385						
	2032	7,296,373	18,824,642	11,400,582	7,424,059						
	2033	6,739,190	17,387,110	10,529,984	6,857,126						
	2034	6,196,076	15,985,877	9,681,369	6,304,508						
	2035	5,668,953	14,625,899	8,857,739	5,768,160						
	2036	5,161,139	13,315,739	8,064,280	5,251,459						
	2037	4,675,057	12,061,647	7,304,776	4,756,870						
	2038	4,212,975	10,869,477	6,582,774	4,286,702						
	2039	3,776,127	9,742,407	5,900,198	3,842,209						
	2040	3,365,713	8,683,541	5,258,927	3,424,613						
	2041	2,982,802	7,695,628	4,660,628	3,035,001						
	2042	2,628,112	6,780,529	4,106,425	2,674,104						
	2043	2,301,953	5,939,039	3,596,802	2,342,237						
	2044	2,004,174	5,170,768	3,131,521	2,039,247						
	2045	1,734,493	4,474,992	2,710,145	1,764,847						
	2046	1,492,149	3,849,744	2,331,482	1,518,261						
	2047	1,275,993	3,292,063	1,993,740	1,298,323						
	2048	1,084,686	2,798,489	1,694,821	1,103,668						
	2049	916,648	2,364,951	1,432,262	932,689						
	2050	770,138	1,986,955	1,203,340	783,615						
	2051	643,337	1,659,809	1,005,214	654,595						
	2052	534,432	1,378,834	835,049	543,784						
	2053	426,127	1,099,408	665,824	433,584						
	2054	260,321	671,627	406,751	264,876						
	2055	122,491	316,027	191,392	124,635						
	2056	32,333	83,418	50,520	32,899						
	2057	6,828	17,617	10,669	6,948						
	2058	2,121	5,472	3,314	2,158						
	2059	0	0	0	0						
	2060	0	0	0	0						
	2061+	0	0	0	0						
			iscounted		·						
Projected F	uture (2022 +)	171,423,956	442,273,807	267,849,932	174,423,875						
Discounted at a 4.5% Interest Rate											
Projected F	uture (2022 +)	119,334,128	307,882,051	186,459,576	121,422,476						
Lost Premium / Pr	rojected Future	Premium (assumin	g actual Virginia ra	te increases)	bst Premium / Projected Future Premium (assuming actual Virginia rate increases) 70.9%						

### Attachment 1 Prospective Present Value Method Analysis Nationwide Projection - Active Lives Policy Form Series : GPR 5-8 Year Benefit Period Policies

Cumulative Rate Level	56.3%		Current Ass	sumptions	2012 Assu	mptions
Pricing Loss Ratio	65.5%	Calendar	Earned	Incurred	Earned	Incurred
_		Year	Premium	Claims	Premium	Claims
		2022	25,353,446	15,607,734	25,221,976	13,864,100
	65.5%	2023	24,601,321	19,143,157	24,127,559	15,687,740
	85.0%	2024	23,677,857	22,378,101	23,020,180	17,686,615
-		2025	22,721,918	25,841,985	21,901,245	19,851,814
ole	Not Recouping	2026	21,733,474	29,635,400	20,773,964	22,173,519
Prior Filing Assumptions)	590,852,052	2027	20,715,426	33,672,052	19,641,147	24,650,08
C (Current Assumptions)	791,960,910	2028	19,668,789	38,009,719	18,507,275	27,261,632
Prior Filing Assumptions)	229,648,584	2029	18,599,930	42,349,690	17,376,322	29,973,464
P (Current Assumptions)	242,231,327	2030	17,511,675	46,661,385	16,254,010	32,735,555
· · · ·		2031	16,410,383	50,737,050	15,145,825	35,484,875
ange in PV of Future IC	201,108,857	2032	15,300,344	54,697,645	14,056,709	38,170,450
inge in PV of Future EP	12,582,743	2033	14,191,474	58,204,640	12,990,320	40,737,795
0.655 + 0.85C	113%	2034	13,089,343	61,387,900	11,950,219	43,137,561
1 + C	156%	2035	12,002,880	64,030,726	10,940,344	45,304,778
(0.655 + 0.85C) / (1 + C)	73%	2036	10,938,240	66,271,908	9,966,209	47,185,770
.85 PV Future EP	205,896,628	2037	9,906,566	67,737,750	9,032,874	48,735,638
		2038	8,913,859	68,606,749	8,145,196	49,923,52
ase from Deterioration	93.2%	2039	7,968,082	68,666,510	7,305,340	50,706,77
		2040	7,073,413	68,112,917	6,515,696	51,063,503
		2041	6,236,757	66,630,567	5,778,294	50,974,92
		2042	5,460,080	64,591,670	5,094,610	50,460,84
		2043	4,746,860	61,954,775	4,465,377	49,526,600
		2044	4,097,385	58,999,059	3,890,430	48,196,979
		2045	3,513,300	55,418,485	3,369,178	46,496,138
		2046	2,991,455	51,560,647	2,900,314	44,464,232
		2040	2,529,410	47,490,906	2,481,835	42,141,27
		2047	2,123,047	43,453,992	2,111,093	39,568,74
		2040	1,769,972	39,302,281	1,785,142	36,814,47
		2045	1,465,507	35,274,479	1,500,762	33,952,298
		2050		31,362,386		
		2051	1,205,558		1,254,423 1,042,645	31,048,468
		2052	985,182 800,547	27,768,225 24,367,184	836,465	28,157,26 <sup>-</sup> 24,423,563
		2053				
		2054	646,891 520,116	21,270,563	548,932	16,872,949
			520,116	18,415,043	269,906	8,605,95
		2056	415,931	15,855,647	63,260	2,034,21
		2057	330,978	13,502,767	10,359	332,974
		2058	261,917	11,423,432	2,133	69,958
		2059	206,150	9,602,299	0	(
		2060	161,298	8,044,943	0	(
		2061+	525,071	33,864,609	0	(
		<b>-------------</b>	054 074 005	Undiscounted	000 077 507	4 000 177 07
		Total	351,371,835	1,641,906,980	330,277,567	1,208,477,05
		Tatal		ounted at a 4.5% Inte		500.050.050
		Total	242,231,327	791,960,910	229,648,584	590,852,052

	65.5%
	85.0%
Variable	Not Recouping
PV of Future IC (Prior Filing Assumptions)	590,852,052
PV of Future IC (Current Assumptions)	791,960,910
PV of Future EP (Prior Filing Assumptions)	229,648,584
PV of Future EP (Current Assumptions)	242,231,327
Change in PV of Future IC	201,108,857
Change in PV of Future EP	12,582,743
0.655 + 0.85C	113%
1 + C	156%
(0.655 + 0.85C) / (1 + C)	73%
.85 PV Future EP	205,896,628

Justified Rate Increase from Deter

### Attachment 1 Prospective Present Value Method Analysis Nationwide Projection - Active Lives Policy Form Series : GPR Lifetime Benefit Period Policies

