

**State:** Virginia **Filing Company:** Auto-Owners Life Insurance Company  
**TOI/Sub-TOI:** LTC03I Individual Long Term Care/LTC03I.001 Qualified  
**Product Name:** Long-Term Care Product  
**Project Name/Number:** Rate Increase Filing/LTC-VA-02-06/30/2023-02

## Filing at a Glance

Company: Auto-Owners Life Insurance Company  
Product Name: Long-Term Care Product  
State: Virginia  
TOI: LTC03I Individual Long Term Care  
Sub-TOI: LTC03I.001 Qualified  
Filing Type: Rate  
Date Submitted: 12/30/2022  
SERFF Tr Num: AOIC-133426747  
SERFF Status: Closed-Approved  
State Tr Num: AOIC-133426747  
State Status: Approved  
Co Tr Num: LTC-VA-02-06/30/2023-01  
  
Effective: 06/30/2023  
Date Requested:  
Author(s): Karen Leiby, Kristin Davis, Kyle Borgman, Alison Bradow, Erin Reddaway, Ryan Hines, Sam Hotchkin, Josef Welbes  
Reviewer(s): Bobby Toone (primary)  
Disposition Date: 11/01/2023  
Disposition Status: Approved  
Effective Date:

**State:** Virginia **Filing Company:** Auto-Owners Life Insurance Company  
**TOI/Sub-TOI:** LTC03I Individual Long Term Care/LTC03I.001 Qualified  
**Product Name:** Long-Term Care Product  
**Project Name/Number:** Rate Increase Filing/LTC-VA-02-06/30/2023-02

## General Information

Project Name: Rate Increase Filing  
 Project Number: LTC-VA-02-06/30/2023-02  
 Requested Filing Mode: Review & Approval

Explanation for Combination/Other:  
 Submission Type: New Submission  
 Overall Rate Impact: 15%

Deemer Date: 07/09/2023  
 Submitted By: Karen Leiby

Status of Filing in Domicile: Authorized  
 Date Approved in Domicile: 10/12/2022  
 Domicile Status Comments: The rate increase filing for Michigan (state of domicile) was approved on 10/12/22.  
 Market Type: Individual  
 Individual Market Type:  
 Filing Status Changed: 11/01/2023  
 State Status Changed: 11/01/2023  
 Created By: Ryan Hines  
 Corresponding Filing Tracking Number:  
 State TOI: LTC03I Individual Long Term Care

### Filing Description:

Auto-Owners Life Insurance Company of Lansing, Michigan (NAIC #280-61190; FEIN #38-1814333) submits rates for your approval. This policy is an Individual Tax-Qualified Long-Term Care Insurance Policy. This policy is a non-participating policy and is guaranteed renewable for life. The issue ages for this policy are 18-80. This filing does not include any innovative or unique features. We used independent agents to market our products; these policies are no longer being issued. The forms affected by this rate increase are: 62091 (12-12), 62095 (12-12), 62094 (12-12), and 62096 (12-12). No changes are being made to the forms themselves nor are any changes being made to the benefits provided by this product. This increase was originally filed with the IIPRC (AOIC-132658203) and they have provided an advisory letter.

Upon approval, we would also like to use the Policyholder Communication documents submitted for approval with filing AOIC-132726214 with this rate increase. The aforementioned documents are listed as follows:

62556 (4-22) - Long-Term Care Insurance Policyholder Rate Increase Letter  
 62560 (7-22) - Long-Term Care Insurance Premium Reduction Selection Form  
 62510 (11-20) - Important Notice Regarding Long-Term Care Insurance Premium Rate Increase

## Company and Contact

### Filing Contact Information

Karen Leiby, ASA leiby.karen@aoins.com  
 P.O. Box 30660 800-346-0346 [Phone] 52408 [Ext]  
 Lansing, MI 48909-8160 517-323-8796 [FAX]

### Filing Company Information

Auto-Owners Life Insurance Company CoCode: 61190 State of Domicile: Michigan  
 P.O. Box 30325 Group Code: 280 Company Type: LAH  
 Lansing, MI 48909 Group Name: Auto-Owners Ins State ID Number:  
 (800) 346-0346 ext. [Phone] Group FEIN Number: 38-1814333

**State:** Virginia **Filing Company:** Auto-Owners Life Insurance Company  
**TOI/Sub-TOI:** LTC03I Individual Long Term Care/LTC03I.001 Qualified  
**Product Name:** Long-Term Care Product  
**Project Name/Number:** Rate Increase Filing/LTC-VA-02-06/30/2023-02

## Filing Fees

### State Fees

Fee Required? No

Retaliatory? No

Fee Explanation:

SERFF Tracking #:

AOIC-133426747

State Tracking #:

AOIC-133426747

Company Tracking #:

LTC-VA-02-06/30/2023-01

State:

Virginia

Filing Company:

Auto-Owners Life Insurance Company

TOI/Sub-TOI:

LTC03I Individual Long Term Care/LTC03I.001 Qualified

Product Name:

Long-Term Care Product

Project Name/Number:

Rate Increase Filing/LTC-VA-02-06/30/2023-02

## Correspondence Summary

### Dispositions

Status	Created By	Created On	Date Submitted
Approved	Bobby Toone	11/01/2023	11/01/2023

### Objection Letters and Response Letters

#### Objection Letters

Status	Created By	Created On	Date Submitted
Info has been requested from company	Bobby Toone	05/15/2023	05/15/2023
Info has been requested from company	Bobby Toone	03/22/2023	03/22/2023
Info has been requested from company	Bobby Toone	01/26/2023	01/26/2023

#### Response Letters

Responded By	Created On	Date Submitted
Ryan Hines	05/19/2023	06/09/2023
Ryan Hines	04/18/2023	04/20/2023
Ryan Hines	02/24/2023	02/24/2023

### Filing Notes

Subject	Note Type	Created By	Created On	Date Submitted
Actuary Opinion and Final Report	Reviewer Note	Bobby Toone	06/27/2023	
RRS	Reviewer Note	Bobby Toone	03/02/2023	

SERFF Tracking #:

AOIC-133426747

State Tracking #:

AOIC-133426747

Company Tracking #:

LTC-VA-02-06/30/2023-01

State: Virginia

Filing Company:

Auto-Owners Life Insurance Company

TOI/Sub-TOI: LTC03I Individual Long Term Care/LTC03I.001 Qualified

Product Name: Long-Term Care Product

Project Name/Number: Rate Increase Filing/LTC-VA-02-06/30/2023-02

## Disposition

Disposition Date: 11/01/2023

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 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):
Auto-Owners Life Insurance Company	76.200%	15.000%	\$16,923	60	\$112,820	15.000%	15.000%

Schedule	Schedule Item	Schedule Item Status	Public Access
Rate	Rate Pages	Approved	Yes
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 (revised)	Exhibit 1 - Loss Ratio Exhibit	Received & Acknowledged	Yes
Supporting Document	Exhibit 1 - Loss Ratio Exhibit	Withdrawn	No
Supporting Document	Exhibit 1 - Loss Ratio Exhibit	Withdrawn	No
Supporting Document (revised)	Additional Supporting Documents	Received & Acknowledged	Yes
Supporting Document	Additional Supporting Documents	Withdrawn	No
Supporting Document	Additional Supporting Documents	Withdrawn	No

**State:** Virginia **Filing Company:** Auto-Owners Life Insurance Company  
**TOI/Sub-TOI:** LTC03I Individual Long Term Care/LTC03I.001 Qualified  
**Product Name:** Long-Term Care Product  
**Project Name/Number:** Rate Increase Filing/LTC-VA-02-06/30/2023-02

## Objection Letter

Objection Letter Status	Info has been requested from company
Objection Letter Date	05/15/2023
Submitted Date	05/15/2023
Respond By Date	06/14/2023

Dear Karen Leiby,

### 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)
- Additional Supporting Documents (Supporting Document)

Comments: 1. We are unable to locate the projection representing the lifetime loss ratio consistent with the original filing reflecting margins for moderately adverse experience. Note that this projection should use original assumptions for lapse, mortality and morbidity, but shall use the maximum valuation interest rate for contract reserves as specified in § 38.2-1371 of the Code of Virginia, and shall use the actual nationwide cohort of policies issued rather than the assumed distribution.

2. We are unable to find the source projections for the present values used in the two spreadsheets: Simplified MN Approach v2.xlsx and Simplified TX Approach v2.xlsx. Please provide all supporting projections.

3. To assist the Virginia Bureau of Insurance in its review, 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 (i.e., what would have occurred had mortality, lapse and morbidity played out as originally anticipated for the actual cohort of policies issued.)

Projections a. - e. can be separate tabs or combined into separate columns on the same exhibit. Please show separate columns for original premiums and premiums due to increase to allow for easier evaluation of the dual loss ratio tests.

4. Please provide the active life reserve (ALR) as of the projection date. For this block of business.

### 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.

**State:** Virginia **Filing Company:** Auto-Owners Life Insurance Company  
**TOI/Sub-TOI:** LTC03I Individual Long Term Care/LTC03I.001 Qualified  
**Product Name:** Long-Term Care Product  
**Project Name/Number:** Rate Increase Filing/LTC-VA-02-06/30/2023-02

*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:** Auto-Owners Life Insurance Company  
**TOI/Sub-TOI:** LTC03I Individual Long Term Care/LTC03I.001 Qualified  
**Product Name:** Long-Term Care Product  
**Project Name/Number:** Rate Increase Filing/LTC-VA-02-06/30/2023-02

## Objection Letter

Objection Letter Status	Info has been requested from company
Objection Letter Date	03/22/2023
Submitted Date	03/22/2023
Respond By Date	04/21/2023

Dear Karen Leiby,

### **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: In the response to Objection 2 of the previous objection letter, the company stated the advisory letter from the Interstate Insurance Product Regulation Commission review would be sent through email. Please send that document to Bobby.Toone@scc.virginia.gov.

### **Objection 2**

- L&H Actuarial Memorandum (Supporting Document)

Comments: 1. In the Overall % Indicated Change section of the Company Rate Information, please enter the rate increase needed to reach your original loss ratio of 57.7%.

2. Please provide the maximum increase the company would need in order to state that there would be no more increases, unless there was significant deterioration of experience.

### **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:** Auto-Owners Life Insurance Company  
**TOI/Sub-TOI:** LTC031 Individual Long Term Care/LTC031.001 Qualified  
**Product Name:** Long-Term Care Product  
**Project Name/Number:** Rate Increase Filing/LTC-VA-02-06/30/2023-02

## Objection Letter

Objection Letter Status	Info has been requested from company
Objection Letter Date	01/26/2023
Submitted Date	01/26/2023
Respond By Date	02/25/2023

Dear Karen Leiby,

### Introduction:

The Bureau has completed a preliminary review of this filing and have the following concerns and/or requests. A more detailed and thorough review will be performed once these concerns are addressed.

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 specify the number of policies sold in Virginia prior to 9/1/2015 and the number sold after 9/1/2015.

Policies sold prior to 9/1/2015 are subject to the regulations found in 14VAC5-200-153, while policies sold after 9/1/2015 are subject to the regulations found in 14VAC5-200-154.

### Objection 2

- 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 @ Bobby.Toone@scc.virginia.gov.

### Objection 3

- L&H Actuarial Memorandum (Supporting Document)

Comments: 1. In section 13 of the Act Memo, please provide the average annual premium, both before and after the requested increase, for Virginia.

2. In section 14, the Virginia only section shows 0 policies in force in Virginia, while the Rate/Rule Schedule shows 60. Please correct the chart in section 14.

### Objection 4

- L&H Actuarial Memorandum (Supporting Document)

Comments: Please provide in Excel format an 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 the total cumulative rate increases in Virginia and nationwide for all forms both with and without the proposed rate increase.

### Objection 6

**State:** Virginia **Filing Company:** Auto-Owners Life Insurance Company  
**TOI/Sub-TOI:** LTC03I Individual Long Term Care/LTC03I.001 Qualified  
**Product Name:** Long-Term Care Product  
**Project Name/Number:** Rate Increase Filing/LTC-VA-02-06/30/2023-02

- L&H Actuarial Memorandum (Supporting Document)

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

#### **Objection 7**

- L&H Actuarial Memorandum (Supporting Document)

Comments: For all projections requested in this question, 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.

#### **Objection 8**

- L&H Actuarial Memorandum (Supporting Document)

Comments: Please provide a comparison of the assumptions associated with the proposed rate increase to the assumptions associated with the most recently approved rate filing. For those assumptions that have changed, please justify the change.

#### **Objection 9**

- L&H Actuarial Memorandum (Supporting Document)

Comments: 1. Please clarify whether adjustments have been made to the mortality tables to account for future mortality improvement. If so, please state the assumed level of future mortality improvement and provide support for the assumption.

2. Please clarify whether adjustments have been made to the morbidity assumptions to account for future morbidity improvement. If so, please state the assumed level of future morbidity improvement and provide support for the assumption.

#### **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

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. If not, please explain.

#### **Objection 12**

- L&H Actuarial Memorandum (Supporting Document)

Comments: Please provide the average age of Virginia policyholders both at issue, and currently.

#### **Objection 13**

- L&H Actuarial Memorandum (Supporting Document)

---

**State:** Virginia **Filing Company:** Auto-Owners Life Insurance Company  
**TOI/Sub-TOI:** LTC03I Individual Long Term Care/LTC03I.001 Qualified  
**Product Name:** Long-Term Care Product  
**Project Name/Number:** Rate Increase Filing/LTC-VA-02-06/30/2023-02

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

**Objection 14**

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

*Comments: Please state the anticipated lifetime loss ratio anticipated in the initial filing.*

**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*

SERFF Tracking #:

AOIC-133426747

State Tracking #:

AOIC-133426747

Company Tracking #:

LTC-VA-02-06/30/2023-01

State:

Virginia

Filing Company:

Auto-Owners Life Insurance Company

TOI/Sub-TOI:

LTC03I Individual Long Term Care/LTC03I.001 Qualified

Product Name:

Long-Term Care Product

Project Name/Number:

Rate Increase Filing/LTC-VA-02-06/30/2023-02

## Response Letter

Response Letter Status	Submitted to State
Response Letter Date	05/19/2023
Submitted Date	06/09/2023

Dear Bobby Toone,

### Introduction:

Thank you for reviewing our filing.

### Response 1

#### Comments:

1. Please see worksheet "3e" in "Loss Ratio Projections.xlsx"
2. Please see worksheet "2" in "Loss Ratio Projections.xlsx". The versions of the MN and TX workbooks originally provided were from when we first started filing increases in 2020 and uses 2020 data. We have updated these to use Year End 2021 data consistent with the other projections provided.
3. Please see "Loss Ratio Projections.xlsx", worksheets 3a. - 3e.
4. ALR for this block of business as of the projection date (12/31/2021) totaled \$15,199,675.

### Related Objection 1

Applies To:

- Additional Supporting Documents (Supporting Document)
- L&H Actuarial Memorandum (Supporting Document)

SERFF Tracking #:

AOIC-133426747

State Tracking #:

AOIC-133426747

Company Tracking #:

LTC-VA-02-06/30/2023-01

**State:**

Virginia

**Filing Company:**

Auto-Owners Life Insurance Company

**TOI/Sub-TOI:**

LTC03I Individual Long Term Care/LTC03I.001 Qualified

**Product Name:**

Long-Term Care Product

**Project Name/Number:**

Rate Increase Filing/LTC-VA-02-06/30/2023-02

*Comments: 1. We are unable to locate the projection representing the lifetime loss ratio consistent with the original filing reflecting margins for moderately adverse experience. Note that this projection should use original assumptions for lapse, mortality and morbidity, but shall use the maximum valuation interest rate for contract reserves as specified in § 38.2-1371 of the Code of Virginia, and shall use the actual nationwide cohort of policies issued rather than the assumed distribution.*

*2. We are unable to find the source projections for the present values used in the two spreadsheets: Simplified MN Approach v2.xlsx and Simplified TX Approach v2.xlsx. Please provide all supporting projections.*

*3. To assist the Virginia Bureau of Insurance in its review, 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 (i.e., what would have occurred had mortality, lapse and morbidity played out as originally anticipated for the actual cohort of policies issued.)*

*Projections a. - e. can be separate tabs or combined into separate columns on the same exhibit. Please show separate columns for original premiums and premiums due to increase to allow for easier evaluation of the dual loss ratio tests.*

*4. Please provide the active life reserve (ALR) as of the projection date. For this block of business.*

**Changed Items:**

*No Form Schedule items changed.*

*No Rate/Rule Schedule items changed.*

**SERFF Tracking #:**

AOIC-133426747

**State Tracking #:**

AOIC-133426747

**Company Tracking #:**

LTC-VA-02-06/30/2023-01

**State:**

Virginia

**Filing Company:**

Auto-Owners Life Insurance Company

**TOI/Sub-TOI:**

LTC03I Individual Long Term Care/LTC03I.001 Qualified

**Product Name:**

Long-Term Care Product

**Project Name/Number:**

Rate Increase Filing/LTC-VA-02-06/30/2023-02

**Supporting Document Schedule Item Changes**

<b>Satisfied - Item:</b>	Exhibit 1 - Loss Ratio Exhibit
<b>Comments:</b>	
<b>Attachment(s):</b>	Exhibit 1 - Loss Ratio Exhibit - VA Rate Level.pdf Exhibit 1 - Loss Ratio Exhibit - VA Rate Level.xlsx Exhibit 1 - Loss Ratio Exhibit.pdf Exhibit 1 - Loss Ratio Exhibit.xlsx Loss Ratio Projections Exhibit.pdf Loss Ratio Projections Exhibit.xlsx
<i>Previous Version</i>	
<b>Satisfied - Item:</b>	<i>Exhibit 1 - Loss Ratio Exhibit</i>
<b>Comments:</b>	
<b>Attachment(s):</b>	<i>Exhibit 1 - Loss Ratio Exhibit - VA Rate Level.pdf Exhibit 1 - Loss Ratio Exhibit - VA Rate Level.xlsx Exhibit 1 - Loss Ratio Exhibit.pdf Exhibit 1 - Loss Ratio Exhibit.xlsx</i>
<i>Previous Version</i>	
<b>Satisfied - Item:</b>	<i>Exhibit 1 - Loss Ratio Exhibit</i>
<b>Comments:</b>	
<b>Attachment(s):</b>	<i>Exhibit 1 - Loss Ratio Exhibit.pdf</i>

SERFF Tracking #:

AOIC-133426747

State Tracking #:

AOIC-133426747

Company Tracking #:

LTC-VA-02-06/30/2023-01

State:

Virginia

Filing Company:

Auto-Owners Life Insurance Company

TOI/Sub-TOI:

LTC03I Individual Long Term Care/LTC03I.001 Qualified

Product Name:

Long-Term Care Product

Project Name/Number:

Rate Increase Filing/LTC-VA-02-06/30/2023-02

**Supporting Document Schedule Item Changes**

<b>Satisfied - Item:</b>	Exhibit 1 - Loss Ratio Exhibit
<b>Comments:</b>	
<b>Attachment(s):</b>	Exhibit 1 - Loss Ratio Exhibit - VA Rate Level.pdf Exhibit 1 - Loss Ratio Exhibit - VA Rate Level.xlsx Exhibit 1 - Loss Ratio Exhibit.pdf Exhibit 1 - Loss Ratio Exhibit.xlsx Loss Ratio Projections Exhibit.pdf Loss Ratio Projections Exhibit.xlsx
<i>Previous Version</i>	
<b>Satisfied - Item:</b>	<i>Exhibit 1 - Loss Ratio Exhibit</i>
<b>Comments:</b>	
<b>Attachment(s):</b>	<i>Exhibit 1 - Loss Ratio Exhibit - VA Rate Level.pdf Exhibit 1 - Loss Ratio Exhibit - VA Rate Level.xlsx Exhibit 1 - Loss Ratio Exhibit.pdf Exhibit 1 - Loss Ratio Exhibit.xlsx</i>
<i>Previous Version</i>	
<b>Satisfied - Item:</b>	<i>Exhibit 1 - Loss Ratio Exhibit</i>
<b>Comments:</b>	
<b>Attachment(s):</b>	<i>Exhibit 1 - Loss Ratio Exhibit.pdf</i>

<b>Satisfied - Item:</b>	Additional Supporting Documents
<b>Comments:</b>	
<b>Attachment(s):</b>	Policy Distribution Exhibit.pdf LTC Assumptions.xlsx All Cause Lapse Exhibit.xlsx All Cause Lapse Exhibit.pdf Requirement 14VAC5-200-154 B 3.pdf Requirement 14VAC5-200-154 B 3.xlsx LTC3 Experience Form YE 2021.pdf LTC3 Experience Form YE 2021.xlsx Incidence Exhibit.pdf Incidence Exhibit.xlsx Simplified TX Approach v2 YE 2021.xlsx LTC3 RATE HISTORY BY STATE - 20230602.pdf Assumption Attribution of Indicated Change YE 2021.pdf Simplified MN Approach v2 YE 2021.xlsx
<i>Previous Version</i>	
<b>Satisfied - Item:</b>	<i>Additional Supporting Documents</i>

SERFF Tracking #:

AOIC-133426747

State Tracking #:

AOIC-133426747

Company Tracking #:

LTC-VA-02-06/30/2023-01

State:

Virginia

Filing Company:

Auto-Owners Life Insurance Company

TOI/Sub-TOI:

LTC03I Individual Long Term Care/LTC03I.001 Qualified

Product Name:

Long-Term Care Product

Project Name/Number:

Rate Increase Filing/LTC-VA-02-06/30/2023-02

**Comments:**

<b>Attachment(s):</b>	<i>Policy Distribution Exhibit.pdf</i> <i>Simplified MN Approach v2.xlsx</i> <i>Simplified TX Approach v2.xlsx</i> <i>LTC Assumptions.xlsx</i> <i>All Cause Lapse Exhibit.xlsx</i> <i>All Cause Lapse Exhibit.pdf</i> <i>Requirement 14VAC5-200-154 B 3.pdf</i> <i>Requirement 14VAC5-200-154 B 3.xlsx</i> <i>LTC3 Experience Form YE 2021.pdf</i> <i>LTC3 Experience Form YE 2021.xlsx</i> <i>Incidence Exhibit.pdf</i> <i>Incidence Exhibit.xlsx</i> <i>Assumption Attribution of Indicated Change YE 2021.pdf</i> <i>LTC3 RATE HISTORY BY STATE - 20230224.pdf</i>
-----------------------	--

*Previous Version*

<b>Satisfied - Item:</b>	<i>Additional Supporting Documents</i>
--------------------------	--

**Comments:**

<b>Attachment(s):</b>	<i>LTC3 Experience Form YE 2021.pdf</i> <i>Incidence Exhibit.pdf</i> <i>Policy Distribution Exhibit.pdf</i> <i>Simplified MN Approach v2.xlsx</i> <i>Simplified TX Approach v2.xlsx</i> <i>All Cause Lapse Exhibit.pdf</i> <i>Assumption Attribution of Indicated Change YE 2021.pdf</i> <i>Requirement 14VAC5-200-154 B 3.pdf</i>
-----------------------	---

**Conclusion:**

Sincerely,  
Karen Leiby



**State:** Virginia **Filing Company:** Auto-Owners Life Insurance Company  
**TOI/Sub-TOI:** LTC031 Individual Long Term Care/LTC031.001 Qualified  
**Product Name:** Long-Term Care Product  
**Project Name/Number:** Rate Increase Filing/LTC-VA-02-06/30/2023-02

## Response Letter

Response Letter Status Submitted to State  
Response Letter Date 04/18/2023  
Submitted Date 04/20/2023

Dear Bobby Toone,

### Introduction:

Thank you for reviewing our filing.

### Response 1

#### Comments:

We apologize for not sending this last time, we believe we have sent it now.

### Related Objection 1

Applies To:

- L&H Actuarial Memorandum (Supporting Document)

Comments: In the response to Objection 2 of the previous objection letter, the company stated the advisory letter from the Interstate Insurance Product Regulation Commission review would be sent through email. Please send that document to Bobby.Toone@scc.virginia.gov.

### Changed Items:

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

No Supporting Documents changed.

### Response 2

#### Comments:

1. A rate increase of 76.2% would be required to reach our original loss ratio of 57.7%.

2. An increase of the full indicate 51% would be required to state that there would be no more increases, unless there was significant deterioration of experience.

### Related Objection 2

Applies To:

- L&H Actuarial Memorandum (Supporting Document)

Comments: 1. In the Overall % Indicated Change section of the Company Rate Information, please enter the rate increase needed to reach your original loss ratio of 57.7%.

2. Please provide the maximum increase the company would need in order to state that there would be no more increases, unless there was significant deterioration of experience.

### Changed Items:

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

No Supporting Documents changed.

### Conclusion:

**State:** Virginia **Filing Company:** Auto-Owners Life Insurance Company  
**TOI/Sub-TOI:** LTC03I Individual Long Term Care/LTC03I.001 Qualified  
**Product Name:** Long-Term Care Product  
**Project Name/Number:** Rate Increase Filing/LTC-VA-02-06/30/2023-02

Sincerely,  
Karen Leiby

SERFF Tracking #:

AOIC-133426747

State Tracking #:

AOIC-133426747

Company Tracking #:

LTC-VA-02-06/30/2023-01

**State:**

Virginia

**Filing Company:**

Auto-Owners Life Insurance Company

**TOI/Sub-TOI:**

LTC03I Individual Long Term Care/LTC03I.001 Qualified

**Product Name:**

Long-Term Care Product

**Project Name/Number:**

Rate Increase Filing/LTC-VA-02-06/30/2023-02

## Response Letter

Response Letter Status

Submitted to State

Response Letter Date

02/24/2023

Submitted Date

02/24/2023

Dear Bobby Toone,

### **Introduction:**

Thank you for reviewing our filing.

### **Response 1**

#### **Comments:**

Virginia only and nationwide counts of policies sold.

Policies in this block sold prior to 9/1/2015:

VA - 2

NW - 262

Policies in this block sold on or after 9/1/2015:

VA - 58

NW - 2365

### **Related Objection 1**

Applies To:

- L&H Actuarial Memorandum (Supporting Document)

Comments: Please specify the number of policies sold in Virginia prior to 9/1/2015 and the number sold after 9/1/2015.

Policies sold prior to 9/1/2015 are subject to the regulations found in 14VAC5-200-153, while policies sold after 9/1/2015 are subject to the regulations found in 14VAC5-200-154.

### **Changed Items:**

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

No Supporting Documents changed.

SERFF Tracking #:

AOIC-133426747

State Tracking #:

AOIC-133426747

Company Tracking #:

LTC-VA-02-06/30/2023-01

State:

Virginia

Filing Company:

Auto-Owners Life Insurance Company

TOI/Sub-TOI:

LTC03I Individual Long Term Care/LTC03I.001 Qualified

Product Name:

Long-Term Care Product

Project Name/Number:

Rate Increase Filing/LTC-VA-02-06/30/2023-02

## Response 2

### Comments:

*This filing was originally reviewed by the Interstate Insurance Product Regulation Commission AOIC-132658203. We will be providing a copy of their advisory letter though email.*

## Related Objection 2

*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 @ Bobby.Toone@scc.virginia.gov.*

## Changed Items:

*No Form Schedule items changed.*

*No Rate/Rule Schedule items changed.*

*No Supporting Documents changed.*

## Response 3

### Comments:

*This has been corrected.*

## Related Objection 3

*Applies To:*

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

*Comments: 1. In section 13 of the Act Memo, please provide the average annual premium, both before and after the requested increase, for Virginia.*

*2. In section 14, the Virginia only section shows 0 policies in force in Virginia, while the Rate/Rule Schedule shows 60. Please correct the chart in section 14.*

## Changed Items:

*No Form Schedule items changed.*

*No Rate/Rule Schedule items changed.*

SERFF Tracking #:

AOIC-133426747

State Tracking #:

AOIC-133426747

Company Tracking #:

LTC-VA-02-06/30/2023-01

State:

Virginia

Filing Company:

Auto-Owners Life Insurance Company

TOI/Sub-TOI:

LTC03I Individual Long Term Care/LTC03I.001 Qualified

Product Name:

Long-Term Care Product

Project Name/Number:

Rate Increase Filing/LTC-VA-02-06/30/2023-02

**Supporting Document Schedule Item Changes**

<b>Satisfied - Item:</b>	L&H Actuarial Memorandum
<b>Comments:</b>	
<b>Attachment(s):</b>	VA LTC3 Memorandum v2 signed.pdf
<i>Previous Version</i>	
<b>Satisfied - Item:</b>	<i>L&amp;H Actuarial Memorandum</i>
<b>Comments:</b>	
<b>Attachment(s):</b>	<i>VA LTC3 Memorandum - signed.pdf</i>

**Response 4**

**Comments:**

Please see "LTC3 RATE HISTORY BY STATE - 20230224.pdf"

**Related Objection 4**

Applies To:

- L&H Actuarial Memorandum (Supporting Document)

Comments: Please provide in Excel format an 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.

No Rate/Rule Schedule items changed.

State: Virginia

Filing Company:

Auto-Owners Life Insurance Company

TOI/Sub-TOI: LTC03I Individual Long Term Care/LTC03I.001 Qualified

Product Name: Long-Term Care Product

Project Name/Number: Rate Increase Filing/LTC-VA-02-06/30/2023-02

**Supporting Document Schedule Item Changes****Satisfied - Item:** Additional Supporting Documents**Comments:****Attachment(s):**

Policy Distribution Exhibit.pdf  
 Simplified MN Approach v2.xlsx  
 Simplified TX Approach v2.xlsx  
 LTC Assumptions.xlsx  
 All Cause Lapse Exhibit.xlsx  
 All Cause Lapse Exhibit.pdf  
 Requirement 14VAC5-200-154 B 3.pdf  
 Requirement 14VAC5-200-154 B 3.xlsx  
 LTC3 Experience Form YE 2021.pdf  
 LTC3 Experience Form YE 2021.xlsx  
 Incidence Exhibit.pdf  
 Incidence Exhibit.xlsx  
 Assumption Attribution of Indicated Change YE 2021.pdf  
 LTC3 RATE HISTORY BY STATE - 20230224.pdf

*Previous Version***Satisfied - Item:** Additional Supporting Documents**Comments:****Attachment(s):**

*LTC3 Experience Form YE 2021.pdf  
 Incidence Exhibit.pdf  
 Policy Distribution Exhibit.pdf  
 Simplified MN Approach v2.xlsx  
 Simplified TX Approach v2.xlsx  
 All Cause Lapse Exhibit.pdf  
 Assumption Attribution of Indicated Change YE 2021.pdf  
 Requirement 14VAC5-200-154 B 3.pdf*

**Response 5****Comments:**

We have not had any prior rate increases on this block.

**Related Objection 5**

Applies To:

- L&H Actuarial Memorandum (Supporting Document)

Comments: Please provide the total cumulative rate increases in Virginia and nationwide for all forms both with and without the proposed rate increase.

**Changed Items:**

**State:** Virginia**Filing Company:**

Auto-Owners Life Insurance Company

**TOI/Sub-TOI:** LTC03I Individual Long Term Care/LTC03I.001 Qualified**Product Name:** Long-Term Care Product**Project Name/Number:** Rate Increase Filing/LTC-VA-02-06/30/2023-02*No Form Schedule items changed.**No Rate/Rule Schedule items changed.**No Supporting Documents changed.***Response 6****Comments:**

*We believe we have attached all necessary exhibits in Excel. While saving the excel workbook for the Incidence exhibit, we discovered an error. We have provided the corrected exhibit in PDF and excel form.*

*We updated the Loss Ratio exhibit to use 58/85 in the loss ratio test, instead of 60/85. As a result, we have updated the indicated change.*

**Related Objection 6***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**

<b>Satisfied - Item:</b>	Exhibit 1 - Loss Ratio Exhibit
<b>Comments:</b>	
<b>Attachment(s):</b>	Exhibit 1 - Loss Ratio Exhibit - VA Rate Level.pdf Exhibit 1 - Loss Ratio Exhibit - VA Rate Level.xlsx Exhibit 1 - Loss Ratio Exhibit.pdf Exhibit 1 - Loss Ratio Exhibit.xlsx
<i>Previous Version</i>	
<b>Satisfied - Item:</b>	<i>Exhibit 1 - Loss Ratio Exhibit</i>
<b>Comments:</b>	
<b>Attachment(s):</b>	<i>Exhibit 1 - Loss Ratio Exhibit.pdf</i>

SERFF Tracking #:

AOIC-133426747

State Tracking #:

AOIC-133426747

Company Tracking #:

LTC-VA-02-06/30/2023-01

State:

Virginia

Filing Company:

Auto-Owners Life Insurance Company

TOI/Sub-TOI:

LTC03I Individual Long Term Care/LTC03I.001 Qualified

Product Name:

Long-Term Care Product

Project Name/Number:

Rate Increase Filing/LTC-VA-02-06/30/2023-02

**Supporting Document Schedule Item Changes**

<b>Satisfied - Item:</b>	Exhibit 1 - Loss Ratio Exhibit
<b>Comments:</b>	
<b>Attachment(s):</b>	Exhibit 1 - Loss Ratio Exhibit - VA Rate Level.pdf Exhibit 1 - Loss Ratio Exhibit - VA Rate Level.xlsx Exhibit 1 - Loss Ratio Exhibit.pdf Exhibit 1 - Loss Ratio Exhibit.xlsx
<i>Previous Version</i>	
<b>Satisfied - Item:</b>	<i>Exhibit 1 - Loss Ratio Exhibit</i>
<b>Comments:</b>	
<b>Attachment(s):</b>	<i>Exhibit 1 - Loss Ratio Exhibit.pdf</i>

<b>Satisfied - Item:</b>	Additional Supporting Documents
<b>Comments:</b>	
<b>Attachment(s):</b>	Policy Distribution Exhibit.pdf Simplified MN Approach v2.xlsx Simplified TX Approach v2.xlsx LTC Assumptions.xlsx All Cause Lapse Exhibit.xlsx All Cause Lapse Exhibit.pdf Requirement 14VAC5-200-154 B 3.pdf Requirement 14VAC5-200-154 B 3.xlsx LTC3 Experience Form YE 2021.pdf LTC3 Experience Form YE 2021.xlsx Incidence Exhibit.pdf Incidence Exhibit.xlsx Assumption Attribution of Indicated Change YE 2021.pdf LTC3 RATE HISTORY BY STATE - 20230224.pdf
<i>Previous Version</i>	
<b>Satisfied - Item:</b>	<i>Additional Supporting Documents</i>
<b>Comments:</b>	
<b>Attachment(s):</b>	<i>LTC3 Experience Form YE 2021.pdf Incidence Exhibit.pdf Policy Distribution Exhibit.pdf Simplified MN Approach v2.xlsx Simplified TX Approach v2.xlsx All Cause Lapse Exhibit.pdf Assumption Attribution of Indicated Change YE 2021.pdf Requirement 14VAC5-200-154 B 3.pdf</i>



**State:** Virginia **Filing Company:** Auto-Owners Life Insurance Company  
**TOI/Sub-TOI:** LTC03I Individual Long Term Care/LTC03I.001 Qualified  
**Product Name:** Long-Term Care Product  
**Project Name/Number:** Rate Increase Filing/LTC-VA-02-06/30/2023-02

**Response 7****Comments:**

- a. There are no policies issued as limited-pay.  
b. Please see "Exhibit 1 - Loss Ratio Exhibit - VA Rate Level.pdf"  
c. We used the appropriate maximum valuation interest rate for discounting. Policies issued from 2014 to 2020 were discounted at 3.5% and policies issued in 2021 were discounted at 3.0%.

**Related Objection 7**

Applies To:

- L&H Actuarial Memorandum (Supporting Document)

Comments: For all projections requested in this question, 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.

**Changed Items:**

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

Supporting Document Schedule Item Changes	
<b>Satisfied - Item:</b>	Exhibit 1 - Loss Ratio Exhibit
<b>Comments:</b>	
<b>Attachment(s):</b>	Exhibit 1 - Loss Ratio Exhibit - VA Rate Level.pdf Exhibit 1 - Loss Ratio Exhibit - VA Rate Level.xlsx Exhibit 1 - Loss Ratio Exhibit.pdf Exhibit 1 - Loss Ratio Exhibit.xlsx
<i>Previous Version</i>	
<b>Satisfied - Item:</b>	Exhibit 1 - Loss Ratio Exhibit
<b>Comments:</b>	
<b>Attachment(s):</b>	Exhibit 1 - Loss Ratio Exhibit.pdf

SERFF Tracking #:

AOIC-133426747

State Tracking #:

AOIC-133426747

Company Tracking #:

LTC-VA-02-06/30/2023-01

---

State:

Virginia

Filing Company:

Auto-Owners Life Insurance Company

TOI/Sub-TOI:

LTC03I Individual Long Term Care/LTC03I.001 Qualified

Product Name:

Long-Term Care Product

Project Name/Number:

Rate Increase Filing/LTC-VA-02-06/30/2023-02

### Response 8

#### Comments:

Please see "LTC Assumptions.xlsx". Please see the memorandum for justification of changes.

### Related Objection 8

Applies To:

- L&H Actuarial Memorandum (Supporting Document)

Comments: Please provide a comparison of the assumptions associated with the proposed rate increase to the assumptions associated with the most recently approved rate filing. For those assumptions that have changed, please justify the change.

### Changed Items:

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

State: Virginia

Filing Company:

Auto-Owners Life Insurance Company

TOI/Sub-TOI: LTC03I Individual Long Term Care/LTC03I.001 Qualified

Product Name: Long-Term Care Product

Project Name/Number: Rate Increase Filing/LTC-VA-02-06/30/2023-02

**Supporting Document Schedule Item Changes****Satisfied - Item:** Additional Supporting Documents**Comments:**

**Attachment(s):**  
 Policy Distribution Exhibit.pdf  
 Simplified MN Approach v2.xlsx  
 Simplified TX Approach v2.xlsx  
 LTC Assumptions.xlsx  
 All Cause Lapse Exhibit.xlsx  
 All Cause Lapse Exhibit.pdf  
 Requirement 14VAC5-200-154 B 3.pdf  
 Requirement 14VAC5-200-154 B 3.xlsx  
 LTC3 Experience Form YE 2021.pdf  
 LTC3 Experience Form YE 2021.xlsx  
 Incidence Exhibit.pdf  
 Incidence Exhibit.xlsx  
 Assumption Attribution of Indicated Change YE 2021.pdf  
 LTC3 RATE HISTORY BY STATE - 20230224.pdf

*Previous Version***Satisfied - Item:** *Additional Supporting Documents***Comments:**

**Attachment(s):**  
*LTC3 Experience Form YE 2021.pdf  
 Incidence Exhibit.pdf  
 Policy Distribution Exhibit.pdf  
 Simplified MN Approach v2.xlsx  
 Simplified TX Approach v2.xlsx  
 All Cause Lapse Exhibit.pdf  
 Assumption Attribution of Indicated Change YE 2021.pdf  
 Requirement 14VAC5-200-154 B 3.pdf*

**Response 9****Comments:**

1. Adjustments have not been made to the mortality tables to account for future mortality improvement.
2. Adjustments have not been made to the morbidity assumptions to account for future morbidity improvement.

**Related Objection 9**

Applies To:

- L&amp;H Actuarial Memorandum (Supporting Document)

---

**State:** Virginia **Filing Company:** Auto-Owners Life Insurance Company  
**TOI/Sub-TOI:** LTC03I Individual Long Term Care/LTC03I.001 Qualified  
**Product Name:** Long-Term Care Product  
**Project Name/Number:** Rate Increase Filing/LTC-VA-02-06/30/2023-02

Comments: 1. Please clarify whether adjustments have been made to the mortality tables to account for future mortality improvement. If so, please state the assumed level of future mortality improvement and provide support for the assumption.

2. Please clarify whether adjustments have been made to the morbidity assumptions to account for future morbidity improvement. If so, please state the assumed level of future morbidity improvement and provide support for the assumption.

**Changed Items:**

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

No Supporting Documents changed.

