

**State:** Pennsylvania **Filing Company:** Highmark Inc  
**TOI/Sub-TOI:** LTC03I Individual Long Term Care/LTC03I.001 Qualified  
**Product Name:** Long-Term Care  
**Project Name/Number:** Simplicity Follow-Up Rate Increase/145MAI01-60.04

## Filing at a Glance

Company: Highmark Inc  
Product Name: Long-Term Care  
State: Pennsylvania  
TOI: LTC03I Individual Long Term Care  
Sub-TOI: LTC03I.001 Qualified  
Filing Type: Rate - Other (Not M.U. or G.I. Product)  
Date Submitted: 04/30/2015  
SERFF Tr Num: MILL-129975627  
SERFF Status: Assigned  
State Tr Num: MILL-129975627  
State Status: Received Review in Progress  
Co Tr Num: SIMPLICITY (HMBCBSPA)

Implementation: On Approval  
Date Requested:  
Author(s): Missy Gordon, Stephanie Moench, Travis Reisch, Shawn Stender, Bryan Rask, Brandon Johnson  
Reviewer(s): Jim Laverty (AH) (primary)  
Disposition Date:  
Disposition Status:  
Implementation Date:

State Filing Description:  
Proposed aggregate 7.7% increase (ranges from 0% to 21.2%) on 460 policyholders of forms SPL-336-HMBCBSPA & FSPL-336-HMBCBSPA .

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**TOI/Sub-TOI:** LTC03I Individual Long Term Care/LTC03I.001 Qualified  
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## General Information

Project Name: Simplicity Follow-Up Rate Increase  
Project Number: 145MAI01-60.04  
Requested Filing Mode: Review & Approval

Status of Filing in Domicile: Pending  
Date Approved in Domicile:  
Domicile Status Comments: Pennsylvania is the state of domicile. This filing is a follow-up to a prior increase that was approved on September 17, 2014.

Explanation for Combination/Other:  
Submission Type: New Submission  
Overall Rate Impact: 7.7%

Market Type: Individual  
Individual Market Type:  
Filing Status Changed: 05/01/2015  
State Status Changed: 05/06/2015

Deemer Date:  
Submitted By: Stephanie Moench

Created By: Bryan Rask  
Corresponding Filing Tracking Number:

### Filing Description:

These are existing individual policy forms that provide comprehensive long-term care coverage on a cash basis. Riders that convert the coverage to either facility only or community care only may have been available at issue. Policies were issued in Pennsylvania from August 1, 2006 to April 1, 2010 and are no longer being marketed in any jurisdiction.

These products were designed and priced by MedAmerica Insurance Company (MedAmerica), which is an affinity partner of Highmark Blue Cross Blue Shield (Highmark BCBS). These forms were issued on Highmark BCBS paper, while MedAmerica administers and manages the block, including underwriting and claims handling. MedAmerica has 80% of the risk on these forms via a reinsurance arrangement with Highmark BCBS.

Highmark BCBS is requesting the approval of a premium rate increase on these forms, including all associated riders. The primary reason why these forms are in need of a premium rate increase is due to emerging experience running more adverse than expected in pricing. The company is requesting a premium rate increase that varies by issue age. The rate increase was determined by issue age to better align the rate increase with the adverse experience and to protect older insureds. The rate increase varies by issue age from 0% to 21.2% and averages 7.7% in Pennsylvania.

As noted in the enclosed actuarial memorandum, two prior rate increases have been approved and implemented on these forms. The original request was for a rate increase that varied by issue age and ranged from 0% to 60%. In June 2013, the Department approved a reduced increase that capped the original request at 20% within any one issue age band. In April 2014, the company submitted a follow-up rate increase request to achieve a cumulative rate increase equal to the original request. In September 2014, the Department approved a reduced increase that capped the follow-up request at 10% within any one issue age band.

The original request was determined in such a way that the company was shouldering the majority of the rate increase needed to restore these forms to their original pricing expectation and was not attempting to recoup past losses or lost revenue. Therefore, this current increase request is being sought in order to achieve a cumulative rate increase equal to the original request. If approved, the current rate increase request will not be implemented until at least 12 months after the prior approved rate increase was implemented (i.e., no policyholder will receive more than one increase in a 12-month period).

Similar to the prior increases, Highmark BCBS will offer insureds affected by the premium increase the option of reducing their policy benefits to provide flexibility of choice for those insureds who wish to maintain a premium level reasonably similar to what they were paying prior to the rate increase. Policyholders who prefer to offset the impact of the requested rate increase may have the option to change one or more of the following plan features in order to lower their premiums: (i) reduce their

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monthly benefit, subject to a minimum of \$2,100; (ii) shorten their benefit period, subject to a minimum of 2 years; (iii) lengthen their elimination period, subject to a maximum of 180 days; (iv) reduce their inflation protection (e.g., compound inflation to simple or no inflation); or (v) drop rider coverage.

The company will offer a contingent benefit upon lapse to insureds that trigger a substantial rate increase. Additionally, Highmark BCBS will voluntarily offer a contingent benefit upon lapse to insureds affected by the rate increase, even if the increase is not considered substantial.

## Company and Contact

### Filing Contact Information

Missy Gordon, FSA, MAAA, Principal and Consulting Actuary  
 missy.gordon@milliman.com  
 8500 Normandale Lake Blvd. 952-820-2478 [Phone]  
 Suite 1850 952-897-5301 [FAX]  
 Minneapolis, MN 55437-3830

### Filing Company Information

(This filing was made by a third party - millimaninc)

Highmark Inc	CoCode: 54771	State of Domicile:
120 Fifth Avenue	Group Code: 812	Pennsylvania
Suite 924	Group Name: Highmark Grp	Company Type:
Pittsburgh, PA 15222-3024	FEIN Number: 23-1294723	State ID Number:
(412) 544-6902 ext. [Phone]		

## Filing Fees

Fee Required? No

Retaliatory? No

Fee Explanation:

**State:** Pennsylvania      **Filing Company:** Highmark Inc  
**TOI/Sub-TOI:** LTC03I Individual Long Term Care/LTC03I.001 Qualified  
**Product Name:** Long-Term Care  
**Project Name/Number:** Simplicity Follow-Up Rate Increase/145MAI01-60.04

## Rate Information

Rate data applies to filing.

