

**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:**

<b>Form Number</b>	<b>Product Name</b>	<b>Issue Dates</b>	<b>Prior Rate Increases – Date and Percentage Approved</b>	<b>Outlook for Future Rate Increases</b>
LTC-VA-91	ProtectCare Advantage LTC	Oct 1991 – May 1994	7/17/09: 13% 12/1/11: 24.2%	
NH-VA-91	ProtectCare Advantage NH	Oct 1991 – Dec 1993	12/1/11: 35.0%	
LTC-94 VA	ProtectCare Advantage Plus LTC	Jan 1994 – Dec 1997	7/17/09: 13% 12/1/11: 24.2%	
NH-94 VA	ProtectCare Advantage Plus NH	Mar 1994 – Mar 1999	12/1/11: 35.0%	
LTC-96 VA	Advantage Gold Select	Sept 1996 – Mar 1998	7/17/09: 13% 12/1/11: 46.2% 4/21/16: 50.3%	
LTC-96 VA 9/96 (pre-RS)	Advantage Gold Select	Jan 1997 – Sept 2003	7/17/09: 13% 12/1/11: 46.2% 4/21/16: 50.3%	
LTC-96CL VA	Advantage Classic	Nov 1996 – May 1997	7/17/09: 13% 12/1/11: 46.2% 4/21/16: 50.3%	

LTC-96CL VA 9/96	Advantage Classic	Feb 1997 – Nov 1997	7/17/09: 13% 12/1/11: 46.2% 4/21/16: 50.3%	
NH-99 VA 4/99	Advantage Gold Facility Only	Jan 2000 – Feb 2003	7/17/09: 13% 12/1/11: 46.2% 4/21/16: 50.3%	
LTC2000 VA 4/00	Fidelity Advantage Gold Select	May 2002 – Dec 2002	7/17/09: 13% 12/1/11: 46.2% 4/21/16: 50.3%	
LTC-02 VA (pre-RS)	Custom Care	Aug 2002 – July 2004	12/1/11: 83.3% 4/21/16: 26.4%	
BSC-02 VA (pre-RS)	Essential Care	Oct 2002 – Mar 2004	12/1/11: 83.3% 4/21/16: 26.4%	

**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/boj/SERFFInquiry/default.aspx>.

06/19)

(Rev.

## **Health Insurance Rate Request Summary**

Accurate forecasting and projecting of future claims experience on LTC insurance policies is complex in its detail and application. Many factors are considered at the time that pricing is established, such as the frequency and severity of particular medical conditions, the expected lifespan of policyholders, the length of time policies are expected to remain in force, and the cost of care, to name a few. As claims are paid, these factors can change over time.

Unfortunately, the most recent detailed review of our pricing assumptions confirms that the expected claims over the life of your policy series are significantly higher today than they were expected to be when the premiums were originally determined. In general, we are seeing more, longer-lasting claims - claim incidence has increased, claim terminations have decreased, claim utilization has increased, and mortality have decreased.

Our decision to increase premiums is solely related to the future claims anticipated on these policies. As an alternative to paying higher premiums, we are offering several benefit reduction alternatives and, in most cases, at least one option that will enable the policyholder to keep their premiums at or close to the same level as what is being paid before the rate increase.