**Response 10**

**Comments:**

Please see "Assumption Attribution of Indicated Change YE 2021.pdf"

**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.

SERFF Tracking #:

AOIC-133426747

State Tracking #:

AOIC-133426747

Company Tracking #:

LTC-VA-02-06/30/2023-01

State:

Virginia

Filing Company:

Auto-Owners Life Insurance Company

TOI/Sub-TOI:

LTC03I Individual Long Term Care/LTC03I.001 Qualified

Product Name:

Long-Term Care Product

Project Name/Number:

Rate Increase Filing/LTC-VA-02-06/30/2023-02

**Supporting Document Schedule Item Changes**

<b>Satisfied - Item:</b>	Additional Supporting Documents
<b>Comments:</b>	
<b>Attachment(s):</b>	Policy Distribution Exhibit.pdf Simplified MN Approach v2.xlsx Simplified TX Approach v2.xlsx LTC Assumptions.xlsx All Cause Lapse Exhibit.xlsx All Cause Lapse Exhibit.pdf Requirement 14VAC5-200-154 B 3.pdf Requirement 14VAC5-200-154 B 3.xlsx LTC3 Experience Form YE 2021.pdf LTC3 Experience Form YE 2021.xlsx Incidence Exhibit.pdf Incidence Exhibit.xlsx Assumption Attribution of Indicated Change YE 2021.pdf LTC3 RATE HISTORY BY STATE - 20230224.pdf
<i>Previous Version</i>	
<b>Satisfied - Item:</b>	<i>Additional Supporting Documents</i>
<b>Comments:</b>	
<b>Attachment(s):</b>	<i>LTC3 Experience Form YE 2021.pdf</i> <i>Incidence Exhibit.pdf</i> <i>Policy Distribution Exhibit.pdf</i> <i>Simplified MN Approach v2.xlsx</i> <i>Simplified TX Approach v2.xlsx</i> <i>All Cause Lapse Exhibit.pdf</i> <i>Assumption Attribution of Indicated Change YE 2021.pdf</i> <i>Requirement 14VAC5-200-154 B 3.pdf</i>

**Response 11**

**Comments:**

Margin was not included in claim reserve estimates. Incurred claims are the sum of claims paid plus the change in claim reserves and the change in IBNR for each calendar year.

**Related Objection 11**

Applies To:

- L&H Actuarial Memorandum (Supporting Document)

Comments: Please confirm if margin was included in claim reserve estimates. If not, please explain.

**State:** Virginia **Filing Company:** Auto-Owners Life Insurance Company  
**TOI/Sub-TOI:** LTC03I Individual Long Term Care/LTC03I.001 Qualified  
**Product Name:** Long-Term Care Product  
**Project Name/Number:** Rate Increase Filing/LTC-VA-02-06/30/2023-02

**Changed Items:**

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

No Supporting Documents changed.

**Response 12****Comments:**

Please see section 14 of the updated memorandum.

**Related Objection 12**

Applies To:

- L&H Actuarial Memorandum (Supporting Document)

Comments: Please provide the average age of Virginia policyholders both at issue, and currently.

**Changed Items:**

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

Supporting Document Schedule Item Changes	
<b>Satisfied - Item:</b>	L&H Actuarial Memorandum
<b>Comments:</b>	
<b>Attachment(s):</b>	VA LTC3 Memorandum v2 signed.pdf
<i>Previous Version</i>	
<b>Satisfied - Item:</b>	L&H Actuarial Memorandum
<b>Comments:</b>	
<b>Attachment(s):</b>	VA LTC3 Memorandum - signed.pdf

**Response 13****Comments:**

There are no partnership policies.

**Related Objection 13**

SERFF Tracking #:

AOIC-133426747

State Tracking #:

AOIC-133426747

Company Tracking #:

LTC-VA-02-06/30/2023-01

**State:**

Virginia

**Filing Company:**

Auto-Owners Life Insurance Company

**TOI/Sub-TOI:**

LTC03I Individual Long Term Care/LTC03I.001 Qualified

**Product Name:**

Long-Term Care Product

**Project Name/Number:**

Rate Increase Filing/LTC-VA-02-06/30/2023-02

*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.*

*No Supporting Documents changed.*

**Response 14**

**Comments:**

*The anticipated lifetime loss ratio anticipated in the original filing was 57.7%.*

**Related Objection 14**

*Applies To:*

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

*Comments: Please state the anticipated lifetime loss ratio anticipated in the initial filing.*

**Changed Items:**

*No Form Schedule items changed.*

*No Rate/Rule Schedule items changed.*

*No Supporting Documents changed.*

**Conclusion:**

*Sincerely,*

*Karen Leiby*

**State:** Virginia **Filing Company:** Auto-Owners Life Insurance Company  
**TOI/Sub-TOI:** LTC03I Individual Long Term Care/LTC03I.001 Qualified  
**Product Name:** Long-Term Care Product  
**Project Name/Number:** Rate Increase Filing/LTC-VA-02-06/30/2023-02

## Reviewer Note

**Created By:**

Bobby Toone on 06/27/2023 04:17 PM

**Last Edited By:**

Bobby Toone

**Submitted On:**

11/01/2023 09:16 AM

**Subject:**

Actuary Opinion and Final Report

**Comments:**

Rec'd final report - 6/26/2023

Recommends approval





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 27, 2023

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

Subject: **SERFF Tracking #AOIC-133426747**

At the request of the Virginia SCC Bureau of Insurance (the “Bureau”), I have reviewed the filing for the above captioned submission from **Auto-Owners Life Insurance Company** (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 and recommend approval.

### **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:

Number of policies	60
Requested Increase	15.0%
Compliant Increase under 14VAC5-200	15.0%
<b>Additional Tests</b>	
PV Future Loss	15.0%
Prospective PV	25.1%
If-Knew/Makeup	17.9%
State Equity	n/a



## History and Details of Request

This policy form was originally approved in November 2014 and the Company reports an issue date range of March 2015 through April 2021. There were 60 policies in force in Virginia as of 12/31/2021, representing about 1.9% of the nationwide in force premium. Two of those policies were issued prior to 9/1/2015 while the remaining 58 were issued on or after 9/1/2015. Given, the lack of credibility of the entire block, I have reviewed the entire block under 14VAC5-200-154. The Company is requesting an increase of 15%.

This product was originally approved under the IIPRC (“Compact”) and therefore this rate increase was originally filed with the Compact for approval. During the Compact’s review, the actuaries for the Compact determined that a rate increase greater than 15% was needed to restore the margins for marginally adverse experience. Under the Rate Filing Standards which govern the Compact, this required the Compact to switch to an advisory review rather than a review for approval, and the Company was required to file this increase individually with each state.

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

Morbidity – Because of the lack of credible Company experience, the current morbidity assumptions for incidence and continuance were developed by Oliver Wyman using industry and proprietary data. The original assumptions were based on the SOA LTC Intercompany study with data through 2007.

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 has had only four claims on these forms. Thus, the Company relied heavily on industry experience for many key assumptions for both the initial pricing in the initial filing and this rate increase filing.

Mortality – The assumed mortality is based on the 2012 IAM Table. The original mortality was based on the 1994 GAM Table.



**Voluntary Lapse** –The current lapse assumptions are based on industry and proprietary data adjusted to reflect Company experience. The ultimate lapse rate varies from 0.84% to 1.13% with an average of 1.0% under the current assumption versus 1.5% under the original assumption.

**Interest** – the average maximum valuation interest rate of 3.5% is used for discounting the projections.

### Projections

The loss ratio projections as of 12/31/2021 are summarized below.

Scenario	Original LR	No Increase			With Increase			200-154 B2 Test
		Future	Fut/ALR	Lifetime	Future	Fut/ALR	Lifetime	
Total	77%	115%	94%	88%	101%	82%	80%	PASS

### PV of Future Loss Test (in MM's)

Scenario	Original	Current	Proposed	Limit
Total	(1.07)	(10.71)	(0.93)	15%

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 the expected loss with the requested increase is slightly less than that expected under original assumptions, however, it is within the rounding error.

### Prospective PV Approach

The allowable rate increase is 25.1% based on my calculation using the data provided by the Company.

### If-Knew/Makeup Blend Approach

The allowable rate increase is 17.9% based on my calculation using the data provided by the Company.

### State Rate Equity

Since this is the first rate increase and early in the process, the Bureau typically does not evaluate this measure for reasonableness.

### Outlook for Future Rate Increases

According to the Company, “A rate increase of 51% would be needed in order to certify that if the rate increase is implemented and the underlying assumptions are realized, no further rate increases are anticipated. We do not believe such a large increase is in our policyholders’ best interest. Our Long Term Care block is a small portion of our business. Through year-end 2021, we have had ten claims on this block. Because we have had so few claims and because this increase is based



largely on industry studies, rather than our own experience, we recommend increasing rates by 15% at this time. We plan to continue monitoring experience and make future rate adjustments if needed.”

14VAC5-200-154 A. allows that the insurer may request an increase that is less than what is required to certify.

### **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:** Auto-Owners Life Insurance Company  
**TOI/Sub-TOI:** LTC03I Individual Long Term Care/LTC03I.001 Qualified  
**Product Name:** Long-Term Care Product  
**Project Name/Number:** Rate Increase Filing/LTC-VA-02-06/30/2023-02

## Reviewer Note

**Created By:**

Bobby Toone on 03/02/2023 08:50 AM

**Last Edited By:**

Bobby Toone

**Submitted On:**

11/01/2023 09:15 AM

**Subject:**

RRS

**Comments:**

Rate Request Summary

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

**Company Name and NAIC Number:**

**SERFF Tracking Number:**

**Revised Rates**

**Average Annual Premium Per Member:**

**Average Requested Percentage Rate Change Per Member:**

**Range of Requested Rate Changes:**

**Number of Virginia Policyholders Affected:**

Form Number	Product Name	Issue Dates	Prior Rate Increases – Date and Percentage Approved	Outlook for Future Rate Increases
62091 (12-12)	Base Policy		None	None
62095 (12-12)	Inflation Protection Rider – Annual 3% Compounded		None	None
62094 (12-12)	Inflation Protection Rider – Annual 5% Compounded		None	None
62096 (12-12)	Non-forfeiture Benefit – Shortened Benefit Period Rider		None	None

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

Lower than anticipated lapses and interest rates are the main drivers of this rate increase. Lapses have been lower than we had anticipated with the original rate filing, meaning that more policyholders reach advanced age at which claims are more likely. In addition, lower interest rates have increased the present value of future claims, worsening our projected lifetime experience. These drivers were much more pronounced in our recent filing for our older product which led us to reassessing our position on our LTC book as a whole. The rate increase filing for our older block can found with SERFF Tr Num AOIC-132726214.

**Part 2 - Long Term Care Insurance Rate Request Summary**

**Completed by the Bureau of Insurance (Bureau) of the Virginia State Corporation Commission**

---

Company Name and NAIC Number: Auto-Owners Life Insurance Company – NAIC # 61190

SERFF Tracking Number: AOIC-133426747

Disposition: Approved

Approval Date: 11/01/2023

Current Average Annual Premium Per Member: \$1,789

**Rate Changes:**

Average Percentage Rate Change Per Member: 15.0%

Minimum Requested Percentage Rate Change Per Member: 15.0%

Maximum Requested Percentage Rate Change Per Member: 15.0%

Number of Virginia Policy Holders Affected: 60

**Summary of the Bureau's review of the rate request:**

The Company requested, and the Bureau approved a rate increase of 15% for this block of individual long-term care insurance policy forms.

The Bureau and its consulting actuary reviewed the documentation and determined that this rate increase complies with the regulatory and actuarial requirements for a rate increase as set forth in 14VAC5-200-153 of the Virginia Administrative Code. The review indicated that the anticipated lifetime loss ratio after the increase will be 79.9%, which exceeds the minimum required loss ratio of 60%.

The Company has advised that they plan to continue monitoring experience and make future rate adjustments if needed.

The primary reasons for the rate increase are that policyholders are living longer and keeping their policies in force longer, which has resulted in more claims being filed than the Company anticipated when the policy was originally priced. The Company determined that a premium increase is necessary to reflect that future claims are expected to be significantly higher on these policies than originally expected or priced and to ensure that sufficient funds are available to pay claims.

The Company is offering all policyholders options to reduce the premium increase by reducing their coverage. These reductions could be in the form of lower daily benefits, a shorter benefit period, a longer elimination period, the termination of riders or any combination of these reductions, or a paid-up policy. Specific options are included in the letter sent to all



policyholders notifying them of the rate increase and can be discussed with the Company by calling its customer service department.

The filing can be reviewed on the Bureau's webpage under the Rate/Policy Form Search at: <https://scc.virginia.gov/boi/SERFFInquiry/LtcFilings.aspx>

**State:** Virginia **Filing Company:** Auto-Owners Life Insurance Company  
**TOI/Sub-TOI:** LTC03I Individual Long Term Care/LTC03I.001 Qualified  
**Product Name:** Long-Term Care Product  
**Project Name/Number:** Rate Increase Filing/LTC-VA-02-06/30/2023-02

## Post Submission Update Request Processed On 02/24/2023

**Status:** Allowed  
**Created By:** Ryan Hines  
**Processed By:** Bobby Toone  
**Comments:**

### Company Rate Information:

Company Name:Auto-Owners Life Insurance Company

Field Name	Requested Change	Prior Value
Overall % Indicated Change	51.000%	47.000%

**State:** Virginia **Filing Company:** Auto-Owners Life Insurance Company  
**TOI/Sub-TOI:** LTC03I Individual Long Term Care/LTC03I.001 Qualified  
**Product Name:** Long-Term Care Product  
**Project Name/Number:** Rate Increase Filing/LTC-VA-02-06/30/2023-02

## Post Submission Update Request Processed On 04/20/2023

**Status:** Allowed  
**Created By:** Ryan Hines  
**Processed By:** Bobby Toone  
**Comments:**

### Company Rate Information:

Company Name:Auto-Owners Life Insurance Company

Field Name	Requested Change	Prior Value
Overall % Indicated Change	76.200%	51.000%

**State:** Virginia      **Filing Company:** Auto-Owners Life Insurance Company  
**TOI/Sub-TOI:** LTC03I Individual Long Term Care/LTC03I.001 Qualified  
**Product Name:** Long-Term Care Product  
**Project Name/Number:** Rate Increase Filing/LTC-VA-02-06/30/2023-02

### Rate Information

Rate data applies to filing.

**Filing Method:** Prior Approval  
**Rate Change Type:** Increase  
**Overall Percentage of Last Rate Revision:** 0.000%  
**Effective Date of Last Rate Revision:** 10/29/2013  
**Filing Method of Last Filing:** Prior Approval  
**SERFF Tracking Number of Last Filing:** AOIC-128995685

### 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):
Auto-Owners Life Insurance Company	76.200%	15.000%	\$16,923	60	\$112,820	15.000%	15.000%

SERFF Tracking #:

AOIC-133426747

State Tracking #:

AOIC-133426747

Company Tracking #:

LTC-VA-02-06/30/2023-01

State:

Virginia

Filing Company:

Auto-Owners Life Insurance Company

TOI/Sub-TOI:

LTC03I Individual Long Term Care/LTC03I.001 Qualified

Product Name:

Long-Term Care Product

Project Name/Number:

Rate Increase Filing/LTC-VA-02-06/30/2023-02

## Rate/Rule Schedule

Item No.	Schedule Item Status	Document Name	Affected Form Numbers (Separated with commas)	Rate Action	Rate Action Information	Attachments
1		Rate Pages	62091, 62095, 62094, 62096	Revised	Previous State Filing Number: Percent Rate Change Request: 15	LTC3 Rate Pages.pdf,

**Auto-Owners Life Insurance Company Long Term Care**

Current and Proposed Rates

Rates shown are for a 30-day EP, single, Standard policyholder, and are per \$10 daily benefit

Coverage Level: 100% NHF, 50% HHC

Inflation Option: 5% Compound

LTC3 - Current Rates

LTC3 - Rates after proposed increase

Rate increase (%)

Adjustment Factors

Issue Age	Benefit Period			
	2	4	6	10
18-40	121.94	168.92	192.80	214.75
41	122.85	170.39	194.51	216.80
42	123.98	172.10	196.43	218.96
43	125.12	173.80	198.49	221.34
44	126.48	175.74	200.77	223.96
45	127.85	177.90	203.27	226.69
46	129.33	180.17	205.99	229.77
47	131.04	182.56	208.84	233.06
48	132.86	185.30	212.02	236.71
49	134.79	188.14	215.33	240.58
50	139.96	195.85	224.36	250.79
51	145.12	203.56	233.39	261.01
52	150.28	211.27	242.41	271.22
53	155.45	218.98	251.44	281.43
54	160.61	226.69	260.47	291.65
55	163.80	231.47	265.94	297.90
56	167.09	236.37	271.85	304.62
57	171.52	243.19	279.81	313.71
58	175.51	249.10	286.75	321.56
59	179.71	255.36	294.15	330.09
60	184.39	262.41	302.45	339.42
61	189.15	269.58	310.87	348.97
62	192.34	274.47	316.56	355.45
63	197.36	281.97	325.43	365.58
64	202.58	290.06	334.87	376.38
65	208.95	299.26	345.56	388.44
66	214.52	307.79	358.22	416.15
67	218.34	313.60	387.85	452.45
68	232.17	333.63	417.48	488.75
69	249.35	358.32	447.12	525.05
70	266.53	383.02	476.75	561.35
71	304.15	443.50	548.43	645.65
72	341.78	503.98	620.12	729.95
73	379.40	564.46	691.80	814.25
74	417.02	624.94	763.49	898.55
75	454.65	685.42	835.17	982.84
76	509.20	767.67	923.66	1100.79
77	563.76	849.92	1012.15	1218.73
78	618.32	932.17	1100.64	1336.67
79	672.88	1014.42	1189.13	1454.61
80	727.43	1096.67	1277.62	1572.55

Issue Age	Benefit Period			
	2	4	6	10
18-40	140.23	194.26	221.72	246.96
41	141.28	195.95	223.69	249.32
42	142.58	197.92	225.89	251.80
43	143.89	199.87	228.26	254.54
44	145.45	202.10	230.89	257.55
45	147.03	204.59	233.76	260.69
46	148.73	207.20	236.89	264.24
47	150.70	209.94	240.17	268.02
48	152.79	213.10	243.82	272.22
49	155.01	216.36	247.63	276.67
50	160.95	225.23	258.01	288.41
51	166.89	234.09	268.40	300.16
52	172.82	242.96	278.77	311.90
53	178.77	251.83	289.16	323.64
54	184.70	260.69	299.54	335.40
55	188.37	266.19	305.83	342.59
56	192.15	271.83	312.63	350.31
57	197.25	279.67	321.78	360.77
58	201.84	286.47	329.76	369.79
59	206.67	293.66	338.27	379.60
60	212.05	301.77	347.82	390.33
61	217.52	310.02	357.50	401.32
62	221.19	315.64	364.04	408.77
63	226.96	324.27	374.24	420.42
64	232.97	333.57	385.10	432.84
65	240.29	344.15	397.39	446.71
66	246.70	353.96	411.95	478.57
67	251.09	360.64	446.03	520.32
68	267.00	383.67	480.10	562.06
69	286.75	412.07	514.19	603.81
70	306.51	440.47	548.26	645.55
71	349.77	510.03	630.69	742.50
72	393.05	579.58	713.14	839.44
73	436.31	649.13	795.57	936.39
74	479.57	718.68	878.01	1033.33
75	522.85	788.23	960.45	1130.27
76	585.58	882.82	1062.21	1265.91
77	648.32	977.41	1163.97	1401.54
78	711.07	1072.00	1265.74	1537.17
79	773.81	1166.58	1367.50	1672.80
80	836.54	1261.17	1469.26	1808.43

Issue Age	Benefit Period			
	2	4	6	10
18-40	15%	15%	15%	15%
41	15%	15%	15%	15%
42	15%	15%	15%	15%
43	15%	15%	15%	15%
44	15%	15%	15%	15%
45	15%	15%	15%	15%
46	15%	15%	15%	15%
47	15%	15%	15%	15%
48	15%	15%	15%	15%
49	15%	15%	15%	15%
50	15%	15%	15%	15%
51	15%	15%	15%	15%
52	15%	15%	15%	15%
53	15%	15%	15%	15%
54	15%	15%	15%	15%
55	15%	15%	15%	15%
56	15%	15%	15%	15%
57	15%	15%	15%	15%
58	15%	15%	15%	15%
59	15%	15%	15%	15%
60	15%	15%	15%	15%
61	15%	15%	15%	15%
62	15%	15%	15%	15%
63	15%	15%	15%	15%
64	15%	15%	15%	15%
65	15%	15%	15%	15%
66	15%	15%	15%	15%
67	15%	15%	15%	15%
68	15%	15%	15%	15%
69	15%	15%	15%	15%
70	15%	15%	15%	15%
71	15%	15%	15%	15%
72	15%	15%	15%	15%
73	15%	15%	15%	15%
74	15%	15%	15%	15%
75	15%	15%	15%	15%
76	15%	15%	15%	15%
77	15%	15%	15%	15%
78	15%	15%	15%	15%
79	15%	15%	15%	15%
80	15%	15%	15%	15%

Marital Discount:	20% off base rate if both purchase
Preferred Discount	20% off base rate
Maximum Discount	25% off base rate

Non Forfeiture Factors:		Modal Factors Applied to Annual Premiums:	
Issue Age	Factor		
18-60	0.240	Semi-Annual	0.520
61	0.238	Quarterly	0.265
62	0.236	Monthly	0.086
63	0.234		
64	0.232		
65	0.230		
66	0.226		
67	0.222		
68	0.218		
69	0.214		
70	0.210		
71	0.204		
72	0.198		
73	0.192		
74	0.186		
75	0.180		
76	0.173		
77	0.166		
78	0.159		
79	0.152		
80	0.145		

### Auto-Owners Life Insurance Company Long Term Care

Current and Proposed Rates

Rates shown are for a 30-day EP, single, Standard policyholder, and are per \$10 daily benefit

Coverage Level: 100% NHF, 50% HHC

Inflation Option: 3% Compound

LTC3 - Current Rates

Issue Age	Benefit Period			
	2	4	6	10
18-40	66.64	95.83	117.40	141.39
41	66.77	96.13	117.76	141.90
42	67.34	96.42	118.12	142.42
43	68.82	96.72	118.48	142.93
44	70.41	97.01	118.84	143.44
45	72.00	97.31	119.20	143.96
46	73.70	98.32	120.54	144.49
47	75.64	100.44	121.88	145.02
48	77.57	103.39	123.21	145.55
49	79.73	106.47	124.55	146.08
50	83.69	112.25	126.37	145.07
51	87.65	118.03	133.08	149.72
52	91.61	123.80	139.79	154.37
53	95.57	129.58	146.50	161.41
54	99.53	135.36	153.21	168.92
55	102.83	140.24	158.79	175.17
56	106.35	145.26	164.59	181.77
57	110.45	151.51	171.87	189.84
58	114.42	157.31	178.58	197.46
59	118.76	163.57	185.86	205.65
60	123.52	170.51	193.93	214.64
61	128.30	177.55	202.12	226.56
62	132.17	183.36	209.89	241.02
63	137.29	190.98	224.76	255.47
64	142.64	198.94	239.63	269.93
65	149.12	208.15	254.49	284.38
66	154.80	222.44	280.29	317.21
67	166.02	243.84	306.08	350.04
68	180.42	265.25	331.87	382.88
69	194.83	286.66	357.66	415.71
70	209.23	308.07	383.46	448.54
71	226.66	334.72	414.31	489.42
72	244.10	361.36	445.17	530.30
73	261.53	388.01	476.03	571.18
74	278.96	414.66	506.89	612.06
75	296.39	441.31	537.74	652.95
76	331.96	494.27	594.72	731.30
77	367.53	547.23	651.69	809.65
78	403.10	600.18	708.67	888.01
79	438.67	653.14	765.64	966.36
80	474.23	706.10	822.61	1044.71

LTC3 - Rates after proposed increase

Issue Age	Benefit Period			
	2	4	6	10
18-40	76.64	110.20	135.01	162.60
41	76.79	110.55	135.42	163.19
42	77.44	110.88	135.84	163.78
43	79.14	111.23	136.25	164.37
44	80.97	111.56	136.67	164.96
45	82.80	111.91	137.08	165.55
46	84.76	113.07	138.62	166.16
47	86.99	115.51	140.16	166.77
48	89.21	118.90	141.69	167.38
49	91.69	122.44	143.23	167.99
50	96.24	129.09	145.33	166.83
51	100.80	135.73	153.04	172.18
52	105.35	142.37	160.76	177.53
53	109.91	149.02	168.48	185.62
54	114.46	155.66	176.19	194.26
55	118.25	161.28	182.61	201.45
56	122.30	167.05	189.28	209.04
57	127.02	174.24	197.65	218.32
58	131.58	180.91	205.37	227.08
59	136.57	188.11	213.74	236.50
60	142.05	196.09	223.02	246.84
61	147.55	204.18	232.44	260.54
62	152.00	210.86	241.37	277.17
63	157.88	219.63	258.47	293.79
64	164.04	228.78	275.57	310.42
65	171.49	239.37	292.66	327.04
66	178.02	255.81	322.33	364.79
67	190.92	280.42	351.99	402.55
68	207.48	305.04	381.65	440.31
69	224.05	329.66	411.31	478.07
70	240.61	354.28	440.98	515.82
71	260.66	384.93	476.46	562.83
72	280.72	415.56	511.95	609.85
73	300.76	446.21	547.43	656.86
74	320.80	476.86	582.92	703.87
75	340.85	507.51	618.40	750.89
76	381.75	568.41	683.93	841.00
77	422.66	629.31	749.44	931.10
78	463.57	690.21	814.97	1021.21
79	504.47	751.11	880.49	1111.31
80	545.36	812.02	946.00	1201.42

Rate increase (%)

Issue Age	Benefit Period			
	2	4	6	10
18-40	15%	15%	15%	15%
41	15%	15%	15%	15%
42	15%	15%	15%	15%
43	15%	15%	15%	15%
44	15%	15%	15%	15%
45	15%	15%	15%	15%
46	15%	15%	15%	15%
47	15%	15%	15%	15%
48	15%	15%	15%	15%
49	15%	15%	15%	15%
50	15%	15%	15%	15%
51	15%	15%	15%	15%
52	15%	15%	15%	15%
53	15%	15%	15%	15%
54	15%	15%	15%	15%
55	15%	15%	15%	15%
56	15%	15%	15%	15%
57	15%	15%	15%	15%
58	15%	15%	15%	15%
59	15%	15%	15%	15%
60	15%	15%	15%	15%
61	15%	15%	15%	15%
62	15%	15%	15%	15%
63	15%	15%	15%	15%
64	15%	15%	15%	15%
65	15%	15%	15%	15%
66	15%	15%	15%	15%
67	15%	15%	15%	15%
68	15%	15%	15%	15%
69	15%	15%	15%	15%
70	15%	15%	15%	15%
71	15%	15%	15%	15%
72	15%	15%	15%	15%
73	15%	15%	15%	15%
74	15%	15%	15%	15%
75	15%	15%	15%	15%
76	15%	15%	15%	15%
77	15%	15%	15%	15%
78	15%	15%	15%	15%
79	15%	15%	15%	15%
80	15%	15%	15%	15%

Adjustment Factors

Marital Discount:	20% off base rate if both purchase
Preferred Discount	20% off base rate
Maximum Discount	25% off base rate

Non Forfeiture Factors:

Issue Age	Factor
18-60	0.240
61	0.238
62	0.236
63	0.234
64	0.232
65	0.230
66	0.226
67	0.222
68	0.218
69	0.214
70	0.210
71	0.204
72	0.198
73	0.192
74	0.186
75	0.180
76	0.173
77	0.166
78	0.159
79	0.152
80	0.145

Modal Factors Applied to Annual Premiums:

Semi-Annual	0.520
Quarterly	0.265
Monthly	0.086

## Auto-Owners Life Insurance Company Long Term Care

**Current and Proposed Rates**

Rates shown are for a 30-day EP, single, Standard policyholder, and are per \$10 daily benefit

Coverage Level: 100% NHF, 50% HHC

Inflation Option: None

**LTC3 - Current Rates**

Issue Age	Benefit Period			
	2	4	6	10
18-40	39.80	61.48	73.61	85.65
41	42.10	62.20	74.72	88.54
42	44.39	62.93	75.83	89.86
43	45.30	63.65	77.55	91.63
44	45.85	64.37	78.45	92.36
45	46.39	65.09	79.35	93.08
46	46.96	65.54	79.78	93.69
47	47.53	65.98	80.21	94.29
48	48.10	66.43	80.65	94.90
49	48.67	66.87	81.08	95.50
50	48.72	66.61	80.66	95.10
51	49.77	68.48	82.45	97.10
52	50.82	70.34	84.24	99.11
53	51.88	72.21	86.03	101.12
54	52.93	74.08	87.83	103.13
55	54.82	74.33	87.71	102.90
56	57.32	78.38	92.66	108.91
57	60.29	82.43	97.61	114.91
58	63.35	86.48	102.56	120.92
59	66.54	90.52	107.51	126.92
60	70.41	93.54	111.24	131.48
61	74.16	101.94	122.36	144.88
62	79.75	110.34	133.48	158.28
63	86.50	118.75	144.59	171.68
64	93.26	127.15	155.71	185.08
65	100.01	135.55	166.83	198.48
66	112.79	154.19	189.98	226.64
67	125.58	172.84	213.13	254.80
68	138.36	191.48	236.29	282.97
69	151.15	210.12	259.44	311.13
70	163.94	228.77	282.60	339.29
71	179.29	253.33	311.01	372.97
72	194.64	277.89	339.41	406.66
73	209.99	302.46	367.82	440.34
74	225.34	327.02	396.23	474.02
75	240.69	351.58	424.64	507.70
76	276.79	404.32	481.22	583.86
77	312.90	457.05	537.80	660.01
78	349.00	509.79	594.39	736.17
79	385.10	562.53	650.97	812.32
80	421.21	615.26	707.55	888.48

**LTC3 - Rates after proposed increase**

Issue Age	Benefit Period			
	2	4	6	10
18-40	45.77	70.70	84.65	98.50
41	48.42	71.53	85.93	101.82
42	51.05	72.37	87.20	103.34
43	52.10	73.20	89.18	105.37
44	52.73	74.03	90.22	106.21
45	53.35	74.85	91.25	107.04
46	54.00	75.37	91.75	107.74
47	54.66	75.88	92.24	108.43
48	55.32	76.39	92.75	109.14
49	55.97	76.90	93.24	109.83
50	56.03	76.60	92.76	109.37
51	57.24	78.75	94.82	111.67
52	58.44	80.89	96.88	113.98
53	59.66	83.04	98.93	116.29
54	60.87	85.19	101.00	118.60
55	63.04	85.48	100.87	118.34
56	65.92	90.14	106.56	125.25
57	69.33	94.79	112.25	132.15
58	72.85	99.45	117.94	139.06
59	76.52	104.10	123.64	145.96
60	80.97	107.57	127.93	151.20
61	85.28	117.23	140.71	166.61
62	91.71	126.89	153.50	182.02
63	99.48	136.56	166.28	197.43
64	107.25	146.22	179.07	212.84
65	115.01	155.88	191.85	228.25
66	129.71	177.32	218.48	260.64
67	144.42	198.77	245.10	293.02
68	159.11	220.20	271.73	325.42
69	173.82	241.64	298.36	357.80
70	188.53	263.09	324.99	390.18
71	206.18	291.33	357.66	428.92
72	223.84	319.57	390.32	467.66
73	241.49	347.83	422.99	506.39
74	259.14	376.07	455.66	545.12
75	276.79	404.32	488.34	583.86
76	318.31	464.97	553.40	671.44
77	359.84	525.61	618.47	759.01
78	401.35	586.26	683.55	846.60
79	442.87	646.91	748.62	934.17
80	484.39	707.55	813.68	1021.75

**Rate increase (%)**

Issue Age	Benefit Period			
	2	4	6	10
18-40	15%	15%	15%	15%
41	15%	15%	15%	15%
42	15%	15%	15%	15%
43	15%	15%	15%	15%
44	15%	15%	15%	15%
45	15%	15%	15%	15%
46	15%	15%	15%	15%
47	15%	15%	15%	15%
48	15%	15%	15%	15%
49	15%	15%	15%	15%
50	15%	15%	15%	15%
51	15%	15%	15%	15%
52	15%	15%	15%	15%
53	15%	15%	15%	15%
54	15%	15%	15%	15%
55	15%	15%	15%	15%
56	15%	15%	15%	15%
57	15%	15%	15%	15%
58	15%	15%	15%	15%
59	15%	15%	15%	15%
60	15%	15%	15%	15%
61	15%	15%	15%	15%
62	15%	15%	15%	15%
63	15%	15%	15%	15%
64	15%	15%	15%	15%
65	15%	15%	15%	15%
66	15%	15%	15%	15%
67	15%	15%	15%	15%
68	15%	15%	15%	15%
69	15%	15%	15%	15%
70	15%	15%	15%	15%
71	15%	15%	15%	15%
72	15%	15%	15%	15%
73	15%	15%	15%	15%
74	15%	15%	15%	15%
75	15%	15%	15%	15%
76	15%	15%	15%	15%
77	15%	15%	15%	15%
78	15%	15%	15%	15%
79	15%	15%	15%	15%
80	15%	15%	15%	15%

**Adjustment Factors**

Marital Discount:	20% off base rate if both purchase
Preferred Discount	20% off base rate
Maximum Discount	25% off base rate

**Non Forfeiture Factors:**

Issue Age	Factor
18-60	0.240
61	0.238
62	0.236
63	0.234
64	0.232
65	0.230
66	0.226
67	0.222
68	0.218
69	0.214
70	0.210
71	0.204
72	0.198
73	0.192
74	0.186
75	0.180
76	0.173
77	0.166
78	0.159
79	0.152
80	0.145

**Modal Factors Applied to Annual Premiums:**

Semi-Annual	0.520
Quarterly	0.265
Monthly	0.086



**Auto-Owners Life Insurance Company Long Term Care**

Current and Proposed Rates

Rates shown are for a 60-day EP, single, Standard policyholder, and are per \$10 daily benefit

Coverage Level: 100% NHF, 50% HHC

Inflation Option: 5% Compound

LTC3 - Current Rates

Issue Age	Benefit Period			
	2	4	6	10
18-40	113.67	157.47	179.73	200.19
41	114.52	158.84	181.32	202.10
42	115.58	160.44	183.12	204.12
43	116.63	162.02	185.03	206.34
44	117.91	163.82	187.15	208.78
45	119.19	165.84	189.49	211.32
46	120.56	167.96	192.03	214.19
47	122.16	170.18	194.68	217.26
48	123.85	172.73	197.65	220.66
49	125.65	175.38	200.73	224.27
50	130.47	182.57	209.15	233.79
51	135.28	189.76	217.56	243.31
52	140.09	196.95	225.98	252.83
53	144.91	204.13	234.40	262.35
54	149.72	211.32	242.81	271.88
55	152.69	215.78	247.91	277.71
56	155.76	220.34	253.42	283.97
57	159.90	226.70	260.84	292.45
58	163.61	232.21	267.31	299.76
59	167.53	238.05	274.21	307.71
60	171.89	244.62	281.94	316.40
61	176.33	251.31	289.80	325.31
62	179.30	255.86	295.10	331.35
63	183.98	262.86	303.37	340.79
64	188.85	270.39	312.17	350.87
65	194.79	278.97	322.14	362.11
66	199.98	286.92	333.93	387.93
67	203.53	292.34	361.56	421.77
68	216.43	311.01	389.18	455.61
69	232.44	334.03	416.80	489.45
70	248.46	357.05	444.43	523.29
71	283.53	413.43	511.25	601.88
72	318.60	469.81	578.08	680.46
73	353.68	526.19	644.90	759.04
74	388.75	582.57	711.73	837.63
75	423.82	638.95	778.55	916.21
76	474.68	715.62	861.04	1026.16
77	525.54	792.30	943.53	1136.10
78	576.40	868.97	1026.02	1246.05
79	627.26	945.64	1108.51	1355.99
80	678.12	1022.32	1191.00	1465.94

LTC3 - Rates after proposed increase

Issue Age	Benefit Period			
	2	4	6	10
18-40	130.72	181.09	206.69	230.22
41	131.70	182.67	208.52	232.42
42	132.92	184.51	210.59	234.74
43	134.12	186.32	212.78	237.29
44	135.60	188.39	215.22	240.10
45	137.07	190.72	217.91	243.02
46	138.64	193.15	220.83	246.32
47	140.48	195.71	223.88	249.85
48	142.43	198.64	227.30	253.76
49	144.50	201.69	230.84	257.91
50	150.04	209.96	240.52	268.86
51	155.57	218.22	250.19	279.81
52	161.10	226.49	259.88	290.75
53	166.65	234.75	269.56	301.70
54	172.18	243.02	279.23	312.66
55	175.59	248.15	285.10	319.37
56	179.12	253.39	291.43	326.57
57	183.89	260.71	299.97	336.32
58	188.15	267.04	307.41	344.72
59	192.66	273.76	315.34	353.87
60	197.67	281.31	324.23	363.86
61	202.78	289.01	333.27	374.11
62	206.20	294.24	339.37	381.05
63	211.58	302.29	348.88	391.91
64	217.18	310.95	359.00	403.50
65	224.01	320.82	370.46	416.43
66	229.98	329.96	384.02	446.12
67	234.06	336.19	415.79	485.04
68	248.89	357.66	447.56	523.95
69	267.31	384.13	479.32	562.87
70	285.73	410.61	511.09	601.78
71	326.06	475.44	587.94	692.16
72	366.39	540.28	664.79	782.53
73	406.73	605.12	741.64	872.90
74	447.06	669.96	818.49	963.27
75	487.39	734.79	895.33	1053.64
76	545.88	822.96	990.20	1180.08
77	604.37	911.15	1085.06	1306.52
78	662.86	999.32	1179.92	1432.96
79	721.35	1087.49	1274.79	1559.39
80	779.84	1175.67	1369.65	1685.83

Rate increase (%)

Issue Age	Benefit Period			
	2	4	6	10
18-40	15%	15%	15%	15%
41	15%	15%	15%	15%
42	15%	15%	15%	15%
43	15%	15%	15%	15%
44	15%	15%	15%	15%
45	15%	15%	15%	15%
46	15%	15%	15%	15%
47	15%	15%	15%	15%
48	15%	15%	15%	15%
49	15%	15%	15%	15%
50	15%	15%	15%	15%
51	15%	15%	15%	15%
52	15%	15%	15%	15%
53	15%	15%	15%	15%
54	15%	15%	15%	15%
55	15%	15%	15%	15%
56	15%	15%	15%	15%
57	15%	15%	15%	15%
58	15%	15%	15%	15%
59	15%	15%	15%	15%
60	15%	15%	15%	15%
61	15%	15%	15%	15%
62	15%	15%	15%	15%
63	15%	15%	15%	15%
64	15%	15%	15%	15%
65	15%	15%	15%	15%
66	15%	15%	15%	15%
67	15%	15%	15%	15%
68	15%	15%	15%	15%
69	15%	15%	15%	15%
70	15%	15%	15%	15%
71	15%	15%	15%	15%
72	15%	15%	15%	15%
73	15%	15%	15%	15%
74	15%	15%	15%	15%
75	15%	15%	15%	15%
76	15%	15%	15%	15%
77	15%	15%	15%	15%
78	15%	15%	15%	15%
79	15%	15%	15%	15%
80	15%	15%	15%	15%

Adjustment Factors

Marital Discount:	20% off base rate if both purchase
Preferred Discount	20% off base rate
Maximum Discount	25% off base rate

Non Forfeiture Factors:

Issue Age	Factor
18-60	0.240
61	0.238
62	0.236
63	0.234
64	0.232
65	0.230
66	0.226
67	0.222
68	0.218
69	0.214
70	0.210
71	0.204
72	0.198
73	0.192
74	0.186
75	0.180
76	0.173
77	0.166
78	0.159
79	0.152
80	0.145

Modal Factors Applied to Annual Premiums:

Semi-Annual	0.520
Quarterly	0.265
Monthly	0.086

**Auto-Owners Life Insurance Company Long Term Care**

Current and Proposed Rates

Rates shown are for a 60-day EP, single, Standard policyholder, and are per \$10 daily benefit