**Filing Method:** Review & Approval  
**Rate Change Type:** Increase  
**Overall Percentage of Last Rate Revision:** 9.100%  
**Effective Date of Last Rate Revision:** 09/17/2014  
**Filing Method of Last Filing:** Review & Approval

## Company Rate Information

Company Name:	Overall % Indicated Change:	Overall % Rate Impact:	Written Premium Change for this Program:	Number of Policy Holders Affected for this Program:	Written Premium for this Program:	Maximum % Change (where req'd):	Minimum % Change (where req'd):
Highmark Inc	%	7.700%	\$59,519	460	\$639,252	21.200%	0.000%

SERFF Tracking #:

MILL-129975627

State Tracking #:

MILL-129975627

Company Tracking #:

SIMPLICITY (HMBCBSPA)

**State:** Pennsylvania  
**TOI/Sub-TOI:** LTC03I Individual Long Term Care/LTC03I.001 Qualified  
**Product Name:** Long-Term Care  
**Filing Company:** Highmark Inc  
**Project Name/Number:** Simplicity Follow-Up Rate Increase/145MAI01-60.04

## Rate/Rule Schedule

Item No.	Schedule Item Status	Document Name	Affected Form Numbers (Separated with commas)	Rate Action	Rate Action Information	Attachments
1		Non-Franchise Rate Tables	SPL-336-HMBCBSPA	Revised	Previous State Filing Number: MILL-129489251 Percent Rate Change Request: 7.7	PA_Highmark BCBS_Current Simplicity Premium Rates_20150430.pdf, PA_Highmark BCBS_Proposed Simplicity Premium Rates_20150430.pdf,
2		Franchise Rate Tables	FSPL-336-HMBCBSPA	Revised	Previous State Filing Number: MILL-129489251 Percent Rate Change Request: 7.7	PA_Highmark BCBS_Current Franchise Simplicity Premium Rates_20150430.pdf, PA_Highmark BCBS_Proposed Franchise Simplicity Premium Rates_20150430.pdf,

**HIGHMARK BLUE CROSS BLUE SHIELD**  
**120 FIFTH AVENUE, PITTSBURGH, PENNSYLVANIA 15222**  
**Form Number: SPL-336-HMBCBSPA**  
**CURRENT ANNUAL PREMIUM RATES**  
**PREMIUMS PER \$300 FACILITY MONTHLY BENEFIT**  
**LONG TERM CARE POLICIES**

Integrated Plan HHC at 80%  
Lifetime Payment Plan  
90 day Elimination Period  
Married one insured rates

Form Number: CMP-HMBCBSPA  
Indexing: Compound - No Maximum  
Individual Underwriting  
Rate Class II

Issue Age	Premium Rates					
	24 Month Plan	36 Month Plan	48 Month Plan	60 Month Plan	84 Month Plan	Unlimited Plan
<30	38.00	51.00	62.00	73.00	86.00	120.00
30	41.00	54.00	66.00	75.00	90.00	125.00
31	41.00	57.00	67.00	77.00	92.00	129.00
32	42.00	57.00	70.00	78.00	95.00	132.00
33	44.00	59.00	71.00	82.00	98.00	136.00
34	45.00	61.00	73.00	84.00	100.00	143.00
35	46.00	62.00	77.00	87.00	103.00	145.00
36	48.00	65.00	78.00	90.00	107.00	149.00
37	49.00	66.00	79.00	92.00	110.00	154.00
38	50.00	67.00	83.00	95.00	114.00	157.00
39	51.00	69.00	86.00	98.00	115.00	161.00
40	53.00	73.00	88.00	100.00	119.00	166.00
41	54.00	74.00	91.00	103.00	120.00	172.00
42	55.00	77.00	94.00	106.00	124.00	176.00
43	57.00	78.00	95.00	110.00	128.00	181.00
44	59.00	81.00	99.00	111.00	132.00	186.00
45	62.00	83.00	99.00	114.00	136.00	193.00
46	63.00	86.00	103.00	117.00	140.00	198.00
47	63.00	88.00	106.00	120.00	144.00	203.00
48	66.00	88.00	108.00	124.00	148.00	209.00
49	67.00	92.00	111.00	128.00	152.00	214.00
50	69.00	94.00	114.00	131.00	156.00	219.00
51	73.00	96.00	119.00	136.00	161.00	227.00
52	73.00	99.00	121.00	139.00	165.00	234.00
53	75.00	102.00	124.00	143.00	172.00	240.00
54	77.00	104.00	128.00	145.00	176.00	246.00
55	81.00	108.00	135.00	153.00	183.00	256.00
56	82.00	111.00	135.00	153.00	183.00	260.00
57	83.00	112.00	137.00	157.00	189.00	268.00
58	86.00	116.00	143.00	162.00	194.00	275.00
59	87.00	119.00	145.00	166.00	199.00	282.00
60	92.00	124.00	151.00	174.00	208.00	295.00
61	95.00	129.00	159.00	182.00	218.00	308.00
62	99.00	135.00	165.00	191.00	228.00	323.00
63	103.00	141.00	173.00	199.00	237.00	337.00
64	107.00	147.00	179.00	205.00	248.00	351.00
65	102.00	140.00	174.00	199.00	240.00	343.00
66	107.00	146.00	180.00	206.00	250.00	359.00
67	110.00	152.00	186.00	215.00	259.00	373.00
68	114.00	156.00	193.00	222.00	270.00	388.00
69	116.00	161.00	200.00	230.00	280.00	404.00
70	113.00	156.00	193.00	224.00	272.00	396.00
71	116.00	162.00	199.00	232.00	281.00	411.00
72	119.00	165.00	205.00	238.00	292.00	426.00
73	121.00	168.00	209.00	245.00	299.00	441.00
74	122.00	172.00	215.00	250.00	308.00	455.00
75	126.00	179.00	225.00	265.00	330.00	500.00
76	127.00	180.00	227.00	268.00	336.00	513.00
77	126.00	181.00	229.00	271.00	342.00	525.00
78	126.00	181.00	230.00	273.00	346.00	538.00
79	125.00	180.00	230.00	274.00	350.00	548.00
80	124.00	181.00	233.00	280.00	N/A	N/A
81	122.00	178.00	232.00	279.00	N/A	N/A
82	118.00	174.00	228.00	275.00	N/A	N/A
83	113.00	169.00	222.00	272.00	N/A	N/A
84	107.00	161.00	215.00	264.00	N/A	N/A
85	102.00	158.00	215.00	269.00	N/A	N/A

**HIGHMARK BLUE CROSS BLUE SHIELD**  
**120 FIFTH AVENUE, PITTSBURGH, PENNSYLVANIA 15222**  
**Form Number: SPL-336-HMBCBSPA**  
**CURRENT ANNUAL PREMIUM RATES**  
**PREMIUMS PER \$300 FACILITY MONTHLY BENEFIT**  
**LONG TERM CARE POLICIES**

**Integrated Plan HHC at 80%**  
**Lifetime Payment Plan**  
**90 day Elimination Period**  
**Married one insured rates**