Cumulative Rate Level	56.3%		Current Ass	umptions	2012 Assun	nptions
Pricing Loss Ratio	65.5%	Calendar	Earned	Incurred	Earned	Incurred
_		Year	Premium	Claims	Premium	Claims
_		2022	19,113,080	13,029,750	18,997,041	10,650,61
	65.5%	2023	18,663,658	15,964,524	18,167,191	12,047,47
	85.0%	2024	18,035,516	18,633,297	17,327,758	13,575,56
		2025	17,383,884	21,482,752	16,479,762	15,229,16
	Not Recouping	2026	16,708,399	24,589,199	15,625,705	17,000,90
or Filing Assumptions)	448,466,491	2027	16,010,732	27,875,989	14,767,815	18,889,12
Current Assumptions)	675,619,807	2028	15,291,116	31,387,936	13,909,503	20,877,19
or Filing Assumptions)	172,454,168	2029	14,553,436	34,877,285	13,053,771	22,936,91
Current Assumptions)	192,325,422	2030	13,799,000	38,361,636	12,205,166	25,029,97
		2031	13,031,553	41,691,120	11,367,762	27,107,53
ge in PV of Future IC	227,153,315	2032	12,253,230	44,964,431	10,545,073	29,132,59
e in PV of Future EP	19,871,254	2033	11,470,176	47,894,397	9,739,952	31,063,96
0.655 + 0.85C	113%	2034	10,685,464	50,580,092	8,955,089	32,862,83
1 + C	156%	2035	9,904,585	52,846,573	8,193,423	34,479,89
655 + 0.85C) / (1 + C)	73%	2036	9,131,077	54,831,845	7,459,430	35,876,30
.85 PV Future EP	163,476,609	2037	8,372,370	56,210,941	6,756,772	37,018,66
		2038	7,632,408	57,125,259	6,088,910	37,884,01
e from Deterioration	130.1%	2039	6,917,057	57,411,054	5,457,488	38,439,13
		2040	6,229,745	57,234,068	4,864,279	38,670,00
		2041	5,576,668	56,333,707	4,310,779	38,563,63
		2042	4,960,183	55,004,651	3,798,054	38,136,99
		2043	4,383,877	53,192,736	3,326,570	37,393,02
		2044	3,848,952	51,122,054	2,896,135	36,351,46
		2045	3,358,350	48,528,409	2,506,291	35,032,79
		2046	2,911,542	45,692,645	2,155,958	33,466,62
		2047	2,508,609	42,631,252	1,843,532	31,683,39
		2048	2,147,729	39,570,783	1,567,016	29,715,95
		2049	1,828,270	36,349,809	1,324,136	27,617,99
		2050	1,547,299	33,171,997	1,112,405	25,445,07
		2051	1,302,372	30,044,129	929,166	23,245,05
		2052	1,090,065	27,133,193	771,789	21,059,50
		2053	907,930	24,308,535	613,605	18,073,44
		2054	752,454	21,695,229	384,706	11,877,01
		2055	620,693	19,228,652	180,997	5,786,94
		2056	509,443	16,954,647	39,915	1,288,93
		2057	416,288	14,782,396	5,502	178,07
		2058	338,518	12,802,504	743	24,38
		2059	273,990	11,002,530	0	
		2060	220,615	9,422,208	0	
		2061+	803,563	43,283,564	0	
				Undiscounted		
		Total	285,493,897	1,439,247,780	247,729,192	913,712,14
				ounted at a 4.5% Inter		
		Total	192,325,422	675,619,807	172,454,168	448,466,49

Pricing Loss Ratio	65.5%
	65.5%
	85.0%
Variable	Not Recouping
PV of Future IC (Prior Filing Assumptions)	448,466,491
PV of Future IC (Current Assumptions)	675,619,807
PV of Future EP (Prior Filing Assumptions)	172,454,168
PV of Future EP (Current Assumptions)	192,325,422
Change in PV of Future IC	227,153,315
Change in PV of Future EP	19,871,254
0.655 + 0.85C	113%
1 + C	156%
(0.655 + 0.85C) / (1 + C)	73%
.85 PV Future EP	163,476,609
Justified Rate Increase from Deterioration	130.1%

#### Attachment 2 Allianz Life Insurance Company of North America Blended If-Knew/Make-up (Minnesota Method) Justified Increase Nationwide Experience Policy Form Series: GPR 2-4 Year Benefit Period Policies

	Wit	hout current increas	e	Pren	ium at if knew leve	1	Prem	ium at make up leve	:1	With a	allowable rate increase	e
Experience	Earned Pr	remium	Incurred	Earned	Incurred	Loss	Earned	Incurred	Loss	Earned	Incurred	Loss
Period	Original	Actual	Claims	Premiums	Claims	Ratio	Premiums	Claims	Ratio	Premiums	Claims	Ratio
Past	\$503,004,293	\$525,984,510	\$154,955,574	\$794,621,671	\$154,955,574	19.50%	\$525,984,510	\$154,955,574	29.46%	\$503,004,293	\$154,955,574	30.81%
Future	\$113,588,060	\$177,481,343	\$483,070,379	\$179,440,882	\$483,070,379	269.21%	\$448,078,043	\$483,070,379	107.81%	\$157,455,446	\$483,070,379	306.80%
Lifetime	\$616,592,353	\$703,465,853	\$638,025,953	\$974,062,552	\$638,025,953	65.50%	\$974,062,552	\$638,025,953	65.50%	\$660,459,739	\$638,025,953	96.60%

Loss ratio at the original premium level	103.5%
Minimum loss ratio applicable to the form	65.5%
If-knew increase	1.1%
Make-up increase	152.5%
Remaining Policyholders percentage	57.6%
Blended increase	88.3%
Cumulative blended increase	194.2%
Past rate increase	56.3%
Cost-sharing increase	138.6%
Maximum allowable rate increase	52.7%

Layer	PH share
15%	100%
35%	90%
50%	75%
50%	65%
44%	50%

#### Attachment 2 Allianz Life Insurance Company of North America Nationwide Experience Policy Form Series: GPR As of 12/31/2021 No Represented Robe Insurance

As of 12/31/2021 No Requested Rate Increase									
	2-4 Year Benefit Period Policies								
Year	Original Premium		Incurred Claims						
2006	311,880	\$311,880	\$0						
2007	6,241,663	\$6,241,663	\$7,593						
2008	14,023,806	\$14,023,806	\$594,994						
2009 2010	20,603,409	\$20,603,409	\$845,929						
2010	23,102,596 23,044,754	\$23,102,596 \$23,044,754	\$1,545,615 \$2,022,703						
2011	22,419,138	\$22,419,138	\$1,810,975						
2012	21,738,390	\$21,738,390	\$3,026,710						
2014	21,145,818	\$21,145,818	\$3,675,906						
2015	20,666,937	\$20,666,937	\$4,066,329						
2016	20,243,037	\$20,243,037	\$4,875,956						
2017	19,373,615	\$19,373,615	\$7,009,075						
2018	18,428,364	\$18,428,364	\$8,402,498						
2019	17,922,816	\$17,922,816	\$12,132,592						
2020	17,361,802	\$17,379,026	\$9,925,188						
2021	16,658,227	\$19,122,012	\$11,757,378						
2022	16,014,640	\$20,037,983	\$13,598,574						
2023	15,372,036	\$22,051,265	\$15,078,081						
2024	14,713,260	\$22,987,729	\$24,150,589						
2025	13,746,599	\$21,479,061	\$15,704,683						
2026 2027	13,148,206 12,402,398	\$20,544,071 \$19,378,747	\$17,927,666 \$19,775,774						
2027	11,660,549	\$18,219,608	\$21,794,912						
2029	10,913,161	\$17,051,814	\$24,015,150						
2030	10,175,155	\$15,898,680	\$26,325,174						
2031	9,445,416	\$14,758,462	\$28,736,056						
2032	8,724,748	\$13,632,418	\$31,020,932						
2033	8,019,975	\$12,531,210	\$33,182,782						
2034	7,332,431	\$11,456,924	\$35,036,698						
2035	6,664,157	\$10,412,745	\$36,644,965						
2036 2037	6,022,603	\$9,410,318 \$8,451,088	\$37,793,667 \$38,629,175						
2037 2038	5,408,697 4,824,568	\$7,538,388	\$38,029,175 \$39,065,925						
2038	4,273,208	\$6,676,887	\$39,210,883						
2039	3,760,598	\$5,875,934	\$38,844,999						
2041	3,285,068	\$5,132,919	\$38,106,265						
2042	2,850,097	\$4,453,276	\$36,941,333						
2043	2,454,302	\$3,834,847	\$35,501,323						
2044	2,098,637	\$3,279,120	\$33,659,143						
2045	1,781,364	\$2,783,382	\$31,633,750						
2046	1,501,535	\$2,346,149	\$29,439,238						
2047 2048	1,257,017 1,045,101	\$1,964,088 \$1,632,971	\$27,223,205 \$24,863,811						
2048	862,586	\$1,347,790	\$22,507,451						
2050	706,966	\$1,104,634	\$20,175,286						
2051	575,376	\$899,025	\$17,978,018						
2052	465,533	\$727,395	\$15,837,678						
2053	374,521	\$585,190	\$13,852,547						
2054	299,800	\$468,437	\$12,014,423						
2055	238,799	\$373,124	\$10,383,074						
2056 2057	189,072 149,164	\$295,425	\$8,896,041						
2057	117,359	\$233,069 \$183,374	\$7,588,240 \$6,428,084						
2059	91,926	\$143,634	\$5,424,700						
2060	71,725	\$112,070	\$4,542,817						
2061	55,724	\$87,068	\$3,789,668						
2062	43,120	\$67,375	\$3,145,904						
2063	33,225	\$51,913	\$2,606,663						
2064	25,517	\$39,870	\$2,139,847						
2065	19,527	\$30,511	\$1,748,710						
2066 2067	14,894	\$23,273	\$1,420,127						
2067 2068	11,319 8,575	\$17,686 \$13,399	\$1,152,250 \$927,411						
2068	6,469	\$10,108	\$741,008						
2009	4,857	\$7,590	\$586,964						
2071	3,626	\$5,665	\$463,955						
2072	2,690	\$4,203	\$363,878						
2073	1,981	\$3,095	\$284,037						
2074	1,446	\$2,260	\$220,518						
2075+	1,071	1,673	244,088						
	Summary of Expanions	a at 4.09/							

