

Long Term Care Insurance Rate Request Summary

Part 1 – To Be Completed By Company

Company Name and NAIC Number:

Genworth Life Insurance Company / 70025

SERFF Tracking Number:

GEFA-133450231

Revised Rates

Average Annual Premium Per Member:

\$8,674 Lifetime HI BIO/ \$4,137 Limited High BIO/
\$3,338 Lifetime LO BIO / \$2,112 Limited LO BIO

Average Requested Percentage Rate Change Per Member:

47.7%

Range of Requested Rate Changes:

105.8% Lifetime HI BIO/ 38.3% Limited HI BIO/
14.9% Lifetime LO BIO / 0% Limited LO BIO

Number of Virginia Policyholders Affected:

15,320

Form Number	Product Name	Issue Dates	Prior Rate Increases – Date and Percentage Approved	Outlook for Future Rate Increases
7042VA	Choice 2 & 2.1	October 2003 - March 2008	29.0% - 12/22/2016 33.9% - 6/28/2019 39.9% - 8/1/2022	Yes
7044VA	Choice 2 & 2.1	October 2003 - June 2008	29.0% - 12/22/2016 33.9% - 6/28/2019 39.9% - 8/1/2022	Yes
7042VA Rev	Choice 2 & 2.1	October 2007 - September 2012	29.0% - 12/22/2016 33.9% - 6/28/2019 39.9% - 8/1/2022	Yes
7044VA Rev	Choice 2 & 2.1	October 2007 - November 2012	29.0% - 12/22/2016 33.9% - 6/28/2019 39.9% - 8/1/2022	Yes
62376VA	Nonforfeiture Benefit Rider	October 2007 - November 2012	29.0% - 12/22/2016 33.9% - 6/28/2019 39.9% - 8/1/2022	Yes
62378	Restoration of Benefits Rider	October 2007 - November 2012	29.0% - 12/22/2016 33.9% - 6/28/2019 39.9% - 8/1/2022	Yes
62381	Survivorship Benefit Rider (10 Year)	October 2007 - November 2012	29.0% - 12/22/2016 33.9% - 6/28/2019 39.9% - 8/1/2022	Yes
62382	Enhanced Survivorship Benefit Rider (7 Year)	October 2007 - November 2012	29.0% - 12/22/2016 33.9% - 6/28/2019 39.9% - 8/1/2022	Yes
62383	Enhanced Survivorship Benefit Rider (7 Year)	October 2007 - November 2012	29.0% - 12/22/2016 33.9% - 6/28/2019 39.9% - 8/1/2022	Yes
62384	Monthly Benefits Rider	October 2007 - November 2012	29.0% - 12/22/2016 33.9% - 6/28/2019 39.9% - 8/1/2022	Yes
62385	Waiver of Home Care EP Rider	October 2007 - November 2012	29.0% - 12/22/2016 33.9% - 6/28/2019 39.9% - 8/1/2022	Yes
36378VA	Return of Premium Rider After 10 Year	October 2007 - November 2012	29.0% - 12/22/2016 33.9% - 6/28/2019 39.9% - 8/1/2022	Yes
39129VA	Graded Return of Premium Rider	October 2007 - November 2012	29.0% - 12/22/2016 33.9% - 6/28/2019 39.9% - 8/1/2022	Yes

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

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

Key Information Used to Develop the Rates Including the Main Drivers

From the time these policy forms were originally priced, GLIC has monitored and analyzed the impact of its experience on the anticipated performance of the product. As new experience has emerged, GLIC has observed that it continued to unfold unfavorably and assumptions and methodologies have been adjusted to that effect. The direct effect of the worsening experience has been the need to increase the reserves supporting the product as well as the need to perform rate actions on the product.

The key drivers in the worsening experience are a combination of significantly higher than anticipated claims volumes combined with an increase in the average cost associated with the claims. The increase costs for the claims are driven by both the claims being longer and the cost of the care received being higher than originally anticipated. Premiums are being raised on all policies issued under these policy forms to offset the higher anticipated claims. This premium increase is designed to offset some of the anticipated increased costs, ensuring adequate funding to pay current and anticipated future claims, and in no way reflects on the integrity of an individual's policy, nor is it based on an individual's claims history, age, health status, or any other personal factor.

As required, we have filed our request for this premium increase with the Virginia Bureau of Insurance and included the necessary actuarial data and other items requested by the Virginia Bureau of Insurance to support the increase.