**Form Number: CMP2X-HMBCBSPA**  
**Indexing: Compound 2X**  
**Individual Underwriting**  
**Rate Class II**

Issue Age	Premium Rates					
	24 Month Plan	36 Month Plan	48 Month Plan	60 Month Plan	84 Month Plan	Unlimited Plan
<30	4.00	4.00	5.00	8.00	9.00	15.00
30	4.00	5.00	7.00	8.00	9.00	15.00
31	4.00	7.00	7.00	8.00	9.00	16.00
32	4.00	7.00	8.00	8.00	11.00	17.00
33	4.00	7.00	8.00	9.00	12.00	17.00
34	5.00	7.00	8.00	11.00	13.00	20.00
35	7.00	7.00	9.00	11.00	15.00	20.00
36	5.00	8.00	11.00	11.00	16.00	21.00
37	7.00	9.00	11.00	13.00	16.00	24.00
38	7.00	9.00	13.00	15.00	17.00	22.00
39	7.00	9.00	13.00	16.00	18.00	24.00
40	8.00	12.00	15.00	17.00	20.00	26.00
41	8.00	13.00	16.00	18.00	18.00	29.00
42	9.00	15.00	17.00	18.00	21.00	30.00
43	9.00	15.00	17.00	21.00	22.00	33.00
44	12.00	16.00	20.00	20.00	24.00	34.00
45	13.00	17.00	18.00	21.00	26.00	38.00
46	15.00	18.00	21.00	24.00	28.00	41.00
47	15.00	20.00	22.00	26.00	30.00	45.00
48	16.00	18.00	24.00	26.00	33.00	49.00
49	17.00	21.00	26.00	29.00	34.00	51.00
50	17.00	24.00	28.00	32.00	37.00	55.00
51	20.00	25.00	30.00	34.00	42.00	59.00
52	20.00	26.00	32.00	36.00	45.00	63.00
53	21.00	29.00	34.00	41.00	49.00	69.00
54	22.00	30.00	37.00	44.00	53.00	74.00
55	25.00	33.00	42.00	49.00	57.00	81.00
56	28.00	37.00	45.00	50.00	59.00	86.00
57	29.00	38.00	48.00	54.00	63.00	91.00
58	32.00	42.00	51.00	58.00	69.00	98.00
59	34.00	45.00	54.00	62.00	75.00	106.00
60	37.00	49.00	59.00	68.00	81.00	115.00
61	40.00	54.00	66.00	75.00	89.00	126.00
62	44.00	61.00	72.00	83.00	98.00	138.00
63	49.00	65.00	80.00	90.00	107.00	151.00
64	53.00	72.00	86.00	98.00	117.00	165.00
65	53.00	73.00	89.00	102.00	121.00	174.00
66	59.00	79.00	97.00	110.00	132.00	191.00
67	62.00	86.00	104.00	120.00	144.00	209.00
68	68.00	92.00	114.00	130.00	157.00	228.00
69	72.00	100.00	124.00	142.00	170.00	248.00
70	73.00	101.00	124.00	144.00	173.00	255.00
71	79.00	108.00	133.00	155.00	188.00	277.00
72	84.00	115.00	142.00	166.00	202.00	299.00
73	88.00	123.00	153.00	177.00	217.00	323.00
74	94.00	130.00	162.00	189.00	232.00	347.00
75	100.00	141.00	177.00	208.00	259.00	398.00
76	104.00	147.00	185.00	218.00	273.00	423.00
77	107.00	153.00	193.00	227.00	287.00	447.00
78	110.00	157.00	199.00	236.00	299.00	471.00
79	111.00	160.00	205.00	243.00	311.00	493.00
80	113.00	164.00	212.00	255.00	N/A	N/A
81	113.00	165.00	215.00	258.00	N/A	N/A
82	111.00	165.00	215.00	260.00	N/A	N/A
83	108.00	161.00	213.00	260.00	N/A	N/A
84	104.00	156.00	209.00	256.00	N/A	N/A
85	100.00	155.00	210.00	263.00	N/A	N/A

**HIGHMARK BLUE CROSS BLUE SHIELD**  
**120 FIFTH AVENUE, PITTSBURGH, PENNSYLVANIA 15222**  
**Form Number: SPL-336-HMBCBSPA**  
**CURRENT ANNUAL PREMIUM RATES**  
**PREMIUMS PER \$300 FACILITY MONTHLY BENEFIT**  
**LONG TERM CARE POLICIES**

**Integrated Plan HHC at 80%**  
**Lifetime Payment Plan**  
**90 day Elimination Period**  
**Married one insured rates**

**Form Number: SBIR-HMBCBSPA**  
**Indexing: Simple**  
**Individual Underwriting**  
**Rate Class II**

Issue Age	Premium Rates					
	24 Month Plan	36 Month Plan	48 Month Plan	60 Month Plan	84 Month Plan	Unlimited Plan
<30	8.00	12.00	15.00	18.00	24.00	36.00
30	9.00	13.00	16.00	20.00	24.00	37.00
31	9.00	15.00	17.00	21.00	25.00	38.00
32	11.00	15.00	20.00	21.00	28.00	41.00
33	11.00	16.00	20.00	24.00	28.00	44.00
34	12.00	16.00	21.00	25.00	30.00	46.00
35	13.00	16.00	22.00	25.00	32.00	48.00
36	13.00	20.00	24.00	26.00	33.00	50.00
37	15.00	20.00	25.00	28.00	34.00	53.00
38	15.00	21.00	26.00	30.00	37.00	54.00
39	15.00	22.00	28.00	32.00	38.00	57.00
40	16.00	24.00	29.00	33.00	41.00	62.00
41	18.00	25.00	30.00	36.00	41.00	65.00
42	18.00	26.00	33.00	37.00	44.00	69.00
43	20.00	26.00	33.00	40.00	46.00	73.00
44	22.00	29.00	36.00	40.00	48.00	75.00
45	22.00	30.00	36.00	41.00	50.00	81.00
46	24.00	33.00	38.00	45.00	55.00	84.00
47	24.00	34.00	41.00	48.00	58.00	88.00
48	26.00	33.00	42.00	49.00	61.00	92.00
49	28.00	37.00	45.00	53.00	63.00	98.00
50	28.00	38.00	46.00	55.00	67.00	103.00
51	30.00	41.00	49.00	59.00	71.00	108.00
52	30.00	42.00	53.00	61.00	75.00	114.00
53	32.00	45.00	55.00	65.00	79.00	119.00
54	33.00	46.00	59.00	67.00	83.00	124.00
55	36.00	50.00	63.00	73.00	90.00	135.00
56	38.00	51.00	65.00	74.00	91.00	139.00
57	40.00	54.00	67.00	78.00	95.00	145.00
58	41.00	57.00	71.00	82.00	100.00	152.00
59	44.00	59.00	74.00	86.00	106.00	160.00
60	46.00	63.00	79.00	92.00	112.00	169.00
61	49.00	68.00	84.00	98.00	120.00	181.00
62	52.00	74.00	89.00	104.00	128.00	194.00
63	55.00	76.00	95.00	111.00	135.00	205.00
64	59.00	83.00	101.00	117.00	144.00	217.00
65	58.00	80.00	101.00	118.00	144.00	218.00
66	61.00	85.00	107.00	124.00	152.00	232.00
67	65.00	90.00	113.00	131.00	162.00	246.00
68	68.00	95.00	119.00	138.00	172.00	260.00
69	71.00	100.00	125.00	146.00	180.00	276.00
70	70.00	98.00	123.00	145.00	179.00	276.00
71	73.00	103.00	129.00	153.00	189.00	292.00
72	76.00	107.00	134.00	159.00	199.00	306.00
73	78.00	111.00	140.00	166.00	208.00	322.00
74	80.00	115.00	146.00	173.00	217.00	338.00
75	85.00	122.00	156.00	187.00	238.00	380.00
76	86.00	125.00	160.00	192.00	246.00	396.00
77	87.00	127.00	164.00	196.00	254.00	412.00
78	88.00	129.00	167.00	201.00	260.00	427.00
79	88.00	130.00	169.00	204.00	268.00	442.00
80	89.00	132.00	173.00	212.00	N/A	N/A
81	87.00	131.00	174.00	213.00	N/A	N/A
82	85.00	130.00	173.00	213.00	N/A	N/A
83	82.00	126.00	171.00	212.00	N/A	N/A
84	79.00	121.00	167.00	208.00	N/A	N/A
85	74.00	119.00	167.00	214.00	N/A	N/A