# Summary of Experience at 4.0% Original Premium Earned Premium Incurred Claims Historical (YE2021) \$503,004,293 \$525,984,510 \$154,955,574 Projected Future (2022 +) \$113,588,000 \$177,481,343 \$483,070,379 Total Lifetime Anticipated \$616,592,353 \$703,465,853 \$638,025,953

#### Attachment 2 Allianz Life Insurance Company of North America Blended If-Knew/Make-up (Minnesota Method) Justified Increase Nationwide Experience Policy Form Series: GPR 5-8 Year Benefit Period Policies

	Without current increase Premium at if knew level			Premium at make up level			With allowable rate increase					
Experience	Earned Pr	remium	Incurred	Earned	Incurred	Loss	Earned	Incurred	Loss	Earned	Incurred	Loss
Period	Original	Actual	Claims	Premiums	Claims	Ratio	Premiums	Claims	Ratio	Premiums	Claims	Ratio
Past	\$541,529,304	\$569,037,528	\$162,104,201	\$1,163,201,568	\$162,104,201	13.94%	\$569,037,528	\$162,104,201	28.49%	\$541,529,304	\$162,104,201	29.93%
Future	\$160,147,846	\$250,231,009	\$825,133,764	\$343,996,574	\$825,133,764	239.87%	\$938,160,614	\$825,133,764	87.95%	\$361,610,528	\$825,133,764	228.18%
Lifetime	\$701,677,149	\$819,268,537	\$987,237,964	\$1,507,198,142	\$987,237,964	65.50%	\$1,507,198,142	\$987,237,964	65.50%	\$903,139,832	\$987,237,964	109.31%

Loss ratio at the original premium level	140.7%
Minimum loss ratio applicable to the form	65.5%
If-knew increase	37.4%
Make-up increase	274.9%
Remaining Policyholders percentage	68.4%
Blended increase	199.8%
Cumulative blended increase	368.6%
Past rate increase	56.3%
Cost-sharing increase	225.8%
Maximum allowable rate increase	108.4%

Layer	PH share
15%	100%
35%	90%
50%	75%
50%	65%
219%	50%

#### Attachment 2 Allianz Life Insurance Company of North America Nationwide Experience Policy Form Series: GPR As of 12/31/2021 No Requested Rate Increase 5-8 Year Benefit Period Policies

	5-8 Year Benefit Perio	od Policies	
Year	Original Premium	Earned Premium	Incurred Claims
2006	269,554	\$269,554	\$0
2007	4,889,559	\$4,889,559	\$74,587
2008	12,361,667	\$12,361,667	\$513,010
2009	20,635,419	\$20,635,419	\$1,385,908
2010	24,157,205	\$24,157,205	\$670,811
2011	24,494,125	\$24,494,125	\$2,686,854
2012	23,990,546	\$23,990,546	\$2,933,548
2013	23,437,699	\$23,437,699	\$2,614,781
2014	22,982,830	\$22,982,830	\$2,757,313
2015	22,629,206	\$22,629,206	\$4,186,560
2016	22,257,803	\$22,257,803	\$4,763,913
2017	21,649,781	\$21,649,781	\$6,721,441
2018	20,975,754	\$20,975,754	\$7,366,339
2019	20,456,986	\$20,456,986	\$11,434,288
2020	19,994,390	\$20,017,275	\$10,701,534
2021	19,463,652	\$22,352,379	\$14,466,645
2022	18,917,740	\$23,672,705	\$15,031,961
2023	18,383,254	\$26,384,040	\$14,505,350
2024	17,840,917	\$27,873,170	\$28,364,519
2025	17,013,853	\$26,584,145	\$18,706,393
2026	16,493,023	\$25,770,348	\$21,867,257
2027	15,827,092	\$24,729,831	\$24,798,828
2028	15,148,047	\$23,668,824	\$28,114,655
2029	14,455,095	\$22,586,086	\$31,857,347
2030	13,733,172	\$21,458,081	\$35,891,892
2031	12,995,474	\$20,305,428	\$40,253,120
2032	12,260,400	\$19,156,875	\$44,619,285
2033	11,522,176	\$18,003,400	\$48,953,599
2034	10,779,682	\$16,843,254	\$53,033,110
2035	10,034,680	\$15,679,188	\$56,980,988
2036	9,292,630	\$14,519,734	\$60,448,592
2037	8,555,878	\$13,368,560	\$63,575,506
2038	7,834,875	\$12,241,993	\$66,141,750
2039	7,126,292	\$11,134,831	\$68,296,111
2040	6,443,248	\$10,067,574	\$69,655,954
2041	5,790,020	\$9,046,906	\$70,410,068
2042	5,165,873	\$8,071,676	\$70,344,141
2043	4,577,424	\$7,152,225	\$69,663,592
2044	4,031,982	\$6,299,972	\$68,048,539
2045	3,526,754	\$5,510,553	\$65,881,900
2046	3,062,215	\$4,784,711	\$63,123,901
2047	2,641,165	\$4,126,821	\$60,057,176
2048	2,263,043	\$3,536,005	\$56,367,919
2049	1,925,641	\$3,008,813	\$52,407,752
2050	1,627,237	\$2,542,558	\$48,241,567
2051	1,365,058	\$2,132,904	\$44,114,659
2052	1,137,468	\$1,777,294	\$39,878,105
2053 2054	941,371 774,067	\$1,470,892 \$1,209,480	\$35,773,684 \$31,790,809
2054	632,326	\$988,010	\$28,134,896
2055	513,643	\$988,010 \$802,567	\$28,134,896 \$24,678,871
2056	414,925	\$648,320	\$24,678,871 \$21,533,445
2057	333,514	\$521,116	\$18,633,778
2058	266,639	\$416,623	\$16,035,766
2059	212,128	\$331,450	\$13,648,318
2000	167,829	\$262,233	\$11,539,264
2062	132,069	\$206,358	\$9,691,982
2062	103,316	\$161,431	\$8,113,056
2064	80,393	\$125,613	\$6,720,568
2065	62,188	\$97,168	\$5,534,796
2066	47,832	\$74,737	\$4,526,122
2067	36,570	\$57,141	\$3,691,895
2068	27,826	\$43,478	\$2,988,655
2069	21,059	\$32,905	\$2,397,803
2070	15,855	\$24,773	\$1,896,901
2071	11,862	\$18,534	\$1,489,970
2072	8,826	\$13,791	\$1,159,069
2073	6,528	\$10,201	\$896,229
2074	4,801	\$7,502	\$686,320
2075+	4,538	7,091	811,920
	с ст. :	. 1.0%	

 Summary of Experience at 4.0%

 Original Premium
 Earned Premium
 Incurred Claims

 Historical (YE2021)
 \$5541,529,304
 \$569,037,528
 \$162,104,201

 Projected Future (2022 +)
 \$160,1147,846
 \$250,231,009
 \$825,133,764

 Total Lifetime Anticipated
 \$701,677,149
 \$819,268,537
 \$987,237,964

#### Attachment 2 Allianz Life Insurance Company of North America Blended If-Knew/Make-up (Minnesota Method) Justified Increase Nationwide Experience Policy Form Series: GPR Lifetime Benefit Period Policies

Without current increase			Premium at if knew level		Premium at make up level			With allowable rate increase				
Experience	Earned Pr	remium	Incurred	Earned	Incurred	Loss	Earned	Incurred	Loss	Earned	Incurred	Loss
Period	Original	Actual	Claims	Premiums	Claims	Ratio	Premiums	Claims	Ratio	Premiums	Claims	Ratio
Past	\$414,839,861	\$435,649,787	\$137,967,736	\$994,174,845	\$137,967,736	13.88%	\$435,649,787	\$137,967,736	31.67%	\$414,839,861	\$137,967,736	33.26%
Future	\$128,606,408	\$200,947,513	\$715,113,519	\$308,208,704	\$715,113,519	232.02%	\$866,733,762	\$715,113,519	82.51%	\$335,011,597	\$715,113,519	213.46%
Lifetime	\$543,446,269	\$636,597,299	\$853,081,255	\$1,302,383,549	\$853,081,255	65.50%	\$1,302,383,549	\$853,081,255	65.50%	\$749,851,458	\$853,081,255	113.77%

Loss ratio at the original premium level	157.0%
Minimum loss ratio applicable to the form	65.5%
If-knew increase	53.3%
Make-up increase	331.3%
Remaining Policyholders percentage	68.7%
Blended increase	244.2%
Cumulative blended increase	438.0%
Past rate increase	56.3%
Cost-sharing increase	260.5%
Maximum allowable rate increase	130.6%

