

2020 Milliman LTCI Survey Product Exhibit

1	COMPANY NAME	Bankers Life	Knights of Columbus	MassMutual Financial Group	Mutual of Omaha
2	Product Type	Comprehensive		Facility-Only	Comprehensive
3	Product Marketing Name	SimpleChoice TQ Standard	SimpleChoice TQ Premier & Elite	Long Term Care Plus NHC2	Long Term Care Plus LTC2
4	Product Form Number	GR-N620	GR-N650	ICC14 NHC2 7-14	ICC14 LTC2 7-14
5	Year First LTCI Product Offered	1985	2000	2008	1987
6	Year Current LTCI Product Was Priced	2013	2014	2017	2013
7	Jurisdictions LTCI Available	All States (BCLIC in NY)	All States & DC	All States & DC & PR	All States & DC
8	State Partnerships (as of January 1, 2020)	40 (Including CT, IN)	None	38	38
9	Financial Ratings (as of December 31, 2019)				
10	A.M. Best	A-	A+	A++	A+
11	Standard and Poor's	A-	AA+	AA+	A+
12	Moody's	A3	Not Rated	Aa3	A1
13	Fitch	A-	Not Rated	AA+	Not Rated
14	COMDEX Ranking (as of May 1, 2020)	62	98	98	90
15	Statutory Financials (Millions)				
16	Assets (December 31, 2019)	\$16,369	\$26,861	\$279,937	\$9,107
17	Capital & Surplus (December 31, 2019)	\$1,177	\$2,281	\$18,893	\$3,140
18	Percent Increase (Assets, Surplus)		6%, 8%	10%, 21%	13%, -1%
19	LTCI Premium (Millions)				
20	2019 First Year Premium	\$2.5	\$6.0	\$6.2	\$46.3
21	2019 End of Year In-Force Premium	\$363.0	\$75.3	\$254.9	\$508.9
22	Percent Increase (New Business, In-Force)	-7%, -7%	24%, 4%	-22%, 3%	0%, 8%
23	LTCI Lives Insured				
24	2019 First Year Issued	893	1,648	1,882	17,165
25	2019 End of Year In-Force	190,865	49,804	91,559	212,758
26	Percent Increase (New Business, In-Force)	-28%, -7%	-14%, 2%	-26%, 0%	-1%, 6%
27	Product Ranges and Elimination Period Terms				
28	Issue Age Range	18 - 84	18 - 75	40-69 (age nearest birthday)	30 - 79
29	Daily, Weekly or Monthly Benefit Range	\$40 - \$400	\$1,500 - \$15,000/Month	\$100-\$400	\$1,500 - \$10,000/Month
30	Benefit Periods and/or Pools	1, 2, 3	3, 5, 10	2, 3, 4, 5, 6	2, 3, 4, 5 \$50,000 - \$500,000 (up to 8.3 years)
31	Elimination Periods	0, 15, 30, 60, 90, 180, 365, 730, 1095, 1460	30, 90, 180 (cut in half for HCBC with care coordination)**	90	90, 180, 365 0, 30, 60, 90, 180, 365
32	Vanishing, Cumulative	Yes, Yes	Yes, No	Yes, Yes	Yes, Yes
33	Elimination Period Crediting	3 HC/Week = 7	Calendar Days	1 HC/Week = 7	Calendar Days After 1st Expense
34	0-day HCBC EP with longer NH EP	NA	Facility-Only	NA	Extra Cost, HC Days Retire FC EP
35	Product Benefits				
36	Number of: Benefit Pools, EPs	1,1	Facility Only	1, 1	1, 1
37	Partial Cash (Disability) Alternative	NA	NA	NA	30% (Automatic) 40% (Automatic)
38	Additional Cash Benefit	25% (Extra Cost)	NA	NA	NA
39	HCBC Payment Basis	Weekly	Monthly	Facility Only	Monthly
40	Assisted Living (Percent of NH Max)		100%	Monthly	Daily (Monthly Extra \$)
41	Home Care Health Aide (Percent of NH Max)	50%	100%	100%	100%
42	Independent Professional		50%, 100%		50%, 75%, 100%
43	Homemaker Services	Must Be Incidental	Facility Only	Same as Custodial Care	Same as Custodial Care
44	Informal Care (Other Than Family)	Not Covered		Same as Custodial Care	Same as Custodial Care
45	Informal Family Care	Not Covered		Not Covered	Cash Alternative Has 0 Day EP; if used it Delays Satisfying the EP
46	Benefit Increase Features				
