

# 2023 Milliman LTCI Survey Product Exhibit

1	COMPANY NAME	Bankers Life	Knights of Columbus	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
4	Product Form Number	GR-N620	GR-N650	Long Term Care Plus LTC2
5	Year First LTCI Product Offered	1985	2000	Mutual Care Secure Solution
6	Year Current LTCI Product Was Priced	2013	2014	Mutual Care Custom Solution
7	Jurisdictions LTCI Available	All States & DC (BCLIC in NY)	All States & DC	LTC13
8	State Partnerships (as of January 1, 2023)	40 (Including CT, IN)	None	All States & DC
9	Financial Ratings (as of December 31, 2022)			
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, 2023)	71	98	90
15	Statutory Financials (Millions)			
16	Assets (December 31, 2022)	\$20,051	\$29,361	\$10,171
17	Capital & Surplus (December 31, 2022)	\$1,353	\$2,739	\$4,012
18	Percent Increase (Assets, Surplus)	8%, 9%	2%, 3%	-2%, 0%
19	LTCI Premium (Millions)			
20	2022 First Year Premium	\$1.6	\$2.3	\$28.3
21	2022 End of Year In-Force Premium	\$276.5	\$85.6	\$589.9
22	Percent Increase (New Business, In-Force)	-23%, -8%	-38%, 3%	-19%, 5%
23	Most recent issue year that has had a price increase	2015	Never had a rate increase	2011
24	LTCI Lives Insured			
25	2022 First Year Issued	706	1,077	8,574
26	2022 End of Year In-Force	143,304	52,141	233,387
27	Percent Increase (New Business, In-Force)	-58%, -8%	-52%, 2%	-34%, 1%
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
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
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
36	Product Benefits			
37	Number of: Benefit Pools, EPs	1,1	Facility-Only	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	Monthly
41	Assisted Living (Percent of NH Max)		100%	
42	Home Care Health Aide (Percent of NH Max)	50%	50%, 100%	50%, 75%, 100%
43	Independent Professional			
44	Homemaker Services	Must Be Incidental	Facility Only	Same as Custodial Care
45	Informal Care (Other Than Family)	Not Covered		Same as Custodial Care
46	Informal Family Care			Cash Alternative Has 0 Day EP; if used it Delays Satisfying the EP
47	Benefit Increase Features			
48	Lifetime Compound Increases (Level Premium)	2%, 3%, 4%, 5%	3%, 5%	3%, 4%, 5%
49	Lifetime Simple Increases (Level Premium)	5%	NA	1% to 5%, 0.25% increments & Buy-Up Option
50	Other Increases (Level Premium)	2 Decreasing Inflation Options Are Also Offered (See Other Comments)	NA	NA
51	Future Purchase Options (FPO)	15% Every 3 Years	Board-set % Every 2 Years Until 2 Straight Declines or On Clm	3% or 5% CBIO for 20 Years
52	Benefit Increase Comments	FPO: To 89 If No Declines or Claims		Above w/ 10, 15, or 20 yr periods
53	Other Comments	5% Compound Through Age 60, Then Either 3% Compound or 5% Simple Through Age 75, Then 0%; Facility Only; NTQ		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
				Electronic App
				Rider Doubles MMB for Professional HC (365 days for nurse)