Layer	PH share
15%	100%
35%	90%
50%	75%
50%	65%
288%	50%

#### Attachment 2 Allianz Life Insurance Company of North America Nationwide Experience Policy Form Series: GPR As of 12/31/2021 No Requested Rate Increase Lifetime Benefit Period Policies

	Lifetime Benefit Perio	od Policies	
Year	Original Premium	Earned Premium	Incurred Claims
2006	241,212	\$241,212	\$0
2007	4,533,409	\$4,533,409	\$365,262
2008	10,556,579	\$10,556,579	\$9,649
2009	16,317,924	\$16,317,924	\$2,713,633
2010	18,629,896	\$18,629,896	\$2,274,374
2011	18,690,278	\$18,690,278	\$2,212,777
2012	18,209,550	\$18,209,550	\$2,527,136
2013	17,703,987	\$17,703,987	\$2,394,874
2014	17,287,299	\$17,287,299	\$2,249,995
2015	16,985,738	\$16,985,738	\$4,808,179
2016	16,688,114	\$16,688,114	\$3,654,168
2010	16,163,720	\$16,163,720	\$6,857,596
2017	15,621,952	\$15,621,952	\$7,291,471
2018	15,299,110	\$15,299,110	\$5,808,286
2019	14,962,295	\$14,977,413	\$8,470,302
2021	14,611,728	\$16,755,918	\$9,670,690
2022 2023	14,272,222 13,955,142	\$17,857,215 \$20.002.622	\$11,077,234 \$14,698,969
2024	13,617,288	\$21,274,799	\$22,119,723
2025 2026	13,022,310	\$20,347,360	\$16,051,390
	,,	\$19,846,344	\$18,642,291
2027	12,239,756	\$19,124,619	\$21,040,033
2028 2029	11,767,519	\$18,386,749	\$23,772,111
2029 2030	11,284,487 10,781,070	\$17,632,012 \$16,845,422	\$26,855,156 \$30,172,559
2031 2032	10,259,163 9,726,002	\$16,029,943	\$33,739,957
		\$15,196,877	\$37,293,765
2033 2034	9,189,016 8,656,187	\$14,357,838 \$13,525,292	\$40,845,571 \$44,227,490
2034 2035	8,050,187	\$13,525,292 \$12,665,895	\$44,227,490 \$47,545,303
2036	7,564,894	\$11,820,147	\$50,497,982
2037	7,031,592	\$10,986,863	\$53,193,375
2038	6,503,140	\$10,161,156	\$55,450,637
2039	5,984,170	\$9,350,265	\$57,415,737
2040	5,477,839	\$8,559,123	\$58,750,591
2041	4,981,585	\$7,783,727	\$59,603,045
2042	4,507,789	\$7,043,420	\$59,807,303
2043	4,055,087	\$6,336,074	\$59,533,728
2044	3,625,226	\$5,664,416	\$58,513,993
2045	3,221,365	\$5,033,383	\$57,058,961
2046	2,843,393	\$4,442,801	\$55,113,140
2047	2,493,897	\$3,896,714	\$52,909,159
2048	2,175,086	\$3,398,572	\$50,176,230
2049	1,881,478	\$2,939,810	\$47,203,489
2050	1,618,034	\$2,528,178	\$44,004,740
2051	1,384,605	\$2,163,446	\$40,819,264
2052	1,178,257	\$1,841,026	\$37,476,857
2053	996,931	\$1,557,704	\$34,186,103
2054 2055	837,880	\$1,309,188	\$30,956,403
2055	701,097	\$1,095,464	\$27,953,182
2056	583,811 483,738	\$912,205 \$755,841	\$25,044,798 \$22,354,580
2057	398,961	\$623,377	\$19,813,722
2058	327,403	\$511,568	\$19,813,722 \$17,472,304
2059	267,503	\$417,973	\$17,472,304 \$15,236,688
2000	217,507	\$339,855	\$13,197,013
2061	176,034	\$275,053	\$11,341,810
2062	141,736		\$9,710,585
2063	1113,587	\$221,462 \$177,479	\$8,235,641
2065	90,529	\$141,452	\$6,952,264
2065	90,329 71,750	\$112,109	\$5,829,345
2000	56,504	\$88,287	\$4,877,695
2068	44,233	\$69,115	\$4,035,977
2068	34,392	\$53,737	\$3,298,491
2009	26,555	\$41,492	\$2,652,930
2070	20,335	\$31,785	\$2,101,679
2071 2072	15,463	\$24,161	\$1,631,694
2072	11,648	\$18,201	\$1,248,853
2075	8,696	\$13,588	\$941,918
2074	7,997	12,495	1,032,772
20701	.,	12,195	-,002,772

 Summary of Experience at 4.0%

 Original Premium
 Earned Premium
 Incurred Claims

 Historical (YE2021)
 \$414,839,861
 \$435,649,187
 \$137,967,736

 Projected Future (2022 +)
 \$128,606,408
 \$200,947,513
 \$151,511,511

 Total Lifetime Anticipated
 \$543,446,269
 \$636,597,299
 \$853,081,255

Attachment 3
Allianz Life Insurance Company of North America
Status of Filing as of 5/16/2023
Policy Form Series : 10-P-Q, et al.