**HIGHMARK BLUE CROSS BLUE SHIELD**  
**120 FIFTH AVENUE, PITTSBURGH, PENNSYLVANIA 15222**  
**Form Number: SPL-336-HMBCBSPA**  
**CURRENT ANNUAL PREMIUM RATES**  
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**LONG TERM CARE POLICIES**

**Integrated Plan HHC at 80%**  
**Lifetime Payment Plan**  
**90 day Elimination Period**  
**Married one insured rates**

**Indexing: None**  
**Individual Underwriting**  
**Rate Class II**

Issue Age	Premium Rates					
	24 Month Plan	36 Month Plan	48 Month Plan	60 Month Plan	84 Month Plan	Unlimited Plan
<30	9.00	12.00	13.00	13.00	16.00	20.00
30	9.00	12.00	13.00	15.00	17.00	21.00
31	11.00	12.00	15.00	16.00	18.00	22.00
32	11.00	13.00	15.00	17.00	18.00	24.00
33	12.00	13.00	16.00	17.00	20.00	25.00
34	12.00	15.00	17.00	18.00	21.00	26.00
35	12.00	16.00	17.00	20.00	22.00	29.00
36	13.00	16.00	18.00	21.00	24.00	30.00
37	13.00	17.00	20.00	22.00	25.00	32.00
38	15.00	18.00	21.00	24.00	26.00	36.00
39	16.00	20.00	22.00	25.00	29.00	38.00
40	16.00	20.00	24.00	26.00	30.00	40.00
41	17.00	21.00	25.00	28.00	34.00	42.00
42	18.00	22.00	26.00	30.00	36.00	45.00
43	20.00	25.00	29.00	32.00	38.00	48.00
44	20.00	26.00	30.00	36.00	41.00	51.00
45	21.00	28.00	34.00	38.00	44.00	54.00
46	22.00	29.00	36.00	40.00	46.00	58.00
47	25.00	32.00	38.00	42.00	49.00	62.00
48	26.00	36.00	41.00	46.00	53.00	66.00
49	28.00	37.00	44.00	49.00	57.00	71.00
50	30.00	40.00	48.00	53.00	61.00	77.00
51	32.00	42.00	50.00	55.00	65.00	82.00
52	36.00	46.00	54.00	61.00	69.00	87.00
53	38.00	49.00	58.00	65.00	74.00	94.00
54	41.00	53.00	62.00	70.00	79.00	102.00
55	45.00	58.00	67.00	75.00	87.00	111.00
56	46.00	61.00	71.00	81.00	92.00	116.00
57	50.00	66.00	78.00	87.00	100.00	125.00
58	54.00	71.00	83.00	94.00	108.00	136.00
59	58.00	77.00	91.00	102.00	116.00	147.00
60	63.00	84.00	99.00	111.00	128.00	160.00
61	70.00	92.00	108.00	121.00	139.00	174.00
62	76.00	99.00	119.00	132.00	152.00	190.00
63	83.00	110.00	129.00	144.00	166.00	208.00
64	90.00	119.00	142.00	159.00	182.00	227.00
65	95.00	125.00	148.00	166.00	191.00	238.00
66	103.00	137.00	162.00	182.00	210.00	260.00
67	114.00	150.00	179.00	200.00	230.00	287.00
68	125.00	166.00	197.00	221.00	253.00	316.00
69	138.00	182.00	216.00	242.00	280.00	347.00
70	142.00	189.00	225.00	252.00	290.00	359.00
71	156.00	207.00	247.00	277.00	320.00	396.00
72	172.00	228.00	272.00	305.00	351.00	436.00
73	189.00	251.00	299.00	336.00	388.00	480.00
74	207.00	275.00	329.00	370.00	426.00	528.00
75	241.00	322.00	386.00	435.00	504.00	627.00
76	263.00	352.00	423.00	477.00	553.00	688.00
77	287.00	384.00	462.00	522.00	605.00	753.00
78	312.00	419.00	505.00	570.00	662.00	822.00
79	340.00	457.00	551.00	623.00	723.00	898.00
80	380.00	513.00	619.00	700.00	N/A	N/A
81	414.00	560.00	676.00	766.00	N/A	N/A
82	451.00	610.00	738.00	837.00	N/A	N/A
83	490.00	664.00	804.00	911.00	N/A	N/A
84	530.00	721.00	873.00	991.00	N/A	N/A
85	632.00	864.00	1,053.00	1,199.00	N/A	N/A

**HIGHMARK BLUE CROSS BLUE SHIELD**  
**120 FIFTH AVENUE, PITTSBURGH, PENNSYLVANIA 15222**  
**Form Number: SPL-336-HMBCBSPA**  
**ANNUAL PREMIUM RATES WITH THE REQUESTED RATE INCREASE**  
**PREMIUMS PER \$300 FACILITY MONTHLY BENEFIT**  
**LONG TERM CARE POLICIES**

Integrated Plan HHC at 80%  
Lifetime Payment Plan  
90 day Elimination Period  
Married one insured rates

Form Number: CMP-HMBCBSPA  
Indexing: Compound - No Maximum  
Individual Underwriting  
Rate Class II

Issue Age	Premium Rates					
	24 Month Plan	36 Month Plan	48 Month Plan	60 Month Plan	84 Month Plan	Unlimited Plan
<30	46.00	62.00	75.00	88.00	104.00	146.00
30	50.00	66.00	80.00	91.00	109.00	152.00
31	50.00	69.00	82.00	93.00	112.00	157.00
32	51.00	69.00	85.00	94.00	115.00	160.00
33	53.00	72.00	86.00	99.00	118.00	165.00
34	54.00	74.00	88.00	102.00	122.00	173.00
35	56.00	75.00	93.00	106.00	125.00	176.00
36	58.00	78.00	94.00	109.00	130.00	181.00
37	59.00	80.00	96.00	112.00	133.00	187.00
38	61.00	82.00	101.00	115.00	138.00	190.00
39	62.00	83.00	104.00	118.00	139.00	195.00
40	62.00	86.00	105.00	119.00	140.00	197.00
41	64.00	87.00	108.00	122.00	142.00	203.00
42	66.00	90.00	111.00	125.00	147.00	207.00
43	67.00	92.00	112.00	129.00	151.00	214.00
44	70.00	95.00	117.00	131.00	156.00	220.00
45	71.00	95.00	113.00	129.00	155.00	219.00
46	72.00	98.00	117.00	134.00	159.00	225.00
47	72.00	101.00	120.00	137.00	164.00	231.00
48	75.00	101.00	123.00	141.00	168.00	237.00
49	77.00	105.00	126.00	146.00	173.00	243.00
50	76.00	104.00	126.00	145.00	172.00	242.00
51	80.00	107.00	131.00	150.00	178.00	251.00
52	80.00	110.00	134.00	153.00	183.00	258.00
53	83.00	112.00	137.00	158.00	190.00	266.00
54	85.00	115.00	142.00	161.00	194.00	272.00
55	84.00	113.00	141.00	160.00	192.00	268.00
56	86.00	116.00	141.00	160.00	192.00	272.00
57	87.00	117.00	144.00	164.00	197.00	280.00
58	90.00	121.00	149.00	170.00	203.00	287.00
59	91.00	124.00	152.00	174.00	208.00	295.00
60	92.00	124.00	151.00	174.00	208.00	295.00
61	95.00	129.00	159.00	182.00	218.00	308.00
62	99.00	135.00	165.00	191.00	228.00	323.00
63	103.00	141.00	173.00	199.00	237.00	337.00
64	107.00	147.00	179.00	205.00	248.00	351.00
65	102.00	140.00	174.00	199.00	240.00	343.00
66	107.00	146.00	180.00	206.00	250.00	359.00
67	110.00	152.00	186.00	215.00	259.00	373.00
68	114.00	156.00	193.00	222.00	270.00	388.00
69	116.00	161.00	200.00	230.00	280.00	404.00
70	113.00	156.00	193.00	224.00	272.00	396.00
71	116.00	162.00	199.00	232.00	281.00	411.00
72	119.00	165.00	205.00	238.00	292.00	426.00
73	121.00	168.00	209.00	245.00	299.00	441.00
74	122.00	172.00	215.00	250.00	308.00	455.00
75	126.00	179.00	225.00	265.00	330.00	500.00
76	127.00	180.00	227.00	268.00	336.00	513.00
77	126.00	181.00	229.00	271.00	342.00	525.00
78	126.00	181.00	230.00	273.00	346.00	538.00
79	125.00	180.00	230.00	274.00	350.00	548.00
80	124.00	181.00	233.00	280.00	N/A	N/A
81	122.00	178.00	232.00	279.00	N/A	N/A
82	118.00	174.00	228.00	275.00	N/A	N/A
83	113.00	169.00	222.00	272.00	N/A	N/A
84	107.00	161.00	215.00	264.00	N/A	N/A
85	102.00	158.00	215.00	269.00	N/A	N/A