# 2023 Milliman LTCI Survey Product Exhibit

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
56	Sales Rep/Source for More Info	www.bankerslife.com	dan.hill@kofc.org	Mutual Care Secure Solution
57	Ancillary Benefits			Mutual Care Custom Solution
58	Bed Reserve Days/Year, Respite during EP?	60+Other, No	60+ Other, 21	21, 21
59	Alternative Plan of Care (APC)	No	Contractual After EP	Contractual After EP
60	Home Modification	NA	30 x MDB	min (45 x MDB, \$5000)*
61	Caregiver Training Benefit		25% of Monthly HC	\$500/Calendar Year
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	2 x Mo Max If Care Coord Is Used*
65	Claims Features			
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	How long unmarried partners must co-habit for discount	Five years	NA	Three years
83	Any discounts available for non-spouse relatives?	No	No	No
84	When are dividends or credits expected to start?	NA	NA	NA
85	Most Common Employer, Affinity Discount	NA, 5%		5% (Not Employer Sponsored), 5%
86	Minimum Size Employer Group, Number Apps	NA		5 Apps, Common Employer Program Only
87	Minimum Size Affinity Group, Number Apps	Varies		100, 10
88	Modal Factors (SA, Q, M, PAC)	51.50%, 26.25%, 9.17%, 8.58%	52%, 26.5%, NA, 8.65%	51%, 26%, NA, 9%
89	Credit Card: Frequencies Accepted	None	None	None
90	Limited Premium Periods	NA	NA	NA
91	Waiver of Premium			
92	First Premium Waived (Days)	Elimination	Elimination	Elimination
93	HCBC Waiver	Yes	Yes	Yes, With 8 Days of Care/Month
94	Joint Waiver	Extra Cost	Automatic	Not Offered
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	Net, 3 x initial MMB after 10 yrs
97	Other ROP Design(s)	NA	NA	NA
98	Other Riders & Features			
99	Paid Up Survivor Benefit	Extra Cost	Not Offered	Not Offered
100	Both People Must Survive Number of Years	10	NA	10
101	Claim-Free Requirement?	No		No
102	Shared Care Benefit	Permanent Extra \$, Third Pool	Available with 3-year or 5-year BP in lieu of couples discount	Permanent Extra \$
103	Other Shared Care Aspects		NA	Must Leave 1 Year for Living Spouse
104	Restoration of Benefits	Extra Cost		Included
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	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	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 NY)	Not in ME, NY	All States & DC		All States & DC (except NY)
8	State Partnerships (as of January 1, 2023)	35		35		41 (Including IN)
9	Financial Ratings (as of December 31, 2022)					
10	A.M. Best	A		A++		A++
11	Standard and Poor's	Not Rated		AA+		Not Rated
12	Moody's	Not Rated		Aaa		Aa2
13	Fitch	Not Rated		AAA		Not Rated
14	COMDEX Ranking (as of May 1, 2023)	Not Ranked		100		100
15	Statutory Financials (Millions)					
16	Assets (December 31, 2022)	\$4,798		\$392,126		\$107,935
17	Capital & Surplus (December 31, 2022)	\$523		\$30,111		\$13,768
18	Percent Increase (Assets, Surplus)	-6%, 5%		3%, -2%		-7%, 1%
19	LTCI Premium (Millions)					
20	2022 First Year Premium	\$9.1		\$19.7		\$12.4
21	2022 End of Year In-Force Premium	\$22.8		\$368.2		\$208.0
22	Percent Increase (New Business, In-Force)	-34%, 27%		-12%, 7%		14%, 1%
23	Most recent issue year that has had a price increase	Never had a rate increase		2014		2003
24	LTCI Lives Insured					
25	2022 First Year Issued	1,601		6,731		3,202
26	2022 End of Year In-Force	7,157		164,302		113,236
27	Percent Increase (New Business, In-Force)	-56%, 21%		-60%, 1%		-27%, -2%
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	NA		NA		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%		100%	50%, 80%, 100%	100%
43	Independent Professional	Not Covered		Not Covered		50%, 80%, 100%
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		Not Covered
46	Informal Family Care	Not Covered		50% of HC MDB up to 365 days with 4+ hrs of care/day 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		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)	NA		Benefits increase based on CPI-U (cap: 7.5%/yr) until declined 2x or age 95.		Premiums & benefits increase based on CPI-U (cap: 7.5%/yr)
52	Benefit Increase Comments	Single Premium is available, facilitating \$1035 exchanges		CPI FPO increases use attained-age price per unit	CPI increases maintain original-age price per unit	FPO provides automatic 5% increases each yr until declined 3x in a row. Always applies when premium is waived.
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-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 Features					
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; No EP
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	How long unmarried partners must co-habit for discount	One Day		Three years		Three years
83	Any discounts available for non-spouse relatives?	Yes, if same generation cohabitants		No		Yes, if same generation 3-year cohabitants
84	When are dividends or credits expected to start?	NA		End of 3rd year	End of 10th year	NA
85	Most Common Employer, Affinity Discount	NA, 5%	NA	5%, 5%; not for SSTD		
86	Minimum Size Employer Group, Number Apps	NA	5, 2-5 varies by state	None, None		
87	Minimum Size Affinity Group, Number Apps	10, 1	NA	51%, 26%, NA, 9%		
88	Modal Factors (SA, Q, M, PAC)	52%, 27%, 8.75%, 8.75%		51%, 26%, NA, 9%		50.8%, 25.6%, NA, 8.6%
89	Credit Card: Frequencies Accepted	None		None		None
90	Limited Premium Periods	1, 10		NA		10
91	Waiver of Premium					
92	First Premium Waived (Days)	Elimination		After Deductible	Elimination	Elimination
93	HCBC Waiver	Yes		Yes		Yes
94	Joint Waiver	Automatic		Not Offered	Extra Cost	Automatic w/ Shared Care
95	Return of Premium Upon Death (ROP)					
96	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
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
106	Combination Policies Offered	See row 106		Life		Yes
BROKER WORLD July 2023		www.brokerworldmag.com		www.brokerworldmag.com		July 2023 BROKER WORLD