Coverage Level: 100% NHF, 50% HHC

Inflation Option: 3% Compound

LTC3 - Current Rates

Issue Age	Benefit Period			
	2	4	6	10
18-40	62.12	89.34	109.44	131.80
41	62.24	89.61	109.78	132.28
42	62.78	89.89	110.11	132.76
43	64.15	90.16	110.45	133.24
44	65.64	90.44	110.79	133.72
45	67.12	90.71	111.12	134.20
46	68.71	91.65	112.37	134.69
47	70.51	93.63	113.61	135.19
48	72.31	96.38	114.86	135.68
49	74.33	99.25	116.11	136.18
50	78.02	104.64	117.81	135.24
51	81.71	110.02	124.06	139.57
52	85.40	115.41	130.31	143.90
53	89.09	120.80	136.57	150.47
54	92.79	126.18	142.82	157.47
55	95.85	130.74	148.03	163.30
56	99.14	135.41	153.43	169.44
57	102.96	141.24	160.22	176.97
58	106.67	146.64	166.47	184.07
59	110.70	152.48	173.26	191.71
60	115.15	158.95	180.79	200.09
61	119.60	165.52	188.42	211.20
62	123.21	170.93	195.66	224.68
63	127.99	178.04	209.52	238.15
64	132.97	185.45	223.38	251.63
65	139.01	194.04	237.24	265.10
66	144.31	207.36	261.28	295.71
67	154.77	227.31	285.33	326.31
68	168.19	247.27	309.37	356.92
69	181.62	267.22	333.41	387.52
70	195.04	287.18	357.46	418.13
71	211.30	312.02	386.22	456.24
72	227.55	336.87	414.99	494.35
73	243.80	361.71	443.76	532.46
74	260.05	386.55	472.52	570.57
75	276.30	411.39	501.29	608.68
76	309.46	460.76	554.40	681.72
77	342.61	510.13	607.51	754.76
78	375.77	559.49	660.62	827.80
79	408.93	608.86	713.73	900.84
80	442.08	658.23	766.84	973.88

LTC3 - Rates after proposed increase

Issue Age	Benefit Period			
	2	4	6	10
18-40	71.44	102.74	125.86	151.57
41	71.58	103.05	126.25	152.12
42	72.20	103.37	126.63	152.67
43	73.77	103.68	127.02	153.23
44	75.49	104.01	127.41	153.78
45	77.19	104.32	127.79	154.33
46	79.02	105.40	129.23	154.89
47	81.09	107.67	130.65	155.47
48	83.16	110.84	132.09	156.03
49	85.48	114.14	133.53	156.61
50	89.72	120.34	135.48	155.53
51	93.97	126.52	142.67	160.51
52	98.21	132.72	149.86	165.49
53	102.45	138.92	157.06	173.04
54	106.71	145.11	164.24	181.09
55	110.23	150.35	170.23	187.80
56	114.01	155.72	176.44	194.86
57	118.40	162.43	184.25	203.52
58	122.67	168.64	191.44	211.68
59	127.31	175.35	199.25	220.47
60	132.42	182.79	207.91	230.10
61	137.54	190.35	216.68	242.88
62	141.69	196.57	225.01	258.38
63	147.19	204.75	240.95	273.87
64	152.92	213.27	256.89	289.37
65	159.86	223.15	272.83	304.87
66	165.96	238.46	300.47	340.07
67	177.99	261.41	328.13	375.26
68	193.42	284.36	355.78	410.46
69	208.86	307.30	383.42	445.65
70	224.30	330.26	411.08	480.85
71	243.00	358.82	444.15	524.68
72	261.68	387.40	477.24	568.50
73	280.37	415.97	510.32	612.33
74	299.06	444.53	543.40	656.16
75	317.75	473.10	576.48	699.98
76	355.88	529.87	637.56	783.98
77	394.00	586.65	698.64	867.97
78	432.14	643.41	759.71	951.97
79	470.27	700.19	820.79	1035.97
80	508.39	756.96	881.87	1119.96

Rate increase (%)

Issue Age	Benefit Period			
	2	4	6	10
18-40	15%	15%	15%	15%
41	15%	15%	15%	15%
42	15%	15%	15%	15%
43	15%	15%	15%	15%
44	15%	15%	15%	15%
45	15%	15%	15%	15%
46	15%	15%	15%	15%
47	15%	15%	15%	15%
48	15%	15%	15%	15%
49	15%	15%	15%	15%
50	15%	15%	15%	15%
51	15%	15%	15%	15%
52	15%	15%	15%	15%
53	15%	15%	15%	15%
54	15%	15%	15%	15%
55	15%	15%	15%	15%
56	15%	15%	15%	15%
57	15%	15%	15%	15%
58	15%	15%	15%	15%
59	15%	15%	15%	15%
60	15%	15%	15%	15%
61	15%	15%	15%	15%
62	15%	15%	15%	15%
63	15%	15%	15%	15%
64	15%	15%	15%	15%
65	15%	15%	15%	15%
66	15%	15%	15%	15%
67	15%	15%	15%	15%
68	15%	15%	15%	15%
69	15%	15%	15%	15%
70	15%	15%	15%	15%
71	15%	15%	15%	15%
72	15%	15%	15%	15%
73	15%	15%	15%	15%
74	15%	15%	15%	15%
75	15%	15%	15%	15%
76	15%	15%	15%	15%
77	15%	15%	15%	15%
78	15%	15%	15%	15%
79	15%	15%	15%	15%
80	15%	15%	15%	15%

Adjustment Factors

Marital Discount:	20% off base rate if both purchase
Preferred Discount	20% off base rate
Maximum Discount	25% off base rate

Non Forfeiture Factors:

Issue Age	Factor
18-60	0.240
61	0.238
62	0.236
63	0.234
64	0.232
65	0.230
66	0.226
67	0.222
68	0.218
69	0.214
70	0.210
71	0.204
72	0.198
73	0.192
74	0.186
75	0.180
76	0.173
77	0.166
78	0.159
79	0.152
80	0.145

Modal Factors Applied to Annual Premiums:

Semi-Annual	0.520
Quarterly	0.265
Monthly	0.086

**Auto-Owners Life Insurance Company Long Term Care**

Current and Proposed Rates

Rates shown are for a 60-day EP, single, Standard policyholder, and are per \$10 daily benefit

Coverage Level: 100% NHF, 50% HHC

Inflation Option: None

LTC3 - Current Rates

LTC3 - Rates after proposed increase

Rate increase (%)

Adjustment Factors

Issue Age	Benefit Period			
	2	4	6	10
18-40	37.10	57.31	68.62	79.84
41	39.24	57.99	69.65	82.54
42	41.39	58.66	70.69	83.76
43	42.23	59.33	72.29	85.42
44	42.74	60.00	73.13	86.10
45	43.25	60.68	73.97	86.77
46	43.78	61.09	74.37	87.33
47	44.31	61.51	74.78	87.90
48	44.84	61.92	75.18	88.46
49	45.37	62.34	75.59	89.03
50	45.42	62.09	75.19	88.65
51	46.40	63.83	76.86	90.52
52	47.38	65.57	78.53	92.39
53	48.36	67.32	80.20	94.27
54	49.34	69.06	81.87	96.14
55	51.11	69.29	81.76	95.93
56	53.44	73.06	86.38	101.53
57	56.20	76.84	90.99	107.12
58	59.06	80.61	95.61	112.72
59	62.03	84.39	100.23	118.32
60	65.64	87.20	103.70	122.57
61	69.14	95.03	114.06	135.06
62	74.34	102.86	124.43	147.55
63	80.64	110.70	134.79	160.04
64	86.93	118.53	145.15	172.53
65	93.23	126.36	155.52	185.02
66	105.15	143.74	177.10	211.27
67	117.07	161.12	198.68	237.53
68	128.98	178.50	220.27	263.78
69	140.90	195.88	241.85	290.04
70	152.82	213.26	263.44	316.29
71	167.13	236.16	289.92	347.69
72	181.44	259.05	316.40	379.09
73	195.75	281.95	342.88	410.48
74	210.06	304.85	369.37	441.88
75	224.37	327.74	395.85	473.28
76	258.03	376.90	448.60	544.27
77	291.68	426.07	501.34	615.26
78	325.34	475.23	554.09	686.26
79	358.99	524.39	606.84	757.25
80	392.65	573.55	659.58	828.24

Issue Age	Benefit Period			
	2	4	6	10
18-40	42.67	65.91	78.91	91.82
41	45.13	66.69	80.10	94.92
42	47.60	67.46	81.29	96.32
43	48.56	68.23	83.13	98.23
44	49.15	69.00	84.10	99.02
45	49.74	69.78	85.07	99.79
46	50.35	70.25	85.53	100.43
47	50.96	70.74	86.00	101.09
48	51.57	71.21	86.46	101.73
49	52.18	71.69	86.93	102.38
50	52.23	71.40	86.47	101.95
51	53.36	73.40	88.39	104.10
52	54.49	75.41	90.31	106.25
53	55.61	77.42	92.23	108.41
54	56.74	79.42	94.15	110.56
55	58.78	79.68	94.02	110.32
56	61.46	84.02	99.34	116.76
57	64.63	88.37	104.64	123.19
58	67.92	92.70	109.95	129.63
59	71.33	97.05	115.26	136.07
60	75.49	100.28	119.26	140.96
61	79.51	109.28	131.17	155.32
62	85.49	118.29	143.09	169.68
63	92.74	127.31	155.01	184.05
64	99.97	136.31	166.92	198.41
65	107.21	145.31	178.85	212.77
66	120.92	165.30	203.67	242.96
67	134.63	185.29	228.48	273.16
68	148.33	205.28	253.31	303.35
69	162.04	225.26	278.13	333.55
70	175.74	245.25	302.96	363.73
71	192.20	271.58	333.41	399.84
72	208.66	297.91	363.86	435.95
73	225.11	324.24	394.31	472.05
74	241.57	350.58	424.78	508.16
75	258.03	376.90	455.23	544.27
76	296.73	433.44	515.89	625.91
77	335.43	489.98	576.54	707.55
78	374.14	546.51	637.20	789.20
79	412.84	603.05	697.87	870.84
80	451.55	659.58	758.52	952.48

Issue Age	Benefit Period			
	2	4	6	10
18-40	15%	15%	15%	15%
41	15%	15%	15%	15%
42	15%	15%	15%	15%
43	15%	15%	15%	15%
44	15%	15%	15%	15%
45	15%	15%	15%	15%
46	15%	15%	15%	15%
47	15%	15%	15%	15%
48	15%	15%	15%	15%
49	15%	15%	15%	15%
50	15%	15%	15%	15%
51	15%	15%	15%	15%
52	15%	15%	15%	15%
53	15%	15%	15%	15%
54	15%	15%	15%	15%
55	15%	15%	15%	15%
56	15%	15%	15%	15%
57	15%	15%	15%	15%
58	15%	15%	15%	15%
59	15%	15%	15%	15%
60	15%	15%	15%	15%
61	15%	15%	15%	15%
62	15%	15%	15%	15%
63	15%	15%	15%	15%
64	15%	15%	15%	15%
65	15%	15%	15%	15%
66	15%	15%	15%	15%
67	15%	15%	15%	15%
68	15%	15%	15%	15%
69	15%	15%	15%	15%
70	15%	15%	15%	15%
71	15%	15%	15%	15%
72	15%	15%	15%	15%
73	15%	15%	15%	15%
74	15%	15%	15%	15%
75	15%	15%	15%	15%
76	15%	15%	15%	15%
77	15%	15%	15%	15%
78	15%	15%	15%	15%
79	15%	15%	15%	15%
80	15%	15%	15%	15%

Marital Discount:	20% off base rate if both purchase
Preferred Discount	20% off base rate
Maximum Discount	25% off base rate
<b>Non Forfeiture Factors:</b>	
Issue Age	Factor
18-60	0.240
61	0.238
62	0.236
63	0.234
64	0.232
65	0.230
66	0.226
67	0.222
68	0.218
69	0.214
70	0.210
71	0.204
72	0.198
73	0.192
74	0.186
75	0.180
76	0.173
77	0.166
78	0.159
79	0.152
80	0.145

**Modal Factors Applied to Annual Premiums:**

Semi-Annual	0.520
Quarterly	0.265
Monthly	0.086

**Auto-Owners Life Insurance Company Long Term Care**

Current and Proposed Rates

Rates shown are for a 90-day EP, single, Standard policyholder, and are per \$10 daily benefit

Coverage Level: 100% NHF, 50% HHC

Inflation Option: 5% Compound

LTC3 - Current Rates

Issue Age	Benefit Period			
	2	4	6	10
18-40	103.34	143.15	163.39	181.99
41	104.11	144.40	164.84	183.73
42	105.07	145.85	166.47	185.56
43	106.03	147.29	168.21	187.58
44	107.19	148.93	170.14	189.80
45	108.35	150.76	172.26	192.11
46	109.60	152.69	174.57	194.72
47	111.05	154.71	176.98	197.51
48	112.59	157.03	179.68	200.60
49	114.23	159.44	182.48	203.88
50	118.61	165.97	190.13	212.54
51	122.98	172.51	197.78	221.19
52	127.36	179.04	205.44	229.85
53	131.73	185.58	213.09	238.50
54	136.11	192.11	220.74	247.16
55	138.81	196.16	225.37	252.46
56	141.60	200.31	230.38	258.15
57	145.36	206.09	237.13	265.86
58	148.74	211.10	243.01	272.51
59	152.30	216.41	249.28	279.74
60	156.26	222.38	256.31	287.64
61	160.30	228.46	263.45	295.74
62	163.00	232.60	268.27	301.23
63	167.25	238.96	275.79	309.81
64	171.68	245.81	283.79	318.97
65	177.08	253.61	292.85	329.19
66	181.80	260.84	303.58	352.67
67	185.03	265.76	328.69	383.43
68	196.75	282.74	353.80	414.19
69	211.31	303.67	378.91	444.96
70	225.87	324.59	404.02	475.72
71	257.76	375.85	464.77	547.16
72	289.64	427.10	525.52	618.60
73	321.53	478.35	586.27	690.04
74	353.41	529.61	647.02	761.48
75	385.29	580.86	707.78	832.92
76	431.53	650.57	782.77	932.87
77	477.76	720.27	857.76	1032.82
78	524.00	789.97	932.75	1132.77
79	570.23	859.68	1007.74	1232.72
80	616.47	929.38	1082.73	1332.67

LTC3 - Rates after proposed increase

Issue Age	Benefit Period			
	2	4	6	10
18-40	118.84	164.62	187.90	209.29
41	119.73	166.06	189.57	211.29
42	120.83	167.73	191.44	213.39
43	121.93	169.38	193.44	215.72
44	123.27	171.27	195.66	218.27
45	124.60	173.37	198.10	220.93
46	126.04	175.59	200.76	223.93
47	127.71	177.92	203.53	227.14
48	129.48	180.58	206.63	230.69
49	131.36	183.36	209.85	234.46
50	136.40	190.87	218.65	244.42
51	141.43	198.39	227.45	254.37
52	146.46	205.90	236.26	264.33
53	151.49	213.42	245.05	274.28
54	156.53	220.93	253.85	284.23
55	159.63	225.58	259.18	290.33
56	162.84	230.36	264.94	296.87
57	167.16	237.00	272.70	305.74
58	171.05	242.77	279.46	313.39
59	175.15	248.87	286.67	321.70
60	179.70	255.74	294.76	330.79
61	184.35	262.73	302.97	340.10
62	187.45	267.49	308.51	346.41
63	192.34	274.80	317.16	356.28
64	197.43	282.68	326.36	366.82
65	203.64	291.65	336.78	378.57
66	209.07	299.97	349.12	405.57
67	212.78	305.62	377.99	440.94
68	226.26	325.15	406.87	476.32
69	243.01	349.22	435.75	511.70
70	259.75	373.28	464.62	547.08
71	296.42	432.23	534.49	629.23
72	333.09	491.17	604.35	711.39
73	369.76	550.10	674.21	793.55
74	406.42	609.05	744.07	875.70
75	443.08	667.99	813.95	957.86
76	496.26	748.16	900.19	1072.80
77	549.42	828.31	986.42	1187.74
78	602.60	908.47	1072.66	1302.69
79	655.76	988.63	1158.90	1417.63
80	708.94	1068.79	1245.14	1532.57

Rate increase (%)

Issue Age	Benefit Period			
	2	4	6	10
18-40	15%	15%	15%	15%
41	15%	15%	15%	15%
42	15%	15%	15%	15%
43	15%	15%	15%	15%
44	15%	15%	15%	15%
45	15%	15%	15%	15%
46	15%	15%	15%	15%
47	15%	15%	15%	15%
48	15%	15%	15%	15%
49	15%	15%	15%	15%
50	15%	15%	15%	15%
51	15%	15%	15%	15%
52	15%	15%	15%	15%
53	15%	15%	15%	15%
54	15%	15%	15%	15%
55	15%	15%	15%	15%
56	15%	15%	15%	15%
57	15%	15%	15%	15%
58	15%	15%	15%	15%
59	15%	15%	15%	15%
60	15%	15%	15%	15%
61	15%	15%	15%	15%
62	15%	15%	15%	15%
63	15%	15%	15%	15%
64	15%	15%	15%	15%
65	15%	15%	15%	15%
66	15%	15%	15%	15%
67	15%	15%	15%	15%
68	15%	15%	15%	15%
69	15%	15%	15%	15%
70	15%	15%	15%	15%
71	15%	15%	15%	15%
72	15%	15%	15%	15%
73	15%	15%	15%	15%
74	15%	15%	15%	15%
75	15%	15%	15%	15%
76	15%	15%	15%	15%
77	15%	15%	15%	15%
78	15%	15%	15%	15%
79	15%	15%	15%	15%
80	15%	15%	15%	15%

Adjustment Factors

Marital Discount:	20% off base rate if both purchase
Preferred Discount	20% off base rate
Maximum Discount	25% off base rate

Non Forfeiture Factors:

Issue Age	Factor
18-60	0.240
61	0.238
62	0.236
63	0.234
64	0.232
65	0.230
66	0.226
67	0.222
68	0.218
69	0.214
70	0.210
71	0.204
72	0.198
73	0.192
74	0.186
75	0.180
76	0.173
77	0.166
78	0.159
79	0.152
80	0.145

Modal Factors Applied to Annual Premiums:

Semi-Annual	0.520
Quarterly	0.265
Monthly	0.086

**Auto-Owners Life Insurance Company Long Term Care**

Current and Proposed Rates

Rates shown are for a 90-day EP, single, Standard policyholder, and are per \$10 daily benefit

Coverage Level: 100% NHF, 50% HHC

Inflation Option: 3% Compound

LTC3 - Current Rates

Issue Age	Benefit Period			
	2	4	6	10
18-40	56.47	81.21	99.49	119.82
41	56.59	81.46	99.80	120.26
42	57.07	81.71	100.10	120.69
43	58.32	81.96	100.41	121.13
44	59.67	82.21	100.71	121.56
45	61.02	82.46	101.02	122.00
46	62.46	83.32	102.15	122.45
47	64.10	85.12	103.29	122.90
48	65.74	87.62	104.42	123.35
49	67.57	90.23	105.55	123.80
50	70.93	95.13	107.10	122.94
51	74.28	100.02	112.78	126.88
52	77.64	104.92	118.47	130.82
53	80.99	109.81	124.15	136.79
54	84.35	114.71	129.84	143.15
55	87.14	118.85	134.57	148.45
56	90.13	123.10	139.48	154.04
57	93.60	128.40	145.65	160.88
58	96.97	133.31	151.34	167.34
59	100.64	138.62	157.51	174.28
60	104.68	144.50	164.35	181.90
61	108.73	150.47	171.29	192.00
62	112.01	155.39	177.87	204.25
63	116.35	161.85	190.47	216.50
64	120.88	168.59	203.07	228.75
65	126.37	176.40	215.67	241.00
66	131.19	188.51	237.53	268.82
67	140.70	206.65	259.39	296.65
68	152.90	224.79	281.25	324.47
69	165.11	242.93	303.10	352.29
70	177.31	261.07	324.96	380.12
71	192.09	283.66	351.11	414.76
72	206.86	306.24	377.26	449.41
73	221.63	328.83	403.41	484.05
74	236.41	351.41	429.57	518.70
75	251.18	373.99	455.72	553.34
76	281.32	418.87	504.00	619.74
77	311.47	463.75	552.28	686.15
78	341.61	508.63	600.56	752.55
79	371.75	553.51	648.85	818.95
80	401.89	598.39	697.13	885.35

LTC3 - Rates after proposed increase

Issue Age	Benefit Period			
	2	4	6	10
18-40	64.94	93.39	114.41	137.79
41	65.08	93.68	114.77	138.30
42	65.63	93.97	115.12	138.79
43	67.07	94.25	115.47	139.30
44	68.62	94.54	115.82	139.79
45	70.17	94.83	116.17	140.30
46	71.83	95.82	117.47	140.82
47	73.72	97.89	118.78	141.34
48	75.60	100.76	120.08	141.85
49	77.71	103.76	121.38	142.37
50	81.57	109.40	123.17	141.38
51	85.42	115.02	129.70	145.91
52	89.29	120.66	136.24	150.44
53	93.14	126.28	142.77	157.31
54	97.00	131.92	149.32	164.62
55	100.21	136.68	154.76	170.72
56	103.65	141.57	160.40	177.15
57	107.64	147.66	167.50	185.01
58	111.52	153.31	174.04	192.44
59	115.74	159.41	181.14	200.42
60	120.38	166.18	189.00	209.19
61	125.04	173.04	196.98	220.80
62	128.81	178.70	204.55	234.89
63	133.80	186.13	219.04	248.98
64	139.01	193.88	233.53	263.06
65	145.33	202.86	248.02	277.15
66	150.87	216.79	273.16	309.14
67	161.81	237.65	298.30	341.15
68	175.84	258.51	323.44	373.14
69	189.88	279.37	348.57	405.13
70	203.91	300.23	373.70	437.14
71	220.90	326.21	403.78	476.97
72	237.89	352.18	433.85	516.82
73	254.87	378.15	463.92	556.66
74	271.87	404.12	494.01	596.51
75	288.86	430.09	524.08	636.34
76	323.52	481.70	579.60	712.70
77	358.19	533.31	635.12	789.07
78	392.85	584.92	690.64	865.43
79	427.51	636.54	746.18	941.79
80	462.17	688.15	801.70	1018.15

Rate increase (%)

Issue Age	Benefit Period			
	2	4	6	10
18-40	15%	15%	15%	15%
41	15%	15%	15%	15%
42	15%	15%	15%	15%
43	15%	15%	15%	15%
44	15%	15%	15%	15%
45	15%	15%	15%	15%
46	15%	15%	15%	15%
47	15%	15%	15%	15%
48	15%	15%	15%	15%
49	15%	15%	15%	15%
50	15%	15%	15%	15%
51	15%	15%	15%	15%
52	15%	15%	15%	15%
53	15%	15%	15%	15%
54	15%	15%	15%	15%
55	15%	15%	15%	15%
56	15%	15%	15%	15%
57	15%	15%	15%	15%
58	15%	15%	15%	15%
59	15%	15%	15%	15%
60	15%	15%	15%	15%
61	15%	15%	15%	15%
62	15%	15%	15%	15%
63	15%	15%	15%	15%
64	15%	15%	15%	15%
65	15%	15%	15%	15%
66	15%	15%	15%	15%
67	15%	15%	15%	15%
68	15%	15%	15%	15%
69	15%	15%	15%	15%
70	15%	15%	15%	15%
71	15%	15%	15%	15%
72	15%	15%	15%	15%
73	15%	15%	15%	15%
74	15%	15%	15%	15%
75	15%	15%	15%	15%
76	15%	15%	15%	15%
77	15%	15%	15%	15%
78	15%	15%	15%	15%
79	15%	15%	15%	15%
80	15%	15%	15%	15%

Adjustment Factors

Marital Discount:	20% off base rate if both purchase
Preferred Discount	20% off base rate
Maximum Discount	25% off base rate

Non Forfeiture Factors:

Issue Age	Factor
18-60	0.240
61	0.238
62	0.236
63	0.234
64	0.232
65	0.230
66	0.226
67	0.222
68	0.218
69	0.214
70	0.210
71	0.204
72	0.198
73	0.192
74	0.186
75	0.180
76	0.173
77	0.166
78	0.159
79	0.152
80	0.145

Modal Factors Applied to Annual Premiums:

Semi-Annual	0.520
Quarterly	0.265
Monthly	0.086

**Auto-Owners Life Insurance Company Long Term Care**

Current and Proposed Rates

Rates shown are for a 90-day EP, single, Standard policyholder, and are per \$10 daily benefit

Coverage Level: 100% NHF, 50% HHC

Inflation Option: None

LTC3 - Current Rates

LTC3 - Rates after proposed increase

Rate increase (%)

Adjustment Factors

Issue Age	Benefit Period			
	2	4	6	10
18-40	33.73	52.10	62.38	72.59
41	35.68	52.72	63.32	75.03
42	37.62	53.33	64.26	76.15
43	38.39	53.94	65.72	77.66
44	38.85	54.55	66.48	78.27
45	39.32	55.16	67.24	78.88
46	39.80	55.54	67.61	79.40
47	40.28	55.92	67.98	79.91
48	40.76	56.29	68.35	80.42
49	41.25	56.67	68.71	80.93
50	41.29	56.45	68.36	80.59
51	42.18	58.03	69.87	82.29
52	43.07	59.61	71.39	83.99
53	43.96	61.20	72.91	85.70
54	44.86	62.78	74.43	87.40
55	46.46	62.99	74.33	87.21
56	48.58	66.42	78.53	92.30
57	51.09	69.85	82.72	97.38
58	53.69	73.28	86.92	102.47
59	56.39	76.71	91.11	107.56
60	59.67	79.27	94.27	111.43
61	62.85	86.39	103.69	122.78
62	67.58	93.51	113.12	134.14
63	73.31	100.63	122.54	145.49
64	79.03	107.75	131.96	156.85
65	84.75	114.87	141.38	168.20
66	95.59	130.67	161.00	192.07
67	106.42	146.47	180.62	215.93
68	117.26	162.27	200.24	239.80
69	128.09	178.07	219.87	263.67
70	138.93	193.87	239.49	287.54
71	151.94	214.69	263.56	316.08
72	164.95	235.50	287.64	344.62
73	177.96	256.32	311.71	373.17
74	190.96	277.13	335.79	401.71
75	203.97	297.95	359.86	430.25
76	234.57	342.64	407.81	494.79
77	265.17	387.33	455.77	559.33
78	295.76	432.03	503.72	623.87
79	326.36	476.72	551.67	688.41
80	356.96	521.41	599.62	752.95

Issue Age	Benefit Period			
	2	4	6	10
18-40	38.79	59.92	71.74	83.48
41	41.03	60.63	72.82	86.28
42	43.26	61.33	73.90	87.57
43	44.15	62.03	75.58	89.31
44	44.68	62.73	76.45	90.01
45	45.22	63.43	77.33	90.71
46	45.77	63.87	77.75	91.31
47	46.32	64.31	78.18	91.90
48	46.87	64.73	78.60	92.48
49	47.44	65.17	79.02	93.07
50	47.48	64.92	78.61	92.68
51	48.51	66.73	80.35	94.63
52	49.53	68.55	82.10	96.59
53	50.55	70.38	83.85	98.56
54	51.59	72.20	85.59	100.51
55	53.43	72.44	85.48	100.29
56	55.87	76.38	90.31	106.15
57	58.75	80.33	95.13	111.99
58	61.74	84.27	99.96	117.84
59	64.85	88.22	104.78	123.69
60	68.62	91.16	108.41	128.14
61	72.28	99.35	119.24	141.20
62	77.72	107.54	130.09	154.26
63	84.31	115.72	140.92	167.31
64	90.88	123.91	151.75	180.38
65	97.46	132.10	162.59	193.43
66	109.93	150.27	185.15	220.88
67	122.38	168.44	207.71	248.32
68	134.85	186.61	230.28	275.77
69	147.30	204.78	252.85	303.22
70	159.77	222.95	275.41	330.67
71	174.73	246.89	303.09	363.49
72	189.69	270.83	330.79	396.31
73	204.65	294.77	358.47	429.15
74	219.60	318.70	386.16	461.97
75	234.57	342.64	413.84	494.79
76	269.76	394.04	468.98	569.01
77	304.95	445.43	524.14	643.23
78	340.12	496.83	579.28	717.45
79	375.31	548.23	634.42	791.67
80	410.50	599.62	689.56	865.89

Issue Age	Benefit Period			
	2	4	6	10
18-40	15%	15%	15%	15%
41	15%	15%	15%	15%
42	15%	15%	15%	15%
43	15%	15%	15%	15%
44	15%	15%	15%	15%
45	15%	15%	15%	15%
46	15%	15%	15%	15%
47	15%	15%	15%	15%
48	15%	15%	15%	15%
49	15%	15%	15%	15%
50	15%	15%	15%	15%
51	15%	15%	15%	15%
52	15%	15%	15%	15%
53	15%	15%	15%	15%
54	15%	15%	15%	15%
55	15%	15%	15%	15%
56	15%	15%	15%	15%
57	15%	15%	15%	15%
58	15%	15%	15%	15%
59	15%	15%	15%	15%
60	15%	15%	15%	15%
61	15%	15%	15%	15%
62	15%	15%	15%	15%
63	15%	15%	15%	15%
64	15%	15%	15%	15%
65	15%	15%	15%	15%
66	15%	15%	15%	15%
67	15%	15%	15%	15%
68	15%	15%	15%	15%
69	15%	15%	15%	15%
70	15%	15%	15%	15%
71	15%	15%	15%	15%
72	15%	15%	15%	15%
73	15%	15%	15%	15%
74	15%	15%	15%	15%
75	15%	15%	15%	15%
76	15%	15%	15%	15%
77	15%	15%	15%	15%
78	15%	15%	15%	15%
79	15%	15%	15%	15%
80	15%	15%	15%	15%

Marital Discount:	20% off base rate if both purchase
Preferred Discount	20% off base rate
Maximum Discount	25% off base rate

Non Forfeiture Factors:

Issue Age	Factor
18-60	0.240
61	0.238
62	0.236
63	0.234
64	0.232
65	0.230
66	0.226
67	0.222
68	0.218
69	0.214
70	0.210
71	0.204
72	0.198
73	0.192
74	0.186
75	0.180
76	0.173
77	0.166
78	0.159
79	0.152
80	0.145

Modal Factors Applied to Annual Premiums:

Semi-Annual	0.520
Quarterly	0.265
Monthly	0.086

**Auto-Owners Life Insurance Company Long Term Care**

Current and Proposed Rates

Rates shown are for a 30-day EP, single, Standard policyholder, and are per \$10 daily benefit

Coverage Level: 100% NHF, 100% HHC

Inflation Option: 5% Compound

LTC3 - Current Rates

LTC3 - Rates after proposed increase

Rate increase (%)

Adjustment Factors

Issue Age	Benefit Period			
	2	4	6	10
18-40	129.89	183.14	209.86	233.06
41	130.92	184.73	211.80	235.22
42	132.05	186.55	213.84	237.62
43	133.30	188.36	216.12	240.12
44	134.67	190.40	218.50	242.84
45	136.15	192.68	221.12	245.92
46	137.74	195.08	223.96	249.10
47	139.57	197.80	227.15	252.63
48	141.39	200.65	230.45	256.50
49	143.43	203.72	234.09	260.59
50	148.85	211.81	243.60	271.33
51	154.26	219.91	253.11	282.07
52	159.68	228.01	262.61	292.81
53	165.09	236.11	272.12	303.54
54	170.51	244.21	281.63	314.28
55	173.80	249.10	287.32	320.76
56	177.21	254.34	293.35	327.70
57	181.89	261.39	301.66	337.14
58	185.86	267.41	308.82	345.22
59	190.18	273.90	316.44	353.86
60	194.96	281.06	324.85	363.42
61	199.86	288.34	333.39	373.20
62	202.92	293.12	338.97	379.45
63	207.93	300.63	347.84	389.58
64	213.16	308.59	357.16	400.27
65	219.53	317.69	367.74	417.41
66	224.99	326.10	393.65	457.30
67	236.25	339.49	426.21	497.19
68	255.13	366.63	458.77	537.09
69	274.01	393.76	491.34	576.98
70	292.89	420.90	523.90	616.87
71	334.23	487.36	602.67	709.51
72	375.58	553.82	681.45	802.14
73	416.92	620.28	760.22	894.78
74	458.27	686.75	839.00	987.41
75	499.61	753.21	917.77	1080.05
76	559.56	843.59	1015.01	1209.65
77	619.52	933.98	1112.26	1339.26
78	679.47	1024.36	1209.50	1468.87
79	739.42	1114.74	1306.74	1598.47
80	799.38	1205.13	1403.98	1728.08

Issue Age	Benefit Period			
	2	4	6	10
18-40	149.37	210.61	241.34	268.02
41	150.56	212.44	243.57	270.50
42	151.86	214.53	245.92	273.26
43	153.30	216.61	248.54	276.14
44	154.87	218.96	251.28	279.27
45	156.57	221.58	254.29	282.81
46	158.40	224.34	257.55	286.47
47	160.51	227.47	261.22	290.52
48	162.60	230.75	265.02	294.98
49	164.94	234.28	269.20	299.68
50	171.18	243.58	280.14	312.03
51	177.40	252.90	291.08	324.38
52	183.63	262.21	302.00	336.73
53	189.85	271.53	312.94	349.07
54	196.09	280.84	323.87	361.42
55	199.87	286.47	330.42	368.87
56	203.79	292.49	337.35	376.86
57	209.17	300.60	346.91	387.71
58	213.74	307.52	355.14	397.00
59	218.71	314.99	363.91	406.94
60	224.20	323.22	373.58	417.93
61	229.84	331.59	383.40	429.18
62	233.36	337.09	389.82	436.37
63	239.12	345.72	400.02	448.02
64	245.13	354.88	410.73	460.31
65	252.46	365.34	422.90	480.02
66	258.74	375.02	452.70	525.90
67	271.69	390.41	490.14	571.77
68	293.40	421.62	527.59	617.65
69	315.11	452.82	565.04	663.53
70	336.82	484.04	602.49	709.40
71	384.36	560.46	693.07	815.94
72	431.92	636.89	783.67	922.46
73	479.46	713.32	874.25	1029.00
74	527.01	789.76	964.85	1135.52
75	574.55	866.19	1055.44	1242.06
76	643.49	970.13	1167.26	1391.10
77	712.45	1074.08	1279.10	1540.15
78	781.39	1178.01	1390.93	1689.20
79	850.33	1281.95	1502.75	1838.24
80	919.29	1385.90	1614.58	1987.29

Issue Age	Benefit Period			
	2	4	6	10
18-40	15%	15%	15%	15%
41	15%	15%	15%	15%
42	15%	15%	15%	15%
43	15%	15%	15%	15%
44	15%	15%	15%	15%
45	15%	15%	15%	15%
46	15%	15%	15%	15%
47	15%	15%	15%	15%
48	15%	15%	15%	15%
49	15%	15%	15%	15%
50	15%	15%	15%	15%
51	15%	15%	15%	15%
52	15%	15%	15%	15%
53	15%	15%	15%	15%
54	15%	15%	15%	15%
55	15%	15%	15%	15%
56	15%	15%	15%	15%
57	15%	15%	15%	15%
58	15%	15%	15%	15%
59	15%	15%	15%	15%
60	15%	15%	15%	15%
61	15%	15%	15%	15%
62	15%	15%	15%	15%
63	15%	15%	15%	15%
64	15%	15%	15%	15%
65	15%	15%	15%	15%
66	15%	15%	15%	15%
67	15%	15%	15%	15%
68	15%	15%	15%	15%
69	15%	15%	15%	15%
70	15%	15%	15%	15%
71	15%	15%	15%	15%
72	15%	15%	15%	15%
73	15%	15%	15%	15%
74	15%	15%	15%	15%
75	15%	15%	15%	15%
76	15%	15%	15%	15%
77	15%	15%	15%	15%
78	15%	15%	15%	15%
79	15%	15%	15%	15%
80	15%	15%	15%	15%

Marital Discount:	20% off base rate if both purchase
Preferred Discount	20% off base rate
Maximum Discount	25% off base rate
<b>Non Forfeiture Factors:</b>	
Issue Age	Factor
18-60	0.240
61	0.238
62	0.236
63	0.234
64	0.232
65	0.230
66	0.226
67	0.222
68	0.218
69	0.214
70	0.210
71	0.204
72	0.198
73	0.192
74	0.186
75	0.180
76	0.173
77	0.166
78	0.159
79	0.152
80	0.145

**Modal Factors Applied to Annual Premiums:**

Semi-Annual	0.520
Quarterly	0.265
Monthly	0.086

**Auto-Owners Life Insurance Company Long Term Care**

Current and Proposed Rates

Rates shown are for a 30-day EP, single, Standard policyholder, and are per \$10 daily benefit

Coverage Level: 100% NHF, 100% HHC

Inflation Option: 3% Compound

LTC3 - Current Rates

Issue Age	Benefit Period			
	2	4	6	10
18-40	70.15	100.88	123.58	148.83
41	70.41	101.19	123.96	149.37
42	72.00	101.50	124.34	149.91
43	73.48	101.81	124.72	150.45
44	75.19	102.12	125.10	150.99
45	77.01	103.85	125.48	151.53
46	78.82	106.70	126.89	152.09
47	80.88	109.65	128.29	152.65
48	82.92	112.73	129.70	153.21
49	85.20	116.02	131.10	153.77
50	89.40	122.23	138.25	154.33
51	93.61	128.44	145.46	159.54
52	97.82	134.65	152.67	167.59
53	102.03	140.86	159.88	175.65
54	106.24	147.08	167.09	183.70
55	109.76	152.30	173.01	190.30
56	113.41	157.65	179.27	197.24
57	117.85	164.24	186.89	205.77
58	122.05	170.39	194.05	213.84
59	126.37	176.87	201.67	222.37
60	131.38	184.15	209.97	233.08
61	136.27	191.43	218.50	248.97
62	140.36	197.36	230.65	264.85
63	145.60	205.08	246.99	280.74
64	150.95	213.16	263.32	296.62
65	157.42	222.49	279.66	312.51
66	166.62	244.44	308.01	348.59
67	182.44	267.96	336.35	384.66
68	198.27	291.48	364.69	420.74
69	214.10	315.01	393.04	456.82
70	229.92	338.53	421.38	492.90
71	249.08	367.82	455.29	537.82
72	268.24	397.10	489.20	582.75
73	287.39	426.39	523.11	627.67
74	306.55	455.67	557.02	672.60
75	325.71	484.96	590.93	717.52
76	364.79	543.15	653.54	803.63
77	403.88	601.35	716.14	889.73
78	442.96	659.54	778.75	975.83
79	482.05	717.74	841.36	1061.93
80	521.13	775.93	903.97	1148.04

LTC3 - Rates after proposed increase

Issue Age	Benefit Period			
	2	4	6	10
18-40	80.67	116.01	142.12	171.15
41	80.97	116.37	142.55	171.78
42	82.80	116.73	142.99	172.40
43	84.50	117.08	143.43	173.02
44	86.47	117.44	143.87	173.64
45	88.56	119.43	144.30	174.26
46	90.64	122.71	145.92	174.90
47	93.01	126.10	147.53	175.55
48	95.36	129.64	149.16	176.19
49	97.98	133.42	150.77	176.84
50	102.81	140.56	158.99	177.48
51	107.65	147.71	167.28	183.47
52	112.49	154.85	175.57	192.73
53	117.33	161.99	183.86	202.00
54	122.18	169.14	192.15	211.26
55	126.22	175.15	198.96	218.85
56	130.42	181.30	206.16	226.83
57	135.53	188.88	214.92	236.64
58	140.36	195.95	223.16	245.92
59	145.33	203.40	231.92	255.73
60	151.09	211.77	241.47	268.04
61	156.71	220.14	251.28	286.32
62	161.41	226.96	265.25	304.58
63	167.44	235.84	284.04	322.85
64	173.59	245.13	302.82	341.11
65	181.03	255.86	321.61	359.39
66	191.61	281.11	354.21	400.88
67	209.81	308.15	386.80	442.36
68	228.01	335.20	419.39	483.85
69	246.22	362.26	452.00	525.34
70	264.41	389.31	484.59	566.84
71	286.44	422.99	523.58	618.49
72	308.48	456.67	562.58	670.16
73	330.50	490.35	601.58	721.82
74	352.53	524.02	640.57	773.49
75	374.57	557.70	679.57	825.15
76	419.51	624.62	751.57	924.17
77	464.46	691.55	823.56	1023.19
78	509.40	758.47	895.56	1122.20
79	554.36	825.40	967.56	1221.22
80	599.30	892.32	1039.57	1320.25

Rate increase (%)

Issue Age	Benefit Period			
	2	4	6	10
18-40	15%	15%	15%	15%
41	15%	15%	15%	15%
42	15%	15%	15%	15%
43	15%	15%	15%	15%
44	15%	15%	15%	15%
45	15%	15%	15%	15%
46	15%	15%	15%	15%
47	15%	15%	15%	15%
48	15%	15%	15%	15%
49	15%	15%	15%	15%
50	15%	15%	15%	15%
51	15%	15%	15%	15%
52	15%	15%	15%	15%
53	15%	15%	15%	15%
54	15%	15%	15%	15%
55	15%	15%	15%	15%
56	15%	15%	15%	15%
57	15%	15%	15%	15%
58	15%	15%	15%	15%
59	15%	15%	15%	15%
60	15%	15%	15%	15%
61	15%	15%	15%	15%
62	15%	15%	15%	15%
63	15%	15%	15%	15%
64	15%	15%	15%	15%
65	15%	15%	15%	15%
66	15%	15%	15%	15%
67	15%	15%	15%	15%
68	15%	15%	15%	15%
69	15%	15%	15%	15%
70	15%	15%	15%	15%
71	15%	15%	15%	15%
72	15%	15%	15%	15%
73	15%	15%	15%	15%
74	15%	15%	15%	15%
75	15%	15%	15%	15%
76	15%	15%	15%	15%
77	15%	15%	15%	15%
78	15%	15%	15%	15%
79	15%	15%	15%	15%
80	15%	15%	15%	15%