**HIGHMARK BLUE CROSS BLUE SHIELD**  
**120 FIFTH AVENUE, PITTSBURGH, PENNSYLVANIA 15222**  
**Form Number: SPL-336-HMBCBSPA**  
**ANNUAL PREMIUM RATES WITH THE REQUESTED RATE INCREASE**  
**PREMIUMS PER \$300 FACILITY MONTHLY BENEFIT**  
**LONG TERM CARE POLICIES**

**Integrated Plan HHC at 80%**  
**Lifetime Payment Plan**  
**90 day Elimination Period**  
**Married one insured rates**

**Form Number: CMP2X-HMBCBSPA**  
**Indexing: Compound 2X**  
**Individual Underwriting**  
**Rate Class II**

Issue Age	Premium Rates					
	24 Month Plan	36 Month Plan	48 Month Plan	60 Month Plan	84 Month Plan	Unlimited Plan
<30	5.00	5.00	6.00	10.00	11.00	18.00
30	5.00	6.00	8.00	10.00	11.00	18.00
31	5.00	8.00	8.00	10.00	11.00	19.00
32	5.00	8.00	10.00	10.00	13.00	21.00
33	5.00	8.00	10.00	11.00	14.00	21.00
34	6.00	8.00	10.00	13.00	16.00	24.00
35	8.00	8.00	11.00	13.00	18.00	24.00
36	6.00	10.00	13.00	13.00	19.00	26.00
37	8.00	11.00	13.00	16.00	19.00	29.00
38	8.00	11.00	16.00	18.00	21.00	27.00
39	8.00	11.00	16.00	19.00	22.00	29.00
40	9.00	14.00	17.00	20.00	23.00	31.00
41	9.00	16.00	19.00	22.00	22.00	34.00
42	11.00	17.00	20.00	22.00	25.00	36.00
43	11.00	17.00	20.00	25.00	27.00	39.00
44	14.00	19.00	23.00	23.00	28.00	41.00
45	15.00	20.00	21.00	24.00	30.00	44.00
46	17.00	21.00	24.00	27.00	32.00	47.00
47	17.00	23.00	26.00	30.00	35.00	51.00
48	18.00	21.00	27.00	30.00	38.00	56.00
49	20.00	24.00	30.00	33.00	39.00	59.00
50	19.00	26.00	31.00	35.00	41.00	61.00
51	22.00	28.00	34.00	38.00	47.00	66.00
52	22.00	29.00	35.00	39.00	50.00	70.00
53	23.00	32.00	38.00	45.00	54.00	76.00
54	25.00	34.00	41.00	48.00	58.00	82.00
55	26.00	35.00	44.00	51.00	59.00	84.00
56	29.00	39.00	47.00	52.00	62.00	90.00
57	30.00	40.00	50.00	57.00	66.00	95.00
58	33.00	44.00	54.00	61.00	72.00	102.00
59	36.00	47.00	57.00	65.00	79.00	110.00
60	37.00	49.00	59.00	68.00	81.00	115.00
61	40.00	54.00	66.00	75.00	89.00	126.00
62	44.00	61.00	72.00	83.00	98.00	138.00
63	49.00	65.00	80.00	90.00	107.00	151.00
64	53.00	72.00	86.00	98.00	117.00	165.00
65	53.00	73.00	89.00	102.00	121.00	174.00
66	59.00	79.00	97.00	110.00	132.00	191.00
67	62.00	86.00	104.00	120.00	144.00	209.00
68	68.00	92.00	114.00	130.00	157.00	228.00
69	72.00	100.00	124.00	142.00	170.00	248.00
70	73.00	101.00	124.00	144.00	173.00	255.00
71	79.00	108.00	133.00	155.00	188.00	277.00
72	84.00	115.00	142.00	166.00	202.00	299.00
73	88.00	123.00	153.00	177.00	217.00	323.00
74	94.00	130.00	162.00	189.00	232.00	347.00
75	100.00	141.00	177.00	208.00	259.00	398.00
76	104.00	147.00	185.00	218.00	273.00	423.00
77	107.00	153.00	193.00	227.00	287.00	447.00
78	110.00	157.00	199.00	236.00	299.00	471.00
79	111.00	160.00	205.00	243.00	311.00	493.00
80	113.00	164.00	212.00	255.00	N/A	N/A
81	113.00	165.00	215.00	258.00	N/A	N/A
82	111.00	165.00	215.00	260.00	N/A	N/A
83	108.00	161.00	213.00	260.00	N/A	N/A
84	104.00	156.00	209.00	256.00	N/A	N/A
85	100.00	155.00	210.00	263.00	N/A	N/A

**HIGHMARK BLUE CROSS BLUE SHIELD**  
**120 FIFTH AVENUE, PITTSBURGH, PENNSYLVANIA 15222**  
**Form Number: SPL-336-HMBCBSPA**  
**ANNUAL PREMIUM RATES WITH THE REQUESTED RATE INCREASE**  
**PREMIUMS PER \$300 FACILITY MONTHLY BENEFIT**  
**LONG TERM CARE POLICIES**

**Integrated Plan HHC at 80%**  
**Lifetime Payment Plan**  
**90 day Elimination Period**  
**Married one insured rates**

