

# 2021 Milliman LTCI Survey Product Exhibit

1	COMPANY NAME	Bankers Life		Knights of Columbus		Mutual of Omaha		
2	Product Type	Comprehensive		Facility-Only	Comprehensive		Comprehensive	
3	Product Marketing Name	SimpleChoice TQ Standard	SimpleChoice TQ Premier & Elite	Long Term Care Plus		Mutual Care Secure Solution	Mutual Care Custom Solution	
4	Product Form Number	GR-N620	GR-N650	ICC14 NHC2 7-14	ICC14 LTC2 7-14		LTC13	
5	Year First LTCI Product Offered	1985		2000		1987		
6	Year Current LTCI Product Was Priced	2013		2014		2020		
7	Jurisdictions LTCI Available	All States (BCLIC in NY)		All States & DC		All States & DC		
8	State Partnerships (as of January 1, 2021)	40 (Including CT, IN)		None		38		
9	Financial Ratings (as of December 31, 2020)							
10	A.M. Best	A-		A+		A+		
11	Standard and Poor's	AA-		AA+		A+		
12	Moody's	A3		Not Rated		A1		
13	Fitch	A-		Not Rated		Not Rated		
14	COMDEX Ranking (as of May 1, 2021)	63		98		90		
15	Statutory Financials (Millions)							
16	Assets (December 31, 2020)	\$17,025		\$27,658		\$9,440		
17	Capital & Surplus (December 31, 2020)	\$1,235		\$2,311		\$3,623		
18	Percent Increase (Assets, Surplus)	4%, 5%		3%, 0%		4%, 15%		
19	LTCI Premium (Millions)							
20	2020 First Year Premium	\$1.8		\$3.3		\$40.8		
21	2020 End of Year In-Force Premium	\$363.6		\$79.0		\$537.7		
22	Percent Increase (New Business, In-Force)	-22%, -2%		-44%, 5%		-14%, 6%		
23	Most recent issue year that has had a price increase	2015		Never had a rate increase		2013		
24	LTCI Lives Insured							
25	2020 First Year Issued	736		1,658		14,943		
26	2020 End of Year In-Force	194,230		50,628		222,449		
27	Percent Increase (New Business, In-Force)	-18%, -5%		1%, 2%		-17%, 4%		
28	Product Ranges and Elimination Period Terms							
29	Issue Age Range	18 - 84		18 - 75		30 - 79		
30	Daily, Weekly or Monthly Benefit Range	\$40 - \$400		\$1,500 - \$15,000/Month		\$1,500 - \$10,000/Month		
31	Benefit Periods and/or Pools	1, 2, 3		3, 5, 10		2, 3, 4, 5	\$50,000 - \$500,000 (up to 8.3 years)	
32	Elimination Periods	0, 15, 30, 60, 90, 180, 365, 730, 1095, 1460		30, 90, 180 (cut in half for HCBC with care coordination)**		90, 180, 365	0, 30, 60, 90, 180, 365	
33	Vanishing, Cumulative	Yes, Yes		Yes, No		Yes, Yes		
34	Elimination Period Crediting	3 HC/Week = 7		Calendar Days		Calendar Days After 1st Expense		
35	0-day HCBC EP with longer NH EP	NA		Facility-Only	NA	Extra Cost; HC Days Retire FC EP		
36	Product Benefits							
37	Number of: Benefit Pools, EPs	1, 1		Facility-Only	1, 1	1, 1		
38	Partial Cash (Disability) Alternative	NA		NA		25% (Automatic)		
39	Additional Cash Benefit	25% (Extra Cost)				NA		
40	HCBC Payment Basis	Weekly	Monthly	Facility Only	Monthly	Monthly		
41	Assisted Living (Percent of NH Max)			100%				
42	Home Care Health Aide (Percent of NH Max)	50%	100%			100%		
43	Independent Professional					50%, 75%, 100%		
44	Homemaker Services	Must Be Incidental		Facility Only	Same as Custodial Care		Same as Custodial Care	
45	Informal Care (Other Than Family)					Cash Alternative Has 0 Day EP; if used it Delays Satisfying the EP		
46	Informal Family Care	Not Covered				Not Covered		
47	Benefit Increase Features							
48	Lifetime Compound Increases (Level Premium)	2%, 3%, 4%, 5%		3%, 5%		3%, 4%, 5%	1% to 5%, 0.25% increments & Buy-Up Option	
49	Lifetime Simple Increases (Level Premium)	5%		NA		NA		
50	Other Increases (Level Premium)	2 Decreasing Inflation Options Are Also Offered (See Other Comments)				3% or 5% CBIO for 20 Years	Above w/ 10, 15, or 20 yr periods	
51	Future Purchase Options (FPO)	15% Every 3 Years		Board-set % Every 2 Years Until 2 Straight Declines or On Clim				