Adjustment Factors

Marital Discount:	20% off base rate if both purchase
Preferred Discount	20% off base rate
Maximum Discount	25% off base rate

Non Forfeiture Factors:

Issue Age	Factor
18-60	0.240
61	0.238
62	0.236
63	0.234
64	0.232
65	0.230
66	0.226
67	0.222
68	0.218
69	0.214
70	0.210
71	0.204
72	0.198
73	0.192
74	0.186
75	0.180
76	0.173
77	0.166
78	0.159
79	0.152
80	0.145

Modal Factors Applied to Annual Premiums:

Semi-Annual	0.520
Quarterly	0.265
Monthly	0.086



**Auto-Owners Life Insurance Company Long Term Care**

Current and Proposed Rates

Rates shown are for a 30-day EP, single, Standard policyholder, and are per \$10 daily benefit

Coverage Level: 100% NHF, 100% HHC

Inflation Option: None

LTC3 - Current Rates

LTC3 - Rates after proposed increase

Rate increase (%)

Adjustment Factors

Issue Age	Benefit Period			
	2	4	6	10
18-40	42.86	63.20	73.61	87.23
41	45.16	64.15	74.72	88.54
42	47.11	65.10	75.83	89.86
43	47.68	66.71	77.70	92.07
44	48.26	67.76	79.56	94.28
45	48.83	68.52	81.43	96.49
46	49.43	68.98	83.29	98.62
47	50.03	69.45	84.44	99.25
48	50.63	69.92	84.89	99.89
49	51.23	70.39	85.35	100.53
50	51.83	70.86	85.81	101.17
51	52.95	72.85	87.71	103.30
52	54.07	74.83	89.62	105.44
53	55.19	76.82	91.53	107.58
54	56.31	78.81	93.43	109.71
55	58.69	80.79	95.34	111.85
56	61.54	85.19	100.72	118.38
57	64.72	89.59	106.10	124.91
58	67.91	93.99	111.48	131.43
59	71.44	98.39	116.86	137.96
60	75.41	102.80	122.25	144.49
61	80.22	112.03	134.46	159.21
62	87.64	121.26	146.68	173.94
63	95.06	130.49	158.89	188.66
64	102.48	139.72	171.11	203.38
65	109.90	148.95	183.33	218.11
66	123.95	169.44	208.77	249.06
67	138.00	189.93	234.21	280.00
68	152.05	210.42	259.66	310.95
69	166.10	230.91	285.10	341.90
70	180.15	251.39	310.55	372.85
71	197.02	278.39	341.76	409.86
72	213.89	305.38	372.98	446.87
73	230.76	332.37	404.20	483.89
74	247.62	359.36	435.42	520.90
75	264.49	386.35	466.63	557.91
76	304.17	444.30	528.81	641.60
77	343.84	502.26	590.99	725.29
78	383.52	560.21	653.17	808.97
79	423.19	618.16	715.35	892.66
80	462.86	676.11	777.53	976.35

Issue Age	Benefit Period			
	2	4	6	10
18-40	49.29	72.68	84.65	100.31
41	51.93	73.77	85.93	101.82
42	54.18	74.87	87.20	103.34
43	54.83	76.72	89.36	105.88
44	55.50	77.92	91.49	108.42
45	56.15	78.80	93.64	110.96
46	56.84	79.33	95.78	113.41
47	57.53	79.87	97.11	114.14
48	58.22	80.41	97.62	114.87
49	58.91	80.95	98.15	115.61
50	59.60	81.49	98.68	116.35
51	60.89	83.78	100.87	118.80
52	62.18	86.05	103.06	121.26
53	63.47	88.34	105.26	123.72
54	64.76	90.63	107.44	126.17
55	67.49	92.91	109.64	128.63
56	70.77	97.97	115.83	136.14
57	74.43	103.03	122.02	143.65
58	78.10	108.09	128.20	151.14
59	82.16	113.15	134.39	158.65
60	86.72	118.22	140.59	166.16
61	92.25	128.83	154.63	183.09
62	100.79	139.45	168.68	200.03
63	109.32	150.06	182.72	216.96
64	117.85	160.68	196.78	233.89
65	126.39	171.29	210.83	250.83
66	142.54	194.86	240.09	286.42
67	158.70	218.42	269.34	322.00
68	174.86	241.98	298.61	357.59
69	191.02	265.55	327.87	393.19
70	207.17	289.10	357.13	428.78
71	226.57	320.15	393.02	471.34
72	245.97	351.19	428.93	513.90
73	265.37	382.23	464.83	556.47
74	284.76	413.26	500.73	599.04
75	304.16	444.30	536.62	641.60
76	349.80	510.95	608.13	737.84
77	395.42	577.60	679.64	834.08
78	441.05	644.24	751.15	930.32
79	486.67	710.88	822.65	1026.56
80	532.29	777.53	894.16	1122.80

Issue Age	Benefit Period			
	2	4	6	10
18-40	15%	15%	15%	15%
41	15%	15%	15%	15%
42	15%	15%	15%	15%
43	15%	15%	15%	15%
44	15%	15%	15%	15%
45	15%	15%	15%	15%
46	15%	15%	15%	15%
47	15%	15%	15%	15%
48	15%	15%	15%	15%
49	15%	15%	15%	15%
50	15%	15%	15%	15%
51	15%	15%	15%	15%
52	15%	15%	15%	15%
53	15%	15%	15%	15%
54	15%	15%	15%	15%
55	15%	15%	15%	15%
56	15%	15%	15%	15%
57	15%	15%	15%	15%
58	15%	15%	15%	15%
59	15%	15%	15%	15%
60	15%	15%	15%	15%
61	15%	15%	15%	15%
62	15%	15%	15%	15%
63	15%	15%	15%	15%
64	15%	15%	15%	15%
65	15%	15%	15%	15%
66	15%	15%	15%	15%
67	15%	15%	15%	15%
68	15%	15%	15%	15%
69	15%	15%	15%	15%
70	15%	15%	15%	15%
71	15%	15%	15%	15%
72	15%	15%	15%	15%
73	15%	15%	15%	15%
74	15%	15%	15%	15%
75	15%	15%	15%	15%
76	15%	15%	15%	15%
77	15%	15%	15%	15%
78	15%	15%	15%	15%
79	15%	15%	15%	15%
80	15%	15%	15%	15%

Marital Discount:	20% off base rate if both purchase
Preferred Discount	20% off base rate
Maximum Discount	25% off base rate

Non Forfeiture Factors:

Issue Age	Factor
18-60	0.240
61	0.238
62	0.236
63	0.234
64	0.232
65	0.230
66	0.226
67	0.222
68	0.218
69	0.214
70	0.210
71	0.204
72	0.198
73	0.192
74	0.186
75	0.180
76	0.173
77	0.166
78	0.159
79	0.152
80	0.145

Modal Factors Applied to Annual Premiums:

Semi-Annual	0.520
Quarterly	0.265
Monthly	0.086

**Auto-Owners Life Insurance Company Long Term Care**

Current and Proposed Rates

Rates shown are for a 60-day EP, single, Standard policyholder, and are per \$10 daily benefit

Coverage Level: 100% NHF, 100% HHC

Inflation Option: 5% Compound

LTC3 - Current Rates

Issue Age	Benefit Period			
	2	4	6	10
18-40	121.09	170.72	195.64	217.26
41	122.05	172.21	197.44	219.27
42	123.10	173.90	199.34	221.51
43	124.27	175.59	201.47	223.84
44	125.54	177.50	203.69	226.38
45	126.92	179.62	206.13	229.25
46	128.40	181.85	208.78	232.21
47	130.11	184.39	211.75	235.50
48	131.80	187.04	214.83	239.11
49	133.71	189.90	218.22	242.92
50	138.75	197.45	227.08	252.93
51	143.80	205.00	235.95	262.94
52	148.85	212.56	244.81	272.95
53	153.90	220.11	253.67	282.96
54	158.95	227.66	262.54	292.97
55	162.02	232.21	267.84	299.01
56	165.20	237.09	273.46	305.48
57	169.55	243.67	281.20	314.28
58	173.26	249.28	287.88	321.82
59	177.29	255.33	294.99	329.87
60	181.74	262.01	302.83	338.78
61	186.31	268.80	310.78	347.90
62	189.17	273.25	315.99	353.73
63	193.83	280.25	324.26	363.17
64	198.70	287.67	332.95	373.13
65	204.64	296.15	342.80	389.11
66	209.74	304.00	366.96	426.30
67	220.23	316.47	397.32	463.49
68	237.83	341.77	427.67	500.67
69	255.43	367.07	458.02	537.86
70	273.03	392.37	488.38	575.05
71	311.57	454.32	561.81	661.40
72	350.11	516.28	635.25	747.76
73	388.66	578.23	708.68	834.11
74	427.20	640.19	782.12	920.47
75	465.74	702.14	855.55	1006.83
76	521.63	786.40	946.20	1127.64
77	577.52	870.66	1036.85	1248.46
78	633.41	954.91	1127.50	1369.28
79	689.29	1039.17	1218.14	1490.10
80	745.18	1123.43	1308.79	1610.92

LTC3 - Rates after proposed increase

Issue Age	Benefit Period			
	2	4	6	10
18-40	139.25	196.33	224.99	249.85
41	140.36	198.04	227.06	252.16
42	141.57	199.99	229.24	254.74
43	142.91	201.93	231.69	257.42
44	144.37	204.13	234.24	260.34
45	145.96	206.56	237.05	263.64
46	147.66	209.13	240.10	267.04
47	149.63	212.05	243.51	270.83
48	151.57	215.10	247.05	274.98
49	153.77	218.39	250.95	279.36
50	159.56	227.07	261.14	290.87
51	165.37	235.75	271.34	302.38
52	171.18	244.44	281.53	313.89
53	176.99	253.13	291.72	325.40
54	182.79	261.81	301.92	336.92
55	186.32	267.04	308.02	343.86
56	189.98	272.65	314.48	351.30
57	194.98	280.22	323.38	361.42
58	199.25	286.67	331.06	370.09
59	203.88	293.63	339.24	379.35
60	209.00	301.31	348.25	389.60
61	214.26	309.12	357.40	400.09
62	217.55	314.24	363.39	406.79
63	222.90	322.29	372.90	417.65
64	228.51	330.82	382.89	429.10
65	235.34	340.57	394.22	447.48
66	241.20	349.60	422.00	490.25
67	253.26	363.94	456.92	533.01
68	273.50	393.04	491.82	575.77
69	293.74	422.13	526.72	618.54
70	313.98	451.23	561.64	661.31
71	358.31	522.47	646.08	760.61
72	402.63	593.72	730.54	859.92
73	446.96	664.96	814.98	959.23
74	491.28	736.22	899.44	1058.54
75	535.60	807.46	983.88	1157.85
76	599.87	904.36	1088.13	1296.79
77	664.15	1001.26	1192.38	1435.73
78	728.42	1098.15	1296.63	1574.67
79	792.68	1195.05	1400.86	1713.62
80	856.96	1291.94	1505.11	1852.56

Rate increase (%)

Issue Age	Benefit Period			
	2	4	6	10
18-40	15%	15%	15%	15%
41	15%	15%	15%	15%
42	15%	15%	15%	15%
43	15%	15%	15%	15%
44	15%	15%	15%	15%
45	15%	15%	15%	15%
46	15%	15%	15%	15%
47	15%	15%	15%	15%
48	15%	15%	15%	15%
49	15%	15%	15%	15%
50	15%	15%	15%	15%
51	15%	15%	15%	15%
52	15%	15%	15%	15%
53	15%	15%	15%	15%
54	15%	15%	15%	15%
55	15%	15%	15%	15%
56	15%	15%	15%	15%
57	15%	15%	15%	15%
58	15%	15%	15%	15%
59	15%	15%	15%	15%
60	15%	15%	15%	15%
61	15%	15%	15%	15%
62	15%	15%	15%	15%
63	15%	15%	15%	15%
64	15%	15%	15%	15%
65	15%	15%	15%	15%
66	15%	15%	15%	15%
67	15%	15%	15%	15%
68	15%	15%	15%	15%
69	15%	15%	15%	15%
70	15%	15%	15%	15%
71	15%	15%	15%	15%
72	15%	15%	15%	15%
73	15%	15%	15%	15%
74	15%	15%	15%	15%
75	15%	15%	15%	15%
76	15%	15%	15%	15%
77	15%	15%	15%	15%
78	15%	15%	15%	15%
79	15%	15%	15%	15%
80	15%	15%	15%	15%

Adjustment Factors

Marital Discount:	20% off base rate if both purchase
Preferred Discount	20% off base rate
Maximum Discount	25% off base rate

Non Forfeiture Factors:

Issue Age	Factor
18-60	0.240
61	0.238
62	0.236
63	0.234
64	0.232
65	0.230
66	0.226
67	0.222
68	0.218
69	0.214
70	0.210
71	0.204
72	0.198
73	0.192
74	0.186
75	0.180
76	0.173
77	0.166
78	0.159
79	0.152
80	0.145

Modal Factors Applied to Annual Premiums:

Semi-Annual	0.520
Quarterly	0.265
Monthly	0.086

**Auto-Owners Life Insurance Company Long Term Care**

Current and Proposed Rates

Rates shown are for a 60-day EP, single, Standard policyholder, and are per \$10 daily benefit

Coverage Level: 100% NHF, 100% HHC

Inflation Option: 3% Compound

LTC3 - Current Rates

Issue Age	Benefit Period			
	2	4	6	10
18-40	65.39	94.04	115.20	138.74
41	65.64	94.33	115.55	139.24
42	67.12	94.62	115.91	139.75
43	68.50	94.91	116.26	140.25
44	70.09	95.20	116.62	140.75
45	71.79	96.81	116.97	141.26
46	73.48	99.46	118.28	141.78
47	75.39	102.21	119.59	142.30
48	77.30	105.08	120.91	142.82
49	79.42	108.15	122.22	143.35
50	83.34	113.94	128.88	143.87
51	87.27	119.73	135.60	148.72
52	91.19	125.52	142.32	156.23
53	95.11	131.31	149.04	163.74
54	99.03	137.10	155.76	171.25
55	102.32	141.98	161.28	177.40
56	105.72	146.96	167.11	183.87
57	109.86	153.11	174.22	191.82
58	113.77	158.84	180.90	199.34
59	117.80	164.88	188.00	207.30
60	122.47	171.67	195.73	217.28
61	127.03	178.45	203.69	232.09
62	130.85	183.98	215.01	246.90
63	135.73	191.18	230.24	261.70
64	140.71	198.70	245.47	276.51
65	146.75	207.41	260.70	291.32
66	155.32	227.86	287.12	324.95
67	170.07	249.79	313.55	358.59
68	184.83	271.72	339.97	392.22
69	199.58	293.65	366.39	425.85
70	214.33	315.58	392.81	459.48
71	232.19	342.88	424.42	501.36
72	250.05	370.18	456.03	543.24
73	267.91	397.48	487.64	585.12
74	285.77	424.78	519.25	627.00
75	303.63	452.08	550.87	668.88
76	340.06	506.33	609.23	749.14
77	376.50	560.58	667.59	829.41
78	412.93	614.83	725.96	909.67
79	449.37	669.08	784.32	989.94
80	485.80	723.33	842.68	1070.20

LTC3 - Rates after proposed increase

Issue Age	Benefit Period			
	2	4	6	10
18-40	75.20	108.15	132.48	159.55
41	75.49	108.48	132.88	160.13
42	77.19	108.81	133.30	160.71
43	78.78	109.15	133.70	161.29
44	80.60	109.48	134.11	161.86
45	82.56	111.33	134.52	162.45
46	84.50	114.38	136.02	163.05
47	86.70	117.54	137.53	163.65
48	88.90	120.84	139.05	164.24
49	91.33	124.37	140.55	164.85
50	95.84	131.03	148.21	165.45
51	100.36	137.69	155.94	171.03
52	104.87	144.35	163.67	179.66
53	109.38	151.01	171.40	188.30
54	113.88	157.67	179.12	196.94
55	117.67	163.28	185.47	204.01
56	121.58	169.00	192.18	211.45
57	126.34	176.08	200.35	220.59
58	130.84	182.67	208.04	229.24
59	135.47	189.61	216.20	238.40
60	140.84	197.42	225.09	249.87
61	146.08	205.22	234.24	266.90
62	150.48	211.58	247.26	283.94
63	156.09	219.86	264.78	300.96
64	161.82	228.51	282.29	317.99
65	168.76	238.52	299.81	335.02
66	178.62	262.04	330.19	373.69
67	195.58	287.26	360.58	412.38
68	212.55	312.48	390.97	451.05
69	229.52	337.70	421.35	489.73
70	246.48	362.92	451.73	528.40
71	267.02	394.31	488.08	576.56
72	287.56	425.71	524.43	624.73
73	308.10	457.10	560.79	672.89
74	328.64	488.50	597.14	721.05
75	349.17	519.89	633.50	769.21
76	391.07	582.28	700.61	861.51
77	432.98	644.67	767.73	953.82
78	474.87	707.05	834.85	1046.12
79	516.78	769.44	901.97	1138.43
80	558.67	831.83	969.08	1230.73

Rate increase (%)

Issue Age	Benefit Period			
	2	4	6	10
18-40	15%	15%	15%	15%
41	15%	15%	15%	15%
42	15%	15%	15%	15%
43	15%	15%	15%	15%
44	15%	15%	15%	15%
45	15%	15%	15%	15%
46	15%	15%	15%	15%
47	15%	15%	15%	15%
48	15%	15%	15%	15%
49	15%	15%	15%	15%
50	15%	15%	15%	15%
51	15%	15%	15%	15%
52	15%	15%	15%	15%
53	15%	15%	15%	15%
54	15%	15%	15%	15%
55	15%	15%	15%	15%
56	15%	15%	15%	15%
57	15%	15%	15%	15%
58	15%	15%	15%	15%
59	15%	15%	15%	15%
60	15%	15%	15%	15%
61	15%	15%	15%	15%
62	15%	15%	15%	15%
63	15%	15%	15%	15%
64	15%	15%	15%	15%
65	15%	15%	15%	15%
66	15%	15%	15%	15%
67	15%	15%	15%	15%
68	15%	15%	15%	15%
69	15%	15%	15%	15%
70	15%	15%	15%	15%
71	15%	15%	15%	15%
72	15%	15%	15%	15%
73	15%	15%	15%	15%
74	15%	15%	15%	15%
75	15%	15%	15%	15%
76	15%	15%	15%	15%
77	15%	15%	15%	15%
78	15%	15%	15%	15%
79	15%	15%	15%	15%
80	15%	15%	15%	15%

Adjustment Factors

Marital Discount:	20% off base rate if both purchase
Preferred Discount	20% off base rate
Maximum Discount	25% off base rate

Non Forfeiture Factors:

Issue Age	Factor
18-60	0.240
61	0.238
62	0.236
63	0.234
64	0.232
65	0.230
66	0.226
67	0.222
68	0.218
69	0.214
70	0.210
71	0.204
72	0.198
73	0.192
74	0.186
75	0.180
76	0.173
77	0.166
78	0.159
79	0.152
80	0.145

Modal Factors Applied to Annual Premiums:

Semi-Annual	0.520
Quarterly	0.265
Monthly	0.086

**Auto-Owners Life Insurance Company Long Term Care**

Current and Proposed Rates

Rates shown are for a 60-day EP, single, Standard policyholder, and are per \$10 daily benefit

Coverage Level: 100% NHF, 100% HHC

Inflation Option: None

LTC3 - Current Rates

LTC3 - Rates after proposed increase

Rate increase (%)

Adjustment Factors

Issue Age	Benefit Period			
	2	4	6	10
18-40	39.96	58.91	68.62	81.31
41	42.10	59.80	69.65	82.54
42	43.91	60.69	70.69	83.76
43	44.45	62.18	72.43	85.83
44	44.99	63.16	74.16	87.88
45	45.52	63.87	75.91	89.95
46	46.08	64.31	77.64	91.93
47	46.64	64.74	78.71	92.53
48	47.20	65.18	79.14	93.12
49	47.76	65.62	79.56	93.71
50	48.32	66.05	79.99	94.31
51	49.36	67.91	81.77	96.30
52	50.40	69.76	83.54	98.29
53	51.45	71.61	85.32	100.28
54	52.49	73.46	87.10	102.28
55	54.71	75.32	88.87	104.27
56	57.37	79.42	93.89	110.35
57	60.34	83.52	98.91	116.44
58	63.31	87.62	103.92	122.52
59	66.59	91.72	108.94	128.61
60	70.30	95.83	113.96	134.69
61	74.78	104.43	125.35	148.42
62	81.69	113.04	136.73	162.14
63	88.61	121.64	148.12	175.87
64	95.53	130.25	159.51	189.59
65	102.45	138.85	170.90	203.32
66	115.55	157.95	194.62	232.17
67	128.64	177.05	218.33	261.02
68	141.74	196.15	242.05	289.87
69	154.84	215.25	265.77	318.72
70	167.94	234.35	289.49	347.57
71	183.66	259.51	318.59	382.07
72	199.39	284.67	347.69	416.58
73	215.11	309.83	376.80	451.08
74	230.84	335.00	405.90	485.58
75	246.56	360.16	435.00	520.09
76	283.55	414.18	492.96	598.10
77	320.53	468.20	550.93	676.11
78	357.52	522.23	608.89	754.13
79	394.50	576.25	666.85	832.14
80	431.48	630.27	724.82	910.15

Issue Age	Benefit Period			
	2	4	6	10
18-40	45.95	67.75	78.91	93.51
41	48.42	68.77	80.10	94.92
42	50.50	69.79	81.29	96.32
43	51.12	71.51	83.29	98.70
44	51.74	72.63	85.28	101.06
45	52.35	73.45	87.30	103.44
46	52.99	73.96	89.29	105.72
47	53.64	74.45	90.52	106.41
48	54.28	74.96	91.01	107.09
49	54.92	75.46	91.49	107.77
50	55.57	75.96	91.99	108.46
51	56.76	78.10	94.04	110.75
52	57.96	80.22	96.07	113.03
53	59.17	82.35	98.12	115.32
54	60.36	84.48	100.17	117.62
55	62.92	86.62	102.20	119.91
56	65.98	91.33	107.97	126.90
57	69.39	96.05	113.75	133.91
58	72.81	100.76	119.51	140.90
59	76.58	105.48	125.28	147.90
60	80.85	110.20	131.05	154.89
61	86.00	120.09	144.15	170.68
62	93.94	130.00	157.24	186.46
63	101.90	139.89	170.34	202.25
64	109.86	149.79	183.44	218.03
65	117.82	159.68	196.54	233.82
66	132.88	181.64	223.81	267.00
67	147.94	203.61	251.08	300.17
68	163.00	225.57	278.36	333.35
69	178.07	247.54	305.64	366.53
70	193.13	269.50	332.91	399.71
71	211.21	298.44	366.38	439.38
72	229.30	327.37	399.84	479.07
73	247.38	356.30	433.32	518.74
74	265.47	385.25	466.79	558.42
75	283.54	414.18	500.25	598.10
76	326.08	476.31	566.90	687.82
77	368.61	538.43	633.57	777.53
78	411.15	600.56	700.22	867.25
79	453.68	662.69	766.88	956.96
80	496.20	724.81	833.54	1046.67

Issue Age	Benefit Period			
	2	4	6	10
18-40	15%	15%	15%	15%
41	15%	15%	15%	15%
42	15%	15%	15%	15%
43	15%	15%	15%	15%
44	15%	15%	15%	15%
45	15%	15%	15%	15%
46	15%	15%	15%	15%
47	15%	15%	15%	15%
48	15%	15%	15%	15%
49	15%	15%	15%	15%
50	15%	15%	15%	15%
51	15%	15%	15%	15%
52	15%	15%	15%	15%
53	15%	15%	15%	15%
54	15%	15%	15%	15%
55	15%	15%	15%	15%
56	15%	15%	15%	15%
57	15%	15%	15%	15%
58	15%	15%	15%	15%
59	15%	15%	15%	15%
60	15%	15%	15%	15%
61	15%	15%	15%	15%
62	15%	15%	15%	15%
63	15%	15%	15%	15%
64	15%	15%	15%	15%
65	15%	15%	15%	15%
66	15%	15%	15%	15%
67	15%	15%	15%	15%
68	15%	15%	15%	15%
69	15%	15%	15%	15%
70	15%	15%	15%	15%
71	15%	15%	15%	15%
72	15%	15%	15%	15%
73	15%	15%	15%	15%
74	15%	15%	15%	15%
75	15%	15%	15%	15%
76	15%	15%	15%	15%
77	15%	15%	15%	15%
78	15%	15%	15%	15%
79	15%	15%	15%	15%
80	15%	15%	15%	15%

Marital Discount:	20% off base rate if both purchase
Preferred Discount	20% off base rate
Maximum Discount	25% off base rate

Non Forfeiture Factors:

Issue Age	Factor
18-60	0.240
61	0.238
62	0.236
63	0.234
64	0.232
65	0.230
66	0.226
67	0.222
68	0.218
69	0.214
70	0.210
71	0.204
72	0.198
73	0.192
74	0.186
75	0.180
76	0.173
77	0.166
78	0.159
79	0.152
80	0.145

Modal Factors Applied to Annual Premiums:

Semi-Annual	0.520
Quarterly	0.265
Monthly	0.086

**Auto-Owners Life Insurance Company Long Term Care**

Current and Proposed Rates

Rates shown are for a 90-day EP, single, Standard policyholder, and are per \$10 daily benefit

Coverage Level: 100% NHF, 100% HHC

Inflation Option: 5% Compound

LTC3 - Current Rates

Issue Age	Benefit Period			
	2	4	6	10
18-40	110.08	155.20	177.85	197.51
41	110.95	156.55	179.49	199.34
42	111.91	158.09	181.22	201.37
43	112.97	159.63	183.15	203.49
44	114.13	161.36	185.17	205.80
45	115.38	163.29	187.39	208.41
46	116.73	165.32	189.80	211.10
47	118.28	167.63	192.50	214.09
48	119.82	170.04	195.30	217.37
49	121.55	172.64	198.38	220.84
50	126.14	179.50	206.44	229.94
51	130.73	186.37	214.50	239.04
52	135.32	193.23	222.55	248.14
53	139.91	200.10	230.61	257.24
54	144.50	206.96	238.67	266.34
55	147.29	211.10	243.49	271.83
56	150.18	215.54	248.60	277.71
57	154.14	221.52	255.64	285.71
58	157.51	226.62	261.71	292.56
59	161.17	232.12	268.17	299.88
60	165.22	238.19	275.30	307.98
61	169.37	244.36	282.53	316.27
62	171.97	248.41	287.26	321.57
63	176.21	254.77	294.78	330.15
64	180.64	261.52	302.68	339.21
65	186.04	269.23	311.64	353.74
66	190.67	276.36	333.60	387.54
67	200.21	287.70	361.20	421.35
68	216.21	310.70	388.79	455.16
69	232.21	333.70	416.39	488.97
70	248.21	356.70	443.98	522.77
71	283.25	413.02	510.74	601.28
72	318.29	469.34	577.50	679.78
73	353.32	525.66	644.26	758.29
74	388.36	581.99	711.02	836.79
75	423.40	638.31	777.77	915.30
76	474.21	714.91	860.18	1025.13
77	525.02	791.50	942.59	1134.97
78	575.82	868.10	1025.00	1244.80
79	626.63	944.70	1107.40	1354.64
80	677.44	1021.30	1189.81	1464.47

LTC3 - Rates after proposed increase

Issue Age	Benefit Period			
	2	4	6	10
18-40	126.59	178.48	204.53	227.14
41	127.59	180.03	206.41	229.24
42	128.70	181.80	208.40	231.58
43	129.92	183.57	210.62	234.01
44	131.25	185.56	212.95	236.67
45	132.69	187.78	215.50	239.67
46	134.24	190.12	218.27	242.77
47	136.02	192.77	221.38	246.20
48	137.79	195.55	224.60	249.98
49	139.78	198.54	228.14	253.97
50	145.06	206.43	237.41	264.43
51	150.34	214.33	246.68	274.90
52	155.62	222.21	255.93	285.36
53	160.90	230.12	265.20	295.83
54	166.18	238.00	274.47	306.29
55	169.38	242.77	280.01	312.60
56	172.71	247.87	285.89	319.37
57	177.26	254.75	293.99	328.57
58	181.14	260.61	300.97	336.44
59	185.35	266.94	308.40	344.86
60	190.00	273.92	316.60	354.18
61	194.78	281.01	324.91	363.71
62	197.77	285.67	330.35	369.81
63	202.64	292.99	339.00	379.67
64	207.74	300.75	348.08	390.09
65	213.95	309.61	358.39	406.80
66	219.27	317.81	383.64	445.67
67	230.24	330.86	415.38	484.55
68	248.64	357.31	447.11	523.43
69	267.04	383.76	478.85	562.32
70	285.44	410.21	510.58	601.19
71	325.74	474.97	587.35	691.47
72	366.03	539.74	664.13	781.75
73	406.32	604.51	740.90	872.03
74	446.61	669.29	817.67	962.31
75	486.91	734.06	894.44	1052.60
76	545.34	822.15	989.21	1178.90
77	603.77	910.23	1083.98	1305.22
78	662.19	998.32	1178.75	1431.52
79	720.62	1086.41	1273.51	1557.84
80	779.06	1174.50	1368.28	1684.14

Rate increase (%)

Issue Age	Benefit Period			
	2	4	6	10
18-40	15%	15%	15%	15%
41	15%	15%	15%	15%
42	15%	15%	15%	15%
43	15%	15%	15%	15%
44	15%	15%	15%	15%
45	15%	15%	15%	15%
46	15%	15%	15%	15%
47	15%	15%	15%	15%
48	15%	15%	15%	15%
49	15%	15%	15%	15%
50	15%	15%	15%	15%
51	15%	15%	15%	15%
52	15%	15%	15%	15%
53	15%	15%	15%	15%
54	15%	15%	15%	15%
55	15%	15%	15%	15%
56	15%	15%	15%	15%
57	15%	15%	15%	15%
58	15%	15%	15%	15%
59	15%	15%	15%	15%
60	15%	15%	15%	15%
61	15%	15%	15%	15%
62	15%	15%	15%	15%
63	15%	15%	15%	15%
64	15%	15%	15%	15%
65	15%	15%	15%	15%
66	15%	15%	15%	15%
67	15%	15%	15%	15%
68	15%	15%	15%	15%
69	15%	15%	15%	15%
70	15%	15%	15%	15%
71	15%	15%	15%	15%
72	15%	15%	15%	15%
73	15%	15%	15%	15%
74	15%	15%	15%	15%
75	15%	15%	15%	15%
76	15%	15%	15%	15%
77	15%	15%	15%	15%
78	15%	15%	15%	15%
79	15%	15%	15%	15%
80	15%	15%	15%	15%

Adjustment Factors

Marital Discount:	20% off base rate if both purchase
Preferred Discount	20% off base rate
Maximum Discount	25% off base rate

Non Forfeiture Factors:

Issue Age	Factor
18-60	0.240
61	0.238
62	0.236
63	0.234
64	0.232
65	0.230
66	0.226
67	0.222
68	0.218
69	0.214
70	0.210
71	0.204
72	0.198
73	0.192
74	0.186
75	0.180
76	0.173
77	0.166
78	0.159
79	0.152
80	0.145

Modal Factors Applied to Annual Premiums:

Semi-Annual	0.520
Quarterly	0.265
Monthly	0.086

**Auto-Owners Life Insurance Company Long Term Care**

Current and Proposed Rates

Rates shown are for a 90-day EP, single, Standard policyholder, and are per \$10 daily benefit

Coverage Level: 100% NHF, 100% HHC

Inflation Option: 3% Compound

LTC3 - Current Rates

Issue Age	Benefit Period			
	2	4	6	10
18-40	59.45	85.49	104.73	126.13
41	59.67	85.75	105.05	126.58
42	61.02	86.02	105.37	127.04
43	62.27	86.28	105.69	127.50
44	63.72	86.54	106.02	127.96
45	65.26	88.01	106.34	128.42
46	66.80	90.42	107.53	128.89
47	68.54	92.92	108.72	129.37
48	70.27	95.53	109.91	129.84
49	72.20	98.32	111.11	130.32
50	75.77	103.58	117.16	130.79
51	79.33	108.85	123.27	135.20
52	82.90	114.11	129.38	142.03
53	86.46	119.38	135.49	148.85
54	90.03	124.64	141.60	155.68
55	93.02	129.07	146.62	161.27
56	96.11	133.60	151.92	167.15
57	99.87	139.19	158.38	174.38
58	103.43	144.40	164.45	181.22
59	107.09	149.89	170.91	188.45
60	111.34	156.06	177.94	197.53
61	115.48	162.23	185.17	210.99
62	118.95	167.25	195.46	224.45
63	123.39	173.80	209.31	237.91
64	127.92	180.64	223.16	251.38
65	133.41	188.55	237.00	264.84
66	141.20	207.15	261.02	295.41
67	154.61	227.08	285.04	325.99
68	168.02	247.02	309.06	356.56
69	181.44	266.96	333.08	387.14
70	194.85	286.89	357.10	417.71
71	211.08	311.71	385.84	455.78
72	227.32	336.53	414.58	493.85
73	243.55	361.35	443.31	531.93
74	259.79	386.16	472.05	570.00
75	276.02	410.98	500.79	608.07
76	309.15	460.30	553.84	681.04
77	342.27	509.62	606.90	754.01
78	375.39	558.93	659.96	826.97
79	408.52	608.25	713.02	899.94
80	441.64	657.57	766.08	972.91

LTC3 - Rates after proposed increase

Issue Age	Benefit Period			
	2	4	6	10
18-40	68.37	98.31	120.44	145.05
41	68.62	98.61	120.81	145.57
42	70.17	98.92	121.18	146.10
43	71.61	99.22	121.54	146.63
44	73.28	99.52	121.92	147.15
45	75.05	101.21	122.29	147.68
46	76.82	103.98	123.66	148.22
47	78.82	106.86	125.03	148.78
48	80.81	109.86	126.40	149.32
49	83.03	113.07	127.78	149.87
50	87.14	119.12	134.73	150.41
51	91.23	125.18	141.76	155.48
52	95.34	131.23	148.79	163.33
53	99.43	137.29	155.81	171.18
54	103.53	143.34	162.84	179.03
55	106.97	148.43	168.61	185.46
56	110.53	153.64	174.71	192.22
57	114.85	160.07	182.14	200.54
58	118.94	166.06	189.12	208.40
59	123.15	172.37	196.55	216.72
60	128.04	179.47	204.63	227.16
61	132.80	186.56	212.95	242.64
62	136.79	192.34	224.78	258.12
63	141.90	199.87	240.71	273.60
64	147.11	207.74	256.63	289.09
65	153.42	216.83	272.55	304.57
66	162.38	238.22	300.17	339.72
67	177.80	261.14	327.80	374.89
68	193.22	284.07	355.42	410.04
69	208.66	307.00	383.04	445.21
70	224.08	329.92	410.67	480.37
71	242.74	358.47	443.72	524.15
72	261.42	387.01	476.77	567.93
73	280.08	415.55	509.81	611.72
74	298.76	444.08	542.86	655.50
75	317.42	472.63	575.91	699.28
76	355.52	529.35	636.92	783.20
77	393.61	586.06	697.94	867.11
78	431.70	642.77	758.95	951.02
79	469.80	699.49	819.97	1034.93
80	507.89	756.21	880.99	1118.85

Rate increase (%)

Issue Age	Benefit Period			
	2	4	6	10
18-40	15%	15%	15%	15%
41	15%	15%	15%	15%
42	15%	15%	15%	15%
43	15%	15%	15%	15%
44	15%	15%	15%	15%
45	15%	15%	15%	15%
46	15%	15%	15%	15%
47	15%	15%	15%	15%
48	15%	15%	15%	15%
49	15%	15%	15%	15%
50	15%	15%	15%	15%
51	15%	15%	15%	15%
52	15%	15%	15%	15%
53	15%	15%	15%	15%
54	15%	15%	15%	15%
55	15%	15%	15%	15%
56	15%	15%	15%	15%
57	15%	15%	15%	15%
58	15%	15%	15%	15%
59	15%	15%	15%	15%
60	15%	15%	15%	15%
61	15%	15%	15%	15%
62	15%	15%	15%	15%
63	15%	15%	15%	15%
64	15%	15%	15%	15%
65	15%	15%	15%	15%
66	15%	15%	15%	15%
67	15%	15%	15%	15%
68	15%	15%	15%	15%
69	15%	15%	15%	15%
70	15%	15%	15%	15%
71	15%	15%	15%	15%
72	15%	15%	15%	15%
73	15%	15%	15%	15%
74	15%	15%	15%	15%
75	15%	15%	15%	15%
76	15%	15%	15%	15%
77	15%	15%	15%	15%
78	15%	15%	15%	15%
79	15%	15%	15%	15%
80	15%	15%	15%	15%

Adjustment Factors

Marital Discount:	20% off base rate if both purchase
Preferred Discount	20% off base rate
Maximum Discount	25% off base rate

Non Forfeiture Factors:

Issue Age	Factor
18-60	0.240
61	0.238
62	0.236
63	0.234
64	0.232
65	0.230
66	0.226
67	0.222
68	0.218
69	0.214
70	0.210
71	0.204
72	0.198
73	0.192
74	0.186
75	0.180
76	0.173
77	0.166
78	0.159
79	0.152
80	0.145

Modal Factors Applied to Annual Premiums:

Semi-Annual	0.520
Quarterly	0.265
Monthly	0.086

**Auto-Owners Life Insurance Company Long Term Care**

Current and Proposed Rates

Rates shown are for a 90-day EP, single, Standard policyholder, and are per \$10 daily benefit

Coverage Level: 100% NHF, 100% HHC

Inflation Option: None

LTC3 - Current Rates

Issue Age	Benefit Period			
	2	4	6	10
18-40	36.33	53.56	62.38	73.92
41	38.27	54.36	63.32	75.03
42	39.92	55.17	64.26	76.15
43	40.41	56.53	65.84	78.03
44	40.90	57.42	67.42	79.90
45	41.38	58.06	69.01	81.77
46	41.89	58.46	70.58	83.57
47	42.40	58.86	71.56	84.11
48	42.91	59.26	71.94	84.65
49	43.42	59.65	72.33	85.19
50	43.92	60.05	72.72	85.73
51	44.87	61.73	74.33	87.54
52	45.82	63.42	75.95	89.36
53	46.77	65.10	77.56	91.17
54	47.72	66.79	79.18	92.98
55	49.74	68.47	80.79	94.79
56	52.15	72.20	85.36	100.32
57	54.85	75.93	89.92	105.85
58	57.55	79.66	94.48	111.38
59	60.54	83.39	99.04	116.92
60	63.91	87.11	103.60	122.45
61	67.98	94.94	113.95	134.93
62	74.27	102.76	124.30	147.40
63	80.56	110.58	134.66	159.88
64	86.85	118.41	145.01	172.36
65	93.13	126.23	155.36	184.84
66	105.04	143.59	176.92	211.06
67	116.95	160.96	198.49	237.29
68	128.86	178.32	220.05	263.52
69	140.76	195.68	241.61	289.75
70	152.67	213.05	263.17	315.97
71	166.96	235.92	289.63	347.34
72	181.26	258.79	316.09	378.71
73	195.56	281.67	342.54	410.07
74	209.85	304.54	369.00	441.44
75	224.15	327.42	395.45	472.81
76	257.77	376.53	448.15	543.73
77	291.39	425.64	500.84	614.65
78	325.01	474.75	553.54	685.57
79	358.64	523.87	606.23	756.49
80	392.26	572.98	658.93	827.41