47	Lifetime Compound Increases (Level Premium)	2%, 3%, 4%, 5%	3%, 5%	3%, 5%	3%, 4%, 5% 1% to 5%, 0.25% increments & Buy-Up Option
48	Lifetime Simple Increases (Level Premium)	5%	NA	NA	NA
49	Other Increases (Level Premium)	2 Decreasing Inflation Options Are Also Offered (See Other Comments)	NA	NA	3% or 5% CBID for 20 Years Above w/ 10, 15, or 20 yr periods
50	Future Purchase Options (FPO)	15% Every 3 Years	Board-set % Every 2 Years Until 2 Straight Declines or On Clm	NA	NA
51	Benefit Increase Comments	FPO: To 89 If No Declines or Claims			No FPO. Buy-up option allows % incr each yr not to exceed 5%, Avail prior to sooner of 20 yrs or age 75 and not chronically ill
52	Other Comments	5% Compound Through Age 60, Then Either 3% Compound or 5% Simple Through Age 75, Then 0%; Facility Only; NTQ		NA	Electronic App Rider Doubles MMB for Professional HC

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53	COMPANY NAME	Bankers Life and Casualty Company		Knights of Columbus		Mutual of Omaha Insurance Company	
54	Product Marketing Name	SimpleChoice TO Standard	SimpleChoice TO Premier & Elite	Long Term Care Plus NHC2	Long Term Care Plus LTC2	SignatureCare 600	Mutual Care Secure Solution Mutual Care Custom Solution
55	Sales Rep/Source for More Info	www.bankerslife.com		dan.hill@kofc.org		800-767-1000	1-800-693-6083
56	Ancillary Benefits						
57	Bed Reserve Days/Year, Respite during EP?	60+ Other, No	60+ Other, 21	21, 21		60+ Other, 30	30+ Other, 30
58	Alternative Plan of Care (APC)	No	Contractual After EP	Contractual After EP		No	Contractual After EP
59	Home Modification	NA	30 x MDB	Facility Only	min (45 x MDB, \$5000)*	2 x Mo Max	2 x Mo Max If Care Coord Is Used*
60	Caregiver Training Benefit		25% of Monthly HC		\$500/Calendar Year	Included Above	Included Above*
61	Emergency Alert		5% HC MMB; Max 12 Months		APC w/Care Co-ord		
62	Equipment Benefit				Included Above*		
63	Drug, Ambulance Benefit	NA, \$75/Trip x 4x/Year		NA, \$250/Year		NA	
64	Claims Issues						
65	Conditional Receipt Protection	No		No		Full, After UW Reqt	Full, After UW Reqt
66	Coverage Beyond USA	Canada (Other - 30 Days)		Canada & US Territories		NA	Canada & UK; Indemnity for Other (365)
67	Provider Discounts (Directly or Indirectly)	No		LifePlans Provider Discount Program*		No	No
68	Care Coordination Available From	Through Network		Through Network** or up to \$500/yr for client's choice		Company Staff	Company Staff
69	Third Party Care Coordinator Limits	None		\$500/yr for client's choice		None	None
70	Independent Review	Extended to IF in states with IR		Extended to All Claimants		As Required by Law	As Required by Law
71	Premiums and Discounts						
72	Gender-distinct or Unisex pricing	Gender-Distinct		Gender-Distinct		Gender-Distinct	Gender-Distinct
73	Preferred Discount	10%		10%		10%	15%
74	Substandard Extra Ratings	25%		50%		25%	25%, 50%
75	Two-Spouse, Two-Partner Discounts	35%, 10%		30%, 0%		15%, 15%	30%, 30%
76	Requires Identical Coverage	No		No		No	No
77	If Spouse is a Surprise Decline	One-spouse discount		One-spouse discount		One-spouse discount	
78	If Spouse answers "Yes" to "Knock-Out" question						
79	One-Spouse Discount (Only 1 Spouse Applies)	15%		15%		15%	15%
80	Maximum Best UW Class & Spouse Discount	41.5%		37%		24%	40.5%