		First Rate	Increase			Second Ra	ate Increase		Sec	ond Rate Inc	rease (Follow-u	p)		Third Rat	te Increase		Th	ird Rate Incre	ease (Follow-U	p)	Cumulative	As of Decer	mber 31, 2021
	Amount	Date	Date	Amount	Amount	Date	Date	Amount	Amount	Date	Date	Amount	Amount	Date	Date	Amount	Amount	Date	Date	Amount	Approved	Policy	Annualized
State	Requested	Filed	Approved	Approved	Requested	Filed	Approved	Approved	Requested	Filed	Approved	Approved	Requested	Filed	Approved	Approved	Requested	Filed	Approved	Approved	Increase	Count	Premium
Alabama	25.0%	10/29/2012	12/6/2012	20.0%	39.0%	10/16/2015	5/11/2016	18.3%					47.8%	6/29/2021	8/13/2021	15.0%	32.9%	1/26/2023	4/3/2023	13.0%	84.5%	439	\$ 935,864
Alaska	25.0%	10/25/2012	11/16/2012	25.0%	39.0%	10/21/2015	10/21/2015	39.0%					37.5%	9/13/2021	10/1/2021	37.5%					138.9%	55	\$ 176,973
Arizona - LR*	75.0%	2/1/2013	3/27/2013	75.0%	42.9%	8/10/2021	8/17/2022	25.6%													119.8%	328	\$ 887,782
Arizona - RS*	75.0%	2/1/2013	3/27/2013	75.0%	42.9%	8/10/2021	9/2/2022	23.3%	0.0%	2 2 20010	2/20/2010	0.20	43.7%	3/23/2023	4/6/2023	23.4%					115.8%	255	\$ 675,062 \$ 502,642
Arkansas	30.0%	10/16/2015	12/17/2015	25.0%					9.0%	2/7/2019	3/20/2019	9.3%			4/6/2023	23.4%					68.6%	265	
Colorado	25.0%	5/17/2013	8/1/2013	25.0%	39.0%	12/27/2017	6/2/2017	10.4%					64.6%	7/28/2021							38.0%	961	\$ 2,243,215
Connecticut	25.0%	5/20/2014	Disapproved	0.0%	39.0%	5/5/2016	9/22/2016	15.0%	29.0%	2/7/2019	4/3/2019	12.0%	63.7%	7/7/2021	12/2/2021	30.4%					68.0%	200	\$ 639,158
Delaware	20.0%	10/29/2012	3/15/2013	15.0%	39.0%	12/27/2018	4/1/2019	39.0%					10.00	5/10/0001	10/22/2021	10.00	10.0%	1/25/2022	5/15/2022	10.00	59.9%	94 46	\$ 168,115
Dist. of Columbia Florida	25.0%	6/3/2013	11/26/2013	7.3%	39.0% 56.4%	1/7/2019 12/31/2019	9/24/2019 9/24/2020	8.5% 93.6%					10.0%	7/12/2021	10/23/2021	10.0%	10.0%	4/25/2023	5/15/2023	10.0%	31.3% 107.7%	46	\$ 96,511 \$ 2,448,933
Georgia	25.0%	10/31/2012	2/8/2013	15.0%	39.0%	10/16/2015	3/15/2016	12.0%	27.0%	2/7/2019	5/21/2019	10.2%	69.4%	6/29/2021	7/21/2021	9.9%	59.9%	11/22/2022	1/18/2023	9.9%	71.4%	1,080	\$ 2,692,754
Hawaii	25.0%	10/31/2012	7/19/2013	9.5%	39.0%	10/16/2015	11/15/2018	38.8%	27.0%	2/1/2019	5/21/2019	10.270	09.470	0/29/2021	7/21/2021	9.970	39.9%	11/22/2022	1/16/2023	9.970	52.0%	381	\$ 1,016,031
Idaho	25.0%	11/2/2012	2/21/2013	9.3%	39.0%	10/16/2015	12/24/2015	39.0%					41.6%	10/8/2021	5/27/2022	24.3%					90.1%	161	\$ 363.146
Illinois	100.0%	11/6/2012	12/8/2014	100.0%	Not Filing	10/10/2015	12/24/2013	39.0%					41.070	10/8/2021	3/21/2022	24.370					100.0%	1,173	\$ 2,690,354
Indiana	41.2%	5/22/2019	Disapproved	0.0%	87.0%	6/26/2020	9/3/2020	9.6%					66.7%	1/27/2022							9.6%	276	\$ 525,802
Iowa	25.0%	11/8/2012	9/10/2013	15.0%	39.0%	10/16/2015	4/7/2016	17.9%	21.0%	2/7/2019	3/18/2019	11.2%	51.9%	7/23/2021	11/2/2021	28.8%					94.2%	743	\$ 1,580,763
Kansas	25.0%	10/29/2012	3/29/2013	10.0%	61.5%	10/16/2015	7/26/2016	61.5%	21.070	2002017	3/10/2017	11.270	51.970	1120/2021	11/2/2021	20.070					77.7%	569	\$ 1,160,572
Kentucky	25.0%	11/7/2012	2/4/2013	18.3%	39.0%	10/16/2015	1/18/2016	35.9%					46.2%	7/28/2021	11/15/2021	18.1%					89.8%	317	\$ 702,622
Louisiana					39.0%	12/27/2018	9/23/2019	13.5%					77.3%	7/13/2021	2/10/2022	21.8%					38.2%	283	\$ 439,866
Maine - LR*	25.0%	12/19/2012	4/3/2013	23.5%	39.0%	1/12/2016	8/18/2016	36.1%					31.9%	9/8/2021	12/17/2021	8.6%					82.5%	105	\$ 267.225
Maine - RS*	25.0%	11/16/2012	1/18/2013	25.0%	39.0%	1/12/2016	8/18/2016	45.5%					37.2%	9/8/2021	12/17/2021	37.2%					149.5%	173	\$ 493,765
Maryland	15.0%	10/29/2012	11/13/2012	15.0%	39.0%	10/16/2015	5/19/2016	15.0%	12.0%	2/7/2019	7/2/2019	12.6%	43.7%	7/13/2021	10/14/2021	14.0%					69.8%	653	\$ 1,751,212
Massachusetts	30.0%	5/5/2016	9/6/2017	15.0%	60.2%	7/13/2021	7/15/2022	28.6%													47.9%	859	\$ 2,191,067
Michigan	25.0%	10/25/2012	11/26/2012	25.0%	39.0%	10/16/2015	11/6/2015	39.0%					40.2%	7/27/2021	8/17/2021	40.2%					143.6%	530	\$ 1,284,891
Minnesota	30.0%	2/11/2015	4/18/2016	30.0%	60.1%	6/29/2021	11/29/2021	47.2%													91.4%	1,355	\$ 2,590,580
Mississippi	25.0%	11/8/2012	3/11/2013	25.0%	39.0%	10/16/2015	12/16/2015	25.0%	6.0%	2/7/2019	10/22/2019	6.0%	46.9%	8/10/2021	4/3/2023	14.2%					89.1%	122	\$ 265,398
Missouri - LR*	25.0%	6/4/2013	7/16/2013	25.0%	39.0%	11/16/2015	1/29/2016	39.0%					43.9%	8/20/2021	11/22/2021	43.9%					150.0%	174	\$ 380,739
Missouri - RS*	25.0%	5/17/2013	9/3/2013	25.0%	39.0%	10/16/2015	1/29/2016	39.0%					68.5%	8/20/2021	11/22/2021	68.3%					192.4%	565	\$ 1,288,788
Montana	25.0%	10/25/2012	12/3/2012	10.0%	39.0%	10/16/2015	6/8/2017	14.3%	23.0%	2/7/2019	5/21/2019	23.2%	46.6%	7/21/2021	10/1/2021	43.0%					121.5%	126	\$ 311,933
Nebraska	25.0%	10/31/2012	6/19/2013	10.0%	39.0%	10/16/2015	12/10/2015	39.0%					50.1%	10/11/2021	1/4/2022	50.1%					129.5%	479	\$ 1,082,695
Nevada	30.0% 25.0%	10/16/2015 12/7/2012	2/8/2016	30.0%	56.6%	8/26/2021 10/16/2015	11/22/2021 2/16/2016	37.2%					29.3%	10/21/2021	11/29/2021	29.3%					78.4%	92	\$ 167,551 \$ 328,978
New Hampshire			2/12/2013	25.0%	39.0%			39.0%					29.3% 40.1%		11/29/2021	29.5%					124.7%	131	\$ 520,770
New Jersey New Mexico	25.0% 25.0%	3/20/2013 11/8/2012	3/13/2014	15.0% 0.0%	39.0% 39.0%	10/16/2015 12/27/2018	10/27/2016 1/28/2019	23.1% 15.0%					40.1%	11/23/2021 8/12/2021	11/8/2021	65.4%					41.6% 90.2%	617 225	\$ 1,872,698 \$ 437,132
North Carolina	25.0%	11/8/2012	Disapproved 6/18/2013	25.0%	39.0%	10/16/2015	5/10/2016	30.0%					65.5% 44.0%	7/12/2021	4/20/2022	44.2%					90.2% 134.3%	1,431	\$ 457,152 \$ 3,461,908
North Dakota	25.0%	10/31/2012	1/9/2013	15.0%	39.0%	10/16/2015	12/14/2015	15.0%	17.0%	2/7/2019	3/11/2019	10.0%	44.0%	3/27/2023	5/8/2023	44.2%					110.1%	93	\$ 181,962
Ohio	25.0%	11/7/2012	4/23/2013	25.0%	39.0%	10/16/2015	5/20/2016	15.0%	25.0%	2/7/2019	7/24/2019	11.0%	39.4%	8/25/2021	2/17/2023	15.0%					83.5%	839	\$ 1.943.035
Oklahoma	25.0%	11/8/2012	1/3/2013	25.0%	39.0%	10/16/2015	2/22/2016	10.0%	25.0%	2/7/2019	3/14/2019	12.3%	49.9%	8/16/2021	10/11/2021	32.3%					104.3%	305	\$ 645.062
Oregon	25.0%	11/7/2012	3/26/2014	25.0%	39.0%	10/16/2015	1/28/2016	39.0%	25.676	2002017	5/14/2017	12.570	41.2%	8/11/2022	10/11/2021	52.570					73.8%	452	\$ 1,126,696
Pennsylvania	25.0%	11/16/2012	2/12/2013	20.0%	39.0%	10/16/2015	3/30/2016	31.5%					40.1%	7/13/2021	11/15/2021	20.0%	20.6%	3/24/2023			89.4%	1,399	\$ 3,520,680
Rhode Island	20.070	10102012	201202010	20.070	39.0%	12/27/2018	1/21/2020	39.0%					-10.170	//10/2021	11/10/2021	20.070	20.070	5/24/2025			39.0%	72	\$ 160,259
South Carolina	25.0%	11/5/2012	2/22/2013	20.0%	39.0%	10/16/2015	2/8/2016	20.0%	16.0%	2/7/2019	11/21/2019	9.8%	44.2%	9/24/2021	12/8/2021	12.0%					77.1%	371	\$ 833,329
South Dakota	25.0%	11/7/2012	12/26/2012	25.0%	39.0%	10/16/2015	11/13/2015	39.0%	10.070	22017			50.4%	9/7/2021	9/20/2021	50.4%					161.3%	219	\$ 541,363
Tennessee	25.0%	11/7/2012	3/20/2012	25.0%	39.0%	10/16/2015	4/5/2016	39.0%		1			41.5%	7/8/2021	7/21/2022	24.9%					117.0%	602	\$ 1,297,198
Texas	75.0%	5/6/2013	9/23/2013	75.0%	Not Filing	10/10/2015	4,5,2010	57.070					68.9%	7/12/2021	11/29/2021	62.2%					183.9%	2.747	\$ 7.246.887
Utah	30.0%	10/19/2015	12/15/2015	30.0%	Not Filing					1			59.3%	9/8/2021	11/29/2021	59.3%					107.1%	149	\$ 303,484
Vermont	50.070	- 3/ 1 / 2013		50.070	39.0%	12/27/2018	7/7/2021	39.0%		1			07.070	202021	1.1.2.0.2021	07.070					39.0%	131	\$ 250.667
Virginia	56.3%	11/8/2012	6/8/2016	56.3%	Not Filing								67.4%	3/21/2023							56.3%	1,654	\$ 4,404,970
Washington	25.0%	11/8/2012	4/12/2013	25.0%	39.0%	10/19/2015	6/16/2016	25.8%		1			39.9%	9/8/2021	3/7/2022	30.0%					104.4%	2,050	\$ 5,393,648
West Virginia	25.0%	11/16/2012	1/30/2013	25.0%	39.0%	10/16/2015	2/26/2016	39.0%		1			41.7%	9/28/2021	5/17/2022	25.1%					117.3%	59	\$ 129,869
Wisconsin	25.0%	11/7/2012	2/6/2013	25.0%	39.0%	12/17/2015	9/19/2016	39.0%		1			37.9%	8/22/2022	9/13/2022	37.9%					139.6%	468	\$ 1,081,789
Wyoming	25.0%	10/23/2012	2/4/2013	25.0%	39.0%	10/16/2015	2/9/2016	39.0%		1			38.7%	10/8/2021	1/10/2022	38.7%					141.0%	64	\$ 181,144
* LR = policies issue	ed prior to the ef	fective date of r	ate stability in t	hat state.																Total	101.3%	28.096	\$ 67,364,766
	1 00		e of rate stabilit																			0,020	,