LTC3 - Rates after proposed increase

Issue Age	Benefit Period			
	2	4	6	10
18-40	41.78	61.59	71.74	85.01
41	44.01	62.51	72.82	86.28
42	45.91	63.45	73.90	87.57
43	46.47	65.01	75.72	89.73
44	47.04	66.03	77.53	91.89
45	47.59	66.77	79.36	94.04
46	48.17	67.23	81.17	96.11
47	48.76	67.69	82.29	96.73
48	49.35	68.15	82.73	97.35
49	49.93	68.60	83.18	97.97
50	50.51	69.06	83.63	98.59
51	51.60	70.99	85.48	100.67
52	52.69	72.93	87.34	102.76
53	53.79	74.87	89.19	104.85
54	54.88	76.81	91.06	106.93
55	57.20	78.74	92.91	109.01
56	59.97	83.03	98.16	115.37
57	63.08	87.32	103.41	121.73
58	66.18	91.61	108.65	128.09
59	69.62	95.90	113.90	134.46
60	73.50	100.18	119.14	140.82
61	78.18	109.18	131.04	155.17
62	85.41	118.17	142.95	169.51
63	92.64	127.17	154.86	183.86
64	99.88	136.17	166.76	198.21
65	107.10	145.16	178.66	212.57
66	120.80	165.13	203.46	242.72
67	134.49	185.10	228.26	272.88
68	148.19	205.07	253.06	303.05
69	161.87	225.03	277.85	333.21
70	175.57	245.01	302.65	363.37
71	192.00	271.31	333.07	399.44
72	208.45	297.61	363.50	435.52
73	224.89	323.92	393.92	471.58
74	241.33	350.22	424.35	507.66
75	257.77	376.53	454.77	543.73
76	296.44	433.01	515.37	625.29
77	335.10	489.49	575.97	706.85
78	373.76	545.96	636.57	788.41
79	412.44	602.45	697.16	869.96
80	451.10	658.93	757.77	951.52

Rate increase (%)

Issue Age	Benefit Period			
	2	4	6	10
18-40	15%	15%	15%	15%
41	15%	15%	15%	15%
42	15%	15%	15%	15%
43	15%	15%	15%	15%
44	15%	15%	15%	15%
45	15%	15%	15%	15%
46	15%	15%	15%	15%
47	15%	15%	15%	15%
48	15%	15%	15%	15%
49	15%	15%	15%	15%
50	15%	15%	15%	15%
51	15%	15%	15%	15%
52	15%	15%	15%	15%
53	15%	15%	15%	15%
54	15%	15%	15%	15%
55	15%	15%	15%	15%
56	15%	15%	15%	15%
57	15%	15%	15%	15%
58	15%	15%	15%	15%
59	15%	15%	15%	15%
60	15%	15%	15%	15%
61	15%	15%	15%	15%
62	15%	15%	15%	15%
63	15%	15%	15%	15%
64	15%	15%	15%	15%
65	15%	15%	15%	15%
66	15%	15%	15%	15%
67	15%	15%	15%	15%
68	15%	15%	15%	15%
69	15%	15%	15%	15%
70	15%	15%	15%	15%
71	15%	15%	15%	15%
72	15%	15%	15%	15%
73	15%	15%	15%	15%
74	15%	15%	15%	15%
75	15%	15%	15%	15%
76	15%	15%	15%	15%
77	15%	15%	15%	15%
78	15%	15%	15%	15%
79	15%	15%	15%	15%
80	15%	15%	15%	15%

Adjustment Factors

Marital Discount:	20% off base rate if both purchase
Preferred Discount	20% off base rate
Maximum Discount	25% off base rate

Non Forfeiture Factors:

Issue Age	Factor
18-60	0.240
61	0.238
62	0.236
63	0.234
64	0.232
65	0.230
66	0.226
67	0.222
68	0.218
69	0.214
70	0.210
71	0.204
72	0.198
73	0.192
74	0.186
75	0.180
76	0.173
77	0.166
78	0.159
79	0.152
80	0.145

Modal Factors Applied to Annual Premiums:

Semi-Annual	0.520
Quarterly	0.265
Monthly	0.086

SERFF Tracking #:

AOIC-133426747

State Tracking #:

AOIC-133426747

Company Tracking #:

LTC-VA-02-06/30/2023-01

State:

Virginia

Filing Company:

Auto-Owners Life Insurance Company

TOI/Sub-TOI:

LTC03I Individual Long Term Care/LTC03I.001 Qualified

Product Name:

Long-Term Care Product

Project Name/Number:

Rate Increase Filing/LTC-VA-02-06/30/2023-02

## Supporting Document Schedules

<b>Bypassed - Item:</b>	Certification of Compliance/Readability
<b>Bypass Reason:</b>	Included as part of our previously submitted AOIC-132726214 filing.
<b>Attachment(s):</b>	
<b>Item Status:</b>	Received & Acknowledged
<b>Status Date:</b>	11/01/2023

<b>Satisfied - Item:</b>	Product Checklist
<b>Comments:</b>	
<b>Attachment(s):</b>	Long-Term-Care-Rate-Revision-Checklist.pdf
<b>Item Status:</b>	Received & Acknowledged
<b>Status Date:</b>	11/01/2023

<b>Satisfied - Item:</b>	L&H Actuarial Memorandum
<b>Comments:</b>	
<b>Attachment(s):</b>	VA LTC3 Memorandum v2 signed.pdf
<b>Item Status:</b>	Received & Acknowledged
<b>Status Date:</b>	11/01/2023

<b>Satisfied - Item:</b>	Long Term Care Insurance Rate Request Summary
<b>Comments:</b>	
<b>Attachment(s):</b>	lcratereq_sum.pdf Increase Narrative.pdf
<b>Item Status:</b>	Received & Acknowledged
<b>Status Date:</b>	11/01/2023

<b>Satisfied - Item:</b>	Exhibit 1 - Loss Ratio Exhibit
<b>Comments:</b>	
<b>Attachment(s):</b>	Exhibit 1 - Loss Ratio Exhibit - VA Rate Level.pdf Exhibit 1 - Loss Ratio Exhibit - VA Rate Level.xlsx Exhibit 1 - Loss Ratio Exhibit.pdf Exhibit 1 - Loss Ratio Exhibit.xlsx Loss Ratio Projections Exhibit.pdf Loss Ratio Projections Exhibit.xlsx
<b>Item Status:</b>	Received & Acknowledged
<b>Status Date:</b>	11/01/2023



**SERFF Tracking #:**

AOIC-133426747

**State Tracking #:**

AOIC-133426747

**Company Tracking #:**

LTC-VA-02-06/30/2023-01

**State:**

Virginia

**Filing Company:**

Auto-Owners Life Insurance Company

**TOI/Sub-TOI:**

LTC03I Individual Long Term Care/LTC03I.001 Qualified

**Product Name:**

Long-Term Care Product

**Project Name/Number:**

Rate Increase Filing/LTC-VA-02-06/30/2023-02

<b>Satisfied - Item:</b>	Additional Supporting Documents
<b>Comments:</b>	
<b>Attachment(s):</b>	Policy Distribution Exhibit.pdf LTC Assumptions.xlsx All Cause Lapse Exhibit.xlsx All Cause Lapse Exhibit.pdf Requirement 14VAC5-200-154 B 3.pdf Requirement 14VAC5-200-154 B 3.xlsx LTC3 Experience Form YE 2021.pdf LTC3 Experience Form YE 2021.xlsx Incidence Exhibit.pdf Incidence Exhibit.xlsx Simplified TX Approach v2 YE 2021.xlsx LTC3 RATE HISTORY BY STATE - 20230602.pdf Assumption Attribution of Indicated Change YE 2021.pdf Simplified MN Approach v2 YE 2021.xlsx
<b>Item Status:</b>	Received & Acknowledged
<b>Status Date:</b>	11/01/2023

State:

Virginia

Filing Company:

Auto-Owners Life Insurance Company

TOI/Sub-TOI:

LTC03I Individual Long Term Care/LTC03I.001 Qualified

Product Name:

Long-Term Care Product

Project Name/Number:

Rate Increase Filing/LTC-VA-02-06/30/2023-02

***Attachment Exhibit 1 - Loss Ratio Exhibit - VA Rate Level.xlsx is not a PDF document and cannot be reproduced here.***

***Attachment Exhibit 1 - Loss Ratio Exhibit.xlsx is not a PDF document and cannot be reproduced here.***

***Attachment Loss Ratio Projections Exhibit.xlsx is not a PDF document and cannot be reproduced here.***

***Attachment LTC Assumptions.xlsx is not a PDF document and cannot be reproduced here.***

***Attachment All Cause Lapse Exhibit.xlsx is not a PDF document and cannot be reproduced here.***

***Attachment Requirement 14VAC5-200-154 B 3.xlsx is not a PDF document and cannot be reproduced here.***

***Attachment LTC3 Experience Form YE 2021.xlsx is not a PDF document and cannot be reproduced here.***

***Attachment Incidence Exhibit.xlsx is not a PDF document and cannot be reproduced here.***

***Attachment Simplified TX Approach v2 YE 2021.xlsx is not a PDF document and cannot be reproduced here.***

***Attachment Simplified MN Approach v2 YE 2021.xlsx is not a PDF document and cannot be reproduced here.***

Review Requirements Checklist  
FOR REVISION TO LONG-TERM CARE INSURANCE (LTCI) RATES

**NOTE: This document is intended to assist carriers in preparing LTCI rate increase filings for review and approval by the Bureau of Insurance. It provides guidance based on current Virginia laws and regulations. It should be noted, however, that this checklist should not be used exclusive of other important resources, including, but not limited to, any and 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	REFERENCES	COMMENTS	FILER'S NOTES
Source of Filing	14 VAC 5-101-40	Filings shall be submitted in SERFF. Third-party filing authorization must be included.	Acknowledged
	14VAC5-101-50 C 1	Filing description must include the type of insurance form, including a description of the form and the market for which the form is intended; and intentions to concentrate on a specialized market should be noted.	Acknowledged
	14VAC5-101-50 C 2	Filing description must include the form number of each form that is being filed.	Acknowledged
General Information Filing Description	14VAC5-101-50 C 3	Filing description must state whether submitted form is new, or if replacing, revising, or modifying a previously approved form, the exact changes that are intended.	Acknowledged
	14VAC5-101-50 C 4	Filing description must identify any change in benefits and indicate whether the change affects premium rates for the form.	Acknowledged
	14VAC5-101-50 C 5	Filing description must state if approval of a form submitted has been withdrawn by another regulatory body and the reasons for such a withdrawal.	Acknowledged

Review Requirements Checklist  
FOR REVISION TO LONG-TERM CARE INSURANCE (LTCI) RATES

REVIEW REQUIREMENTS	REFERENCES	COMMENTS	FILER'S NOTES
	14VAC5-101-50 F	Any form filed that is to be used with a previously approved form, including an application, shall identify the form number, approval date, and SERFF or state tracking number in the new filing.	Acknowledged
	14VAC5-101-50 G	Any amendment, endorsement, or rider that intends to revise a previously approved form shall be accompanied by the previously approved form filed as supporting documentation.	Acknowledged
Form Number	14VAC5-101-60 1	Form Number must appear in the lower left-hand corner of the first page of the form. It shall consist of numbers, letters, or a combination of both. The form number shall distinguish the form from all other forms used by the company.	Acknowledged
Company Name and Address	14VAC5-101-60 2	Full and proper name (including "Inc.") must appear prominently on first page or cover sheet of all forms. Home office address must be included on first page of any policy, application, or enrollment form.	Acknowledged
Marketing Name or Logo	14VAC5-101-60 3	A marketing name or logo also may be used on the form, provided that the marketing name or logo does not mislead as to the identity of the company.	Acknowledged
	14VAC5-101-60 4	The cover page of a policy also shall include the address of an office that will administer the policy if different from the home office, a company telephone number, and company website address.	Acknowledged
Final Form	14VAC5-101-60 5	Form must be submitted in "final form" and in "John Doe fashion" to indicate its intended use.	Acknowledged
Electronic Version	14VAC5-101-60 6	Each form that is to be used in an electronic version shall be filed in a format that matches the electronic version exactly.	Acknowledged
Readability	14VAC5-101-70 A	Each form submitted for review or approval shall be written in simplified language, logically and clearly arranged, and printed in a legible format.	Acknowledged

Review Requirements Checklist  
FOR REVISION TO LONG-TERM CARE INSURANCE (LTCI) RATES

REVIEW REQUIREMENTS	REFERENCES	COMMENTS	FILER'S NOTES
	14VAC5-101-70 C	Defined words and terms shall be placed in a separate definition section that is clearly identified, unless only used in one section.	Acknowledged
Type Size	14VAC5-101-70 E	Any form submitted for review or approval shall be printed in at least 10-point type size.	Acknowledged
	14VAC5-101-70 F	Any policy shall achieve a minimum Flesch reading ease score of 50 or an equivalent score using another comparable test, unless otherwise specified by statute, or an exception requested pursuant to 14 VAC 5-101-70 G.	Acknowledged
Variability	14VAC5-101-80	<p>A. Use of variable bracketed information shall be limited. All variable information shall be clear, easily understood and fully explain each use of the variable language.</p> <p>B. Administrative information, such as officer names, titles and signatures, contact information, or company logo may be presented as variable bracketed text.</p> <p>C. Different types of benefits may be variable only for inclusion or exclusion within the form. The use of brackets within brackets is not permitted, except when variability is necessary to identify a period of time or other numeric value.</p> <p>D. Each instance of variable text shall appear in brackets on a form and shall be separately and completely explained in detail in a Statement of Variability document. Each explanation of variability shall appear in the same order that it appears on the form.</p> <p>E. Requests for revisions to a Statement of Variability contained in a previously approved filing shall be accomplished by notification in the original filing.</p>	Acknowledged

Review Requirements Checklist  
FOR REVISION TO LONG-TERM CARE INSURANCE (LTCI) RATES

REVIEW REQUIREMENTS	REFERENCE	COMMENTS	FILER'S NOTES
Filing a Rate Revision	14 VAC 5-130-70 A	(i) New rate sheet;	Rate/Rule "LTC3 Rate Pages.pdf"
		(ii) All information required by SERFF.	Acknowledged
	14 VAC 5-130-70 B	Actuarial Memorandum	"VA LTC3 Memorandum.pdf"
	14VAC5-130-70 B 1	A description of the type of policy, including benefits, renewability, issue age limits, and if applicable, whether the policy includes grandfathered, non-grandfathered plans, or both.	Memo Page 1
	14VAC5-130-70 B 2	The scope and reason for the premium or rate revision.	Memo Page 1
	14VAC5-130-70 B 3	A comparison of the revised premiums with the current premium scale, including all percentage rate changes and any rating factor changes.	Rate/Rule "LTC3 Rate Pages.pdf"
	14VAC5-130-70 B 4	A statement of whether the revision applies only to new business, only to in-force business, or to both.	Memo Page 3
	14VAC5-130-70 B 5	The estimated average annual premium per policy and per member, before and after the proposed rate revision. If different changes by rating classification are requested, the filing also must include: (i) Range of changes; and (ii) Average overall change, including a detailed explanation of how the change was determined.	Included in Memo
	14VAC5-130-70 B 6	<i>The following is applicable to all coverage with the exception of coverage issued in the small group market:</i> (i) Projections for future experience, and Virginia and national historical experience of earned premiums, paid claims, incurred claims and loss from inception through most recent quarter. Virginia and national experience should be shown separately. Missing experience should be estimated with all estimation assumptions and methodologies provided in detail; (ii) A statement of the basis for determining the rate revision (Virginia, national, or blended); and	Projections in Loss Ratio Exhibit

Review Requirements Checklist  
FOR REVISION TO LONG-TERM CARE INSURANCE (LTCI) RATES

REVIEW REQUIREMENTS	REFERENCE	COMMENTS	FILER'S NOTES
		(iii) If blended, provide the credibility factor assigned to the national experience.	National Basis
	14VAC5-130-70 B 7	Details and dates of all past rate revisions, including annual rate revisions members will experience resulting from this filing. If a company only revises rates annually, the rate revision must be identical to the current submission. If a company has had more frequent rate revisions, the annual revision must reflect the compounding impact of all revisions for the past 12 months.	No previous rate revisions
	14VAC5-130-70 B 8	A description of how revised rates were determined, including the general description and source of each assumption of Form 130-A. For claims, provide historical and projected claims by major service category for both cost and utilization on Form 130-B.	Memo Page 3
	14VAC5-130-70 B 9	If the rate revision applies to new business, provide the anticipated loss ratio and a description of how it was calculated.	Closed Block
	14VAC5-130-70 B 10	If the rate revision applies to in-force business provide: (a) The anticipated loss ratio and a description of how it was calculated; and (b) The estimated cumulative loss ratio, historical and anticipated, and a description of how it was calculated.	Loss Ratio Exhibit
	14VAC5-130-70 B 11	The loss ratio that was originally anticipated for the policy.	Memo Page 15
	14VAC5-130-70 B 12	If 9, 10a, or 10b is less than 11, supporting documentation for the use of such premiums or rates.	Acknowledged
	14VAC5-130-70 B 13	The current number of Virginia and national members to which the revision applies for the most recent month for which such data is available, and either premiums in force, premiums earned, or premiums collected for such	Memo Page 12

Review Requirements Checklist  
FOR REVISION TO LONG-TERM CARE INSURANCE (LTCI) RATES

REVIEW REQUIREMENTS	REFERENCE	COMMENTS	FILER'S NOTES
		members in the year immediately prior to the filing of the rate revision.	
	14VAC5-130-70 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 applicable laws and regulations of this Commonwealth and the premiums are reasonable in relation to the benefits provided.	Memo Page 19
Policyholder Letter Review	14VAC5-200-75 A	Other than policies for which no applicable premium rate or rate schedule increases can be made, insurers shall provide all of the information listed in this subsection to the applicant at the time of application or enrollment, unless the method of application does not allow for delivery at that time. In such a case, an insurer shall provide all the information listed in this section to the applicant no later than at the time of delivery of the policy or certificate.	Acknowledged
	14VAC5-200-75 A 1	A statement that the policy may be subject to rate increases in the future;	"Long Term Care Potential Rate Increase Disclosure 62077.pdf"
	14VAC5-200-75 A 2	An explanation of potential future premium rate revisions, and the policyholder's or certificateholder's option in the event of a premium rate revision;	"Long Term Care Potential Rate Increase Disclosure 62077.pdf"
	14VAC5-200-75 A 3	The premium rate or rate schedules applicable to the applicant that will be in effect until a request is made for an increase;	"Rate Increase Letter - 2-1-21v.pdf"
	14VAC5-200-75 A 4	A general explanation for applying premium rate or rate schedule adjustments that shall include: a. A description of when premium rate or rate schedule adjustments will be effective (e.g., next anniversary date, next billing date, etc.); and b. The right to a revised premium rate or rate schedule as provided in subdivision 2 of this subsection if the premium rate or rate schedule is changed;	"Rate Increase Letter - 2-1-21v.pdf"



Review Requirements Checklist  
FOR REVISION TO LONG-TERM CARE INSURANCE (LTCI) RATES

REVIEW REQUIREMENTS	REFERENCE	COMMENTS	FILER'S NOTES
	14VAC5-200-75 D	An insurer shall provide notice of an upcoming premium rate schedule increase to all policyholders or certificate holders, if applicable, at least 75 days prior to the implementation of the premium rate schedule increase by the insurer. Such notice shall be filed with the commission at the time the premium rate increase is filed. The notice shall include at least the following information:	"Rate Increase Letter - 2-1-21v.pdf" and "62510 (11-20) - VA.pdf"
	14VAC5-200-75 D 1	All applicable information identified in subsection A of this section when the rate increase is implemented;	Acknowledged
Policyholder Options	14VAC5-200-75 D 2	A clear explanation of options available to the policyholder as alternatives to paying the increased premium amount, including: a. An offer to reduce policy benefits provided by the current coverage consistent with the requirements of 14VAC5-200-183; b. A disclosure stating that all options available to the policyholder may not be of equal value; c. In the case of a partnership policy, a disclosure that some benefit reduction options may result in a loss in partnership status that may reduce policyholder protections; and d. Contact information that will allow the policyholder to contact the insurer for additional options available;	"62508 (11-20).pdf"
	14VAC5-200-75 D 3	A clear identification of the driving factors of the premium rate increase; and	"62510 (11-20) - VA.pdf"
	14VAC5-200-75 D 4	A statement substantially similar to the following: The rate increase request was reviewed by the commission and was found to be compliant with applicable Virginia laws and regulations addressing long-term care insurance. All premium rate filings are available	"62510 (11-20) - VA.pdf"

Review Requirements Checklist  
FOR REVISION TO LONG-TERM CARE INSURANCE (LTCI) RATES

REVIEW REQUIREMENTS	REFERENCE	COMMENTS	FILER'S NOTES
		for public inspection and may be accessed online through the Virginia Bureau of Insurance's webpage at <a href="http://www.scc.virginia.gov/BOI">www.scc.virginia.gov/BOI</a> .	
Pre-Rate Stability	14VAC5-200-150 A	This section applies to any premium rate increase filed with the commission on or after September 1, 2015, for any long-term care insurance policy issued in this Commonwealth before October 1, 2003.	No applicable policies
Reasonableness of Benefits	14VAC5-200-150 B	Benefits under individual long-term care insurance policies shall be deemed reasonable in relation to premiums provided the expected loss ratio is the greater of 60% or the lifetime loss ratio used in the original pricing applied to the current rate schedule plus: (i) 80% applied to any premium rate increase for individual policy forms or, (ii) 75% applied to any premium rate increase on group policy forms.	Acknowledged
		In evaluating the expected loss ratio, due consideration shall be given to all relevant factors, including:	Acknowledged
	14VAC5-200-150 B 1	Statistical credibility of incurred claims experience and earned premiums.	Acknowledged
	14VAC5-200-150 B 2	The period for which rates are computed to provide coverage.	Acknowledged
	14VAC5-200-150 B 3	Experienced and projected trends;	Acknowledged
	14VAC5-200-150 B 4	Concentration of experience within early policy duration;	Acknowledged
	14VAC5-200-150 B 5	Expected claim fluctuation;	Acknowledged
	14VAC5-200-150 B 6	Experience refunds, adjustments or dividends.	Acknowledged
	14VAC5-200-150 B 7	Renewability features;	Acknowledged
	14VAC5-200-150 B 8	All appropriate expense factors;	Acknowledged
	14VAC5-200-150 B 9	Interest;	Acknowledged
	14VAC5-200-150 B 10	Experimental nature of the coverage;	Acknowledged
	14VAC5-200-150 B 11	Policy reserves;	Acknowledged

Revision to Long-Term Care Insurance (LTCI) Rates Checklist  
Virginia 1<sup>st</sup> Edition July 2001  
Updated: October 2020

Review Requirements Checklist  
FOR REVISION TO LONG-TERM CARE INSURANCE (LTCI) RATES

REVIEW REQUIREMENTS	REFERENCE	COMMENTS	FILER'S NOTES
	14VAC5-200-150 B 12	Mix of business by risk classification; and	Acknowledged
	14VAC5-200-150 B 13	Product features such a long elimination periods, high deductibles and high maximum limits.	Acknowledged
		Demonstrations of loss ratios shall be made in compliance with the Rules Governing the Filing of Rates for Individual and Certain Group Accident and Sickness Insurance Policy Forms, Chapter 130 (14 VAC 5-130) of this title. All present and accumulated values used to determine rate increases, including the lifetime loss ratio used in the original pricing, shall use the maximum valuation interest rate for contract reserves as specified in § 38.2-1371 of the Code of Virginia.	Acknowledged
	14VAC5-200-150 C	Any insurer may request a series of scheduled rate increases that are actuarially equivalent to a single amount requested over the lifetime of the policy. The entire series mat be approved at one time as part of the current rate increase filing.	Acknowledged
	14VAC5-200-150 D	As a condition of approval of a rate increase for a block of business for which the contingent benefit upon lapse is not otherwise required, a contingent benefit upon lapse provision will be required in accordance with 14VAC5-200-185 D. If the rate increase is approved in a series of scheduled rate increases and the sum of all scheduled rate increases will trigger the offering of a contingent benefit upon lapse, the insurer shall be required to include contingent benefit upon lapse at the time of each scheduled increase.	Acknowledged
	14VAC5-200-150 E	All submissions shall include information required by 14VAC5-200-75.	Acknowledged
Long-Term Care Insurance Funded by Life Insurance	14VAC5-200-150 F	A life insurance policy that funds long-term care benefits entirely by accelerating the death benefit is considered to provide reasonable benefits in relation to	Acknowledged

Review Requirements Checklist  
FOR REVISION TO LONG-TERM CARE INSURANCE (LTCI) RATES

REVIEW REQUIREMENTS	REFERENCE	COMMENTS	FILER'S NOTES
		premiums paid, if the policy complies with all the following provisions:	Acknowledged
	14VAC5-200-150 F 1	The interest credited internally to determine cash value accumulations, including long term care, if any, are guaranteed not to be less than the minimum guaranteed interest rate for cash value accumulations without long-term care set forth in the policy;	Acknowledged
	14VAC5-200-150 F 2	The portion of the policy that provides life insurance benefits meets the nonforfeiture requirements of Chapter 32 (§ 38.2-3200 et seq.) of Title 38.2 of the Code of Virginia;	Acknowledged
	14VAC5-200-150 F 3	If an application for a long-term care insurance contract or certificate is approved, the issuer shall deliver the contract or certificate of insurance to the applicant no later than 30 days after the date of approval;	Acknowledged
	14VAC5-200-150 F 4	At the time of policy delivery, a policy summary shall be delivered for an individual life insurance policy that provides long-term care benefits within the policy or by rider. In the case of direct response solicitations, the insurer shall deliver the policy summary upon the applicant's request, but regardless of request shall make delivery no later than at the time of policy delivery. In addition to complying with all applicable requirements, the summary shall also include:	Acknowledged
		a. An explanation of how the long-term care benefit interacts with other components of the policy, including deductions from death benefits;	Acknowledged
		b. An illustration of the amount of benefits, the length of benefit, and the guaranteed lifetime benefits, if any, for each covered person;	Acknowledged
		c. Any exclusions, reductions and limitations on benefits of long-term care;	Acknowledged

Revision to Long-Term Care Insurance (LTCI) Rates Checklist  
Virginia 1<sup>st</sup> Edition July 2001  
Updated: October 2020

Review Requirements Checklist  
FOR REVISION TO LONG-TERM CARE INSURANCE (LTCI) RATES

REVIEW REQUIREMENTS	REFERENCE	COMMENTS	FILER'S NOTES
		d. A statement that any long-term care inflation protection option required by 14VAC5- 200-100 is not available under this policy;	Acknowledged
		e. If applicable to the policy type, the summary shall also include: (1) A disclosure of the effects of exercising other rights under the policy; (2) A disclosure of guarantees related to long-term care costs of insurance charges; and (3) Current and projected maximum lifetime benefits; and	Acknowledged
		f. The provisions of the policy summary listed above may be incorporated into a basic illustration or into the life insurance policy summary;	Acknowledged
	14VAC5-200-150 F 5	Any time a long-term care benefit, funded through a life insurance vehicle by the acceleration of the death benefit, is in benefit payment status, a monthly report shall be provided to the policyholder. The report shall include:	Acknowledged
		a. Any long-term care benefits paid out during the month;	Acknowledged
		b. An explanation of any changes in the policy (e.g., death benefits or cash values) due to long-term care benefits being paid out; and	Acknowledged
		c. The amount of long-term care benefits existing or remaining;	Acknowledged
	14VAC5-200-150 F 6	Any policy illustration that meets the applicable requirements of 14VAC5-41; and	Acknowledged
	14VAC5-200-150 F 7	An actuarial memorandum is filed with the Bureau of Insurance that includes:	Acknowledged
		a. A description of the basis on which the long-term care rates were determined;	Acknowledged
		b. A description of the basis for the reserves;	Acknowledged

Review Requirements Checklist  
FOR REVISION TO LONG-TERM CARE INSURANCE (LTCI) RATES

REVIEW REQUIREMENTS	REFERENCE	COMMENTS	FILER'S NOTES
		c. A summary of the type of policy, benefits, renewability, general marketing method, and limits on ages of issuance;	Acknowledged
		d. A description and a table of each actuarial assumption used. For expenses, an insurer must include percentage of premium dollars per policy and dollars per unit of benefits, if any;	Acknowledged
		e. A description and a table of the anticipated policy reserves and additional reserves to be held in each future year for active lives;	Acknowledged
		f. The estimated average annual premium per policy and the average issue age;	Acknowledged
		g. A statement as to whether underwriting is performed at the time of application. The statement shall indicate whether underwriting is used and, if used, the statement shall include a description of the type or types of underwriting used, such as medical underwriting or functional assessment underwriting. Concerning a group policy, the statement shall indicate whether the enrollee or any dependent will be underwritten and when underwriting occurs; and	Acknowledged
		h. A description of the effect of the long-term care policy provision on the required premiums, nonforfeiture values and reserves on the underlying life insurance policy, both for active lives and those in long-term care claim status.	Acknowledged
Post-Stability Policies	14VAC5-200-153 A	This section applies to any premium rate increase filed with the commission on or after September 1, 2015, for any long-term care insurance policy issued in this Commonwealth on or after October 1, 2003, but prior to September 1, 2015.	Acknowledged
	14VAC5-200-153 B	An insurer shall request the commission's approval of a pending premium rate schedule increase, including an	Acknowledged

Revision to Long-Term Care Insurance (LTCI) Rates Checklist  
Virginia 1<sup>st</sup> Edition July 2001  
Updated: October 2020

Review Requirements Checklist  
FOR REVISION TO LONG-TERM CARE INSURANCE (LTCI) RATES

REVIEW REQUIREMENTS	REFERENCE	COMMENTS	FILER'S NOTES
		exceptional increase, prior to the notice to the policyholders and shall include:	
	14VAC5-200-153 B 1	Information required by 14VAC5-200-75;	Acknowledged
	14VAC5-200-153 B 2	Certification by a qualified actuary that:	
		a. If the requested premium rate schedule increase is implemented and the underlying assumptions, which reflect moderately adverse conditions, are realized, no further premium rate schedule increases are anticipated; and	Memo Section 19 #4
		b. The premium rate filing is in compliance with the provisions of this section;	Acknowledged
	14VAC5-200-153 B 3	An actuarial memorandum justifying the rate schedule change request that includes:	
		a. Lifetime projections of earned premiums and incurred claims based on the filed premium rate schedule increase and the method and assumptions used in determining the projected values, including reflection of any assumptions that deviate from those used for pricing other forms currently available for sale;	Acknowledged
		(1) Annual values for the five years preceding and the three years following the valuation date shall be provided separately;	Acknowledged
		(2) The projections shall include the development of the lifetime loss ratio, unless the rate increase is an exceptional increase;	Acknowledged
		(3) The projections shall demonstrate compliance with subsection C of this section; and	Acknowledged
		(4) For exceptional increases,	Non-exceptional
		(a) The projected experience should be limited to the increases in claims expenses attributable to the approved reasons for the exceptional increase; and	Non-exceptional

Review Requirements Checklist  
FOR REVISION TO LONG-TERM CARE INSURANCE (LTCI) RATES

REVIEW REQUIREMENTS	REFERENCE	COMMENTS	FILER'S NOTES
		(b) In the event the commission determines as provided in the definition of exceptional increase in 14VAC5-200-40 that offsets may exist, the insurer shall use appropriate net projected experience;	Non-exceptional
		b. Disclosure of how reserves have been incorporated in this rate increase whenever the rate increase will trigger contingent benefit upon lapse;	Non-exceptional
		c. Disclosure of the analysis performed to determine why a rate adjustment is necessary, which pricing assumptions were not realized and why, and what other actions taken by the company have been relied on by the actuary;	Non-exceptional
		d. A statement that policy design, underwriting, and claims adjudication practices have been taken into consideration;	Non-exceptional
		e. If it is necessary to maintain consistent premium rates for new policies and policies receiving a rate increase, the insurer will need to file composite rates reflecting projections of new policies; and	Non-exceptional
		f. A demonstration that actual and projected costs exceed costs anticipated at the time of initial pricing under moderately adverse experience and that the composite margin is projected to be exhausted;	Non-exceptional
	14VAC5-200-153 B 4	A statement that renewal premium rate schedules are not greater than new business premium rate schedules except for differences attributable to benefits, unless sufficient justification is provided to the commission; and	Closed book
	14VAC5-200-153 B 5	Sufficient information for review and approval of the premium rate schedule increase by the commission.	Acknowledged
Series Rate Increases		An insurer may request a series of scheduled rate increases that are actuarially equivalent to a single amount requested over the lifetime of the policy. The	Acknowledged



Review Requirements Checklist  
FOR REVISION TO LONG-TERM CARE INSURANCE (LTCI) RATES

REVIEW REQUIREMENTS	REFERENCE	COMMENTS	FILER'S NOTES
		entire series may be approved at one time as part of the current rate increase filing. The insurer shall be required to include contingent benefit upon lapse at the time of each scheduled increase.	
		The insurer may request a premium rate schedule increase less than what is required under this section and the commission may approve such premium rate schedule increase, without submission of the certification in subdivision 2 a of this subsection, if the actuarial memorandum discloses the premium rate schedule increase necessary to make such certification required, the premium rate schedule increase filing satisfies all other requirements of this section, and is, in the opinion of the commission, in the best interest of policyholders.	Acknowledged
	14VAC5-200-153 C	All premium rate schedule increases shall be determined in accordance with the following requirements:	Non-exceptional
Exceptional Increases	14VAC5-200-153 C 1	Exceptional increases shall provide that 70% of the present value of projected additional premiums from the exceptional increase will be returned to policyholders in benefits;	Non-exceptional
	14VAC5-200-153 C 2	Premium rate schedule increases shall be calculated such that the sum of the accumulated value of incurred claims, without the inclusion of active life reserves, and the present value of future projected incurred claims, without the inclusion of active life reserves, will not be less than the sum of the following:	Loss Ratio Exhibit
		a. The accumulated value of the initial earned premium times 58%;	Loss Ratio Exhibit
		b. 85% of the accumulated value of prior premium rate schedule increases on an earned basis;	Loss Ratio Exhibit
		c. The present value of future projected initial earned premiums times 58%; and	Loss Ratio Exhibit

Review Requirements Checklist  
FOR REVISION TO LONG-TERM CARE INSURANCE (LTCI) RATES

REVIEW REQUIREMENTS	REFERENCE	COMMENTS	FILER'S NOTES
		d. 85% of the present value of future projected premiums not in subdivision 2 c of this subsection on an earned basis;	Loss Ratio Exhibit
	14VAC5-200-153 C 3	In the event that a policy form has both exceptional and other increases, the values in subdivisions 2 b and d of this subsection will also include 70% for exceptional rate increase amounts; and	Non-exceptional
	14VAC5-200-153 C 4	All present and accumulated values used to determine rate increases shall use the maximum valuation interest rate for contract reserves as specified in § 38.2-1371 of the Code of Virginia. The actuary shall disclose as part of the actuarial memorandum the use of any appropriate averages.	Acknowledged
	14VAC5-200-153 D	For each rate increase that is implemented, the insurer shall file for approval by the commission updated projections, as defined in subdivision B 3 a of this section, annually for the next three years and include a comparison of actual results to projected values. The commission may extend the period to greater than three years if actual results are not consistent with projected values from prior projections. For group insurance policies that meet the conditions in subsection K of this section, the projections required by subdivision B 3 a of this section shall be provided to the policyholder in lieu of filing with the commission.	Acknowledged
	14VAC5-200-153 E	If any increased premium rate in the revised premium rate schedule is greater than 200% of the comparable rate in the initial premium schedule, the premiums exceeding 200% shall be clearly identified and lifetime projections, as defined in subdivision B 3 a of this section, shall be filed for approval by the commission every five years following the end of the required period in subsection D of	Acknowledged

Review Requirements Checklist  
FOR REVISION TO LONG-TERM CARE INSURANCE (LTCI) RATES

REVIEW REQUIREMENTS	REFERENCE	COMMENTS	FILER'S NOTES
		this section. For group insurance policies that meet the conditions in subsection K of this section, the projections required by this subsection shall be provided to the policyholder in lieu of filing with the commission.	
Premium Rate Increases for Policies Issued After September 1, 2015.	14VAC5-200-154 A	An insurer shall request the commission's approval of a pending premium rate schedule increase, including an exceptional increase, prior to the notice to the policyholders and shall include:	Acknowledged
	14VAC5-200-154 A 1	Information required by 14VAC5-200-75;	Acknowledged
	14VAC5-200-154 A 2	Certification by a qualified actuary that:	Á
		a. If the requested premium rate schedule increase is implemented and the underlying assumptions, which reflect moderately adverse conditions, are realized, no further premium rate schedule increases are anticipated; and	Memo Section 19 #4
		b. The premium rate filing is in compliance with the provisions of this section;	Acknowledged
	14VAC5-200-154 A 3	An actuarial memorandum justifying the rate schedule change request that includes:	Á
		a. Lifetime projections of earned premiums and incurred claims based on the filed premium rate schedule increase and the method and assumptions used in determining the projected values, including reflection of any assumptions that deviate from those used for pricing other forms currently available for sale;	Actuarial Memorandum and Loss Ratio Exhibit
		(1) Annual values for the five years preceding and the three years following the valuation date shall be provided separately;	Acknowledged
		(2) The projections shall include the development of the lifetime loss ratio, unless the rate increase is an exceptional increase;	Acknowledged

Review Requirements Checklist  
FOR REVISION TO LONG-TERM CARE INSURANCE (LTCI) RATES

REVIEW REQUIREMENTS	REFERENCE	COMMENTS	FILER'S NOTES
		(3) The projections shall demonstrate compliance with subsection B of this section; and	Acknowledged
		(4) For exceptional increases:	
		(a) The projected experience should be limited to the increases in claims expenses attributable to the approved reasons for the exceptional increase; and	Not exceptional
		(b) In the event the commission determines as provided in the definition of exceptional increase in 14VAC5-200-40 that offsets may exist, the insurer shall use appropriate net projected experience;	Not exceptional
		b. Disclosure of how reserves have been incorporated in this rate increase whenever the rate increase will trigger contingent benefit upon lapse;	Not exceptional
		c. Disclosure of the analysis performed to determine why a rate adjustment is necessary, which pricing assumptions were not realized and why, and what other actions taken by the company have been relied on by the actuary;	Not exceptional
		d. A statement that policy design, underwriting, and claims adjudication practices have been taken into consideration;	Not exceptional
		e. In the event that it is necessary to maintain consistent premium rates for new policies and policies receiving a rate increase, the insurer will need to file composite rates reflecting projections of new policies; and	Not exceptional
		f. A demonstration that actual and projected costs exceed costs anticipated at the time of initial pricing under moderately adverse experience and that the composite margin is projected to be exhausted;	Not exceptional
	14VAC5-200-154 A 4	A statement that renewal premium rate schedules are not greater than new business premium rate schedules	Closed Book

Review Requirements Checklist  
FOR REVISION TO LONG-TERM CARE INSURANCE (LTCI) RATES

REVIEW REQUIREMENTS	REFERENCE	COMMENTS	FILER'S NOTES
		except for differences attributable to benefits, unless sufficient justification is provided to the commission; and	
	14VAC5-200-154 A 5	Sufficient information for review and approval of the premium rate schedule increase by the commission.	Acknowledged
	14VAC5-200-154 B	All premium rate schedule increases shall be determined in accordance with the following requirements:	Acknowledged
Exceptional Increases	14VAC5-200-154 B 1	Exceptional increases shall provide that 70% of the present value of projected additional premiums from the exceptional increase will be returned to policyholders in benefits;	Non-exceptional
	14VAC5-200-154 B 2	Premium rate schedule increases shall be calculated such that the sum of the lesser of (i) the accumulated value of actual incurred claims, without the inclusion of active life reserves, or (ii) the accumulated value of historic expected claims without the inclusion of active life reserves, plus the present value of the future expected incurred claims, projected without the inclusion of actual life reserves, will not be less than the sum of the following:	Loss Ratio Exhibit
		a. The accumulated value of the initial earned premium times the greater of (i) 58% and (ii) the lifetime loss ratio consistent with the original filing including margins for moderately adverse experience;	Loss Ratio Exhibit
		b. 85% of the accumulated value of prior premium rate schedule increases on an earned basis;	Loss Ratio Exhibit
		c. The present value of future projected initial earned premiums times the greater of (i) 58% and (ii) the lifetime loss ratio consistent with the original filing including margins for moderately adverse experience; and	Loss Ratio Exhibit

Review Requirements Checklist  
FOR REVISION TO LONG-TERM CARE INSURANCE (LTCI) RATES

REVIEW REQUIREMENTS	REFERENCE	COMMENTS	FILER'S NOTES
		d. 85% of the present value of future projected premiums not in subdivision 2 c of this subsection on an earned basis;	Loss Ratio Exhibit
	14VAC5-200-154 B 3	Expected claims shall be calculated based on the original filing assumptions assumed until new assumptions are filed as part of a rate increase. New assumptions shall be used for all periods beyond each requested effective date of a rate increase. Expected claims are calculated for each calendar year based on the in-force policies at the beginning of the calendar year. Expected claims shall include margins for moderately adverse experience; either amounts included in the claims that were used to determine the lifetime loss ratio consistent with the original filing or as modified in any rate increase filing;	Requirement 14VAC5-200-154 B 3.pdf
	14VAC5-200-154 B 4	In the event that a policy form has both exceptional and other increases, the values in subdivisions 2 b and d of this subsection will also include 70% for exceptional rate increase amounts; and	No Exceptional Increase
	14VAC5-200-154 B 5	All present and accumulated values used to determine rate increases, including the lifetime loss ratio consistent with the original filing reflecting margins for moderately adverse experience, shall use the maximum valuation interest rate for contract reserves as specified in § 38.2-1371 of the Code of Virginia. The actuary shall disclose as part of the actuarial memorandum the use of any appropriate averages.	Acknowledged
	14VAC5-200-154 C	For each rate increase that is implemented, the insurer shall file for approval by the commission updated projections, as defined in subdivision A 3 a of this section, annually for the next three years and include a comparison of actual results to projected values. The	Acknowledged

Review Requirements Checklist  
FOR REVISION TO LONG-TERM CARE INSURANCE (LTCI) RATES

REVIEW REQUIREMENTS	REFERENCE	COMMENTS	FILER'S NOTES
		<p>commission may extend the period to greater than three years if actual results are not consistent with projected values from prior projections. For group insurance policies that meet the conditions in subsection J of this section, the projections required by subdivision A 3 a of this section shall be provided to the policyholder in lieu of filing with the commission.</p>	
	14VAC5-200-154 D	<p>If any increased premium rate in the revised premium rate schedule is greater than 200% of the comparable rate in the initial premium schedule, the premiums exceeding 200% shall be clearly identified and lifetime projections, as defined in subdivision A 3 a of this section, shall be filed for approval by the commission every five years following the end of the required period in subsection C of this section. For group insurance policies that meet the conditions in subsection J of this section, the projections required by this subsection shall be provided to the policyholder in lieu of filing with the commission.</p>	<p>Acknowledged</p>

Review Requirements Checklist  
FOR REVISION TO LONG-TERM CARE INSURANCE (LTCI) RATES

**Access to Administrative Letters, Administrative Orders, Regulations and Laws is available at:**  
<http://www.scc.virginia.gov/boi/laws.aspx>

The Rates Section of the Life and Health Division reviews long-term care insurance rate 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.