**Form Number: SBIR-HMBCBSPA**  
**Indexing: Simple**  
**Individual Underwriting**  
**Rate Class II**

Issue Age	Premium Rates					
	24 Month Plan	36 Month Plan	48 Month Plan	60 Month Plan	84 Month Plan	Unlimited Plan
<30	10.00	14.00	18.00	22.00	29.00	43.00
30	11.00	16.00	19.00	24.00	29.00	45.00
31	11.00	18.00	21.00	26.00	30.00	46.00
32	13.00	18.00	24.00	26.00	34.00	50.00
33	13.00	19.00	24.00	29.00	34.00	53.00
34	14.00	19.00	26.00	30.00	37.00	56.00
35	16.00	19.00	27.00	30.00	38.00	58.00
36	16.00	24.00	29.00	32.00	40.00	61.00
37	18.00	24.00	30.00	34.00	42.00	64.00
38	18.00	26.00	32.00	37.00	45.00	66.00
39	18.00	27.00	34.00	38.00	46.00	69.00
40	19.00	28.00	34.00	39.00	48.00	73.00
41	22.00	30.00	36.00	42.00	48.00	76.00
42	22.00	31.00	39.00	44.00	51.00	81.00
43	23.00	31.00	39.00	47.00	55.00	86.00
44	27.00	34.00	42.00	47.00	56.00	89.00
45	26.00	35.00	41.00	47.00	57.00	92.00
46	27.00	38.00	44.00	51.00	63.00	96.00
47	27.00	39.00	47.00	54.00	66.00	101.00
48	30.00	38.00	48.00	56.00	69.00	105.00
49	32.00	42.00	51.00	60.00	72.00	111.00
50	31.00	42.00	51.00	61.00	74.00	114.00
51	34.00	45.00	54.00	66.00	79.00	120.00
52	34.00	47.00	58.00	67.00	83.00	126.00
53	35.00	50.00	61.00	72.00	88.00	131.00
54	37.00	51.00	66.00	74.00	92.00	137.00
55	37.00	52.00	66.00	76.00	94.00	141.00
56	40.00	54.00	68.00	77.00	95.00	145.00
57	41.00	57.00	70.00	81.00	99.00	152.00
58	43.00	59.00	75.00	86.00	105.00	159.00
59	46.00	62.00	77.00	90.00	110.00	167.00
60	46.00	63.00	79.00	92.00	112.00	169.00
61	49.00	68.00	84.00	98.00	120.00	181.00
62	52.00	74.00	89.00	104.00	128.00	194.00
63	55.00	76.00	95.00	111.00	135.00	205.00
64	59.00	83.00	101.00	117.00	144.00	217.00
65	58.00	80.00	101.00	118.00	144.00	218.00
66	61.00	85.00	107.00	124.00	152.00	232.00
67	65.00	90.00	113.00	131.00	162.00	246.00
68	68.00	95.00	119.00	138.00	172.00	260.00
69	71.00	100.00	125.00	146.00	180.00	276.00
70	70.00	98.00	123.00	145.00	179.00	276.00
71	73.00	103.00	129.00	153.00	189.00	292.00
72	76.00	107.00	134.00	159.00	199.00	306.00
73	78.00	111.00	140.00	166.00	208.00	322.00
74	80.00	115.00	146.00	173.00	217.00	338.00
75	85.00	122.00	156.00	187.00	238.00	380.00
76	86.00	125.00	160.00	192.00	246.00	396.00
77	87.00	127.00	164.00	196.00	254.00	412.00
78	88.00	129.00	167.00	201.00	260.00	427.00
79	88.00	130.00	169.00	204.00	268.00	442.00
80	89.00	132.00	173.00	212.00	N/A	N/A
81	87.00	131.00	174.00	213.00	N/A	N/A
82	85.00	130.00	173.00	213.00	N/A	N/A
83	82.00	126.00	171.00	212.00	N/A	N/A
84	79.00	121.00	167.00	208.00	N/A	N/A
85	74.00	119.00	167.00	214.00	N/A	N/A

**HIGHMARK BLUE CROSS BLUE SHIELD**  
**120 FIFTH AVENUE, PITTSBURGH, PENNSYLVANIA 15222**  
**Form Number: SPL-336-HMBCBSPA**  
**ANNUAL PREMIUM RATES WITH THE REQUESTED RATE INCREASE**  
**PREMIUMS PER \$300 FACILITY MONTHLY BENEFIT**  
**LONG TERM CARE POLICIES**

**Integrated Plan HHC at 80%**  
**Lifetime Payment Plan**  
**90 day Elimination Period**  
**Married one insured rates**

**Indexing: None**  
**Individual Underwriting**  
**Rate Class II**

Issue Age	Premium Rates					
	24 Month Plan	36 Month Plan	48 Month Plan	60 Month Plan	84 Month Plan	Unlimited Plan
<30	11.00	14.00	16.00	16.00	19.00	24.00
30	11.00	14.00	16.00	18.00	21.00	26.00
31	13.00	14.00	18.00	19.00	22.00	27.00
32	13.00	16.00	18.00	21.00	22.00	29.00
33	14.00	16.00	19.00	21.00	24.00	30.00
34	14.00	18.00	21.00	22.00	26.00	32.00
35	14.00	19.00	21.00	24.00	27.00	35.00
36	16.00	19.00	22.00	26.00	29.00	37.00
37	16.00	21.00	24.00	27.00	30.00	38.00
38	18.00	22.00	26.00	29.00	32.00	43.00
39	19.00	24.00	27.00	30.00	35.00	46.00
40	19.00	23.00	28.00	31.00	36.00	47.00
41	20.00	25.00	30.00	33.00	41.00	50.00
42	22.00	27.00	31.00	36.00	42.00	53.00
43	23.00	30.00	34.00	37.00	45.00	56.00
44	23.00	31.00	36.00	42.00	48.00	61.00
45	24.00	32.00	39.00	44.00	50.00	62.00
46	26.00	33.00	41.00	45.00	53.00	66.00
47	29.00	36.00	44.00	48.00	56.00	71.00
48	30.00	41.00	47.00	53.00	60.00	75.00
49	32.00	42.00	50.00	56.00	65.00	81.00
50	34.00	44.00	53.00	58.00	67.00	85.00
51	35.00	47.00	55.00	61.00	72.00	91.00
52	39.00	51.00	60.00	67.00	76.00	96.00
53	42.00	54.00	64.00	72.00	82.00	104.00
54	45.00	58.00	69.00	77.00	88.00	112.00
55	47.00	61.00	70.00	79.00	91.00	116.00
56	48.00	63.00	75.00	84.00	97.00	121.00
57	52.00	69.00	81.00	91.00	105.00	131.00
58	57.00	75.00	87.00	98.00	113.00	142.00
59	61.00	80.00	95.00	106.00	121.00	153.00
60	63.00	84.00	99.00	111.00	128.00	160.00
61	70.00	92.00	108.00	121.00	139.00	174.00
62	76.00	99.00	119.00	132.00	152.00	190.00
63	83.00	110.00	129.00	144.00	166.00	208.00
64	90.00	119.00	142.00	159.00	182.00	227.00
65	95.00	125.00	148.00	166.00	191.00	238.00
66	103.00	137.00	162.00	182.00	210.00	260.00
67	114.00	150.00	179.00	200.00	230.00	287.00
68	125.00	166.00	197.00	221.00	253.00	316.00
69	138.00	182.00	216.00	242.00	280.00	347.00
70	142.00	189.00	225.00	252.00	290.00	359.00
71	156.00	207.00	247.00	277.00	320.00	396.00
72	172.00	228.00	272.00	305.00	351.00	436.00
73	189.00	251.00	299.00	336.00	388.00	480.00
74	207.00	275.00	329.00	370.00	426.00	528.00
75	241.00	322.00	386.00	435.00	504.00	627.00
76	263.00	352.00	423.00	477.00	553.00	688.00
77	287.00	384.00	462.00	522.00	605.00	753.00
78	312.00	419.00	505.00	570.00	662.00	822.00
79	340.00	457.00	551.00	623.00	723.00	898.00
80	380.00	513.00	619.00	700.00	N/A	N/A
81	414.00	560.00	676.00	766.00	N/A	N/A
82	451.00	610.00	738.00	837.00	N/A	N/A
83	490.00	664.00	804.00	911.00	N/A	N/A
84	530.00	721.00	873.00	991.00	N/A	N/A
85	632.00	864.00	1,053.00	1,199.00	N/A	N/A