RS = policies issued on or after the effective date of rate stability in that state.

#### Allianz Life Insurance Company of North America

5701 Golden Hills Drive Minneapolis, MN 55416-1297



Re: LTC Rate Filing 2023 – GPR SERFF Tracking Number: ALLB-133556439

Virginia Bureau of Insurance

July 18, 2023

Dear Bill Dismore,

Allianz would first like to thank the Bureau for reviewing our filing. We have the following responses for the objection letter dated June 23, 2023. We have included the original objection in bold and our response below for your convenience.

Because the rate increase request is large, please advise if the Company will consider spreading the rate increase over a period of 2 or more years without consideration for the time value of money.

### If yes, please provide the structure by which the company would spread the increase to make it easier for the policyholder to accept.

The Company is willing to revise the rate increase request so that it is phased-in over a three-year period for 5-8 year and lifetime benefit period polices without consideration for the time value of money. The table below reflects the proposed phase-in structure.

Benefit	Rate Increase					
Period	Year 1	Year 2	Year 3	Total		
2-4 Year	30.00%	0.00%	0.00%	30.00%		
5-8 Year	30.00%	25.00%	4.61%	69.99%		
Lifetime	30.00%	25.00%	20.00%	95.00%		

If you have any questions or if you need additional information to complete your review, please contact me at Scott.Laska@AllianzLife.com.

Sincerely,

Scott Laska, ASA, MAAA Assistant Actuary Allianz Life Insurance Company of North America

#### Allianz Life Insurance Company of North America

5701 Golden Hills Drive Minneapolis, MN 55416-1297



Re: LTC Rate Filing 2023 – GPR SERFF Tracking Number: ALLB-133556439

Virginia Bureau of Insurance

January 30, 2024

Dear Bobby Toone,

Allianz would first like to thank the Bureau for reviewing our filing. We have the following responses for the objection letter dated January 9, 2024. We have included the original objection in bold and our response below for your convenience.

#### 1. Please provide the average policyholder age at issue for this block of policies.

The average issue age for Virginia policyholders is 54.

# 2. In Section 12, please provide the Nationwide Average Annual Premium if all outstanding filings are approved as submitted.

Section 12 of the Actuarial Memorandum has been updated to include the Nationwide Average Annual Premium if all outstanding filings are approved as submitted.

If you have any questions or if you need additional information to complete your review, please contact me at Scott.Laska@AllianzLife.com.

Sincerely,

Scott Laska, ASA, MAAA Assistant Actuary Allianz Life Insurance Company of North America

# **Text Comparison**

Initial Document: Actuarial Memo GPR - VA.pdf

Changed Document: Actuarial Memo GPR - VA rev. 1.25.2024.pdf

Summary Differences exist between the documents.

74 word(s) added 29 word(s) deleted 6695 word(s) matched

5 page(s) replaced

InsertWord(s) insertedDeleteWord(s) deletedMoveWord(s) movedDifferentWord(s) different only in style

### **12. AVERAGE ANNUAL PREMIUM PER INSURED**

This section compares the average premiums of the Virginia policy form and nationwide policy form. The following table provides the average annual premium based on December 31, 2021 in-force policies for the policy form included in this filing, both without and with the requested increase.

Virginia Generation Protector Policy Form	n:	
Current Average Annual Premium:	\$2,663	(1,654 Premium Paying Policies)
Proposed (67% increase):	\$4,458	
National Generation Protector Policy For	n:	
2021 Annual Premium:	\$2,398	(28,096 Premium Paying Policies)

#### **13. PREMIUM MODALIZATION RULES**

The modal premium factors will remain unchanged from the current factors.

#### **14. RESERVES**

Active life reserves have not been used in the experience exhibits for this rate increase analysis for the purpose of demonstrating compliance with minimum loss ratio requirements.

At each valuation date, a claim reserve is computed for each active and pending claim case. For active claims, the claim reserve is calculated as the present value of future benefits from the valuation date to the end of the benefit period. Benefit amounts are discounted for interest and claim continuance. Claim reserves have been discounted and allocated to the appropriate incurred year.

### **15. BEST ESTIMATE ACTUARIAL ASSUMPTIONS**

a. Morbidity:

Attained age claim costs and Waiver of Premium benefits used in projecting future experience for this form have been developed utilizing Company-specific policy experience enhanced with other industry data as needed. Claim costs vary by joint policy status (joint vs. single), gender and various levels of home health care with adjustments for elimination periods, benefit periods, and riders.

Claim costs are developed from first principle using company-specific historical claim experience. Allianz incidence rates are typically credible up to age 89. Allianz data was then graded towards industry data for ages 89 and above, ultimately equating with industry experience by age 100. Continuance and utilization rates from Allianz claim data were blended with industry data when experience lacked credibility (fewer than 1,000 beginning of month claim exposures). Allianz experience was generally in line with industry data.

Future claim costs are projected on a seriatim basis for each policyholder. These claim costs are adjusted according to each policy's benefit designs, such as COLA option, elimination periods and benefit periods.

### 12. AVERAGE ANNUAL PREMIUM PER INSURED

This section compares the average premiums of the Virginia policy form and nationwide policy form. The following table provides the average annual premium based on December 31, 2021 in-force policies for the policy form included in this filing, both without and with the requested increase. Per the objection received on January 9, 2024, the nationwide average annual premium if all outstanding filings are approved as submitted is also provided below. This nationwide average premium also reflects actual approvals through January 2, 2024.

Virginia Generation Protector Policy For	rm:		
Current Average Annual Premium:	\$2,663	(1,654 Premium Paying Policies)	
Proposed (67% increase):	\$4,458		
National Generation Protector Policy Fo	rm:		
National Generation Protector Policy Fo 2021 Annual Premium:	9rm: \$2,398	(28,096 Premium Paying Policies)	
		(28,096 Premium Paying Policies)	

#### **13. PREMIUM MODALIZATION RULES**

The modal premium factors will remain unchanged from the current factors.

#### 14. RESERVES

Active life reserves have not been used in the experience exhibits for this rate increase analysis for the purpose of demonstrating compliance with minimum loss ratio requirements.

At each valuation date, a claim reserve is computed for each active and pending claim case. For active claims, the claim reserve is calculated as the present value of future benefits from the valuation date to the end of the benefit period. Benefit amounts are discounted for interest and claim continuance. Claim reserves have been discounted and allocated to the appropriate incurred year.

#### **15. BEST ESTIMATE ACTUARIAL ASSUMPTIONS**

#### a. <u>Morbidity:</u>

Attained age claim costs and Waiver of Premium benefits used in projecting future experience for this form have been developed utilizing Company-specific policy experience enhanced with other industry data as needed. Claim costs vary by joint policy status (joint vs. single), gender and various levels of home health care with adjustments for elimination periods, benefit periods, and riders.

Claim costs are developed from first principle using company-specific historical claim experience. Allianz incidence rates are typically credible up to age 89. Allianz data was then graded towards industry data for ages 89 and above, ultimately equating with industry experience by age 100. Continuance and utilization rates from Allianz claim data were blended with industry data when Underwriting, claim management and product design were taken into consideration when setting the assumptions. Allianz historical experience includes the positive impact of underwriting selection. No scalar increases to the claim cost assumption are made within these projections to reflect future wear off from underwriting selection.