The Flesch reading ease score of the filed policy form is NA.

I represent that a review of the enclosed form has been conducted, and I certify that, to the best of my knowledge and belief, each form submitted is consistent and complies with the requirements of Title 38.2 of the Code of Virginia and the applicable rules and regulations. I understand that a failure to comply with these requirements will result in a disapproval of the filing.

I hereby certify that I have reviewed the attached revision to the long-term care insurance rate filing and determined that it is in compliance with the Revision to Long-Term Care Insurance (LTCI) Rates checklist.

Signed: \_\_\_\_\_

Name (please print): Karen Leiby

Title: Senior Assistant Actuary

Company Name: Auto-Owners Insurance Company

Date: \_\_\_\_\_ Phone No: ( ) (517) 703-2408

E-Mail Address: Leiby.Karen@aoins.com



**Auto-Owners Life Insurance Company**  
**Actuarial Memorandum for Inforce Rate Increase**  
**February 24, 2023**

<u>Product Name</u>	<u>Form Numbers</u>	<u>Issue Date Range</u>
LTC3: Care Benefits/Care Benefits Plus	Base Policy IIPRC 62091 (12-12) Inflation Protection Rider – Annual 3% Compound IIPRC 62095 (12-12) Inflation Protection Rider – Annual 5% Compound IIPRC 62094 (12-12) Non-forfeiture Benefit – Shortened Benefit Period IIPRC 62096 (12-12)	03/28/2015 - 04/21/2021

**1. Scope & Purpose**

This memorandum consists of materials which support the development of new premium rates for the above captioned Policy series forms. The purpose of this memorandum is to demonstrate that the requirements of the state of Virginia in regards to an inforce rate increase request have been met. This rate filing is not intended to be used for any other purpose.

The policy forms affected by this filing are:

- Base Policy IIPRC 62091 (12-12)
- Inflation Protection Rider – Annual 3% Compound IIPRC 62095 (12-12)
- Inflation Protection Rider – Annual 5% Compound IIPRC 62094 (12-12)
- Non-forfeiture Benefit – Shortened Benefit Period IIPRC 62096 (12-12)

**2. Benefit Description**

Premium rates are unisex, level and based on issue age. This is an indemnity plan – upon proof of loss and satisfaction of the elimination period, benefits are paid out at the daily benefit amount chosen for each day that benefits are used. This product is intended to meet the requirements of HIPAA and be a Tax Qualified Long Term Care Insurance Contract as defined by the Internal Revenue Code section 7702B(b) and therefore receive favorable tax treatment. Issue ages are 18-80.

This policy provides a daily indemnity benefit for costs associated with qualified long term care services provided in a facility or community-based setting. The policy uses the Chronic Illness definition required to be tax-qualified and requires a written plan of care by a licensed health care professional.

**A. Plan Parameters**

The insured has a choice of a 30, 60 or 90 day elimination period. The elimination period needs to be satisfied only once in a lifetime.

The insured has a choice of a 2 year, 4 year, 6 year or 10 year benefit period. The plan utilizes a pool of money approach. The lifetime maximum benefit is equal to the (daily benefit amount) x (365) x (benefit period). For example, an insured selecting a \$100 daily benefit amount with a 4-year benefit period would have a lifetime maximum benefit of \$146,000 (100 x 365 x 4). All benefits paid under the policy, except for the waiver of premium benefit, apply towards the lifetime maximum benefit.

There are 2 levels of coverage available. They are Nursing Home with 50% Home Care and Nursing Home with 100% Home Care. The daily benefit amounts available are from \$50 to \$250, in increments of \$10; however, state minimum values may apply.

**B. Benefit Triggers**

To qualify for benefits under this policy form, a licensed health care practitioner must certify within the prior 12-month period that the insured is chronically ill. The definition of chronically ill requires that the insured: 1) is unable to perform, without substantial assistance from another individual, at least 2 activities of daily living for a period of at least 90 days due to loss of functional capacity, or 2) requires substantial supervision to be protected from threats to health and safety due to severe cognitive impairment. Activities of daily living include bathing, dressing, toileting, transferring, eating, and

**Auto-Owners Life Insurance Company**  
**Actuarial Memorandum for Inforce Rate Increase**  
**February 24, 2023**

continence.

Covered services must be part of a written plan of care initiated by and approved by a licensed health care practitioner. The plan of care must specify services for the insured that are in accordance with accepted medical and nursing standards of practice. The plan of care will be updated periodically.

**C. Benefits**

1. Nursing Home Care

Benefits are provided while the insured is confined as a resident in a Skilled Nursing Facility, an Assisted Living Facility, a Hospice Facility, or a Hospital Long Term Care Unit.

2. Home Care

Benefits will be provided while the insured is receiving services provided by a Home Health Care Agency. Benefits will also be provided for an Adult Day Care Facility. Home health care services must be provided by a licensed home health care agency.

3. Bed Reservation Guarantee

Facility benefits will be provided to reserve a bed when an insured is already in a Skilled Nursing Facility or an Assisted Living Facility and is temporarily hospitalized. These benefits will be provided for up to 14 days per calendar year for Nursing Home with 50% Home Care, and 21 days per calendar year for Nursing Home with 100% Home Care.

4. Waiver of Premium

Premiums will be waived after the elimination period is satisfied and the insured qualifies for benefits under the policy. The insured must resume premium payments when they are no longer eligible for benefits.

5. Limitations and Exclusions

This policy does not pay a daily benefit when:

- care is provided by Immediate Family members or for which the insured is not obligated to pay;
- care is provided outside the United States of America or its possessions;
- care is given for which no charge is normally made in the absence of insurance;
- care results from suicide, attempted suicide or intentionally self-inflicted injury;
- care is provided free of charge by or in a Veteran's Administration or federal government facility;
- care results from alcoholism or drug addiction;
- illness, treatment, or medical condition results from war or act of war, declared or undeclared;
- illness, treatment, or medical condition is caused by participation in a felony, riot or insurrection or involvement in an illegal occupation;
- care is provided during the Elimination Period;
- care is not included in the Plan of Care;
- care given does not qualify as Long Term Care.

**D. Optional Riders**

1. Inflation Protection Rider Compounded at 5%

The optional Inflation Protection Rider provides that the maximum daily benefit and the unused lifetime maximum benefit will increase 5% (compounded) on every anniversary of the effective date of the policy.

2. Inflation Protection Rider Compounded at 3%

**Auto-Owners Life Insurance Company**  
**Actuarial Memorandum for Inforce Rate Increase**  
**February 24, 2023**

The optional Inflation Protection Rider provides that the maximum daily benefit and the unused lifetime maximum benefit will increase 3% (compounded) on every anniversary of the effective date of the policy.

**3. Non-Forfeiture Benefit Rider**

The optional Non-Forfeiture Benefit rider is in the form of a shortened benefit period. If the policy has been in force for at least 3 years and premiums are discontinued while this rider is in force, the full amount of the daily benefits covered in the policy will be provided with a reduced lifetime maximum benefit. No further premium payments are due.

The reduced lifetime maximum benefit is equal to 100% of the premiums that were paid for the policy and any attached riders less any benefits paid, but will not be less than 30 times the maximum daily benefit in effect at the time of lapse. However, in no case will the reduced lifetime maximum benefit exceed the unused lifetime maximum benefit just prior to lapse.

If the policy has inflation coverage, the daily benefit amount will cease to inflate beyond the non-forfeiture date.

**3. Renewability**

All policy forms are guaranteed renewable.

**4. Applicability**

This filing is applicable to inforce policies only, as these policy forms are no longer issued.

**5. Actuarial Assumptions**

Morbidity

The morbidity assumptions were derived by consultants at Oliver Wyman, using industry data and a proprietary database with additional considerations made to better reflect our past experience.

Base Rates Comprehensive	NHF	HHC	Base Rates NHF Only	NHF
Attained age	Per 1000	Per 1000	Attained age	Per 1000
0-65	1	2	0-65	1
66	1	2	66	1
67	1	2	67	1
68	1	2	68	1
69	1	2	69	1
70	1	3	70	1
71	2	4	71	3
72	3	5	72	5
73	4	6	73	7
74	5	7	74	8
75	6	8	75	10
76	7	9	76	12
77	9	10	77	15
78	11	10	78	19
79	15	13	79	25
80	17	16	80	30
81	20	19	81	34
82	23	22	82	39
83	28	24	83	48
84	33	29	84	56
85	38	35	85	65
86	44	41	86	75
87	50	48	87	85
88	57	55	88	96

**Auto-Owners Life Insurance Company**  
**Actuarial Memorandum for Inforce Rate Increase**  
**February 24, 2023**

89	63	62	89	108
90	70	68	90	120
91	78	74	91	132
92	85	79	92	144
93	92	83	93	156
94	99	85	94	168
95+	105	86	95+	179

Adjustments	Situs	
Gender	NHF	HHC
M	83%	94%
F	111%	104%

Duration	Incidence factor
1	12%
2	25%
3	30%
4	36%
5	40%
6	43%
7	49%
8	55%
9	58%
10	62%
11	63%
12	64%
13	66%
14	67%
15	68%
16	70%
17	71%
18	74%
19	76%
20	78%
21	79%
22	81%
23	83%
24	85%
25	87%
26	89%
27	92%
28	94%
29	96%
30	97%
31+	100%

	Situs	
EP	NHF	HHC
0-30	127%	192%
60+	100%	84%

	BP	
Attained age	10-year BP	Less than 10-year BP
0-85	113%	95%
86	110%	96%
87	108%	97%
88	105%	98%
89	103%	99%
90+	100%	100%

Married	Incidence factor
M	90%
S	108%

Voluntary Lapses

The voluntary lapse rates were derived by Oliver Wyman from a study of industry data and a proprietary database with additional considerations made to better reflect our past experience.

Duration	Base rate	Benefit richness adjustment		
		less than 10-year BP and no inflation	10-year BP or inflation (but not both)	10-year BP and inflation
1	3.5%	113%	97%	84%
2	2.8%	113%	97%	84%
3	2.0%	113%	97%	84%
4	1.7%	113%	97%	84%
5	1.5%	113%	97%	84%
6	1.3%	113%	97%	84%
7	1.1%	113%	97%	84%
8+	1.0%	113%	97%	84%

**Auto-Owners Life Insurance Company**  
**Actuarial Memorandum for Inforce Rate Increase**  
**February 24, 2023**

Mortality

The mortality rates are based on industry data.

The base mortality table is the unloaded 2012 Individual Annuity Mortality Table, sex-distinct. We then apply the following series of adjustment factors which differ based on active vs disabled mortality. Active life mortality has additional adjustment factors based on marital status and policy duration. Disabled life mortality has separate factors by situs and claim duration:

Active Life Mortality

Attained age	Base curve		Marital adjustment	
	Male	Female	Married	Not married
0-64	55.0%	55.0%	89.0%	130.0%
65	57.2%	55.0%	89.0%	130.0%
66	59.3%	55.0%	89.2%	129.0%
67	61.5%	57.2%	89.4%	128.0%
68	63.7%	59.3%	89.6%	127.0%
69	65.8%	61.5%	89.8%	126.0%
70	68.0%	63.7%	90.0%	125.0%
71	70.2%	65.8%	90.2%	124.0%
72	72.3%	68.0%	90.4%	123.0%
73	74.5%	70.2%	90.6%	122.0%
74	76.7%	72.3%	90.8%	121.0%
75	78.8%	74.5%	91.0%	120.0%
76	81.0%	76.7%	91.2%	119.0%
77	83.2%	78.8%	91.4%	118.0%
78	85.3%	81.0%	91.6%	117.0%
79	87.5%	81.0%	91.8%	116.0%
80	89.7%	81.0%	92.0%	115.0%
81	91.8%	81.0%	92.2%	114.0%
82	94.0%	81.0%	92.4%	113.0%
83	94.0%	81.0%	92.6%	112.0%
84	94.0%	81.0%	92.8%	111.0%
85	94.0%	81.0%	93.0%	110.0%
86	94.0%	81.0%	93.2%	109.0%
87	94.0%	81.0%	93.4%	108.0%
88	94.0%	81.0%	93.6%	107.0%
89	94.0%	81.0%	93.8%	106.0%
90	94.0%	81.0%	94.0%	105.0%
91	94.0%	81.0%	94.2%	104.0%
92	94.0%	81.0%	94.4%	103.0%
93	94.0%	81.0%	94.6%	102.0%
94	94.0%	81.0%	94.8%	101.0%
95	94.0%	81.0%	95.0%	100.0%
96	94.0%	81.0%	95.2%	100.0%
97	94.0%	81.0%	95.4%	100.0%
98	94.0%	81.0%	95.6%	100.0%
99	94.0%	81.0%	95.8%	100.0%
100	94.0%	81.0%	96.0%	100.0%
101	94.0%	81.0%	96.2%	100.0%
102	94.0%	81.0%	96.4%	100.0%
103	94.0%	81.0%	96.6%	100.0%
104	94.0%	81.0%	96.8%	100.0%
105	94.0%	81.0%	97.0%	100.0%
106	94.0%	81.0%	97.2%	100.0%
107	94.0%	81.0%	97.4%	100.0%
108	94.0%	81.0%	97.6%	100.0%
109	94.0%	81.0%	97.8%	100.0%
110	94.0%	81.0%	98.0%	100.0%
111	94.0%	81.0%	98.2%	100.0%
112	94.0%	81.0%	98.4%	100.0%
113	94.0%	81.0%	98.6%	100.0%
114	94.0%	81.0%	98.8%	100.0%
115	94.0%	81.0%	99.0%	100.0%

**Auto-Owners Life Insurance Company**  
**Actuarial Memorandum for Inforce Rate Increase**  
**February 24, 2023**

116	94.0%	81.0%	99.2%	100.0%
117	94.0%	81.0%	99.4%	100.0%
118	94.0%	81.0%	99.6%	100.0%
119	94.0%	81.0%	99.8%	100.0%
120	94.0%	81.0%	100.0%	100.0%

Selection adjustment	
Duration	Factor
1	29%
2	38%
3	45%
4	50%
5	58%
6	62%
7	67%
8	73%
9	79%
10+	100%

Disabled Life Mortality

The disabled life mortality also uses the unloaded 2012 Individual Annuity Mortality Table, sex-distinct as the base mortality table with different factors applied to the table based on claim situs.

NHF			HHC		
Attained age	Male	Female	Attained age	Male	Female
0-64	2400%	1939%	0-64	3635%	3427%
65	2400%	1939%	65	3635%	3427%
66	2253%	1820%	66	3357%	3164%
67	2105%	1701%	67	3079%	2902%
68	1958%	1582%	68	2800%	2640%
69	1811%	1463%	69	2522%	2378%
70	1664%	1344%	70	2244%	2115%
71	1516%	1225%	71	1966%	1853%
72	1369%	1106%	72	1688%	1591%
73	1301%	1051%	73	1513%	1426%
74	1232%	996%	74	1338%	1261%
75	1164%	941%	75	1163%	1096%
76	1096%	885%	76	988%	932%
77	1028%	830%	77	814%	767%
78	928%	750%	78	757%	713%
79	829%	669%	79	700%	660%
80	729%	589%	80	643%	606%
81	630%	509%	81	586%	552%
82	530%	428%	82	529%	499%
83	499%	403%	83	484%	456%
84	468%	378%	84	438%	413%
85	437%	353%	85	392%	370%
86	406%	328%	86	347%	327%
87	376%	303%	87	301%	284%
88	356%	288%	88	287%	271%
89	337%	273%	89	274%	258%
90	318%	257%	90	260%	245%
91	299%	242%	91	246%	232%
92	280%	227%	92	232%	219%
93	264%	213%	93	235%	221%
94	247%	199%	94	237%	224%
95	230%	186%	95	240%	226%
96	213%	172%	96	242%	228%
97	197%	159%	97	245%	231%
98	180%	145%	98	247%	233%

**Auto-Owners Life Insurance Company**  
**Actuarial Memorandum for Inforce Rate Increase**  
**February 24, 2023**

99	163%	132%		99	250%	235%
100+	163%	132%		100+	250%	235%

Adjustment Factors	10 year BP		< 10 year BP	
	NHF 10 BP	HHC 10 BP	NHF < 10 BP	HHC < 10 BP
Month 1	218%	219%	230%	328%
Month 2	195%	128%	205%	192%
Month 3	172%	117%	181%	175%
Month 4	148%	111%	156%	166%
Month 5	125%	105%	132%	157%
Month 6	102%	99%	107%	149%
Month 7	96%	100%	100%	138%
Month 8	91%	94%	96%	130%
Month 9	87%	87%	91%	121%
Month 10	83%	81%	87%	112%
Month 11	79%	75%	83%	103%
Month 12	74%	68%	78%	95%
Year 2	87%	70%	91%	89%
Year 3	87%	89%	91%	106%
Year 4	111%	95%	116%	106%
Year 5+	111%	108%	116%	120%

Claim Termination

The morbidity assumptions were derived by consultants at Oliver Wyman, using industry data and a proprietary database with additional considerations made to better reflect our past experience.

Claim Terminations are per 1000.

Nursing Home Facility – Male – Less than 10 year benefit period

Disability duration	Incurred age							
	65	70	75	80	85	90	95	100
Month 1	119	147	149	137	122	128	147	157
Month 2	120	148	149	137	123	128	148	159
Month 3	88	110	111	102	91	95	109	118
Month 4	61	75	76	70	62	64	74	79
Month 5	50	61	62	56	50	52	60	64
Month 6	43	51	52	47	42	44	50	54
Month 7	32	39	40	38	35	37	44	47
Month 8	28	33	34	34	33	35	42	46
Month 9	26	29	31	31	32	34	40	43
Month 10	25	26	28	30	31	34	39	41
Month 11	24	24	26	29	31	34	39	40
Month 12	25	22	25	29	32	37	42	41
Year 2	274	239	271	332	384	436	512	574
Year 3	354	393	455	518	595	675	483	619
Year 4	425	485	560	636	707	842	616	846
Year 5	353	435	501	564	619	650	613	904

**Auto-Owners Life Insurance Company**  
**Actuarial Memorandum for Inforce Rate Increase**  
**February 24, 2023**

Nursing Home Facility – Female – Less than 10 year benefit period

Disability duration	Incurred age							
	65	70	75	80	85	90	95	100
Month 1	102	95	86	74	64	67	78	80
Month 2	99	94	85	72	63	66	77	78
Month 3	73	71	64	54	47	49	58	59
Month 4	51	50	45	38	33	35	43	50
Month 5	41	41	37	31	27	29	36	42
Month 6	36	35	31	26	23	24	29	34
Month 7	28	26	24	21	19	22	27	32
Month 8	24	23	21	19	18	21	26	31
Month 9	20	20	18	18	17	20	25	29
Month 10	18	18	17	17	17	19	24	28
Month 11	16	16	16	16	17	19	23	27
Month 12	15	15	15	16	18	21	24	28
Year 2	160	158	160	187	215	252	313	398
Year 3	260	244	256	290	336	369	319	433
Year 4	331	297	314	353	403	445	409	598
Year 5	285	263	278	314	362	362	412	645

Nursing Home Facility – Male – 10 year benefit period

Disability duration	Incurred age							
	65	70	75	80	85	90	95	100
Month 1	103	126	128	117	105	110	126	135
Month 2	103	127	129	118	105	110	127	137
Month 3	76	94	96	88	78	82	94	101
Month 4	53	65	66	60	53	55	65	70
Month 5	43	52	53	48	43	45	55	59
Month 6	37	44	45	41	36	38	45	48
Month 7	28	33	34	32	30	33	42	46
Month 8	24	28	30	29	28	31	40	43
Month 9	22	25	26	27	27	30	38	41
Month 10	21	22	24	26	27	29	36	39
Month 11	20	20	22	25	27	30	35	37
Month 12	21	19	21	25	28	31	36	39
Year 2	236	206	233	285	330	382	457	549
Year 3	304	338	391	445	512	580	462	591
Year 4	366	417	482	547	608	724	589	810
Year 5	304	375	431	485	533	564	586	865

Nursing Home Facility – Female – 10 year benefit period

Disability duration	Incurred age							
	65	70	75	80	85	90	95	100
Month 1	88	82	74	63	55	58	68	70
Month 2	85	81	73	62	54	57	66	67
Month 3	63	61	55	47	41	43	50	55
Month 4	43	43	38	33	28	33	40	48



**Auto-Owners Life Insurance Company**  
**Actuarial Memorandum for Inforce Rate Increase**  
**February 24, 2023**

Month 5	35	35	31	27	23	28	34	40
Month 6	31	30	27	23	20	22	28	33
Month 7	24	23	21	18	16	21	26	31
Month 8	21	20	18	16	15	20	25	29
Month 9	17	17	16	15	15	19	24	28
Month 10	15	15	14	14	15	18	23	27
Month 11	14	14	13	14	15	17	22	25
Month 12	13	13	13	14	16	18	21	27
Year 2	137	136	138	161	185	241	299	381
Year 3	223	210	220	250	289	317	305	414
Year 4	285	255	270	303	347	383	392	572
Year 5	246	227	239	270	311	347	395	617

Home Care – Male – Less than 10 year benefit period

Disability duration	Incurred age							
	65	70	75	80	85	90	95	100
Month 1	158	158	164	143	124	123	150	239
Month 2	158	158	165	144	123	122	132	140
Month 3	118	118	123	107	90	89	98	127
Month 4	87	87	91	79	67	66	76	121
Month 5	87	87	74	63	53	52	72	114
Month 6	87	87	61	52	44	43	68	108
Month 7	83	83	50	45	39	39	63	100
Month 8	83	83	42	39	36	37	59	95
Month 9	83	83	37	36	34	35	55	88
Month 10	83	83	33	33	33	34	51	81
Month 11	83	83	30	31	32	34	47	75
Month 12	27	27	28	31	33	35	47	76
Year 2	232	232	241	293	319	348	533	861
Year 3	272	272	275	347	361	415	706	1000
Year 4	275	275	310	361	382	463	779	1000
Year 5	293	293	281	321	378	589	972	1000

Home Care – Female – Less than 10 year benefit period

Disability duration	Incurred age							
	65	70	75	80	85	90	95	100
Month 1	97	139	127	99	87	84	109	188
Month 2	97	137	127	98	87	84	90	110
Month 3	76	101	94	72	63	61	66	100
Month 4	56	76	70	54	47	45	55	95
Month 5	45	59	56	43	37	36	52	90
Month 6	38	49	46	36	31	31	49	85
Month 7	30	38	37	30	27	29	46	79
Month 8	25	33	31	26	25	27	43	74
Month 9	24	27	27	24	24	25	40	69
Month 10	22	25	24	22	23	24	37	64
Month 11	20	23	22	21	23	24	34	59

**Auto-Owners Life Insurance Company**  
**Actuarial Memorandum for Inforce Rate Increase**  
**February 24, 2023**

Month 12	18	22	19	21	23	24	36	61
Year 2	205	193	171	198	230	243	409	694
Year 3	241	229	183	230	263	296	545	898
Year 4	238	241	203	248	277	331	606	973
Year 5	264	228	196	242	287	425	760	1000

Home Care – Male – 10 year benefit period

Disability duration	Incurred age							
	65	70	75	80	85	90	95	100
Month 1	108	108	112	98	85	84	100	159
Month 2	108	108	113	99	84	84	90	93
Month 3	81	81	84	73	62	61	67	85
Month 4	60	60	63	54	46	45	51	81
Month 5	60	60	50	43	36	36	48	76
Month 6	60	60	42	36	30	30	45	72
Month 7	57	57	34	31	27	28	46	73
Month 8	57	57	29	27	25	26	43	68
Month 9	57	57	25	25	23	24	40	63
Month 10	57	57	23	23	23	23	37	59
Month 11	57	57	20	22	22	23	34	55
Month 12	18	18	19	21	22	24	34	54
Year 2	181	181	169	201	219	254	419	678
Year 3	228	228	192	238	249	343	593	928
Year 4	240	240	216	252	276	415	699	1000
Year 5	264	264	253	288	340	531	875	1000

Home Care – Female – 10 year benefit period

Disability duration	Incurred age							
	65	70	75	80	85	90	95	100
Month 1	67	95	87	68	60	57	73	125
Month 2	67	94	87	67	59	57	62	73
Month 3	52	69	64	50	43	42	45	67
Month 4	39	52	48	37	32	31	37	64
Month 5	31	41	38	29	26	25	35	60
Month 6	26	33	32	24	21	21	33	57
Month 7	21	26	25	21	19	21	33	57
Month 8	18	22	21	18	17	20	31	54
Month 9	17	19	18	16	16	18	29	50
Month 10	16	17	17	15	16	17	27	46
Month 11	15	15	15	14	15	16	25	43
Month 12	13	15	13	14	16	17	26	44
Year 2	162	143	119	136	157	186	321	545
Year 3	202	171	135	164	185	248	458	754
Year 4	213	179	149	184	212	297	543	872
Year 5	238	197	177	218	258	382	684	1000

**Auto-Owners Life Insurance Company**  
**Actuarial Memorandum for Inforce Rate Increase**  
**February 24, 2023**

Utilization

Our claim utilization assumptions are unchanged from our original pricing assumptions.

Situs	NHF	HHC
Utilization rate	100%	57%

Expenses

Internal expense studies revealed that actual expenses differed from what was initially assumed.

Overall Expenses	
Per Policy Issued	\$233.93
Per Inforce Policy	\$213.33
% Inforce Premium	0.84%

Contingent Benefit upon Lapse

We are not offering any extra-contractual reduced benefit options in lieu of accepting the proposed 15% rate increase. The base policy offers contingent benefit upon lapse upon a substantial rate increase, but the 15% proposed increase would not trigger those options for any issued policies. However, the contract includes several options that allow the policyholder to reduce their benefit level at any time. As we are requesting a relatively modest increase, we expect that very few policyholders will utilize any premium reduction options and therefore the impact was not incorporated into the requested rate increase.

**6. Trend Assumptions**

As this is an indemnity insurance product with a fixed daily benefit amount, we have not included any explicit medical cost trends in the projections.

**7. Marketing Method**

This product was marketed through independent agents.

**8. Underwriting**

This policy form was underwritten using a long form medical questionnaire, and either a telephone interview or a personal observation inspection report. These reports were specifically geared toward assessing loss of ADLs and cognitive impairment. Medical records may have also been obtained.

**9. Premium Classes**

The base policy premium rates vary by Issue age, Benefit Period, Inflation Option, Home Health Care maximum benefit percentage, and Underwriting Class, as in the initial rate filing.

All premium factors related to the insured elected benefit design options or any eligible discount remain unchanged from the initial rate filing.

**10. Premium Modalization Rules**

Frequency	Multiple of Annual Premium
Semiannual	.520
Quarterly	.265
Monthly	.086

**11. Issue Age Range**

The issue age range is 18-80 for all policy forms.

**Auto-Owners Life Insurance Company**  
**Actuarial Memorandum for Inforce Rate Increase**  
**February 24, 2023**

**12. Area Factors**

Area factors are not applicable to any of the policy forms or riders.

**13. Average Annual Premium**

The table below summarizes the average annual premium per policy before and after the requested increase.

Forms	Nationwide		Virginia Only	
	before the rate increase	after the rate increase	before the rate increase	after the rate increase
All Forms	2,275	2,616	1,789	2,057

**14. Number of Policyholders**

The table below summarizes, as of 12/31/2021, the number of policies inforce and their 2021 annualized premium that will be affected by this rate increase in your state.

Form	Nationwide		Virginia	
	Number of Policies	2021 Annualized Premium	Number of Policies	2021 Annualized Premium
All Forms	2,516	5,722,944	60	107,348

In accordance with 14VAC5-130-70 B 13, the current number of Virginia and national members to which the rate revision applies as of 1/31/2023 are summarized below.

Form	Nationwide		Virginia	
	Number of Policies	Written Premium	Number of Policies	Written Premium
All Forms	2,499	5,687,377	59	105,930

The average age of current policyholders, both at issue and currently, is provided below as of year-end 2021.

Form	Nationwide		Virginia	
	At Issue	Currently	At Issue	Currently
All Forms	59.3	62.9	57.6	60.1

**15. Reserves**

Active Life Reserves have not been used in this rate increase demonstration. Minimum Statutory Claim reserves as of 12/31/2021 have been discounted to the date of incurral of each respective claim and included in the historical incurred claims. Incurred But Not Reported claim reserves as of 12/31/2021 have also been allocated to the calendar year of incurral and included in historic incurred claims.

**16. Waiver of Premium and Non-Forfeiture**

We consider a policy's premium to be waived if and only if it is on claim.

For those currently on claim, earned premiums are assumed to be 0 at the time of projection but can increase proportional to their chances of recovery. Premiums waived are not being included in the projected claims.

**Auto-Owners Life Insurance Company**  
**Actuarial Memorandum for Inforce Rate Increase**  
**February 24, 2023**

We also offer a non-forfeiture rider on these policies. We do not currently have any policies who are non-premium-paying due to utilization of their non-forfeiture rider. We did not explicitly model these policies. Any policies utilizing the non-forfeiture rider would have been treated as full premium-paying policies.

**17. Analysis Performed**

The initial premium schedule was based on the originally filed pricing assumptions which were believed to be appropriate, given company and industry experience available, when the initial rate schedule was developed.

The original pricing assumptions for morbidity, voluntary termination rates, and mortality were as follows:

Morbidity

Incidence and continuance rates for nursing home care are based on the Long Term Care Intercompany Study Report 6 for 1984-2007 prepared by the Intercompany Subcommittee of the Society of Actuaries' Long Term Care Experience Committee. Adjustments have been made to this basis to reflect the anticipated characteristics and experience of the expected block of business. As this is an indemnity product, no salvage was anticipated in the pricing.

Morbidity improvements were not incorporated into the pricing. Similarly anti-selection arising from an indemnity product was also not incorporated.

Lapse Assumptions

The voluntary lapse assumptions shown below are combined with the mortality rates to determine overall persistency.

<b>Lapse Assumption</b>						
	<b>Issue Age</b>					
	<50	50-54	55-59	60-64	65-69	70-80
<b>Policy Duration</b>	<b>Without Inflation Protection</b>					
1	0.050	0.050	0.050	0.050	0.050	0.050
2	0.040	0.040	0.040	0.040	0.040	0.040
3	0.030	0.030	0.030	0.030	0.030	0.030
4	0.030	0.030	0.030	0.030	0.030	0.030
5	0.020	0.020	0.020	0.020	0.020	0.020
6	0.020	0.020	0.020	0.020	0.020	0.020
7	0.020	0.020	0.020	0.020	0.020	0.020
8	0.020	0.020	0.015	0.020	0.020	0.020
9	0.020	0.015	0.015	0.020	0.020	0.020
10+	0.015	0.015	0.015	0.015	0.015	0.015
	<b>With Inflation Protection</b>					
1	0.050	0.040	0.040	0.050	0.050	0.050
2	0.040	0.030	0.030	0.040	0.040	0.040
3	0.030	0.025	0.025	0.030	0.030	0.030

**Auto-Owners Life Insurance Company**  
**Actuarial Memorandum for Inforce Rate Increase**  
**February 24, 2023**

4	0.030	0.025	0.020	0.025	0.030	0.030
5	0.020	0.020	0.015	0.020	0.020	0.020
6	0.020	0.020	0.015	0.020	0.020	0.020
7	0.020	0.015	0.010	0.015	0.020	0.020
8	0.015	0.010	0.010	0.015	0.020	0.020
9	0.015	0.010	0.010	0.010	0.015	0.020
10+	0.015	0.015	0.015	0.015	0.015	0.015

Mortality

The mortality rates are based on the 1994 Group Annuity Mortality Table.

Expenses

First Year Acquisition Expenses						
		Issue Age				
Description	Type	<65	65-69	70-74	75-79	80+
Issue & Underwriting	Per Policy	\$170	\$185	\$195	\$250	\$325
Marketing	% of Premium	10% for all ages				

Maintenance Expenses		
Description	Formula	Type
Maintenance	\$50 per year, inflating by 2.5% per year	Per Policy
Overhead	2.50%	% of Premium
Taxes, Licenses, Fees	2.50%	% of Premium
Claim Adjudication	\$500 for initial adjudication	Dollar Amount
Claim Adjudication	6.00%	% of Paid Claims

Commissions	
Duration	All Ages
1	40.0%
2-10	5.0%
11+	2.0%

Utilization

Situs	NHF	HHC
Utilization rate	100%	46%

Original Loss Ratio Projections

Pricing Anticipated Loss Ratios			
Policy Year	Earned Premium	Incurred Claims	Loss Ratio
1	1,000,000	59,191	5.9%
2	932,964	74,535	8.0%
3	878,095	96,791	11.0%

**Auto-Owners Life Insurance Company**  
**Actuarial Memorandum for Inforce Rate Increase**  
**February 24, 2023**

4	832,925	123,293	14.8%
5	789,096	151,103	19.1%
6	752,748	174,181	23.1%
7	716,239	207,090	28.9%
8	680,620	243,558	35.8%
9	645,615	272,354	42.2%
10	611,508	311,085	50.9%
11	578,144	327,502	56.6%
12	544,780	351,505	64.5%
13	511,562	371,499	72.6%
14	478,709	387,750	81.0%
15	446,413	403,503	90.4%
16	414,849	415,237	100.1%
17	384,163	430,825	112.1%
18	354,520	442,623	124.9%
19	326,099	450,979	138.3%
20	299,050	461,192	154.2%
21	273,477	467,887	171.1%
22	249,432	477,547	191.5%
23	226,941	484,318	213.4%
24	206,016	488,479	237.1%
25	186,631	495,204	265.3%
26	168,732	499,012	295.7%
27	152,234	503,990	331.1%
28	137,050	506,310	369.4%
29	123,099	506,093	411.1%
30	110,297	507,990	460.6%

The assumed lifetime loss ratio at the time of original pricing, using an interest rate of 3.5%, was 57.7%.

## 18. Recent Experience

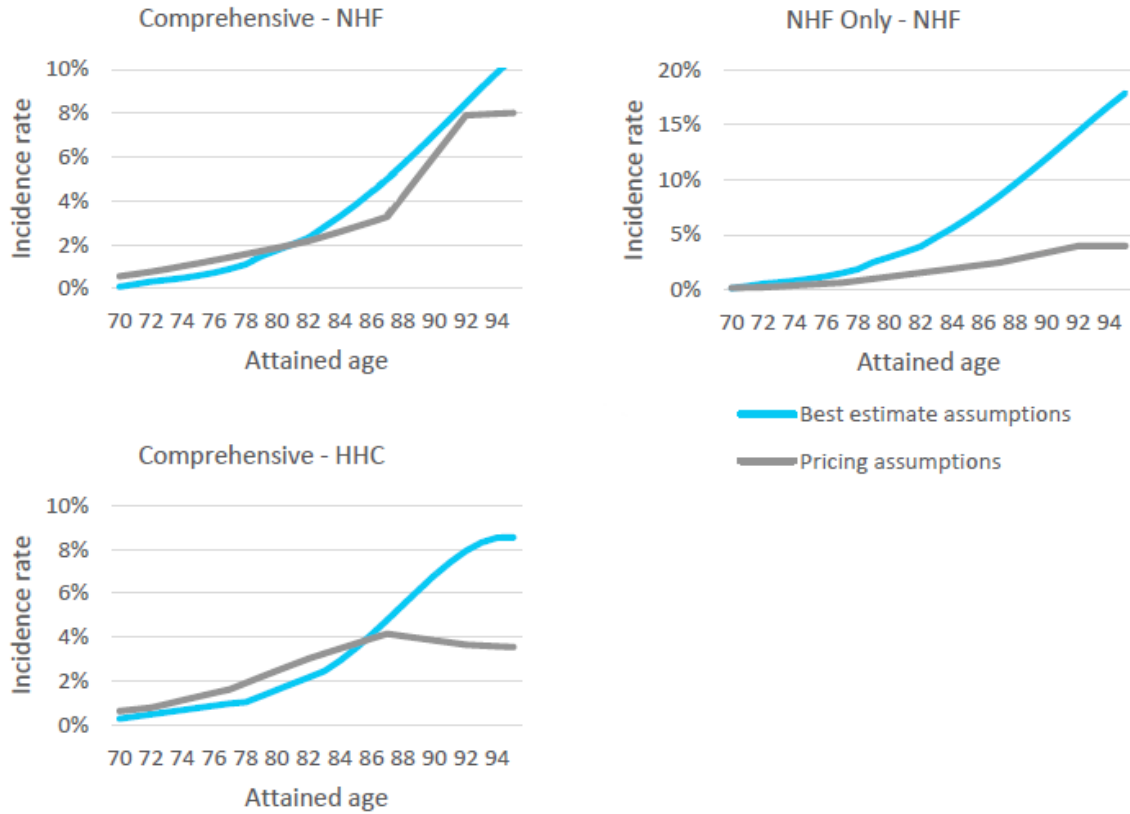
As part of the inforce management of the business, the Company monitored the performance of the business by completing analysis for morbidity, voluntary lapse rates, and mortality. The findings from these analyses were used in projecting the inforce business to determine the effect of experience on the projected lifetime loss ratio. The most current studies show significant unfavorable trends since the original pricing, which prompted our rate increase filing. Industry studies show that claims, particularly at higher ages, continue to last longer than originally expected, and a higher percentage of claim terminations are due to recoveries (as opposed to death) than expected. Our experience shows that lapses are lower than expected.

Lapse assumptions were developed using our company experience. Claims projections were compared with our loss experience thus far and select morbidity factors were chosen to bring the projections into line with the claims we have seen so far. We relied largely on industry data for our active life mortality assumption.