52	Benefit Increase Comments	FPO: To 89 If No Declines or Claims				NA	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	
53	Other Comments	5% Compound Through Age 60, Then Either 3% Compound or 5% Simple Through Age 75, Then 0%; Facility Only; NTQ				Electronic App	Rider Doubles MMB for Professional HC (365 days for nurse)	

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54	COMPANY NAME	Bankers Life and Casualty Company		Knights of Columbus		Mutual of Omaha		
55	Product Marketing Name	SimpleChoice TQ Standard	SimpleChoice TQ Premier & Elite	Long Term Care Plus		Mutual Care Secure Solution	Mutual Care Custom Solution	
56	Sales Rep/Source for More Info	www.bankerslife.com		dan.hill@kofc.org		1-800-693-6083		
57	Ancillary Benefits							
58	Bed Reserve Days/Year, Respite during EP?	60+ Other, No	60+ Other, 21	21, 21		30+ Other, 30		
59	Alternative Plan of Care (APC)	No	Contractual After EP	Contractual After EP		Contractual After EP		
60	Home Modification	NA	30 x MDB	Facility Only	min (45 x MDB, \$5000)*	2 x Mo Max If Care Coord Is Used*		
61	Caregiver Training Benefit		25% of Monthly HC		\$500/Calendar Year	Included Above*		
62	Emergency Alert		5% HC MMB; Max 12 Months		APC w/Care Co-ord			
63	Equipment Benefit				Included Above*			
64	Drug, Ambulance Benefit	NA, \$75/Trip x 4x/Year		NA, \$250/Year		NA		
65	Claims Issues							
66	Conditional Receipt Protection	No		No		No		
67	Coverage Beyond USA	Canada (Other - 30 Days)		Canada & US Territories		Canada & UK; Indemnity for Other (365)		
68	Provider Discounts (Directly or Indirectly)	No		LifePlans Provider Discount Program*		No		
69	Care Coordination Available From	Through Network		Through Network** or up to \$500/yr for client's choice		Company Staff		
70	Independent Review	Extended to IF in states with IR		Extended to All Claimants		As Required by Law		
71	Premiums and Discounts							
72	Gender-distinct or Unisex pricing	Gender-Distinct		Gender-Distinct		Gender-Distinct		
73	Preferred Discount	10%		10%		15%		
74	Substandard Extra Ratings	25%		50%		25%, 50%		
75	Two-Spouse, Two-Partner Discounts	35%, 10%		30%, 0%		15%, 15%		
76	Requires Identical Coverage	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%		5%		
80	Maximum Best UW Class & Spouse Discount	41.5%		37%		27.75%		
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 Same Policy Series, IF & New Spouse; Otherwise new spouse gets 15% discount		
82	When are dividends or credits expected to start?	NA				Not applicable		
83	Most Common Employer, Affinity Discount	NA, 5%		NA		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%		51%, 26%, NA, 9%		
87	Credit Card: Frequencies Accepted	None		None		None		
88	How long unmarried partners must co-habit for discount	Five years		NA		Three years		
89	Any discounts available for non-spouse relatives?	No		No		No		
90	Non-Level Premiums							
91	Limited Premium Periods	NA		NA		NA		
92	Waiver of Premium							
	First Premium Waived (Days)	Elimination		Elimination		Elimination		
	HCBC Waiver	Yes		Yes		Yes, With 8 Days of Care/Month		
	Joint Waiver	Extra Cost	Automatic	Not Offered		Not Offered	Extra Cost	
96	Return of Premium Upon Death (ROP)							
97	ROP Design #1	Net; Grades from 10% @ 4th Year to 100% @ Year 20+		Automatic: Net, Death Before 65		Net, 3 x initial MMB after 10 yrs		
98	Other ROP Design(s)	NA		NA		NA	Net, 100%; Net 100% to 65	
99	Other Riders & Features							
100	Paid Up Survivor Benefit	Extra Cost		Not Offered		Not Offered	Extra Cost	
101	Both People Must Survive Number of Years	10		NA		NA	10	
102	Claim-Free Requirement?	No					No	
103	Shared Care Benefit	Permanent Extra \$, Third Pool		Available with 3-year or 5-year BP in lieu of couples discount		Permanent Extra \$		