81	Later Marriage Earns Discount For:	IF & New Spouse (if within two years); Otherwise, New Spouse gets one-buy discount		New Spouse gets 15% discount		IF (If Same Series) & New Spouse	If Same Policy Series, IF & New Spouse; Otherwise new spouse gets 15% discount
82	When are dividends or credits expected to start?	NA		NA		Not Illustrated	NA
83	Most Common Employer, Affinity Discount	NA, 5%				5% (Not Employer Sponsored), 5%	
84	Minimum Size Employer Group, Number Apps	NA				5 Apps, Common Employer Program Only	
85	Minimum Size Affinity Group, Number Apps	Varies				100, 10	
86	Modal Factors (SA, O, M, PAC)	51.50%, 26.25%, 9.17%, 8.58%		52%, 26.5%, NA, 8.65%		52%, 26.5%, NA, 8.8%	51%, 26%, NA, 9%
87	Credit Card: Frequencies Accepted	None		None		None	None
88	Non-Level Premiums						
89	Fixed Periods	NA		NA		NA	
90	Paid Up at Ages						
91	Waiver of Premium						
92	First Premium Waived (Days)	Elimination		Elimination		Elimination	Elimination
93	HCBC Waiver	Yes		Yes		Yes	Yes, With 8 Days of Care/Month
94	Joint Waiver	Extra Cost	Automatic	Not Offered		Extra Cost	Not Offered Extra Cost
95	Return of Premium Upon Death (ROP)						
96	ROP Design #1	Net; Grades from 10% @ 4th Year to 100% @ Year 20+		Automatic: Net, Death Before 65		100% Gross	Net, 3 x initial MMB after 10 yrs
97	Other ROP Design(s)	NA		NA		NA	NA Net, 100%; Net 100% to 65
98	Other Riders & Features						
99	Paid Up Survivor Benefit	Extra Cost		Not Offered		Extra Cost	Not Offered Extra Cost
100	Both People Must Survive Number of Years	10		NA		10	10
101	Claim-Free Requirement?	No				No	No
102	Shared Care Benefit	Permanent Extra \$, Third Pool		Available with 3-year or 5-year BP in lieu of couples discount		Not available	Permanent Extra \$
103	Other Shared Care Aspects			NA		NA	Must Leave 1 Year for Living Spouse
104	Restoration of Benefits	Extra Cost	Included			Not Available	NA
105	Other Comments	Extra-Cost Rider Ups Survivor's Daily Benefit 50% But Survivor's Prem is Unchanged; Return of Premium Applies on Lapse Also.		Claims subject to "usual and customary"; Caregiver training and care management benefits do not count against monthly max but do count against lifetime max		Return of Premium Rider applies at time of lapse also	Spouse Security Benefit Pays 60% of Reimbursement Benefit; 5% "Common Employer" Discount But Employer Cannot Be Involved in Any Way
106	Combination Policies Offered	None		None		Life	None

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1	COMPANY NAME	National Guardian Life Insurance Company		New York Life Insurance Company		Thrivent
2	Product Type	Comprehensive	Work-Site	Comprehensive		Comprehensive
3	Product Marketing Name	EssentialLTC	EssentialLTC Employer Group	NYL My Care	NYL Secure Care	Long-Term Care Insurance
4	Product Form Number	ICC16-NLTC100P		ICC18-LTCD	ICC14-LTC6	ICC13 H-HX-LTC
5	Year First LTCI Product Offered	2016		1988		1987
6	Year Current LTCI Product Was Priced	2016		2018	2016	2016
7	Jurisdictions LTCI Available	All States & DC (except CA, MT, NY)	Not in AZ, CA, DC, FL, ME, MT, NY	All States & DC		All States & DC (except NY)
8	State Partnerships (as of January 1, 2020)	35		35		41 (Including IN)
9	Financial Ratings (as of December 31, 2019)					
10	A.M. Best	A-		A++		A++
