

2022 Milliman LTCI Survey Product Exhibit

1	COMPANY NAME	Bankers Life and Casualty Company		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 NHC2	Long Term Care Plus LTC2		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, 2022)	40 (Including CT, IN)		None		38	
9	Financial Ratings (as of December 31, 2021)						
10	A.M. Best	A		A+		A+	
11	Standard and Poor's	A-		AA+		A+	
12	Moody's	A3		Not Rated		A1	
13	Fitch	A-		Not Rated		Not Rated	
14	COMDEX Ranking (as of May 1, 2022)	71		98		90	
15	Statutory Financials (Millions)						
16	Assets (December 31, 2021)	\$18,542		\$28,838		\$10,342	
17	Capital & Surplus (December 31, 2021)	\$1,241		\$2,651		\$3,997	
18	Percent Increase (Assets, Surplus)	9%, 1%		4%, 15%		10%, 10%	
19	LTCI Premium (Millions)						
20	2021 First Year Premium	\$2.1		\$3.7		\$35.1	
21	2021 End of Year In-Force Premium	\$349.3		\$82.8		\$560.7	
22	Percent Increase (New Business, In-Force)	13%, -4%		12%, 5%		-14%, 4%	
23	Most recent issue year that has had a price increase	2015		Never had a rate increase		2011	
24	LTCI Lives Insured						
25	2021 First Year Issued	1,701		2,223		13,060	
26	2021 End of Year In-Force	191,822		51,960		230,416	
27	Percent Increase (New Business, In-Force)	131%, -1%		34%, 3%		-13%, 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		NA	
40	HCBC Payment Basis	Weekly	Monthly	Facility Only	Monthly		Monthly
41	Assisted Living (Percent of NH Max)	50%		100%	100%		50%, 75%, 100%
42	Home Care Health Aide (Percent of NH Max)	50%, 100%		Facility Only	100%		
43	Independent Professional	50%, 100%			100%		
44	Homemaker Services	Must Be Incidental		Facility Only	Same as Custodial Care		Same as Custodial Care
45	Informal Care (Other Than Family)	Not Covered			Same as Custodial Care		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)		NA		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 Clm		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
52	Benefit Increase Comments	FPO: To 89 If No Declines or Claims					
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	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 5% discount	
82	When are dividends or credits expected to start?	NA		NA		NA	
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, Q, 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						
93	First Premium Waived (Days)	Elimination		Elimination		Elimination	
94	HCBC Waiver	Yes		Yes		Yes, With 8 Days of Care/Month	
95	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	Combination Policies Offered	None		None		None	

2022 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	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	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, 2022)	35		35		41 (Including IN)
9	Financial Ratings (as of December 31, 2021)					
10	A.M. Best	A		A + +		A + +
11	Standard and Poor's	Not Rated		AA +		AA +
12	Moody's	Not Rated		Aaa		Not Rated
13	Fitch	Not Rated		AAA		Not Rated
14	COMDEX Ranking (as of May 1, 2022)	Not Ranked		100		100
15	Statutory Financials (Millions)					
16	Assets (December 31, 2021)	\$5,092		\$379,985		\$115,542
17	Capital & Surplus (December 31, 2021)	\$497		\$30,694		\$13,695
18	Percent Increase (Assets, Surplus)	6%, 15%		6%, 14%		6%, 28%
19	LTCI Premium (Millions)					
20	2021 First Year Premium	\$13.8		\$22.4		\$10.9
21	2021 End of Year In-Force Premium	\$17.9		\$343.9		\$205.6
22	Percent Increase (New Business, In-Force)	136%, 59%		34%, 9%		27%, 1%
23	Most recent issue year that has had a price increase	Never had a rate increase		2014		2003
24	LTCI Lives Insured					
25	2021 First Year Issued	3,610		16,660		4,377
26	2021 End of Year In-Force	5,934		162,585		115,709
27	Percent Increase (New Business, In-Force)	292%, 150%		187%, 9%		63%, -1%
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		Not Covered	50% of HC MDB up to 365 days with 4+ hrs of care/day from non-Partner.	Not Covered
46	Informal Family Care					
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%	NA
50	Other Increases (Level Premium)	NA		Benefits increase based on CPI-U (cap: 7.5%/yr) until declined 2x or age 95.	Based on CPI-U (cap: 7.5%/yr)	
51	Future Purchase Options (FPO)				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.

2022 Milliman LTCI Survey Product Exhibit

54	COMPANY NAME	National Guardian Life Insurance Company		New York Life Insurance Company		Thrivent Financial for Lutherans
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-essentialltc.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 Reqt
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		Gender-Distinct
73	Preferred Discount	NA	None	NA		10%
74	Substandard Extra Ratings			25%, 50%, 75%, 100%	50%, 100%	25%, 50%
75	Two-Spouse, Two-Partner Discounts	Together pay 125% of female 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	~24.5% (same age couple)	37.5% (same age couple)	25%	25%	30%
81	Later Marriage Earns Discount For:	Neither		New Spouse		IF & New Spouse
82	When are dividends or credits expected to start?	NA	NA	End of 3rd year	End of 10th year	NA
83	Most Common Employer, Affinity Discount	NA, 5%		5%, 5%; not for SSTD		
84	Minimum Size Employer Group, Number Apps	NA		5, 2-5 varies by state		
85	Minimum Size Affinity Group, Number Apps	10, 1	NA	None, None		
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	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	Elimination
94	HCBC Waiver	Yes		Yes		Yes
95	Joint Waiver	Automatic		Not Offered	Extra Cost	Automatic w/ Shared Care
96	Return of Premium Upon Death (ROP)					
97	ROP Design #1	100% net of claims paid, 2nd-to-die		Automatic, Net, Death Before 65	Net, 100%	Net, 100% for death after 10 years
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?					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	> 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	Combination Policies Offered	See row 106		Life		Yes