#### b. Mortality:

The projected future experience uses the gender-distinct 2012 Individual Annuitant Mortality (2012 IAM) table. This assumption is developed based on feedback from our consultants and is consistent with industry practice. The mortality assumption balances our morbidity assumption as neither is projected to have future improvements.

#### c. <u>Persistency:</u>

The Company's own experience was used in the development of the lapse assumption. The experience is determined to be credible through policy duration 11. The voluntary lapse assumption is split by duration, marital status and COLA option as follows:

	Indiv	idual	Marr	ied
Duration	Non-COLA	COLA	Non-COLA	COLA
1	9.50%	7.00%	7.70%	3.50%
2	6.80%	4.50%	5.80%	2.50%
3	4.00%	2.20%	3.80%	1.50%
4	3.00%	1.50%	2.80%	1.25%
5	2.30%	1.30%	1.00%	0.50%
6	1.60%	0.90%	1.00%	0.50%
7+	1.40%	0.75%	1.00%	0.40%

Additional lapses caused by exhaustion of benefits are also modeled using claim incidence, continuance, and utilization rates.

Based on company experience, a 1% increase to lapse rate is assumed immediately after the implementation of the rate increase to account for the election of reduced paid up benefit.

#### d. Expected Benefit Reduction:

Based on company experience from previous rate increases, the cash flow projection for the proposed rate increase includes an expectation of policyholders lowering their lifetime maximum benefit.

Lifetime benefit period policies are projected to reduce to a 5 year benefit period 7% of the time and to a 3 year benefit period 6% of the time. Policyholders with a non-lifetime benefit period equal to or greater than 5 years are projected to reduce to a 3 year benefit period 5% of the time.

#### e. Interest and Investment Income:

The interest rate of 4.5% used in the original product filing is also used in these exhibits to calculate the loss ratio. Changes in interest rates and investment income are not used to justify the rate increase.

experience lacked credibility (fewer than 1,000 beginning of month claim exposures). Allianz experience was generally in line with industry data.

Future claim costs are projected on a seriatim basis for each policyholder. These claim costs are adjusted according to each policy's benefit designs, such as COLA option, elimination periods and benefit periods.

Underwriting, claim management and product design were taken into consideration when setting the assumptions. Allianz historical experience includes the positive impact of underwriting selection. No scalar increases to the claim cost assumption are made within these projections to reflect future wear off from underwriting selection.

#### b. <u>Mortality:</u>

The projected future experience uses the gender-distinct 2012 Individual Annuitant Mortality (2012 IAM) table. This assumption is developed based on feedback from our consultants and is consistent with industry practice. The mortality assumption balances our morbidity assumption as neither is projected to have future improvements.

#### c. <u>Persistency:</u>

The Company's own experience was used in the development of the lapse assumption. The experience is determined to be credible through policy duration 11. The voluntary lapse assumption is split by duration, marital status and COLA option as follows:

	Indiv	idual	Married				
Duration	Non-COLA	COLA	Non-COLA	COLA			
1	9.50%	7.00%	7.70%	3.50%			
2	6.80%	4.50%	5.80%	2.50%			
3	4.00%	2.20%	3.80%	1.50%			
4	3.00%	1.50%	2.80%	1.25%			
5	2.30%	1.30%	1.00%	0.50%			
6	1.60%	0.90%	1.00%	0.50%			
7+	1.40%	0.75%	1.00%	0.40%			

Additional lapses caused by exhaustion of benefits are also modeled using claim incidence, continuance, and utilization rates.

Based on company experience, a 1% increase to lapse rate is assumed immediately after the implementation of the rate increase to account for the election of reduced paid up benefit.

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#### f. Expenses:

Changes in expense are not used to justify the rate increase and are not included in this analysis. It is assumed that original expense assumptions are still appropriate.

Exhibit 2 provides additional information and justification for the assumptions used in this filing.

The Company is no longer marketing long-term care products. As a result, the requirement to reflect on any assumptions that deviate from those used for pricing other forms currently available for sale is not applicable.

#### **16. DEMONSTRATION OF SATISFACTION OF REQUIREMENTS**

The projections included in this filing are produced by applying "best estimate" actuarial assumptions that reasonably reflect actual experience. All policies other than traditional-level-pay-for-life are excluded from the historical and projected experience used to calculate loss ratios. The anticipated lifetime loss ratio for policies based on Virginia specific rate history and these assumptions before the requested rate increase is 114.7% nationwide and 123.7% in Virginia based on pooled experience (Exhibit 3 & 4). The lifetime loss ratio after the requested rate increase is 97.6% nationwide and 101.0% in Virginia based on pooled experience (Exhibits 5 & 6). Loss ratios for Virginia policyholders are slightly higher than national policies mainly due to the difference in distribution of business mix and higher historical claims.

The requested rate increase is not calculated to achieve a targeted loss ratio or to maintain rate stability since that would require a significantly larger rate increase. The request is meant to find a balance between the poor performance of the business and the impact of rate increases on our policyholders.

A detailed demonstration of the alternative 58/85 calculations justifying the rate increase can be found in Exhibit 7. A majority of policies subject to this rate increase are eligible for the Contingent Benefit Upon Lapse, so the alternative version of the 58/85 calculation, which uses the greater of 58% and the original pricing loss ratio of 65.5%, is provided per post-rate stability regulation.

The justifiable rate increases under moderately adverse conditions are over 215% on a nationwide basis based on pooled experience. Moderately adverse conditions for the 58/85 calculation are defined as a 10% increase in future claim cost over the current best estimate. All of the policies in this filing are subject to post-rate stability regulation.

#### **17. ANALYSIS PERFORMED TO CONSIDER A RATE INCREASE**

The initial premium schedules were based on pricing assumptions that reflected the Company's best estimate utilizing the available information at the time. Recent experience studies performed show that experience is more unfavorable than previously assumed which resulted in assumptions being updated and has led to the Company requesting a rate increase on this product. This level is higher than the nationwide average request of 43% to help bring premiums closer to rate levels requested nationwide. The Virginia specific experience lacks credibility and was not considered on its own in determining the requested rate level compared to our nationwide requests. The original pricing assumptions compared to our current assumptions are included in Exhibit 8.

#### e. Interest and Investment Income:

The interest rate of 4.5% used in the original product filing is also used in these exhibits to calculate the loss ratio. Changes in interest rates and investment income are not used to justify the rate increase.

#### f. Expenses:

Changes in expense are not used to justify the rate increase and are not included in this analysis. It is assumed that original expense assumptions are still appropriate.

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#### **18. LOSS RATIOS**

The lifetime loss ratios for the policy form series split by benefit period are provided in the table below both without and with the requested rate increase. To reflect Virginia specific rate history, nationwide loss ratios are restated to reflect rate increases implemented in Virginia. For actuarial modeling purposes the requested rate increase is assumed to be effective December, 2022.

Benefit	Before	After						
Period	Increase	Increase						
	Virginia							
2-4 Years	95.6%	88.7%						
5-8 Years	129.5%	105.7%						
Lifetime	138.8%	103.4%						
All	123.7%	101.0%						
ľ	Nationwide							
2-4 Years	90.7%	85.1%						
5-8 Years	120.6%	101.6%						
Lifetime	133.9%	104.9%						
All	114.7%	97.6%						

#### **19. DISTRIBUTION OF BUSINESS**

The historical experience reflects the actual distribution of policies during the experience period. We used the current distribution of business as of December 31, 2021 to project future experience.