11	Standard and Poor's	Not Rated		AA+		Not Rated
12	Moody's	Not Rated		Aaa		Not Rated
13	Fitch	Not Rated		AAA		AA+
14	COMDEX Ranking (as of May 1, 2020)	Not Ranked		100		99
15	Statutory Financials (Millions)					
16	Assets (December 31, 2019)	\$4,719		\$330,806		\$102,221
17	Capital & Surplus (December 31, 2019)	\$390		\$26,965		\$10,065
18	Percent Increase (Assets, Surplus)	5%, 7%		6%, 9%		13%, 10%
19	LTCI Premium (Millions)					
20	2019 First Year Premium	\$3.8		\$17.3		\$9.4
21	2019 End of Year In-Force Premium	\$9.6		\$308.5		\$204.6
22	Percent Increase (New Business, In-Force)	3%, 62%		4%, 3%		-12%, 1%
23	LTCI Lives Insured					
24	2019 First Year Issued	746		5,861		3,042
25	2019 End of Year In-Force	1,486		147,868		120,846
26	Percent Increase (New Business, In-Force)	55%, 96%		6%, 1%		-17%, -2%
27	Product Ranges and Elimination Period Terms					
28	Issue Age Range	40-79 (age nearest birthday)		25-79		18 - 79
29	Daily, Weekly or Monthly Benefit Range	\$50 - \$300		\$50-\$400		\$1,500 - \$15,000/Month
30	Benefit Periods and/or Pools	2, 3, 4, 5, 6, LT		\$50,000-\$500,000 in increments of \$5K; Max = 60 x MMB	2, 3, 5, 7	2, 3, 4, 5, 8
31	Elimination Periods	0, 30, 90, 180		Deductible = 3, 6, 9 or 12 x MMB (then 20% co-pay)	90, 180, 365 (20 for HCBC*)	30, 90, 180
32	Vanishing, Cumulative	Yes, Yes		Yes, Yes		Yes, Yes
33	Elimination Period Crediting	Service Days		Dollars spent	Service Days	1 HC/Week = 7
34	0-day HCBC EP with longer NH EP	Extra Cost; HC Days Retire FC EP		NA		Extra Cost; HC Days Retire FC EP
35	Product Benefits					
36	Number of: Benefit Pools, EPs	1, 1		1, 0 (deductible ilo EP)	1, 1	1, 1
37	Partial Cash (Disability) Alternative	NA		NA		NA
38	Additional Cash Benefit	NA		NA		10% in Facilities but 15% at Home (Extra Cost)
39	HCBC Payment Basis	Daily		Monthly	Daily (Monthly@31 x MDB*)	Monthly
40	Assisted Living (Percent of NH Max)	100%		100%		100%
41	Home Care Health Aide (Percent of NH Max)	100%		100%	50%, 80%, 100%	100%
42	Independent Professional	Not Covered		Not Covered		
43	Homemaker Services	Same As Custodial Care		1 day/wk if 2 LTC days provided		Same As Custodial Care
44	Informal Care (Other Than Family)	Not Covered		Not Covered	50% of HC MDB up to 365 days with 4+ hrs of care/day from non-Partner.	Not Covered
45	Informal Family Care	Not Covered		Not Covered		
46	Benefit Increase Features					
47	Lifetime Compound Increases (Level Premium)	3%, 5%		2%, 3%, 5%	3%, 5%	1%, 2%, 3%, 5%
48	Lifetime Simple Increases (Level Premium)			NA	3%	NA
49	Other Increases (Level Premium)	NA		Benefits increase based on CPI-U (cap: 7.5%/yr) until declined 2x or age 95.		NA
50	Future Purchase Options (FPO)			Premiums & benefits increase based on CPI-U (cap: 7.5%/yr)		FPO Provides Automatic 5% Increases Each Yr Until Declined 3 x In a Row. Always Applies When premium is waived.
51	Benefit Increase Comments	3% of 5% Step-Rated: Premiums increase a flat amount each year		CPI FPO increases use attained-age price per unit	CPI increases maintain original-age price per unit	
52	Other Comments	Single Premium is available, facilitating \$1035 exchanges		Deductible instead of EP; 20% co-pay	Partners Benefit Rider provides Jt WP and Shared EP	Must meet eligibility requirements for fraternal membership.