**HIGHMARK BLUE CROSS BLUE SHIELD**  
**120 FIFTH AVENUE, PITTSBURGH, PENNSYLVANIA 15222**  
**Form Number: FSPL-336-HMBCBSPA**  
**CURRENT ANNUAL PREMIUM RATES**  
**PREMIUMS PER \$300 FACILITY MONTHLY BENEFIT**  
**LONG TERM CARE POLICIES**

**Integrated Plan HHC at 80%**  
**Lifetime Payment Plan**  
**90 day Elimination Period**  
**Married one insured rates**

**Form Number: CMP-HMBCBSPA**  
**Indexing: Compound - No Maximum**  
**Individual Underwriting**  
**Rate Class II**

<b>Issue Age</b>	<b>Premium Rates</b>					
	<b>24 Month Plan</b>	<b>36 Month Plan</b>	<b>48 Month Plan</b>	<b>60 Month Plan</b>	<b>84 Month Plan</b>	<b>Unlimited Plan</b>
18-29	34.50	46.30	55.80	65.30	77.20	108.10
30	36.80	48.70	59.40	67.70	80.80	112.90
31	36.80	51.10	60.60	68.90	83.20	116.40
32	38.00	51.10	63.00	70.10	85.50	118.80
33	39.20	53.50	64.20	73.70	87.90	122.40
34	40.40	54.60	65.30	76.00	90.30	128.30
35	41.60	55.80	68.90	78.40	92.70	130.70
36	42.80	58.20	70.10	80.80	96.20	134.20
37	44.00	59.40	71.30	83.20	98.60	139.00
38	45.10	60.60	74.80	85.50	102.20	141.40
39	46.30	61.80	77.20	87.90	103.40	144.90
40	47.50	65.30	79.60	90.30	106.90	149.70
41	48.70	66.50	82.00	92.70	108.10	154.40
42	49.90	68.90	84.30	95.00	111.70	158.00
43	51.10	70.10	85.50	98.60	115.20	162.80
44	53.50	72.50	89.10	99.80	118.80	167.50
45	55.80	74.80	89.10	102.20	122.40	173.40
46	57.00	77.20	92.70	105.70	125.90	178.20
47	57.00	79.60	95.00	108.10	129.50	183.00
48	59.40	79.60	97.40	111.70	133.10	187.70
49	60.60	83.20	99.80	115.20	136.60	192.50
50	61.80	84.30	102.20	117.60	140.20	197.20
51	65.30	86.70	106.90	122.40	144.90	204.30
52	65.30	89.10	109.30	124.70	148.50	210.30
53	67.70	91.50	111.70	128.30	154.40	216.20
54	68.90	93.90	115.20	130.70	158.00	221.00
55	72.50	97.40	121.20	137.80	165.10	230.50
56	73.70	99.80	121.20	137.80	165.10	234.00
57	74.80	101.00	123.60	141.40	169.90	241.20
58	77.20	104.50	128.30	146.10	174.60	247.10
59	78.40	106.90	130.70	149.70	179.40	254.20
60	82.40	111.50	135.80	156.70	186.90	265.90
61	85.90	116.10	142.80	163.70	196.20	277.50
62	89.40	121.90	148.60	171.80	205.50	290.30
63	92.90	126.50	155.60	178.80	213.60	303.00
64	96.40	132.40	161.40	184.60	222.90	315.80
65	91.80	126.40	156.60	179.30	216.00	308.90
66	96.10	131.80	162.00	185.80	224.60	322.90
67	99.40	137.20	167.40	193.30	233.30	335.90
68	102.60	140.40	173.90	199.80	243.00	348.80
69	104.80	144.70	180.40	207.40	251.60	364.00
70	101.70	140.30	173.90	201.40	245.10	356.00
71	104.80	145.40	179.00	208.50	253.20	370.20
72	106.80	148.50	184.10	214.60	262.40	383.40
73	108.80	151.50	188.10	220.70	269.50	396.60
74	109.80	154.60	193.20	224.80	277.60	409.90
75	113.40	161.10	202.50	238.50	297.00	450.00
76	114.30	162.00	204.30	241.20	302.40	461.70
77	113.40	162.90	206.10	243.90	307.80	472.50
78	113.40	162.90	207.00	245.70	311.40	484.20
79	112.50	162.00	207.00	246.60	315.00	493.20
80	111.60	162.90	209.70	252.00	N/A	N/A
81	109.80	160.20	208.80	251.10	N/A	N/A
82	106.20	156.60	205.20	247.50	N/A	N/A
83	101.70	152.10	199.80	244.80	N/A	N/A
84	96.30	144.90	193.50	237.60	N/A	N/A
85	91.80	142.20	193.50	242.10	N/A	N/A

**HIGHMARK BLUE CROSS BLUE SHIELD**  
**120 FIFTH AVENUE, PITTSBURGH, PENNSYLVANIA 15222**  
**Form Number: FSPL-336-HMBCBSPA**  
**CURRENT ANNUAL PREMIUM RATES**  
**PREMIUMS PER \$300 FACILITY MONTHLY BENEFIT**  
**LONG TERM CARE POLICIES**

**Integrated Plan HHC at 80%**  
**Lifetime Payment Plan**  
**90 day Elimination Period**  
**Married one insured rates**