	Nationwide						
	5% Compound	4% Compound	3% Compound	5% Simple	<b>Two Times</b>	No	Grand
Benefit period	COLA	COLA	COLA	COLA	COLA	COLA	Total
2-Year	0.4%	0.1%	0.3%	0.3%	0.2%	0.9%	2.3%
3-Year	4.7%	0.9%	2.8%	2.6%	1.5%	5.1%	17.6%
4-Year	5.5%	1.2%	2.4%	2.2%	1.0%	2.9%	15.2%
5-Year	10.2%	2.1%	4.3%	3.4%	1.8%	5.9%	27.6%
8-Year	4.8%	1.0%	1.8%	1.3%	0.9%	2.1%	11.9%
Lifetime	11.1%	1.5%	3.5%	3.5%	1.3%	4.5%	25.3%
Grand Total	36.7%	6.8%	15.0%	13.4%	6.8%	21.4%	100.0%

	Virginia								
Benefit period	5% Compound COLA	4% Compound COLA	3% Compound COLA	5% Simple COLA	Two Times COLA	No COLA	Grand Total	Proposed Rate Increase	Policyholders Impacted
2-Year	0.3%	0.0%	0.3%	0.0%	0.1%	0.7%	1.3%	30%	22
3-Year	4.3%	0.6%	3.6%	1.5%	0.8%	3.3%	14.0%	30%	232
4-Year	5.9%	1.7%	3.3%	0.5%	0.6%	1.4%	13.4%	30%	222
5-Year	18.3%	2.4%	6.3%	1.4%	1.0%	2.7%	32.1%	70%	531
8-Year	7.1%	0.8%	3.0%	1.0%	0.2%	1.3%	13.4%	70%	221
Lifetime	16.3%	1.5%	4.2%	1.4%	0.4%	2.0%	25.8%	95%	426
Grand Total	52.1%	7.0%	20.7%	5.7%	3.1%	11.3%	100.0%	67%	1,654

level compared to our nationwide requests. The original pricing assumptions compared to our current assumptions are included in Exhibit 8.

### **18. LOSS RATIOS**

The lifetime loss ratios for the policy form series split by benefit period are provided in the table below both without and with the requested rate increase. To reflect Virginia specific rate history, nationwide loss ratios are restated to reflect rate increases implemented in Virginia. For actuarial modeling purposes the requested rate increase is assumed to be effective December, 2022.

Benefit	Before	After
Period	Increase	Increase
	Virginia	
2-4 Years	95.6%	88.7%
5-8 Years	129.5%	105.7%
Lifetime	138.8%	103.4%
All	123.7%	101.0%
Ι	Nationwide	
2-4 Years	90.7%	85.1%
5-8 Years	120.6%	101.6%
Lifetime	133.9%	104.9%
All	114.7%	97.6%

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The historical experience reflects the actual distribution of policies during the experience period. We used the current distribution of business as of December 31, 2021 to project future experience.

	Nationwide						
	5% Compound	4% Compound	3% Compound	5% Simple	<b>Two Times</b>	No	Grand
Benefit period	COLA	COLA	COLA	COLA	COLA	COLA	Total
2-Year	0.4%	0.1%	0.3%	0.3%	0.2%	0.9%	2.3%
3-Year	4.7%	0.9%	2.8%	2.6%	1.5%	5.1%	17.6%
4-Year	5.5%	1.2%	2.4%	2.2%	1.0%	2.9%	15.2%
5-Year	10.2%	2.1%	4.3%	3.4%	1.8%	5.9%	27.6%
8-Year	4.8%	1.0%	1.8%	1.3%	0.9%	2.1%	11.9%
Lifetime	11.1%	1.5%	3.5%	3.5%	1.3%	4.5%	25.3%
Grand Total	36.7%	6.8%	15.0%	13.4%	6.8%	21.4%	100.0%

	Virginia								
	5%	4%	3%					Proposed	
Benefit	Compound	Compound	Compound	5% Simple	<b>Two Times</b>	No	Grand	Rate	Policyholders
period	COLA	COLA	COLA	COLA	COLA	COLA	Total	Increase	Impacted
2-Year	0.3%	0.0%	0.3%	0.0%	0.1%	0.7%	1.3%	30%	22
3-Year	4.3%	0.6%	3.6%	1.5%	0.8%	3.3%	14.0%	30%	232
4-Year	5.9%	1.7%	3.3%	0.5%	0.6%	1.4%	13.4%	30%	222
5-Year	18.3%	2.4%	6.3%	1.4%	1.0%	2.7%	32.1%	70%	531
8-Year	7.1%	0.8%	3.0%	1.0%	0.2%	1.3%	13.4%	70%	221
Lifetime	16.3%	1.5%	4.2%	1.4%	0.4%	2.0%	25.8%	95%	426
Grand Total	52.1%	7.0%	20.7%	5.7%	3.1%	11.3%	100.0%	67%	1,654

#### **20. ACTUARIAL CERTIFICATION**

I am an Associate of the Society of Actuaries and a Member of the American Academy of Actuaries, and I meet the Academy's qualifications standards for preparing health rate filings.

Claims, reserves, and policyholder data are provided by our third party administrator and our valuation actuaries. Data was reviewed for reasonableness.

I hereby certify that, to the best of my knowledge and belief:

- a. This filing complies with Actuarial Standards of Practice No. 8 "Regulatory Filings for Rates and Financial Projections for Health Plans";
- b. The rates are not unfairly discriminatory and the gross premiums are not excessive. The gross premiums are not reasonable in relation to the benefits.
- c. Moderately adverse condition is defined as a 10% increase in future claim cost over the current best estimate provided in the loss ratio Exhibits 3-6. Exhibit 7 reflects this 10% margin for moderately adverse experience.
- d. Policy design, underwriting, and claims adjudication practices have been taken into consideration.
- e. This filing is in compliance with the provisions of 14VAC5200-150 and 145VAC5-200-153.

#### ALLIANZ LIFE INSURANCE COMPANY OF NORTH AMERICA

By:

Name: Scott Laska, ASA, MAAA Assistant Actuary Its: Authorized Designee February 23, 2023

### **20. ACTUARIAL CERTIFICATION**

I am an Associate of the Society of Actuaries and a Member of the American Academy of Actuaries, and I meet the Academy's qualifications standards for preparing health rate filings.

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- d. Policy design, underwriting, and claims adjudication practices have been taken into consideration.
- e. This filing is in compliance with the provisions of 14VAC5200-150 and 145VAC5-200-153.

### ALLIANZ LIFE INSURANCE COMPANY OF NORTH AMERICA

By: un for

Name: Scott Laska, ASA, MAAA Assistant Actuary Its: Authorized Designee February 1, 2024

#### Allianz Life Insurance Company of North America

5701 Golden Hills Drive Minneapolis, MN 55416-1297



Re: LTC Rate Filing 2023 – GPR SERFF Tracking Number: ALLB-133556439

Virginia Bureau of Insurance

March 19, 2024

Dear Bobby Toone,

Allianz would first like to thank the Bureau for reviewing our filing. We have the following responses for the objection letter dated March 6, 2024. We have included the original objection in bold and our response below for your convenience.

# 1. As the company has agreed to implement the requested increase over [3] years, please revise the filing to reflect the [3]-year implementation.

Allianz would first like to thank the Bureau for reviewing our filing and providing an offer. We will accept the phased-in rate increase as agreed upon in the June 23, 2023 objection and outlined below:

Benefit	Rate Increase						
Period	Year 1	Year 2	Year 3	Total			
2-4 Year	30.00%	0.00%	0.00%	30.00%			
5-8 Year	30.00%	25.00%	4.61%	69.99%			
Lifetime	30.00%	25.00%	20.00%	95.00%			

Allianz will guarantee these premiums for 36 months from the start of implementation.

Policyholders will be notified of the full amount of the increase at least 75 days prior to the effective date of the increase and will also be notified each subsequent year affected by the rate increase. In the notification letter, Allianz will lay out policyholder options.

Provided with this letter are the revised rate tables reflecting the phased-in rate increase and an updated actuarial memorandum, including attachments 1-4 of the supplement from initial submission. Please note that the actual rates implemented may vary slightly from those in the rate tables due to rounding in the implementation algorithm. An updated Rate Request Summary was not provided as it did not change with the phased-in increase because the summary provides the Company's request in aggregate.

Through a SERFF post-submission update, we revised the Rate/Rule Schedule tab to reflect the revised premium due to rounding. We respectfully request that the Division acknowledge the post-submission update prior to issuing the disposition in order for the disposition to capture the change.

#### 2. Please provide the most current cumulative increase for the nationwide block.

The current cumulative increase for the nationwide block for this policy form is 110.7%.

# 3. Based on the size of this request, please confirm if the company expects this to be the final increase on this block, barring moderately adverse circumstances

The justifiable rate increase needed to certify that rates will remain stable under moderately adverse conditions is over 200% on a nationwide basis based on pooled experience. Moderately adverse conditions are defined as any combination of deteriorations in assumptions that results in a 10% deterioration in future experience.

While the rate increase needed to certify to rate stability is larger than the requested rate increase, at this time, the Company does not currently anticipate additional rate increases beyond the current request unless experience worsens beyond our moderately adverse threshold; however, it will continue to monitor the business and reserves the right to request additional rate increases in the future. If the current requested rate increase is fully approved, no future rate increases will be implemented until at least three years following the implementation of this rate increase.

If you have any questions or if you need additional information to complete your review, please contact me at Scott.Laska@AllianzLife.com.

Sincerely,

Scott Laska, ASA, MAAA Assistant Actuary Allianz Life Insurance Company of North America