104	Other Shared Care Aspects			NA		Must Leave 1 Year for Living Spouse		
105	Restoration of Benefits	Extra Cost	Included			NA		
106	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		Spouse Security Benefit Pays 60% of Reimbursement Benefit; 5% "Common Employer" Discount But Employer Cannot Be Involved in Any Way		
107	Linked Benefit Policies Offered	None		None		None		

# 2021 Milliman LTCI Survey Product Exhibit

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	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	2021		2018	2016	2016
7	Jurisdictions LTCI Available	All States & DC (except MT, NY)	Not in AZ, FL, ME, MT, NY		All States & DC	All States & DC (except NY)
8	State Partnerships (as of January 1, 2021)	35			35	41 (Including IN)
9	Financial Ratings (as of December 31, 2020)					
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		Not Rated
14	COMDEX Ranking (as of May 1, 2021)	Not Ranked		100		Not Ranked
15	Statutory Financials (Millions)					
16	Assets (December 31, 2020)	\$4,821		\$359,300		\$109,325
17	Capital & Surplus (December 31, 2020)	\$431		\$26,994		\$10,698
18	Percent Increase (Assets, Surplus)	2%, 11%		9%, 0%		7%, 6%
19	LTCI Premium (Millions)					
20	2020 First Year Premium	\$5.9		\$16.7		\$8.6
21	2020 End of Year In-Force Premium	\$11.3		\$315.6		\$203.5
22	Percent Increase (New Business, In-Force)	55%, 70%		-4%, 2%		-9%, -1%
23	Most recent issue year that has had a price increase	Never had a rate increase		2014		2003
24	LTCI Lives Insured					
25	2020 First Year Issued	921		5,811		2,678
26	2020 End of Year In-Force	2,373		149,660		117,184
27	Percent Increase (New Business, In-Force)	23%, 60%		-1%, 1%		-12%, -3%
28	Product Ranges and Elimination Period Terms					
29	Issue Age Range	40-79 (age nearest birthday)		25-79		18 - 79
30	Daily, Weekly or Monthly Benefit Range	\$50-\$300		\$50-\$400		\$1,500 - \$15,000/Month
31	Benefit Periods and/or Pools	2, 3, 4, 5, 6, Lifetime		\$50,000-\$500,000 in increments of \$5K; Max=60 x MMB	2, 3, 5, 7	2, 3, 4, 5, 8
32	Elimination Periods	30, 90, 180		Deductible=3, 6, 9 or 12 x MMB (then 20% co-pay)	90, 180, 365 (20 for HCBC*)	30, 90, 180
33	Vanishing, Cumulative	Yes, Yes		Yes, Yes		Yes, Yes
34	Elimination Period Crediting	Service Days		Dollars spent	Service Days	1 HC/Week=7
35	0-day HCBC EP with longer NH EP	Extra Cost; HC Days Retire FC EP		NA		Extra Cost; HC Days Retire FC EP
36	Product Benefits					
37	Number of Benefit Pools, EPs	1, 1		1, 0 (deductible ilo EP)	1, 1	1, 1
38	Partial Cash (Disability) Alternative	NA		NA		NA
39	Additional Cash Benefit					10% in Facilities but 15% at Home (Extra Cost)
40	HCBC Payment Basis	Daily		Monthly	Daily (Monthly@31 x MDB*)	Monthly
41	Assisted Living (Percent of NH Max)	100%		100%		100%
42	Home Care Health Aide (Percent of NH Max)			100%	50%, 80%, 100%	100%
43	Independent Professional	Not Covered		Not Covered		
44	Homemaker Services	Same As Custodial Care		1 day/wk if 2 LTC days provided		Same As Custodial Care
45	Informal Care (Other Than Family)			Not Covered	50% of HC MDB up to 365 days with 4+ hrs of care/day	
46	Informal Family Care	Not Covered		Not Covered	from non-Partner.	Not Covered
47	Benefit Increase Features					
48	Lifetime Compound Increases (Level Premium)	3%, 5%		2%, 3%, 5%	3%, 5%	1%, 2%, 3%, 5%
49	Lifetime Simple Increases (Level Premium)			NA	3%	
50	Other Increases (Level Premium)	NA				NA
51	Future Purchase Options (FPO)			Benefits increase based on CPI-U (cap: 7.5%/yr) until declined 2x or age 95.	Based on CPI-U (cap: 7.5%/yr) Premiums & benefits increase based on CPI-U (cap: 7.5%/yr)	FPO provides automatic 5% increases each yr until declined 3x in a row. Always applies when premium is waived.