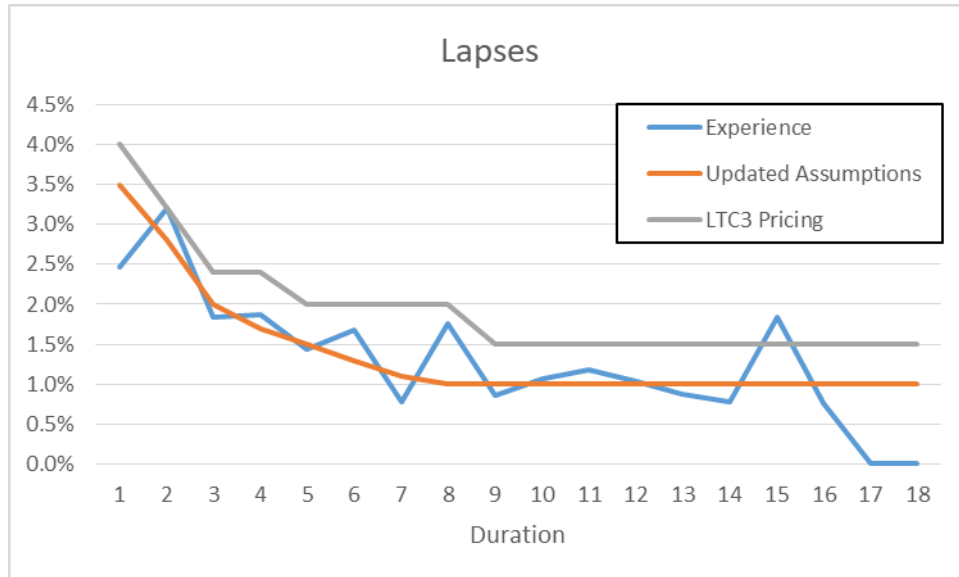
The following show in aggregate how our updated assumptions compare to actual experience where actual experience is the combined experience of all comparable LTC products. Our LTC2 and LTC3 products are very similar in coverage and benefits and their experience has been combined to add additional credibility.

# Auto-Owners Life Insurance Company Actuarial Memorandum for Inforce Rate Increase February 24, 2023

## Morbidity



## Voluntary Lapses

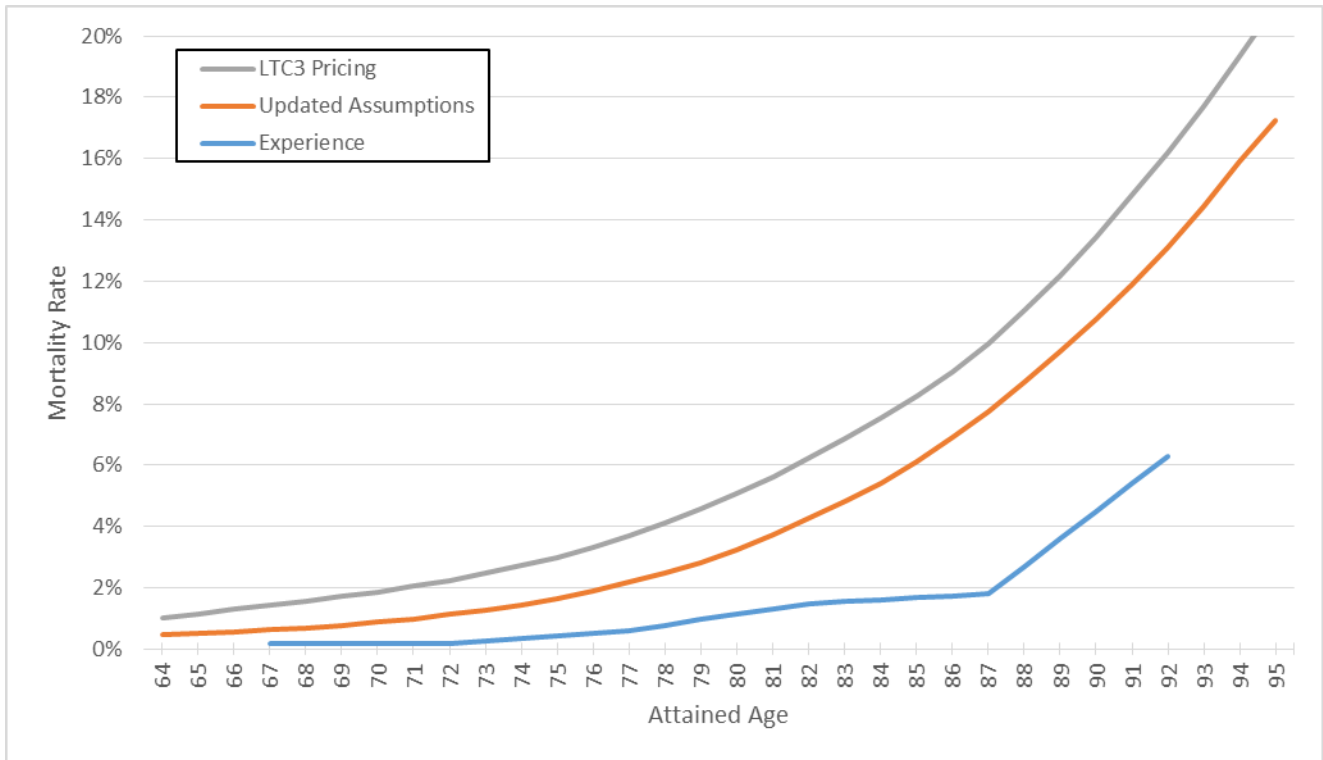




# Auto-Owners Life Insurance Company Actuarial Memorandum for Inforce Rate Increase February 24, 2023

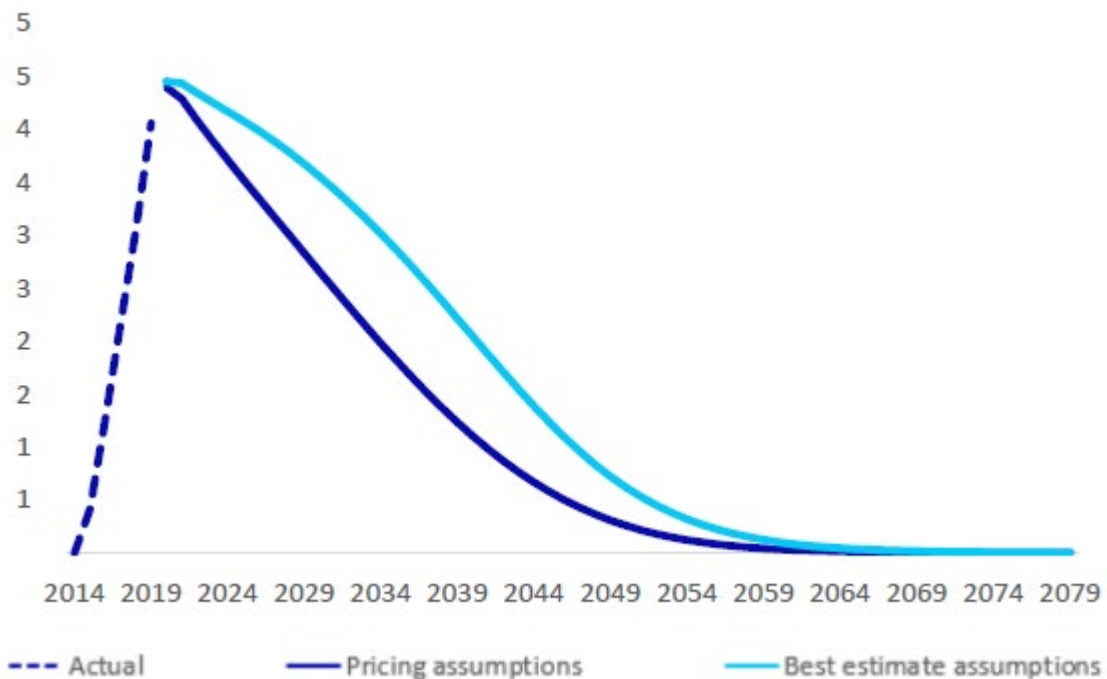
## Mortality

As this is an indemnity product with no additional benefits paid upon death, as a company we have not been differentiating deaths from lapses due to other causes. Utilizing our claim data, we were able to roughly approximate disabled life mortality as shown below. We do not place much credibility on this data and have instead chosen to more heavily rely on industry data.

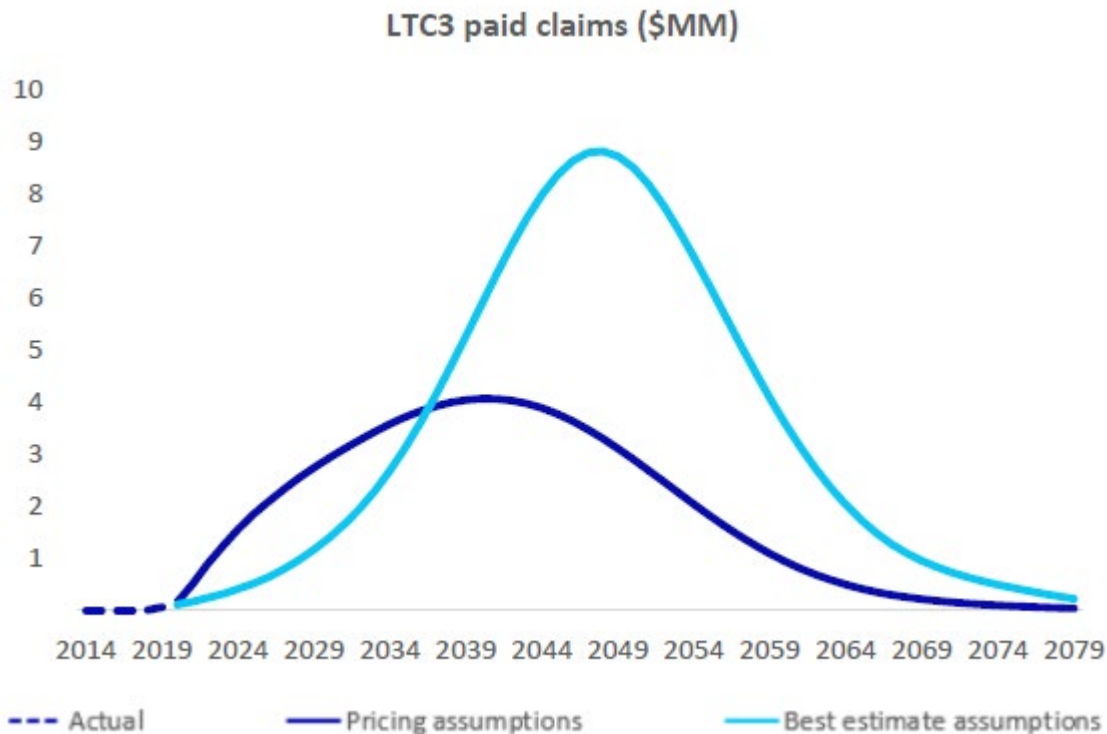


## Premiums and Claims Projections

**LTC3 collected premiums (\$MM)**



**Auto-Owners Life Insurance Company**  
**Actuarial Memorandum for Inforce Rate Increase**  
**February 24, 2023**



### 19. Requested Rate Increase

The Company is requesting a flat rate increase of 15% for the LTC3 - 62091\62095\62094\62096 policy forms. Rate increases were derived as follows:

1. We no longer write any new Long Term Care business. Thus, there is no concern of rates from this increase surpassing new business rates.
2. We projected premiums and claims using the assumptions described above.
3. We determined that the post-stability form requirements would allow a rate increase of up to 51%.
4. A rate increase of 51% would be needed in order to certify that if the rate increase is implemented and the underlying assumptions are realized, no further rate increases are anticipated. We do not believe such a large increase is in our policyholders' best interest. Our Long Term Care block is a small portion of our business. Through year-end 2021, we have had ten claims on this block. Because we have had so few claims and because this increase is based largely on industry studies, rather than our own experience, we recommend increasing rates by 15% at this time. We plan to continue monitoring experience and make future rate adjustments if needed.

**LTC3 Rate Pages.pdf** contains the new proposed rate tables for all policy forms included with this filing.

Please note that the actual rates implemented may vary slightly from those in LTC3 Rate Pages.pdf due to implementation rounding algorithms.

**Exhibit 1** contains nationwide past premium and claims experience and future premium and claim projections and illustrates an anticipated lifetime loss ratio, including the requested increase, of 79.9%, well in excess of the minimum loss ratio of 60%. The lifetime loss ratio as of 12/31/2021 is calculated as the sum of accumulated past and discounted future claims divided by the sum of accumulated past and discounted future earned premium where accumulation and discounting occur at the maximum statutory valuation discount rate.

#### Post-stability form requirements:

The sum of the accumulated value of incurred claims without the inclusion of active life reserves, and the present value of future projected incurred claims, without the inclusion of active life reserves, will not be less than the sum of the following:

**Auto-Owners Life Insurance Company**  
**Actuarial Memorandum for Inforce Rate Increase**  
**February 24, 2023**

1. Accumulated value of the initial earned premium times the original assumed lifetime loss ratio (which was higher than 58%),
2. 85% of the accumulated value of prior premium rate schedule increases,
3. Present value of future projected initial earned premium times the original assumed lifetime loss ratio, and
4. 85% of the present value of future projected premium in excess of the projected initial earned premium.

**20. History of Previous Rate Revisions**

No past rate increases.

**21. Proposed Effective Date**

These rates will be effective on the next policy anniversary date on or after June 30, 2023, following at least a 75 day policyholder notification period.

**22. Statement of Reliance**

We relied on consultants at Oliver Wyman for the development of several key assumptions including incidence, termination, mortality, and lapse rates. We used company data to check reasonableness of incidence assumptions, as well as lapse and mortality assumptions combined.

**23. 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 qualification standards for rendering this opinion and am familiar with the requirements for filing long-term care insurance premiums. This memorandum has been prepared in conformity with all applicable Actuarial Standards of Practice, including ASOP No. 8.

I hereby certify that, to the best of my knowledge and judgement, this rate submission is in compliance with applicable laws and regulations and that the premiums are reasonable in relation to the benefits provided.

The preceding Actuarial Memorandum contains:

- a) the assumptions on which this certification is based;
- b) the adjustments to prior assumptions with an explanation of the reasons previous assumptions were not realized; and
- c) a lifetime projection of the prior premium rate schedules and incurred claims plus future expected premiums and claims which demonstrates that the revised premium rate schedule meets the loss ratios standards and necessary details of this state;

I have reviewed and taken into consideration the policy design and coverage provided, and our current underwriting and claims adjudication processes.

In forming my opinion, I have used actuarial assumptions and actuarial methods and such tests of the actuarial calculations as I considered necessary. Based on these assumptions or statutory requirements where necessary, the premium rate filing is in compliance with the loss ratio standards of the state of Virginia.

**Karen Leiby** Digitally signed by Karen Leiby  
Date: 2023.02.24 15:24:35 -05'00'

Karen Leiby, ASA, MAAA  
Senior Assistant Actuary  
Auto-Owners Life Insurance Company

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

**Company Name and NAIC Number:**

**SERFF Tracking Number:**

**Revised Rates**

**Average Annual Premium Per Member:**

**Average Requested Percentage Rate Change Per Member:**

**Range of Requested Rate Changes:**

**Number of Virginia Policyholders Affected:**

Form Number	Product Name	Issue Dates	Prior Rate Increases – Date and Percentage Approved	Outlook for Future Rate Increases
62091 (12-12)	Base Policy		None	None
62095 (12-12)	Inflation Protection Rider – Annual 3% Compounded		None	None
62094 (12-12)	Inflation Protection Rider – Annual 5% Compounded		None	None
62096 (12-12)	Non-forfeiture Benefit – Shortened Benefit Period Rider		None	None

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

Lower than anticipated lapses and interest rates are the main drivers of this rate increase. Lapses have been lower than we had anticipated with the original rate filing, meaning that more policyholders reach advanced age at which claims are more likely. In addition, lower interest rates have increased the present value of future claims, worsening our projected lifetime experience. These drivers were much more pronounced in our recent filing for our older product which led us to reassessing our position on our LTC book as a whole. The rate increase filing for our older block can found with SERFF Tr Num AOIC-132726214.

**Exhibit 1**

		BEST ESTIMATE			BEST ESTIMATE			BEST ESTIMATE			Rate Increase	3.5% PV Discount	3.0% PV Discount
		WITHOUT INTEREST			WITH INTEREST			WITH INTEREST AND INCREASE					
		Earned Premium	Incurred Claims	Loss Ratio	Earned Premium	Incurred Claims	Loss Ratio	Earned Premium	Incurred Claims	Loss Ratio			
Past Experience	2014	18	0	0.6%	22	0	0.6%	22	0	0.6%			
	2015	406,136	5,077	1.2%	499,245	6,240	1.2%	499,245	6,240	1.2%		1.2723	
	2016	1,254,984	18,454	1.5%	1,490,527	21,918	1.5%	1,490,527	21,918	1.5%		1.2293	
	2017	2,151,703	30,265	1.4%	2,469,129	34,729	1.4%	2,469,129	34,729	1.4%		1.1877	
	2018	3,034,057	336,527	11.1%	3,363,913	373,113	11.1%	3,363,913	373,113	11.1%		1.1475	
	2019	4,048,425	-40,102	-1.0%	4,336,774	-42,958	-1.0%	4,336,774	-42,958	-1.0%		1.1255	
	2020	4,918,913	431,416	8.8%	5,091,075	446,516	8.8%	5,091,075	446,516	8.8%		1.1087	
	2021	5,781,259	478,420	8.3%	5,781,259	478,420	8.3%	5,781,259	478,420	8.3%		1.0712	
												1.0350	
												1.0000	
Future Experience	2022	5,598,897	387,542	6.9%	5,411,840	374,934	6.9%	5,411,840	374,934	6.9%	1.0000	0.9662	
	2023	5,478,080	431,133	7.9%	5,118,130	403,266	7.9%	5,885,850	403,266	6.9%	1.1500	0.9426	
	2024	5,365,211	521,735	9.7%	4,845,199	471,539	9.7%	5,571,979	471,539	8.5%	1.0000	0.9335	
	2025	5,252,799	638,034	12.1%	4,585,216	557,053	12.1%	5,571,979	471,539	8.5%	1.0000	0.9019	
	2026	5,137,669	734,722	14.3%	4,334,933	619,432	14.3%	5,272,999	557,053	10.6%	1.0000	0.8714	
	2027	5,017,201	908,901	18.1%	4,091,945	740,408	18.1%	4,985,173	619,432	12.4%	1.0000	0.8420	
	2028	4,889,329	1,118,644	22.9%	3,854,572	880,568	22.8%	4,705,737	740,408	15.7%	1.0000	0.8135	
	2029	4,752,613	1,345,841	28.3%	3,621,806	1,023,674	28.3%	4,432,758	880,568	19.9%	1.0000	0.7860	
	2030	4,606,793	1,614,072	35.0%	3,393,624	1,186,451	35.0%	4,165,077	1,023,674	24.6%	1.0000	0.7594	
	2031	4,452,563	1,923,872	43.2%	3,170,683	1,366,680	43.1%	3,902,668	1,186,451	30.4%	1.0000	0.7337	
	2032	4,290,411	2,276,523	53.1%	2,953,436	1,562,883	52.9%	3,646,286	1,366,680	37.5%	1.0000	0.7089	
	2033	4,120,178	2,678,407	65.0%	2,741,827	1,777,056	64.8%	3,396,452	1,562,883	46.0%	1.0000	0.6849	
	2034	3,941,748	3,137,192	79.6%	2,535,824	2,011,608	79.3%	3,153,101	1,777,056	56.4%	1.0000	0.6618	
	2035	3,755,474	3,652,655	97.3%	2,335,680	2,263,570	96.9%	2,916,197	2,011,608	69.0%	1.0000	0.6394	
	2036	3,561,915	4,224,886	118.6%	2,141,729	2,530,422	118.1%	2,686,032	2,263,570	84.3%	1.0000	0.6178	
	2037	3,361,826	4,849,687	144.3%	1,954,359	2,807,347	143.6%	2,462,989	2,530,422	102.7%	1.0000	0.5969	
	2038	3,156,301	5,519,382	174.9%	1,774,080	3,088,079	174.1%	2,247,513	2,807,347	124.9%	1.0000	0.5767	
	2039	2,946,627	6,222,876	211.2%	1,601,421	3,365,305	210.1%	2,040,192	3,088,079	151.4%	1.0000	0.5572	
	2040	2,734,476	6,943,078	253.9%	1,437,015	3,629,496	252.6%	1,841,634	3,365,305	182.7%	1.0000	0.5384	
	2041	2,521,577	7,664,675	304.0%	1,281,417	3,873,185	302.3%	1,652,568	3,629,496	219.6%	1.0000	0.5202	
	2042	2,309,733	8,369,333	362.4%	1,135,111	4,088,515	360.2%	1,473,629	3,873,185	262.8%	1.0000	0.5026	
	2043	2,100,889	9,035,058	430.1%	998,543	4,267,101	427.3%	1,305,377	4,088,515	313.2%	1.0000	0.4856	
	2044	1,897,316	9,633,717	507.8%	872,210	4,398,946	504.3%	1,148,324	4,267,101	371.6%	1.0000	0.4692	
	2045	1,701,054	10,142,754	596.3%	756,399	4,478,105	592.0%	1,003,042	4,398,946	438.6%	1.0000	0.4533	
	2046	1,513,897	10,545,211	696.6%	651,202	4,502,052	691.3%	869,859	4,478,105	514.8%	1.0000	0.4380	
	2047	1,337,478	10,822,618	809.2%	556,578	4,468,402	802.8%	748,882	4,502,052	601.2%	1.0000	0.4231	
	2048	1,173,256	10,954,285	933.7%	472,372	4,374,369	926.0%	640,065	4,468,402	698.1%	1.0000	0.4088	
	2049	1,022,165	10,933,528	1069.6%	398,196	4,223,245	1060.6%	543,228	4,374,369	805.3%	1.0000	0.3950	
	2050	884,612	10,767,766	1217.2%	333,462	4,023,460	1206.6%	457,925	4,223,245	922.3%	1.0000	0.3817	
	2051	760,663	10,467,583	1376.1%	277,483	3,783,942	1363.7%	383,481	4,023,460	1049.2%	1.0000	0.3687	
	2052	650,053	10,047,743	1545.7%	229,495	3,514,255	1531.3%	319,106	3,783,942	1185.8%	1.0000	0.3563	
Past		21,595,494	1,260,057	5.8%	23,031,944	1,317,979	5.7%	23,031,944	1,317,979	5.7%			
Future		100,292,805	168,513,456	168.0%	69,865,789	80,655,349	115.4%	79,533,882	80,655,349	101.4%			
Lifetime		121,888,299	169,773,513	139.3%	92,897,733	81,973,328	88.2%	102,565,825	81,973,328	79.9%			

1	Accumulated value of initial earned premium	23,031,944	x	58%	13,358,527
2a	Accumulated value of earned premium	23,031,944			
2b	Accumulated value of prior premium rate schedule increases (2a - 1)	0	x	85%	0
3	Present value of future projected initial earned premium	69,865,789		58%	40,522,158
4a	Present value of future projected premium	79,533,882			
4b	Present value of future projected premium in excess of the projected initial earned premiums (4a - 3)	9,668,092	x	85%	8,217,879
5	<b>Lifetime earned premium with prescribed factors applied (Sum of 1,2b,3 and 4b)</b>				<b>62,098,564</b>
6a	Accumulated value of historical incurred claims without the inclusion of active life reserves				1,317,979
6b	Present value of future projected incurred claims without the inclusion of active life reserves				80,655,349
7	<b>Lifetime incurred claims under best estimate projections</b>				<b>81,973,328</b>

62,098,564	<	81,973,328	Result of test TRUE
------------	---	------------	------------------------

Please note this exhibit assumes an average effective date of 1/1/2023.

Exhibit 1

		BEST ESTIMATE			BEST ESTIMATE			BEST ESTIMATE			Rate Increase	3.5% PV Discount	3.0% PV Discount
		WITHOUT INTEREST			WITH INTEREST			WITH INTEREST AND INCREASE					
		Earned Premium	Incurred Claims	Loss Ratio	Earned Premium	Incurred Claims	Loss Ratio	Earned Premium	Incurred Claims	Loss Ratio			
Past Experience	2014	18	0	0.6%	22	0	0.6%	22	0	0.6%			
	2015	406,136	5,077	1.2%	499,245	6,240	1.2%	499,245	6,240	1.2%		1.2723	1.2299
	2016	1,254,984	18,454	1.5%	1,490,527	21,918	1.5%	1,490,527	21,918	1.5%		1.2293	1.1941
	2017	2,151,819	30,265	1.4%	2,469,262	34,729	1.4%	2,469,262	34,729	1.4%		1.1877	1.1593
	2018	3,035,132	336,527	11.1%	3,365,105	373,113	11.1%	3,365,105	373,113	11.1%		1.1475	1.1255
	2019	4,049,794	-40,102	-1.0%	4,338,240	-42,958	-1.0%	4,338,240	-42,958	-1.0%		1.1087	1.0927
	2020	4,920,492	431,416	8.8%	5,092,710	446,516	8.8%	5,092,710	446,516	8.8%		1.0712	1.0609
	2021	5,783,028	478,420	8.3%	5,783,028	478,420	8.3%	5,783,028	478,420	8.3%		1.0350	1.0300
Future Experience	2022	5,600,669	387,542	6.9%	5,413,553	374,934	6.9%	5,413,553	374,934	6.9%	1.0000	1.0000	0.9662
	2023	5,479,816	431,133	7.9%	5,119,752	403,266	7.9%	5,887,715	403,266	6.8%	1.1500	0.9335	0.9426
	2024	5,366,914	521,735	9.7%	4,846,738	471,539	9.7%	5,573,749	471,539	8.5%	1.0000	0.9019	0.9151
	2025	5,254,472	638,034	12.1%	4,586,678	557,053	12.1%	5,274,680	557,053	10.6%	1.0000	0.8714	0.8885
	2026	5,139,311	734,722	14.3%	4,336,321	619,432	14.3%	4,986,769	619,432	12.4%	1.0000	0.8420	0.8626
	2027	5,018,812	908,901	18.1%	4,093,260	740,408	18.1%	4,707,249	740,408	15.7%	1.0000	0.8135	0.8375
	2028	4,890,906	1,118,644	22.9%	3,855,818	880,568	22.8%	4,434,190	880,568	19.9%	1.0000	0.7860	0.8131
	2029	4,754,155	1,345,841	28.3%	3,622,983	1,023,674	28.3%	4,166,431	1,023,674	24.6%	1.0000	0.7594	0.7894
	2030	4,608,298	1,614,072	35.0%	3,394,735	1,186,451	34.9%	3,903,945	1,186,451	30.4%	1.0000	0.7337	0.7664
	2031	4,454,030	1,923,872	43.2%	3,171,729	1,366,680	43.1%	3,647,489	1,366,680	37.5%	1.0000	0.7089	0.7441
	2032	4,291,836	2,276,523	53.0%	2,954,420	1,562,883	52.9%	3,397,583	1,562,883	46.0%	1.0000	0.6849	0.7224
	2033	4,121,560	2,678,407	65.0%	2,742,749	1,777,056	64.8%	3,154,161	1,777,056	56.3%	1.0000	0.6618	0.7014
	2034	3,943,083	3,137,192	79.6%	2,536,685	2,011,608	79.3%	2,917,187	2,011,608	69.0%	1.0000	0.6394	0.6810
	2035	3,756,759	3,652,655	97.2%	2,336,482	2,263,570	96.9%	2,686,954	2,263,570	84.2%	1.0000	0.6178	0.6611
	2036	3,563,147	4,224,886	118.6%	2,142,472	2,530,422	118.1%	2,463,843	2,530,422	102.7%	1.0000	0.5969	0.6419
	2037	3,363,002	4,849,687	144.2%	1,955,045	2,807,347	143.6%	2,248,302	2,807,347	124.9%	1.0000	0.5767	0.6232
	2038	3,157,418	5,519,382	174.8%	1,774,711	3,088,079	174.0%	2,040,917	3,088,079	151.3%	1.0000	0.5572	0.6050
	2039	2,947,683	6,222,876	211.1%	1,601,998	3,365,305	210.1%	1,842,297	3,365,305	182.7%	1.0000	0.5384	0.5874
	2040	2,735,468	6,943,078	253.8%	1,437,539	3,629,496	252.5%	1,653,170	3,629,496	219.5%	1.0000	0.5202	0.5703
	2041	2,522,502	7,664,675	303.9%	1,281,890	3,873,185	302.1%	1,474,173	3,873,185	262.7%	1.0000	0.5026	0.5537
	2042	2,310,590	8,369,333	362.2%	1,135,535	4,088,515	360.1%	1,305,865	4,088,515	313.1%	1.0000	0.4856	0.5375
	2043	2,101,677	9,035,058	429.9%	998,920	4,267,101	427.2%	1,148,758	4,267,101	371.5%	1.0000	0.4692	0.5219
	2044	1,898,033	9,633,717	507.6%	872,543	4,398,946	504.2%	1,003,424	4,398,946	438.4%	1.0000	0.4533	0.5067
	2045	1,701,702	10,142,754	596.0%	756,690	4,478,105	591.8%	870,193	4,478,105	514.6%	1.0000	0.4380	0.4919
	2046	1,514,477	10,545,211	696.3%	651,454	4,502,052	691.1%	749,172	4,502,052	600.9%	1.0000	0.4231	0.4776
	2047	1,337,993	10,822,618	808.9%	556,795	4,468,402	802.5%	640,314	4,468,402	697.8%	1.0000	0.4088	0.4637
	2048	1,173,708	10,954,285	933.3%	472,557	4,374,369	925.7%	543,440	4,374,369	804.9%	1.0000	0.3950	0.4502
	2049	1,022,558	10,933,528	1069.2%	398,351	4,223,245	1060.2%	458,104	4,223,245	921.9%	1.0000	0.3817	0.4371
	2050	884,951	10,767,766	1216.8%	333,592	4,023,460	1206.1%	383,630	4,023,460	1048.8%	1.0000	0.3687	0.4243
	2051	760,951	10,467,583	1375.6%	277,590	3,783,942	1363.1%	319,229	3,783,942	1185.3%	1.0000	0.3563	0.4120
	2052	650,294	10,047,743	1545.1%	229,582	3,514,255	1530.7%	264,019	3,514,255	1331.1%	1.0000	0.3442	0.4000
Past		21,601,402	1,260,057	5.8%	23,038,139	1,317,979	5.7%	23,038,139	1,317,979	5.7%			
Future		100,326,777	168,513,456	168.0%	69,889,165	80,655,349	115.4%	79,560,506	80,655,349	101.4%			
Lifetime		121,928,179	169,773,513	139.2%	92,927,304	81,973,328	88.2%	102,598,646	81,973,328	79.9%			

1 Accumulated value of initial earned premium	23,038,139	x	58%	13,362,121
2a Accumulated value of earned premium	23,038,139			
2b Accumulated value of prior premium rate schedule increases (2a - 1)	0	x	85%	0
3 Present value of future projected initial earned premium	69,889,165		58%	40,535,716
4a Present value of future projected premium	79,560,506			
4b Present value of future projected premium in excess of the projected initial earned premiums (4a - 3)	9,671,342	x	85%	8,220,640
5 Lifetime earned premium with prescribed factors applied (Sum of 1,2b,3 and 4b)				62,118,477
6a Accumulated value of historical incurred claims without the inclusion of active life reserves				1,317,979
6b Present value of future projected incurred claims without the inclusion of active life reserves				80,655,349
7 Lifetime incurred claims under best estimate projections				81,973,328

62,118,477 < 81,973,328 Result of test TRUE

Please note this exhibit assumes an average effective date of 1/1/2023.

		ORIGINAL LOSS RATIO PROJECTIONS WITH ACTUAL STARTING PREMIUMS				ORIGINAL LOSS RATIO PROJECTIONS WITH ACTUAL STARTING PREMIUMS				CURRENT ASSUMPTIONS WITH ACTUAL EXPERIENCE				
		WITHOUT INTEREST				WITH INTEREST				WITH INTEREST				
		Earned Premium	Incurred Claims	Loss Ratio		Earned Premium	Incurred Claims	Loss Ratio		Earned Premium	Incurred Claims	Loss Ratio		3.5% PV Discount
Past	2014	18	1	5.9%		22	1	5.9%		22	0	0.6%		1.2723
Experience	2015	350,057	20,772	5.9%		430,309	25,534	5.9%		499,245	6,240	1.2%		1.2293
	2016	1,143,452	84,541	7.4%		1,358,062	100,408	7.4%		1,490,527	21,918	1.5%		1.1877
	2017	1,939,528	170,368	8.8%		2,225,653	195,502	8.8%		2,469,262	34,729	1.4%		1.1475
	2018	2,677,541	278,718	10.4%		2,968,637	309,019	10.4%		3,365,105	373,113	11.1%		1.1087
	2019	3,519,842	421,520	12.0%		3,770,543	451,543	12.0%		4,338,240	-42,958	-1.0%		1.0712
	2020	4,221,173	581,694	13.8%		4,368,914	602,053	13.8%		5,092,710	446,516	8.8%		1.0350
	2021	4,906,471	772,451	15.7%		4,906,471	772,451	15.7%		5,783,028	478,420	8.3%		1.0000
Future	2022	4,721,372	938,528	19.9%		4,561,712	906,791	19.9%		5,413,553	374,934	6.9%		0.9662
Experience	2023	4,481,092	1,109,186	24.8%		4,183,147	1,035,437	24.8%		5,119,752	403,266	7.9%		0.9335
	2024	4,256,563	1,292,874	30.4%		3,839,176	1,166,098	30.4%		4,846,738	471,539	9.7%		0.9019
	2025	4,041,735	1,468,966	36.3%		3,522,139	1,280,119	36.3%		4,586,678	557,053	12.1%		0.8714
	2026	3,833,544	1,643,784	42.9%		3,227,741	1,384,022	42.9%		4,336,321	619,432	14.3%		0.8420
	2027	3,628,318	1,811,077	49.9%		2,951,639	1,473,312	49.9%		4,093,260	740,408	18.1%		0.8135
	2028	3,426,148	1,962,720	57.3%		2,692,921	1,542,680	57.3%		3,855,818	880,568	22.8%		0.7860
	2029	3,226,748	2,095,917	65.0%		2,450,430	1,591,664	65.0%		3,622,983	1,023,674	28.3%		0.7594
	2030	3,030,022	2,211,897	73.0%		2,223,221	1,622,937	73.0%		3,394,735	1,186,451	34.9%		0.7337
	2031	2,836,070	2,314,662	81.6%		2,010,543	1,640,908	81.6%		3,171,729	1,366,680	43.1%		0.7089
	2032	2,645,472	2,409,931	91.1%		1,812,004	1,650,672	91.1%		2,954,420	1,562,883	52.9%		0.6849
	2033	2,459,282	2,492,877	101.4%		1,627,512	1,649,744	101.4%		2,742,749	1,777,056	64.8%		0.6618
	2034	2,278,528	2,568,265	112.7%		1,456,900	1,642,159	112.7%		2,536,685	2,011,608	79.3%		0.6394
	2035	2,104,146	2,635,753	125.3%		1,299,903	1,628,320	125.3%		2,336,482	2,263,570	96.9%		0.6178
	2036	1,936,961	2,698,503	139.3%		1,156,154	1,610,711	139.3%		2,142,472	2,530,422	118.1%		0.5969
	2037	1,777,676	2,755,076	155.0%		1,025,196	1,588,869	155.0%		1,955,045	2,807,347	143.6%		0.5767
	2038	1,626,861	2,803,286	172.3%		906,493	1,562,002	172.3%		1,774,711	3,088,079	174.0%		0.5572
	2039	1,484,904	2,847,902	191.8%		799,415	1,533,200	191.8%		1,601,998	3,365,305	210.1%		0.5384
	2040	1,351,989	2,888,067	213.6%		703,245	1,502,245	213.6%		1,437,539	3,629,496	252.5%		0.5202
	2041	1,228,109	2,924,317	238.1%		617,205	1,469,662	238.1%		1,281,890	3,873,185	302.1%		0.5026
	2042	1,113,101	2,955,444	265.5%		540,490	1,435,077	265.5%		1,135,535	4,088,515	360.1%		0.4856
	2043	1,006,690	2,979,313	296.0%		472,289	1,397,747	296.0%		998,920	4,267,101	427.2%		0.4692
	2044	908,238	2,998,039	330.1%		411,691	1,358,968	330.1%		872,543	4,398,946	504.2%		0.4533
	2045	732,424	2,573,172	351.3%		320,770	1,126,939	351.3%		756,690	4,478,105	591.8%		0.4380
	2046	574,320	2,148,625	374.1%		243,022	909,184	374.1%		651,454	4,502,052	691.1%		0.4231
	2047	426,561	1,695,048	397.4%		174,394	692,999	397.4%		556,795	4,468,402	802.5%		0.4088
	2048	288,197	1,211,785	420.5%		113,841	478,670	420.5%		472,557	4,374,369	925.7%		0.3950
	2049	156,675	690,505	440.7%		59,796	263,534	440.7%		398,351	4,223,245	1060.2%		0.3817
	2050	56,342	259,491	460.6%		20,776	95,687	460.6%		333,592	4,023,460	1206.1%		0.3687
	2051	0	0	0.0%		0	0	0.0%		277,590	3,783,942	1363.1%		0.3563
	2052	0	0	0.0%		0	0	0.0%		229,582	3,514,255	1530.7%		0.3442
Past		18,758,081	2,330,065	12.4%		20,028,612	2,456,512	12.3%		23,038,139	1,317,979	5.7%		
Future		61,638,088	61,385,009	99.6%		45,423,767	37,240,356	82.0%		69,889,165	80,655,349	115.4%		
Lifetime		80,396,169	63,715,074	79.3%		65,452,378	39,696,868	60.7%		92,927,304	81,973,328	88.2%		



		CURRENT ASSUMPTIONS WITH ACTUAL EXPERIENCE			CURRENT ASSUMPTIONS WITH ACTUAL EXPERIENCE				
		WITHOUT INTEREST			WITH INTEREST				
		Earned Premium	Incurred Claims	Loss Ratio	Earned Premium	Incurred Claims	Loss Ratio	3.5% PV Discount	3.0% PV Discount
Past	2014	18	0	0.6%	22	0	0.6%	1.2723	1.2299
Experience	2015	406,136	5,077	1.2%	499,245	6,240	1.2%	1.2293	1.1941
	2016	1,254,984	18,454	1.5%	1,490,527	21,918	1.5%	1.1877	1.1593
	2017	2,151,819	30,265	1.4%	2,469,262	34,729	1.4%	1.1475	1.1255
	2018	3,035,132	336,527	11.1%	3,365,105	373,113	11.1%	1.1087	1.0927
	2019	4,049,794	-40,102	-1.0%	4,338,240	-42,958	-1.0%	1.0712	1.0609
	2020	4,920,492	431,416	8.8%	5,092,710	446,516	8.8%	1.0350	1.0300
	2021	5,783,028	478,420	8.3%	5,783,028	478,420	8.3%	1.0000	1.0000
Future Experience	2022	5,600,669	387,542	6.9%	5,413,553	374,934	6.9%	0.9662	0.9709
	2023	5,479,816	431,133	7.9%	5,119,752	403,266	7.9%	0.9335	0.9426
	2024	5,366,914	521,735	9.7%	4,846,738	471,539	9.7%	0.9019	0.9151
	2025	5,254,472	638,034	12.1%	4,586,678	557,053	12.1%	0.8714	0.8885
	2026	5,139,311	734,722	14.3%	4,336,321	619,432	14.3%	0.8420	0.8626
	2027	5,018,812	908,901	18.1%	4,093,260	740,408	18.1%	0.8135	0.8375
	2028	4,890,906	1,118,644	22.9%	3,855,818	880,568	22.8%	0.7860	0.8131
	2029	4,754,155	1,345,841	28.3%	3,622,983	1,023,674	28.3%	0.7594	0.7894
	2030	4,608,298	1,614,072	35.0%	3,394,735	1,186,451	34.9%	0.7337	0.7664
	2031	4,454,030	1,923,872	43.2%	3,171,729	1,366,680	43.1%	0.7089	0.7441
	2032	4,291,836	2,276,523	53.0%	2,954,420	1,562,883	52.9%	0.6849	0.7224
	2033	4,121,560	2,678,407	65.0%	2,742,749	1,777,056	64.8%	0.6618	0.7014
	2034	3,943,083	3,137,192	79.6%	2,536,685	2,011,608	79.3%	0.6394	0.6810
	2035	3,756,759	3,652,655	97.2%	2,336,482	2,263,570	96.9%	0.6178	0.6611
	2036	3,563,147	4,224,886	118.6%	2,142,472	2,530,422	118.1%	0.5969	0.6419
	2037	3,363,002	4,849,687	144.2%	1,955,045	2,807,347	143.6%	0.5767	0.6232
	2038	3,157,418	5,519,382	174.8%	1,774,711	3,088,079	174.0%	0.5572	0.6050
	2039	2,947,683	6,222,876	211.1%	1,601,998	3,365,305	210.1%	0.5384	0.5874
	2040	2,735,468	6,943,078	253.8%	1,437,539	3,629,496	252.5%	0.5202	0.5703
	2041	2,522,502	7,664,675	303.9%	1,281,890	3,873,185	302.1%	0.5026	0.5537
2042	2,310,590	8,369,333	362.2%	1,135,535	4,088,515	360.1%	0.4856	0.5375	
2043	2,101,677	9,035,058	429.9%	998,920	4,267,101	427.2%	0.4692	0.5219	
2044	1,898,033	9,633,717	507.6%	872,543	4,398,946	504.2%	0.4533	0.5067	
2045	1,701,702	10,142,754	596.0%	756,690	4,478,105	591.8%	0.4380	0.4919	
2046	1,514,477	10,545,211	696.3%	651,454	4,502,052	691.1%	0.4231	0.4776	
2047	1,337,993	10,822,618	808.9%	556,795	4,468,402	802.5%	0.4088	0.4637	
2048	1,173,708	10,954,285	933.3%	472,557	4,374,369	925.7%	0.3950	0.4502	
2049	1,022,558	10,933,528	1069.2%	398,351	4,223,245	1060.2%	0.3817	0.4371	
2050	884,951	10,767,766	1216.8%	333,592	4,023,460	1206.1%	0.3687	0.4243	
2051	760,951	10,467,583	1375.6%	277,590	3,783,942	1363.1%	0.3563	0.4120	
2052	650,294	10,047,743	1545.1%	229,582	3,514,255	1530.7%	0.3442	0.4000	
Past		21,601,402	1,260,057	5.8%	23,038,139	1,317,979	5.7%		
Future		100,326,777	168,513,456	168.0%	69,889,165	80,655,349	115.4%		
Lifetime		121,928,179	169,773,513	139.2%	92,927,304	81,973,328	88.2%		