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53	COMPANY NAME	National Guardian Life Insurance Company		New York Life Insurance Company		Thrivent
54	Product Marketing Name	EssentialLTC	EssentialLTC Employer Group	NYL My Care	NYL Secure Care	Long-Term Care Insurance
55	Sales Rep/Source for More Info	888-505-2332 or www.ngl-essentialltc.com		(800) 224-4582		1-800-THRIVENT
56	Ancillary Benefits					
57	Bed Reserve Days/Year, Respite during EP?	30 - Other, 30		60 - Other, 30		60 + Other, 2 x Monthly Max
58	Alternative Plan of Care (APC)	No		Contractual When Benefit Eligible		Contractual After EP
59	Home Modification	Not Covered		NA	Grab bars, hand rails, ramps	2 x Monthly Max*
60	Caregiver Training Benefit	5 x MDB		20% x MMB	5 x Facility MDB	2 x Monthly Max
61	Emergency Alert	Up to \$50/Month		NA		Included Above *
62	Equipment Benefit	Not Covered		\$5,000	\$4,000	
63	Drug, Ambulance Benefit	NA		NA		NA
64	Claims Issues					
65	Conditional Receipt Protection	No		Up to \$5000 for 60 days after app	Up to \$1000 for 60 days after app	Full, After UW Req't
66	Coverage Beyond USA	Canada (others = 30 days)		3 x MMB	100 x Facility MDB	2x Max Monthly Benefit
67	Provider Discounts (Directly or Indirectly)	No		No		No
68	Care Coordination Available From	Through Network		Through Network	Through Network*	Through Network
69	Third Party Care Coordinator Limits	None		None		None
70	Independent Review	As Required By Law		Extended to IF in States with IR		Extended to IF in States with IR
71	Premiums and Discounts					
72	Gender-distinct or Unisex pricing	Gender-Distinct	Unisex	Gender-Distinct		Gender-Distinct
73	Preferred Discount	20%	NA	NA		10%
74	Substandard Extra Ratings	25%	NA	25%, 50%, 75%, 100%	50%, 100%	25%, 50%
75	Two-Spouse, Two-Partner Discounts	Together pay female premium at the older insured's age	Together pay premium at the older insured's age	25%, 25%		20%, 20%
76	Requires Identical Coverage	Yes		No		No
77	If Spouse is a Surprise Decline	Single Person Price at that person's age		One-spouse discount	No Discount	One-spouse discount
78	If Spouse answers "Yes" to "Knock-Out" question					
79	One-Spouse Discount (Only 1 Spouse Applies)	0%		10%	0%	5%
80	Maximum Best UW Class & Spouse Discount	52% (same age couple)		25%		30%
81	Later Marriage Earns Discount For:	Neither		New Spouse		IF & New Spouse
82	When are dividends or credits expected to start?	NA		End of 3rd year	End of 10th year	NA
83	Most Common Employer, Affinity Discount	5%, 5%	NA	5%, 5%; not for SSTD		
84	Minimum Size Employer Group, Number Apps	5, 2-5 varies by state		None, None		
85	Minimum Size Affinity Group, Number Apps	10, 1	NA			
86	Modal Factors (SA, O, M, PAC)	52%, 27%, 8.75%, 8.75%		51%, 26%, NA, 9%		50.8%, 25.6%, NA, 8.6%
87	Credit Card: Frequencies Accepted	None		None		None
88	Non-Level Premiums					
89	Fixed Periods	1, 10		NA		10
90	Paid Up at Ages	NA		NA		NA
91	Waiver of Premium					
92	First Premium Waived (Days)	Elimination		After Deductible	Elimination	Elimination
93	HCBC Waiver	Extra Cost		Yes		Yes
94	Joint Waiver	Automatic		NA	Extra Cost	Automatic w/ Shared Care
95	Return of Premium Upon Death (ROP)					
96	ROP Design #1	100% Gross or Net; 2nd-to-die		Automatic, Net, Death Before 65	Net, 100%	Net, 100% for death after 10 years
97	Other ROP Design(s)	Can add Cash Surrender Option (grades up to 80% after 4 years)		NA		NA
98	Other Riders & Features					
99	Paid Up Survivor Benefit	Not Offered		Not Offered		Extra Cost
100	Both People Must Survive Number of Years	NA		NA		10
101	Claim-Free Requirement?					Yes
102	Shared Care Benefit	Permanent Extra \$, Third Pool		Permanent Extra \$	Permanent Extra \$, Third Pool	Extra Cost Ends If Partner Dies
103	Other Shared Care Aspects	NA		Cannot be unilaterally taken away		Pool Depleted, Spouse < 86 & No Clm in 2 Yrs, Can Buy 2 Yr BP
104	Restoration of Benefits			NA	> 12 mos of not being chronically ill	NA
105	Other Comments	Markets ROP & Surrender Option as alternative to Combo Policies. Can use \$1035.		Premium gtd for 3 yrs; FY 5% discount if other NYLIC policy	Qual'd EP costs can be reimbursed at end of next cal.yr after claim ends if policy is still IF (EP reinstated).	5-Year Rate Guarantee; Couples' discount applies to same generation 3-year co-habitants
106	Combination Policies Offered	See row 105		Life		None