52	Benefit Increase Comments			CPI FPO increases use attained-age price per unit	CPI increases maintain original-age price per unit	
53	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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54	COMPANY NAME	National Guardian Life Insurance Company		New York Life Insurance Company		Thrivent
55	Product Marketing Name	EssentialLTC	EssentialLTC Employer Group	NYL My Care	NYL Secure Care	Long-Term Care Insurance
56	Sales Rep/Source for More Info	888-505-2332 or www.ngl-essentialltd.com		(800) 224-4582		1-800-THRIVENT
57	Ancillary Benefits					
58	Bed Reserve Days/Year, Respite during EP?	30+Other, 30		60+Other, 30		60+Other, 2 x Monthly Max
59	Alternative Plan of Care (APC)	No		Contractual When Benefit Eligible		Contractual After EP
60	Home Modification	Not Covered		NA	Grab bars, hand rails, ramps	2 x Monthly Max*
61	Caregiver Training Benefit	5 x MDB		20% x MMB	5 x Facility MDB	2 x Monthly Max
62	Emergency Alert	Up to \$50/Month		NA		Included Above*
63	Equipment Benefit	Not Covered		\$5,000	\$4,000	
64	Drug, Ambulance Benefit	NA		NA		NA
65	Claims Issues					
66	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
67	Coverage Beyond USA	Canada (others = 30 days)		3 x MMB	100 x Facility MDB	2x Max Monthly Benefit
68	Provider Discounts (Directly or Indirectly)	No		No		No
69	Care Coordination Available From	Through Network		Through Network	Through Network*	Through Network
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
73	Preferred Discount	NA		None		10%
74	Substandard Extra Ratings	NA		None		25%, 50%
75	Two-Spouse, Two-Partner Discounts	Together pay 125% of female premium at the older insured's age Together pay 125% of 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		One-spouse discount
78	If Spouse answers "Yes" to 'Knock-Out' question	0%		10%		5%
79	One-Spouse Discount (Only 1 Spouse Applies)	~24.5% (same age couple)		37.5% (same age couple)		30%
80	Maximum Best UW Class & Spouse Discount	~24.5% (same age couple)		37.5% (same age couple)		30%
81	Later Marriage Earns Discount For:	Neither		New Spouse		IF & New Spouse
82	When are dividends or credits expected to start?	NA		NA		NA
83	Most Common Employer, Affinity Discount	NA, 5%		NA		NA
84	Minimum Size Employer Group, Number Apps	NA		5, 2-5 varies by state		NA
85	Minimum Size Affinity Group, Number Apps	10, 1		NA		NA
86	Modal Factors (SA, Q, 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	How long unmarried partners must co-habit for discount	One Day		Three years		Three years
89	Any discounts available for non-spouse relatives?	Yes, if same generation cohabitants		No		Yes, if same generation 3-year cohabitants
90	Non-Level Premiums					
91	Limited Premium Periods	1, 10		NA		10
92	Waiver of Premium					
93	First Premium Waived (Days)	Elimination		After Deductible		Elimination
94	HCBC Waiver	Yes		Yes		Yes
95	Joint Waiver	Automatic		Not Offered		Automatic w/ Shared Care
96	Return of Premium Upon Death (ROP)					
97	ROP Design #1	Net of claims paid, 2nd-to-die		Automatic, Net, Death Before 65		Net, 100%
98	Other ROP Design(s)	Can add Cash Surrender Option (grades up to 80% after 4 years)		NA		NA
99	Other Riders & Features					
100	Paid Up Survivor Benefit	Not Offered		Not Offered		Extra Cost
101	Both People Must Survive Number of Years	NA		NA		10
102	Claim-Free Requirement?	NA		NA		Yes
103	Shared Care Benefit	Permanent Extra \$, Third Pool		Permanent Extra \$	Permanent Extra \$, Third Pool	Extra Cost Ends If Partner Dies
104	Other Shared Care Aspects	NA		Cannot be unilaterally taken away		Pool Depleted, Spouse <86 & No Clm in 2 Yrs, Can Buy 2 Yr BP
105	Restoration of Benefits	NA		NA	>12 mos of not being chronically ill	NA
106	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
107	Linked Benefit Policies Offered	See row 106		Life		None