	CURRENT ASSUMPTIONS WITH ACTUAL EXPERIENCE				CURRENT ASSUMPTIONS WITH ACTUAL EXPERIENCE						
	WITHOUT INTEREST WITH INCREASE				WITH INTEREST AND INCREASE				Rate Increase	3.5% PV Discount	3.0% PV Discount
	Earned Premium	Incurred Claims	Loss Ratio		Earned Premium	Incurred Claims	Loss Ratio				
Past Experience	2014	18	0	0.6%	22	0	0.6%			1.2723	1.2299
	2015	406,136	5,077	1.2%	499,245	6,240	1.2%			1.2293	1.1941
	2016	1,254,984	18,454	1.5%	1,490,527	21,918	1.5%			1.1877	1.1593
	2017	2,151,819	30,265	1.4%	2,469,262	34,729	1.4%			1.1475	1.1255
	2018	3,035,132	336,527	11.1%	3,365,105	373,113	11.1%			1.1087	1.0927
	2019	4,049,794	-40,102	-1.0%	4,338,240	-42,958	-1.0%			1.0712	1.0609
	2020	4,920,492	431,416	8.8%	5,092,710	446,516	8.8%			1.0350	1.0300
	2021	5,783,028	478,420	8.3%	5,783,028	478,420	8.3%			1.0000	1.0000
Future Experience	2022	5,600,669	387,542	6.9%	5,413,553	374,934	6.9%	1.0000		0.9662	0.9709
	2023	6,301,788	431,133	6.8%	5,887,715	403,266	6.8%	1.1500		0.9335	0.9426
	2024	6,171,951	521,735	8.5%	5,573,749	471,539	8.5%	1.0000		0.9019	0.9151
	2025	6,042,643	638,034	10.6%	5,274,680	557,053	10.6%	1.0000		0.8714	0.8885
	2026	5,910,208	734,722	12.4%	4,986,769	619,432	12.4%	1.0000		0.8420	0.8626
	2027	5,771,633	908,901	15.7%	4,707,249	740,408	15.7%	1.0000		0.8135	0.8375
	2028	5,624,542	1,118,644	19.9%	4,434,190	880,568	19.9%	1.0000		0.7860	0.8131
	2029	5,467,278	1,345,841	24.6%	4,166,431	1,023,674	24.6%	1.0000		0.7594	0.7894
	2030	5,299,543	1,614,072	30.5%	3,903,945	1,186,451	30.4%	1.0000		0.7337	0.7664
	2031	5,122,134	1,923,872	37.6%	3,647,489	1,366,680	37.5%	1.0000		0.7089	0.7441
	2032	4,935,612	2,276,523	46.1%	3,397,583	1,562,883	46.0%	1.0000		0.6849	0.7224
	2033	4,739,794	2,678,407	56.5%	3,154,161	1,777,056	56.3%	1.0000		0.6618	0.7014
	2034	4,534,545	3,137,192	69.2%	2,917,187	2,011,608	69.0%	1.0000		0.6394	0.6810
	2035	4,320,273	3,652,655	84.5%	2,686,954	2,263,570	84.2%	1.0000		0.6178	0.6611
	2036	4,097,619	4,224,886	103.1%	2,463,843	2,530,422	102.7%	1.0000		0.5969	0.6419
	2037	3,867,453	4,849,687	125.4%	2,248,302	2,807,347	124.9%	1.0000		0.5767	0.6232
	2038	3,631,031	5,519,382	152.0%	2,040,917	3,088,079	151.3%	1.0000		0.5572	0.6050
	2039	3,389,835	6,222,876	183.6%	1,842,297	3,365,305	182.7%	1.0000		0.5384	0.5874
	2040	3,145,788	6,943,078	220.7%	1,653,170	3,629,496	219.5%	1.0000		0.5202	0.5703
	2041	2,900,878	7,664,675	264.2%	1,474,173	3,873,185	262.7%	1.0000		0.5026	0.5537
	2042	2,657,179	8,369,333	315.0%	1,305,865	4,088,515	313.1%	1.0000		0.4856	0.5375
	2043	2,416,929	9,035,058	373.8%	1,148,758	4,267,101	371.5%	1.0000		0.4692	0.5219
	2044	2,182,738	9,633,717	441.4%	1,003,424	4,398,946	438.4%	1.0000		0.4533	0.5067
	2045	1,956,958	10,142,754	518.3%	870,193	4,478,105	514.6%	1.0000		0.4380	0.4919
	2046	1,741,649	10,545,211	605.5%	749,172	4,502,052	600.9%	1.0000		0.4231	0.4776
	2047	1,538,691	10,822,618	703.4%	640,314	4,468,402	697.8%	1.0000		0.4088	0.4637
	2048	1,349,765	10,954,285	811.6%	543,440	4,374,369	804.9%	1.0000		0.3950	0.4502
	2049	1,175,942	10,933,528	929.8%	458,104	4,223,245	921.9%	1.0000		0.3817	0.4371
	2050	1,017,694	10,767,766	1058.1%	383,630	4,023,460	1048.8%	1.0000		0.3687	0.4243
	2051	875,093	10,467,583	1196.2%	319,229	3,783,942	1185.3%	1.0000		0.3563	0.4120
	2052	747,839	10,047,743	1343.6%	264,019	3,514,255	1331.1%	1.0000		0.3442	0.4000
Past		21,601,402	1,260,057	5.8%	23,038,139	1,317,979	5.7%				
Future		114,535,693	168,513,456	147.1%	79,560,506	80,655,349	101.4%				
Lifetime		136,137,096	169,773,513	124.7%	102,598,646	81,973,328	79.9%				

		CURRENT ASSUMPTIONS WITH RESTATED PREMIUMS			CURRENT ASSUMPTIONS WITH RESTATED PREMIUMS				
		WITHOUT INTEREST WITH INCREASE			WITH INTEREST AND INCREASE				
		Earned	Incurred	Loss	Earned	Incurred	Loss	3.5% PV	3.0% PV
		Premium	Claims	Ratio	Premium	Claims	Ratio	Discount	Discount
Past	2014	20	0	0.6%	26	0	0.6%	1.2723	1.2299
Experience	2015	467,057	5,077	1.1%	574,132	6,240	1.1%	1.2293	1.1941
	2016	1,443,231	18,454	1.3%	1,714,106	21,918	1.3%	1.1877	1.1593
	2017	2,474,592	30,265	1.2%	2,839,651	34,729	1.2%	1.1475	1.1255
	2018	3,490,401	336,527	9.6%	3,869,870	373,113	9.6%	1.1087	1.0927
	2019	4,657,263	-40,102	-0.9%	4,988,976	-42,958	-0.9%	1.0712	1.0609
	2020	5,658,566	431,416	7.6%	5,856,616	446,516	7.6%	1.0350	1.0300
	2021	6,650,482	478,420	7.2%	6,650,482	478,420	7.2%	1.0000	1.0000
Future	2022	6,440,769	387,542	6.0%	6,225,586	374,934	6.0%	0.9662	0.9709
Experience	2023	6,301,788	431,133	6.8%	5,887,715	403,266	6.8%	0.9335	0.9426
	2024	6,171,951	521,735	8.5%	5,573,749	471,539	8.5%	0.9019	0.9151
	2025	6,042,643	638,034	10.6%	5,274,680	557,053	10.6%	0.8714	0.8885
	2026	5,910,208	734,722	12.4%	4,986,769	619,432	12.4%	0.8420	0.8626
	2027	5,771,633	908,901	15.7%	4,707,249	740,408	15.7%	0.8135	0.8375
	2028	5,624,542	1,118,644	19.9%	4,434,190	880,568	19.9%	0.7860	0.8131
	2029	5,467,278	1,345,841	24.6%	4,166,431	1,023,674	24.6%	0.7594	0.7894
	2030	5,299,543	1,614,072	30.5%	3,903,945	1,186,451	30.4%	0.7337	0.7664
	2031	5,122,134	1,923,872	37.6%	3,647,489	1,366,680	37.5%	0.7089	0.7441
	2032	4,935,612	2,276,523	46.1%	3,397,583	1,562,883	46.0%	0.6849	0.7224
	2033	4,739,794	2,678,407	56.5%	3,154,161	1,777,056	56.3%	0.6618	0.7014
	2034	4,534,545	3,137,192	69.2%	2,917,187	2,011,608	69.0%	0.6394	0.6810
	2035	4,320,273	3,652,655	84.5%	2,686,954	2,263,570	84.2%	0.6178	0.6611
	2036	4,097,619	4,224,886	103.1%	2,463,843	2,530,422	102.7%	0.5969	0.6419
	2037	3,867,453	4,849,687	125.4%	2,248,302	2,807,347	124.9%	0.5767	0.6232
	2038	3,631,031	5,519,382	152.0%	2,040,917	3,088,079	151.3%	0.5572	0.6050
	2039	3,389,835	6,222,876	183.6%	1,842,297	3,365,305	182.7%	0.5384	0.5874
	2040	3,145,788	6,943,078	220.7%	1,653,170	3,629,496	219.5%	0.5202	0.5703
	2041	2,900,878	7,664,675	264.2%	1,474,173	3,873,185	262.7%	0.5026	0.5537
	2042	2,657,179	8,369,333	315.0%	1,305,865	4,088,515	313.1%	0.4856	0.5375
	2043	2,416,929	9,035,058	373.8%	1,148,758	4,267,101	371.5%	0.4692	0.5219
	2044	2,182,738	9,633,717	441.4%	1,003,424	4,398,946	438.4%	0.4533	0.5067
	2045	1,956,958	10,142,754	518.3%	870,193	4,478,105	514.6%	0.4380	0.4919
	2046	1,741,649	10,545,211	605.5%	749,172	4,502,052	600.9%	0.4231	0.4776
	2047	1,538,691	10,822,618	703.4%	640,314	4,468,402	697.8%	0.4088	0.4637
	2048	1,349,765	10,954,285	811.6%	543,440	4,374,369	804.9%	0.3950	0.4502
	2049	1,175,942	10,933,528	929.8%	458,104	4,223,245	921.9%	0.3817	0.4371
	2050	1,017,694	10,767,766	1058.1%	383,630	4,023,460	1048.8%	0.3687	0.4243
	2051	875,093	10,467,583	1196.2%	319,229	3,783,942	1185.3%	0.3563	0.4120
	2052	747,839	10,047,743	1343.6%	264,019	3,514,255	1331.1%	0.3442	0.4000
Past		24,841,613	1,260,057	5.1%	26,493,860	1,317,979	5.0%		
Future		115,375,794	168,513,456	146.1%	80,372,539	80,655,349	100.4%		
Lifetime		140,217,406	169,773,513	121.1%	106,866,399	81,973,328	76.7%		

		ACTUAL HISTORICAL EXPERIENCE WITH FUTURE PROJECTIONS				ACTUAL HISTORICAL EXPERIENCE WITH FUTURE PROJECTIONS					
		WITHOUT INTEREST				WITH INTEREST					
		Earned	Incurred	Loss		Earned	Incurred	Loss		3.5% PV	3.0% PV
		Premium	Claims	Ratio		Premium	Claims	Ratio		Discount	Discount
Past	2014	18	0	0.6%		22	0	0.6%		1.2723	1.2299
Experience	2015	406,136	5,077	1.2%		499,245	6,240	1.2%		1.2293	1.1941
	2016	1,254,984	18,454	1.5%		1,490,527	21,918	1.5%		1.1877	1.1593
	2017	2,151,819	30,265	1.4%		2,469,262	34,729	1.4%		1.1475	1.1255
	2018	3,035,132	336,527	11.1%		3,365,105	373,113	11.1%		1.1087	1.0927
	2019	4,049,794	-40,102	-1.0%		4,338,240	-42,958	-1.0%		1.0712	1.0609
	2020	4,920,492	431,416	8.8%		5,092,710	446,516	8.8%		1.0350	1.0300
	2021	5,783,028	478,420	8.3%		5,783,028	478,420	8.3%		1.0000	1.0000
Future	2022	5,473,240	1,554,060	28.4%		5,290,431	1,501,795	28.4%		0.9662	0.9709
Experience	2023	5,231,621	1,751,286	33.5%		4,888,018	1,635,548	33.5%		0.9335	0.9426
	2024	4,992,947	1,946,686	39.0%		4,509,280	1,757,092	39.0%		0.9019	0.9151
	2025	4,757,718	2,124,145	44.6%		4,153,438	1,852,995	44.6%		0.8714	0.8885
	2026	4,524,368	2,308,108	51.0%		3,817,946	1,946,003	51.0%		0.8420	0.8626
	2027	4,292,824	2,491,091	58.0%		3,501,748	2,029,969	58.0%		0.8135	0.8375
	2028	4,061,143	2,679,959	66.0%		3,202,344	2,110,698	65.9%		0.7860	0.8131
	2029	3,830,098	2,855,856	74.6%		2,919,561	2,173,908	74.5%		0.7594	0.7894
	2030	3,599,131	3,036,122	84.4%		2,652,175	2,233,778	84.2%		0.7337	0.7664
	2031	3,369,035	3,214,160	95.4%		2,400,031	2,285,677	95.2%		0.7089	0.7441
	2032	3,140,124	3,390,555	108.0%		2,162,599	2,330,528	107.8%		0.6849	0.7224
	2033	2,914,631	3,538,215	121.4%		1,940,628	2,350,802	121.1%		0.6618	0.7014
	2034	2,692,962	3,677,356	136.6%		1,733,529	2,361,735	136.2%		0.6394	0.6810
	2035	2,476,271	3,794,682	153.2%		1,541,188	2,355,865	152.9%		0.6178	0.6611
	2036	2,265,120	3,897,287	172.1%		1,363,076	2,339,022	171.6%		0.5969	0.6419
	2037	2,061,736	3,953,958	191.8%		1,199,635	2,294,118	191.2%		0.5767	0.6232
	2038	1,866,498	3,994,560	214.0%		1,050,144	2,240,661	213.4%		0.5572	0.6050
	2039	1,680,331	4,003,002	238.2%		914,198	2,170,870	237.5%		0.5384	0.5874
	2040	1,503,558	3,989,926	265.4%		791,062	2,092,069	264.5%		0.5202	0.5703
	2041	1,337,808	3,927,607	293.6%		680,691	1,991,239	292.5%		0.5026	0.5537
	2042	1,183,076	3,844,262	324.9%		582,181	1,884,553	323.7%		0.4856	0.5375
	2043	1,039,751	3,730,852	358.8%		494,867	1,768,578	357.4%		0.4692	0.5219
	2044	907,699	3,599,082	396.5%		417,872	1,649,890	394.8%		0.4533	0.5067
	2045	787,682	3,427,015	435.1%		350,769	1,519,306	433.1%		0.4380	0.4919
	2046	679,153	3,244,716	477.8%		292,576	1,391,217	475.5%		0.4231	0.4776
	2047	581,810	3,045,129	523.4%		242,486	1,262,829	520.8%		0.4088	0.4637
	2048	494,987	2,839,815	573.7%		199,605	1,139,136	570.7%		0.3950	0.4502
	2049	418,600	2,614,534	624.6%		163,338	1,014,500	621.1%		0.3817	0.4371
	2050	351,731	2,392,128	680.1%		132,816	897,957	676.1%		0.3687	0.4243
	2051	293,663	2,171,007	739.3%		107,323	788,476	734.7%		0.3563	0.4120
	2052	243,524	1,959,149	804.5%		86,148	688,469	799.2%		0.3442	0.4000
Past		21,601,402	1,260,057	5.8%		23,038,139	1,317,979	5.7%			
Future		73,052,838	94,996,310	130.0%		53,781,701	56,059,281	104.2%			
Lifetime		94,654,241	96,256,367	101.7%		76,819,840	57,377,260	74.7%			

		ORIGINAL ASSUMPTIONS AND ORIGINAL PREMIUMS				ORIGINAL ASSUMPTIONS AND ORIGINAL PREMIUMS					
		WITHOUT INTEREST				WITH INTEREST					
		Earned Premium	Incurred Claims	Loss Ratio		Earned Premium	Incurred Claims	Loss Ratio		3.5% PV Discount	3.0% PV Discount
Past Experience	2014	18	0	2.2%	22	0	2.2%		1.2723	1.2299	
	2015	350,016	30,696	8.8%	430,259	37,733	8.8%		1.2293	1.1941	
	2016	1,106,429	133,276	12.0%	1,314,091	158,290	12.0%		1.1877	1.1593	
	2017	1,881,404	261,946	13.9%	2,158,955	300,589	13.9%		1.1475	1.1255	
	2018	2,599,596	424,679	16.3%	2,882,219	470,849	16.3%		1.1087	1.0927	
	2019	3,429,672	618,301	18.0%	3,673,951	662,340	18.0%		1.0712	1.0609	
	2020	4,119,363	834,628	20.3%	4,263,540	863,840	20.3%		1.0350	1.0300	
	2021	4,805,105	1,073,959	22.4%	4,805,105	1,073,959	22.4%		1.0000	1.0000	
Future Experience	2022	4,636,784	1,254,611	27.1%	4,482,132	1,212,456	27.1%		0.9662	0.9709	
	2023	4,431,745	1,419,634	32.0%	4,141,061	1,325,902	32.0%		0.9335	0.9426	
	2024	4,233,811	1,584,117	37.4%	3,824,183	1,429,987	37.4%		0.9019	0.9151	
	2025	4,040,559	1,734,365	42.9%	3,527,977	1,513,191	42.9%		0.8714	0.8885	
	2026	3,848,645	1,890,180	49.1%	3,248,425	1,593,936	49.1%		0.8420	0.8626	
	2027	3,657,983	2,045,663	55.9%	2,984,656	1,667,372	55.9%		0.8135	0.8375	
	2028	3,467,157	2,206,996	63.7%	2,734,773	1,738,656	63.6%		0.7860	0.8131	
	2029	3,276,014	2,358,438	72.0%	2,498,036	1,795,807	71.9%		0.7594	0.7894	
	2030	3,084,387	2,514,465	81.5%	2,273,713	1,850,599	81.4%		0.7337	0.7664	
	2031	2,892,925	2,669,764	92.3%	2,061,708	1,899,250	92.1%		0.7089	0.7441	
	2032	2,702,218	2,824,969	104.5%	1,861,848	1,942,564	104.3%		0.6849	0.7224	
	2033	2,513,442	2,956,929	117.6%	1,674,317	1,965,467	117.4%		0.6618	0.7014	
	2034	2,327,313	3,082,530	132.5%	1,498,928	1,980,667	132.1%		0.6394	0.6810	
	2035	2,144,811	3,190,741	148.8%	1,335,628	1,981,941	148.4%		0.6178	0.6611	
	2036	1,966,712	3,288,368	167.2%	1,184,192	1,974,657	166.8%		0.5969	0.6419	
	2037	1,794,314	3,347,218	186.5%	1,044,671	1,943,220	186.0%		0.5767	0.6232	
	2038	1,628,303	3,392,331	208.3%	916,712	1,904,034	207.7%		0.5572	0.6050	
	2039	1,469,503	3,410,288	232.1%	800,023	1,850,645	231.3%		0.5384	0.5874	
	2040	1,318,474	3,410,814	258.7%	694,156	1,789,647	257.8%		0.5202	0.5703	
	2041	1,176,152	3,368,294	286.4%	598,856	1,708,901	285.4%		0.5026	0.5537	
	2042	1,042,870	3,307,183	317.1%	513,552	1,622,472	315.9%		0.4856	0.5375	
	2043	919,020	3,219,610	350.3%	437,721	1,527,405	348.9%		0.4692	0.5219	
	2044	804,723	3,116,394	387.3%	370,733	1,429,750	385.7%		0.4533	0.5067	
	2045	700,323	2,976,315	425.0%	312,092	1,320,572	423.1%		0.4380	0.4919	
	2046	605,618	2,826,277	466.7%	261,084	1,212,815	464.5%		0.4231	0.4776	
	2047	520,405	2,659,943	511.1%	217,046	1,104,031	508.7%		0.4088	0.4637	
	2048	444,278	2,488,401	560.1%	179,277	999,039	557.3%		0.3950	0.4502	
	2049	376,970	2,297,185	609.4%	147,188	892,147	606.1%		0.3817	0.4371	
	2050	317,869	2,107,351	663.0%	120,101	791,764	659.2%		0.3687	0.4243	
	2051	266,391	1,917,516	719.8%	97,407	697,042	715.6%		0.3563	0.4120	
	2052	221,870	1,735,905	782.4%	78,522	610,569	777.6%		0.3442	0.4000	
Past		18,291,604	3,377,487	18.5%	19,528,142	3,567,602	18.3%				
Future		62,831,590	80,602,792	128.3%	46,120,717	47,276,506	102.5%				
Lifetime		81,123,193	83,980,278	103.5%	65,648,860	50,844,108	77.4%				

Counts

Benefit Period	2 years	4 years	6 years	10 years
Virginia	9	43	7	1
Nationwide	318	1079	561	558

Elimination Period	30 days	60 days	90 days
Virginia	7	4	49
Nationwide	302	236	1978

Inflation %	3%	5%	None
Virginia	29	2	29
Nationwide	1323	274	919

Issue Age	18 - 29	30 - 39	40 - 49	50 - 59	60 - 69	70 - 79	80 +
Virginia	0	0	6	31	22	1	0
Nationwide	2	23	193	994	1173	128	3

Gender	F	M
Virginia	35	25
Nationwide	1448	1068

Home Care %	50	100
Virginia	7	53
Nationwide	361	2155

Daily Benefit Band	[50 - 100]	(100 - 150]	(150 - 200]	(200 - 250]
Virginia	3	20	24	13
Nationwide	408	833	815	460

Nonforfeiture Option	No	Yes
Virginia	60	0
Nationwide	2399	117

Percentages

Benefit Period	2 years	4 years	6 years	10 years
Virginia	15%	72%	12%	2%
Nationwide	13%	43%	22%	22%

Elimination Period	30 days	60 days	90 days
Virginia	12%	7%	82%
Nationwide	12%	9%	79%

Inflation %	3%	5%	None
Virginia	48%	3%	48%
Nationwide	53%	11%	37%

Issue Age	18 - 29	30 - 39	40 - 49	50 - 59	60 - 69	70 - 79	80 +
Virginia	0%	0%	10%	52%	37%	2%	0%
Nationwide	0%	1%	8%	40%	47%	5%	0%

Gender	F	M
Virginia	58%	42%
Nationwide	58%	42%

Home Care %	50	100
Virginia	12%	88%
Nationwide	14%	86%

Daily Benefit Band	[50 - 100]	(100 - 150]	(150 - 200]	(200 - 250]
Virginia	5%	33%	40%	22%
Nationwide	16%	33%	32%	18%

Nonforfeiture Option	No	Yes
Virginia	100%	0%
Nationwide	95%	5%

Filing Block

Duration	Actual Exposures	All Cause Number of Lapses	Original Pricing Expected Voluntary Lapses	Original Pricing Expected Deaths	Original Pricing Expected All Cause Lapse	Original Pricing Expected All Cause Lapse A/E	Current Best Estimate Expected Voluntary Lapses	Current Best Estimate Expected Deaths	Current Best Estimate Expected All Cause Lapse	Current Best Estimate Expected All Cause Lapse A/E
1	2585	27	122.5	19.0	141.5	19%	90.3	2.5	92.8	29%
2	2171	31	81.2	18.1	99.3	31%	60.6	3.1	63.7	49%
3	1739	26	50.0	16.3	66.3	39%	34.7	3.2	37.9	69%
4	1289	14	34.7	13.6	48.3	29%	21.8	3.0	24.8	56%
5	904	10	17.3	10.4	27.7	36%	13.5	2.7	16.2	62%
6	501	2	9.6	6.5	16.1	12%	6.4	1.8	8.3	24%
7	147	1	2.5	2.2	4.6	22%	1.6	0.7	2.3	44%
<b>Total</b>	<b>9335</b>	<b>111</b>	<b>317.8</b>	<b>86.0</b>	<b>403.9</b>	<b>27%</b>	<b>228.9</b>	<b>17.0</b>	<b>245.9</b>	<b>45%</b>

Filing Block and Previous Block Combined

Duration	Actual Exposures	All Cause Number of Lapses	Original Pricing* Expected Voluntary Lapses	Original Pricing* Expected Deaths	Original Pricing* Expected All Cause Lapse	Original Pricing* Expected All Cause Lapse A/E	Current Best Estimate Expected Voluntary Lapses	Current Best Estimate Expected Deaths	Current Best Estimate Expected All Cause Lapse	Current Best Estimate Expected All Cause Lapse A/E
1	6871	126	327	58	385	33%	239	8	247	51%
2	6358	178	239.4	60.4	299.8	59%	177.0	10.7	187.6	95%
3	5779	113	166.6	61.8	228.4	49%	114.8	13.0	127.7	88%
4	5242	93	143.0	62.8	205.8	45%	88.5	14.8	103.3	90%
5	4778	74	92.0	64.0	156.0	47%	71.1	17.7	88.8	83%
6	4306	65	82.9	64.8	147.7	44%	55.4	19.6	75.0	87%
7	3839	49	66.6	64.6	131.2	37%	41.8	21.5	63.4	77%
8	3196	54	52.0	61.0	113.0	48%	31.8	22.8	54.6	99%
9	2754	46	41.0	57.8	98.8	47%	27.5	23.7	51.2	90%
10	2389	37	35.7	54.5	90.2	41%	23.9	28.8	52.7	70%
11	2069	42	31.0	51.2	82.2	51%	20.8	27.5	48.2	87%
12+	6672	167	100.5	207.4	308.0	54%	67.7	115.9	183.6	91%
<b>Total</b>	<b>54250</b>	<b>1044</b>	<b>1378.0</b>	<b>868.4</b>	<b>2246.4</b>	<b>46%</b>	<b>959.3</b>	<b>323.7</b>	<b>1283.1</b>	<b>81%</b>

\*Original pricing reflects the most recent block's pricing assumptions applied to the combined experience



## Expected Claims for Issued Policies

Calculated in accordance with 14VAC5-200-154 B 3

Year	WITHOUT INTEREST			WITH INTEREST		
	Earned Premiums	Expected Incurred Claims	Loss Ratio	Earned Premiums	Expected Incurred Claims	Loss Ratio
2014	18	0	2.2%	22	0	2.2%
2015	350,016	30,696	8.8%	430,259	37,733	8.8%
2016	1,106,429	133,276	12.0%	1,314,091	158,290	12.0%
2017	1,881,404	261,946	13.9%	2,158,955	300,589	13.9%
2018	2,599,596	424,679	16.3%	2,882,219	470,849	16.3%
2019	3,429,672	618,301	18.0%	3,673,951	662,340	18.0%
2020	4,119,363	834,628	20.3%	4,263,540	863,840	20.3%
2021	4,805,105	1,073,959	22.4%	4,805,105	1,073,959	22.4%

## NATIONWIDE EXPERIENCE

		ISSUE YEAR 2014					ISSUE YEAR 2015				
Year	Calendar Year	Earned Premiums	Incurred Claims	Actual Loss Ratio	Expected Loss Ratio	Actual/Expected	Earned Premiums	Incurred Claims	Actual Loss Ratio	Expected Loss Ratio	Actual/Expected
1	2014	18	0	1%	6%	11%					
2	2015	2,580	37	1%	8%	18%	403,557	5,039	1%	6%	21%
3	2016	2,685	15	1%	11%	5%	865,100	11,937	1%	8%	17%
4	2017	2,677	17	1%	15%	4%	846,720	4,905	1%	11%	5%
5	2018	2,677	(69)	-3%	19%	-14%	836,204	68,977	8%	15%	56%
6	2019	2,677	-	0%	23%	0%	820,924	79,641	10%	19%	51%
7	2020	2,685	119	4%	29%	15%	818,289	54,412	7%	23%	29%
8	2021	2,677	(119)	-4%	36%	-12%	813,867	275,302	34%	29%	117%

### Totals

<u>Past</u>	18,676	-	0%	20%	0%	5,404,660	500,213	9%	16%	56%
-------------	--------	---	----	-----	----	-----------	---------	----	-----	-----

ISSUE YEAR 2016					ISSUE YEAR 2017					ISSUE YEAR 2018				
Earned Premiums	Incurred Claims	Actual Loss Ratio	Expected Loss Ratio	Actual/Expected	Earned Premiums	Incurred Claims	Actual Loss Ratio	Expected Loss Ratio	Actual/Expected	Earned Premiums	Incurred Claims	Actual Loss Ratio	Expected Loss Ratio	Actual/Expected
387,199	6,502	2%	6%	28%										
854,139	15,571	2%	8%	23%	448,283	9,772	2%	6%	37%					
838,369	277,391	33%	11%	301%	912,435	(9,772)	-1%	8%	-13%	445,447	-	0%	6%	0%
832,429	(289,201)	-35%	15%	-235%	911,229	-	0%	11%	0%	951,644	169,459	18%	8%	223%
823,743	36,425	4%	19%	23%	900,116	39,783	4%	15%	30%	947,522	239,716	25%	11%	230%
803,954	(34,625)	-4%	23%	-19%	880,535	(39,783)	-5%	19%	-24%	934,443	(43,095)	-5%	15%	-31%

4,539,834	12,063	0%	14%	2%	4,052,597	-	0%	12%	0%	3,279,057	366,080	11%	11%	106%
-----------	--------	----	-----	----	-----------	---	----	-----	----	-----------	---------	-----	-----	------

ISSUE YEAR 2019					ISSUE YEAR 2020					ISSUE YEAR 2021				
Earned Premiums	Incurred Claims	Actual Loss Ratio	Expected Loss Ratio	Actual/Expected	Earned Premiums	Incurred Claims	Actual Loss Ratio	Expected Loss Ratio	Actual/Expected	Earned Premiums	Incurred Claims	Actual Loss Ratio	Expected Loss Ratio	Actual/Expected
530,891	-	-	6%	0%										
1,042,478	46,129	4%	8%	55%	385,661	14,832	4%	6%	65%					
1,030,993	(46,129)	-4%	11%	-41%	850,563	90,990	11%	8%	134%	465,995	275,879	59%	6%	1003%

2,604,361	-	0%	9%	0%	1,236,223	105,822	9%	7%	117%	465,995	275,879	59%	6%	1003%
-----------	---	----	----	----	-----------	---------	----	----	------	---------	---------	-----	----	-------

ALL ISSUE YEARS No Interest Adjustments					ALL ISSUE YEARS With Interest Accumulation/Discount to Current Date				
(1)	(2)	(2)/(1)	(3)	(2)/[(1)*(3)]	(1)	(2)	(2)/(1)	(3)	(2)/[(1)*(3)]
Earned Premiums	Incurred Claims	Actual Loss Ratio	Expected Loss Ratio	Actual/ Expected	Earned Premiums	Incurred Claims	Actual Loss Ratio	Expected Loss Ratio	Actual/ Expected
18	0	0%	0%	0%	22	0	0%	0%	0%
406,136	5,077	1%	6%	21%	499,245	6,240	1%	6%	21%
1,254,984	18,454	1%	7%	20%	1,490,527	21,918	1%	7%	20%
2,151,819	30,265	1%	9%	16%	2,469,262	34,729	1%	9%	16%
3,035,132	336,527	11%	10%	107%	3,365,105	373,113	11%	10%	107%
4,049,794	(40,102)	-1%	12%	-8%	4,338,240	(42,958)	-1%	12%	-8%
4,920,492	431,416	9%	14%	62%	5,092,710	446,516	9%	14%	62%
5,783,028	478,420	8%	16%	51%	5,783,028	478,420	8%	16%	51%

21,601,402	1,260,057	6%	13%	46%	23,038,139	1,317,979	6%	13%	46%
------------	-----------	----	-----	-----	------------	-----------	----	-----	-----

Filing Block

Duration	Actual Exposures	Total Number of Claims	Original Pricing Expected Claims	Original Pricing Expected Incidence A/E	Current Best Estimate Expected Claims	Current Best Estimate Expected Incidence A/E
1	2576	4	2	168%	1	407%
2	2150	1	3	35%	2	56%
3	1723	2	3	63%	2	109%
4	1279	0	3	0%	2	0%
5	896	1	3	34%	1	70%
6	499	2	2	91%	1	201%
7	146	0	1	0%	0	0%
<b>Total</b>	<b>9269</b>	<b>10</b>	<b>18</b>	<b>56%</b>	<b>9</b>	<b>109%</b>

Filing Block and Previous Block Combined

Duration	Actual Exposures	Total Number of Claims	Original Pricing* Expected Claims	Original Pricing* Expected Incidence A/E	Current Best Estimate Expected Claims	Current Best Estimate Expected Incidence A/E
1	6818	5	10	50%	3	159%
2	6243	7	13	55%	6	108%
3	5709	7	16	43%	8	88%
4	5179	5	20	25%	9	53%
5	4729	14	24	59%	11	128%
6	4252	26	27	97%	12	212%
7	3785	10	30	33%	14	69%
8	3127	22	32	69%	16	140%
9	2694	17	32	53%	16	104%
10	2330	21	33	63%	17	124%
11	2006	21	31	67%	16	128%
12+	6446	90	133	68%	78	116%
<b>Total</b>	<b>53320</b>	<b>245</b>	<b>401</b>	<b>61%</b>	<b>208</b>	<b>118%</b>

\*Original pricing reflects the most recent block's pricing assumptions applied to the combined experien

ce

LTC PROPOSED RATE CHANGE												
STATE	Date Submitted	YE POLICIES AS OF FILING OR CURRENT YEAR END	AVERAGE % INCREASE REQUESTED	AVERAGE % INCREASE RECEIVED / STATUS	APPROVAL/ DISAPPROVAL DATE	RANGE MAX / MIN	AVERAGE PREMIUM BEFORE INCREASE	AVERAGE PREMIUM AFTER INCREASE	TOTAL ANNUALIZED PREMIUM	PERCENTAGE OF TOTAL PREMIUM	% OF POLICY-HOLDERS WITH LIFETIME BENEFITS	DATES OF PAST RATE INCREASES
IIPRC	12/30/2020	2307	15.000%	Deferred to States	8/18/2022	15.000%	\$2,268	\$2,609	\$5,233,060	91.4%	0.000%	None
AK												
AL	12/9/2022	57	15.000%	15% - Approved	3/10/2023	15.000%	\$1,942	\$2,233	\$110,669	1.9%	0.000%	None
AR	12/21/2022	26	15.000%	Disapproved	2/8/2023	15.000%	\$2,070	\$2,380	\$53,812	0.9%	0.000%	None
AZ	2/12/2021	39	15.000%	Disapproved	8/25/2021	15.000%	\$2,536	\$2,916	\$98,904	1.7%	0.000%	None
CA												
CO	NA	3	15.000%	Not Yet Submitted		15.000%	\$2,768	\$3,183	\$8,304	0.1%	0.000%	None
CT												
DE												
DC												
FL												
GA	12/9/2022	161	15.000%	12% - Approved	1/6/2023	15.000%	\$2,090	\$2,340	\$336,435	5.9%	0.000%	None
HI												
IA	12/9/2022	210	15.000%	15% - Approved	12/22/2022	15.000%	\$2,234	\$2,569	\$469,174	8.2%	0.000%	None
ID	12/22/2022	7	15.000%	Pending		15.000%	\$1,507	\$1,733	\$10,548	0.2%	0.000%	None
IL	9/20/2022	431	15.000%	15% - Approved	11/9/2022	15.000%	\$2,392	\$2,750	\$1,030,779	18.0%	0.000%	None
IN	NA	35	15.000%	Not Yet Submitted		15.000%	\$2,636	\$3,031	\$92,255	1.6%	0.000%	None
KS	12/9/2022	52	15.000%	Pending		15.000%	\$2,357	\$2,711	\$122,567	2.1%	0.000%	None
KY	12/9/2022	91	15.000%	15% - Approved	1/9/2023	15.000%	\$2,414	\$2,776	\$219,658	3.8%	0.000%	None
LA												
MA												
MD												
ME												
MI	9/20/2022	213	15.000%	Approved	10/12/2022	15.000%	\$2,199	\$2,529	\$468,389	8.2%	0.000%	None
MN	12/9/2022	168	15.000%	Approved	4/27/2023	15.000%	\$2,259	\$2,598	\$379,595	6.6%	0.000%	None
MO	12/9/2022	128	15.000%	Approved	2/22/2023	15.000%	\$2,090	\$2,404	\$267,535	4.7%	0.000%	None
MS												
MT												
NC	12/9/2022	113	15.000%	Pending		15.000%	\$2,392	\$2,751	\$270,290	4.7%	0.000%	None
ND	5/23/2022	30	15.000%	15% - Approved	7/19/2022	15.000%	\$2,174	\$2,500	\$65,206	1.1%	0.000%	None
NE	12/9/2022	70	15.000%	15% - Approved	3/22/2023	15.000%	\$2,241	\$2,578	\$156,893	2.7%	0.000%	None
NH												
NJ												
NM												
NV												
NY												
OH	12/9/2022	145	15.000%	Pending		15.000%	\$2,120	\$2,438	\$307,397	5.4%	0.000%	None
OK												
OR												
PA	NA	14	15.000%	Not Yet Submitted		15.000%	\$2,157	\$2,481	\$30,204			
RI												
SC	12/8/2022	63	15.000%	Approved	2/23/2023	15.000%	\$2,183	\$2,511	\$137,536	1.9%	0.000%	None
SD	2/22/2021	42	15.000%	Disapproved	5/11/2021	15.000%	\$2,285	\$2,628	\$95,983	1.7%	0.000%	None
TN	12/9/2022	95	15.000%	Approved	4/27/2023	15.000%	\$2,383	\$2,741	\$226,431	4.0%	0.000%	None
TX												
UT	12/22/2022	13	15.000%	15% - Approved	3/7/2023	15.000%	\$2,568	\$2,953	\$33,382	0.6%	0.000%	None
VA	12/30/2022	60	15.000%	Pending		15.000%	\$1,789	\$2,058	\$107,348	1.9%	0.000%	None
VT												
WA												
WI	12/9/2022	250	15.000%	15% - Approved	12/13/2022	15.000%	\$2,495	\$2,869	\$623,649	10.9%	0.000%	None
WV												
WY												
TOTAL		2,516	15.000%			15.000%	\$2,275	\$2,616	\$5,722,944	100.0%	0.000%	



### Assumption Attribution of Indicated Rate Change

Key Assumption	Portion of Cumulative Increase Attribution
Original Assumptions*	31.0%
Modeling Software Change	-5.6%
Allow Recoveries	14.7%
Update Utilization	13.5%
Update Lapse	5.6%
Update Mortality	8.7%
Update Termination	1.3%
Update Incidence	-17.8%
Cumulative Rate Increase	51.2%

\*The justifiable increase under 58/85 if future experience is projected out based on originally filed assumptions and in-force policies. This represents the portion of the increase attributable to past assumptions not meeting expectations.