**Form Number: CMP2X-HMBCBSPA**  
**Indexing: Compound 2X**  
**Individual Underwriting**  
**Rate Class II**

Issue Age	Premium Rates					
	24 Month Plan	36 Month Plan	48 Month Plan	60 Month Plan	84 Month Plan	Unlimited Plan
18-29	3.60	3.60	4.80	7.10	8.30	13.10
30	3.60	4.80	5.90	7.10	8.30	13.10
31	3.60	5.90	5.90	7.10	8.30	14.30
32	3.60	5.90	7.10	7.10	9.50	15.40
33	3.60	5.90	7.10	8.30	10.70	15.40
34	4.80	5.90	7.10	9.50	11.90	17.80
35	5.90	5.90	8.30	9.50	13.10	17.80
36	4.80	7.10	9.50	9.50	14.30	19.00
37	5.90	8.30	9.50	11.90	14.30	21.40
38	5.90	8.30	11.90	13.10	15.40	20.20
39	5.90	8.30	11.90	14.30	16.60	21.40
40	7.10	10.70	13.10	15.40	17.80	23.80
41	7.10	11.90	14.30	16.60	16.60	26.10
42	8.30	13.10	15.40	16.60	19.00	27.30
43	8.30	13.10	15.40	19.00	20.20	29.70
44	10.70	14.30	17.80	17.80	21.40	30.90
45	11.90	15.40	16.60	19.00	23.80	34.50
46	13.10	16.60	19.00	21.40	24.90	36.80
47	13.10	17.80	20.20	23.80	27.30	40.40
48	14.30	16.60	21.40	23.80	29.70	44.00
49	15.40	19.00	23.80	26.10	30.90	46.30
50	15.40	21.40	24.90	28.50	33.30	49.90
51	17.80	22.60	27.30	30.90	38.00	53.50
52	17.80	23.80	28.50	32.10	40.40	57.00
53	19.00	26.10	30.90	36.80	44.00	61.80
54	20.20	27.30	33.30	39.20	47.50	66.50
55	22.60	29.70	38.00	44.00	51.10	72.50
56	24.90	33.30	40.40	45.10	53.50	77.20
57	26.10	34.50	42.80	48.70	57.00	82.00
58	28.50	38.00	46.30	52.30	61.80	87.90
59	30.90	40.40	48.70	55.80	67.70	95.00
60	33.70	44.10	53.40	61.50	73.10	103.30
61	36.00	48.80	59.20	67.30	80.10	113.80
62	39.50	54.60	65.00	74.30	88.20	124.20
63	44.10	58.10	72.00	81.30	96.40	135.80
64	47.60	65.00	77.80	88.20	105.70	148.60
65	47.50	65.90	79.90	91.80	109.10	156.60
66	52.90	71.30	87.50	99.40	118.80	171.70
67	56.20	77.80	94.00	108.00	129.60	187.90
68	61.60	83.20	102.60	116.60	141.50	205.20
69	64.80	89.60	111.20	127.40	153.40	223.60
70	66.10	90.50	111.90	129.20	155.60	229.80
71	71.20	97.60	120.00	139.30	168.80	249.20
72	75.30	103.70	128.10	149.50	182.00	269.50
73	79.30	110.90	137.30	159.70	195.30	290.90
74	84.40	117.00	145.40	169.80	208.50	312.20
75	90.00	126.90	159.30	187.20	233.10	358.20
76	93.60	132.30	166.50	196.20	245.70	380.70
77	96.30	137.70	173.70	204.30	258.30	402.30
78	99.00	141.30	179.10	212.40	269.10	423.90
79	99.90	144.00	184.50	218.70	279.90	443.70
80	101.70	147.60	190.80	229.50	N/A	N/A
81	101.70	148.50	193.50	232.20	N/A	N/A
82	99.90	148.50	193.50	234.00	N/A	N/A
83	97.20	144.90	191.70	234.00	N/A	N/A
84	93.60	140.40	188.10	230.40	N/A	N/A
85	90.00	139.50	189.00	236.70	N/A	N/A

**HIGHMARK BLUE CROSS BLUE SHIELD**  
**120 FIFTH AVENUE, PITTSBURGH, PENNSYLVANIA 15222**  
**Form Number: FSPL-336-HMBCBSPA**  
**CURRENT ANNUAL PREMIUM RATES**  
**PREMIUMS PER \$300 FACILITY MONTHLY BENEFIT**  
**LONG TERM CARE POLICIES**

**Integrated Plan HHC at 80%**  
**Lifetime Payment Plan**  
**90 day Elimination Period**  
**Married one insured rates**

**Form Number: SBIR-HMBCBSPA**  
**Indexing: Simple**  
**Individual Underwriting**  
**Rate Class II**

<b>Issue Age</b>	<b>Premium Rates</b>					
	<b>24 Month Plan</b>	<b>36 Month Plan</b>	<b>48 Month Plan</b>	<b>60 Month Plan</b>	<b>84 Month Plan</b>	<b>Unlimited Plan</b>
18-29	7.10	10.70	13.10	16.60	21.40	32.10
30	8.30	11.90	14.30	17.80	21.40	33.30
31	8.30	13.10	15.40	19.00	22.60	34.50
32	9.50	13.10	17.80	19.00	24.90	36.80
33	9.50	14.30	17.80	21.40	24.90	39.20
34	10.70	14.30	19.00	22.60	27.30	41.60
35	11.90	14.30	20.20	22.60	28.50	42.80
36	11.90	17.80	21.40	23.80	29.70	45.10
37	13.10	17.80	22.60	24.90	30.90	47.50
38	13.10	19.00	23.80	27.30	33.30	48.70
39	13.10	20.20	24.90	28.50	34.50	51.10
40	14.30	21.40	26.10	29.70	36.80	55.80
41	16.60	22.60	27.30	32.10	36.80	58.20
42	16.60	23.80	29.70	33.30	39.20	61.80
43	17.80	23.80	29.70	35.60	41.60	65.30
44	20.20	26.10	32.10	35.60	42.80	67.70
45	20.20	27.30	32.10	36.80	45.10	72.50
46	21.40	29.70	34.50	40.40	49.90	76.00
47	21.40	30.90	36.80	42.80	52.30	79.60
48	23.80	29.70	38.00	44.00	54.60	83.20
49	24.90	33.30	40.40	47.50	57.00	87.90
50	24.90	34.50	41.60	49.90	60.60	92.70
51	27.30	36.80	44.00	53.50	64.20	97.40
52	27.30	38.00	47.50	54.60	67.70	102.20
53	28.50	40.40	49.90	58.20	71.30	106.90
54	29.70	41.60	53.50	60.60	74.80	111.70
55	32.10	45.10	57.00	65.30	80.80	121.20
56	34.50	46.30	58.20	66.50	82.00	124.70
57	35.60	48.70	60.60	70.10	85.50	130.70
58	36.80	51.10	64.20	73.70	90.30	136.60
59	39.20	53.50	66.50	77.20	95.00	143.70
60	41.80	56.90	70.80	82.40	101.00	152.10
61	44.10	61.50	75.50	88.20	108.00	162.50
62	46.40	66.20	80.10	94.00	114.90	174.20
63	49.90	68.50	85.90	99.80	121.90	184.60
64	53.40	74.30	90.60	105.70	130.00	195.00
65	51.80	72.40	90.70	105.80	129.60	196.60
66	55.10	76.70	96.10	111.20	137.20	208.40
67	58.30	81.00	101.50	117.70	145.80	221.40
68	61.60	85.30	106.90	124.20	154.40	234.40
69	63.70	89.60	112.30	131.80	162.00	248.40
70	63.10	88.50	110.90	130.20	160.70	248.10
71	66.10	92.50	115.90	137.30	169.80	262.40
72	68.10	96.60	121.00	143.40	179.00	275.60
73	70.20	99.70	126.10	149.50	187.10	289.80
74	72.20	103.70	131.20	155.60	195.30	304.10
75	76.50	109.80	140.40	168.30	214.20	342.00
76	77.40	112.50	144.00	172.80	221.40	356.40
77	78.30	114.30	147.60	176.40	228.60	370.80
78	79.20	116.10	150.30	180.90	234.00	384.30
79	79.20	117.00	152.10	183.60	241.20	397.80
80	80.10	118.80	155.70	190.80	N/A	N/A
81	78.30	117.90	156.60	191.70	N/A	N/A
82	76.50	117.00	155.70	191.70	N/A	N/A
83	73.80	113.40	153.90	190.80	N/A	N/A
84	71.10	108.90	150.30	187.20	N/A	N/A
85	66.60	107.10	150.30	192.60	N/A	N/A

**HIGHMARK BLUE CROSS BLUE SHIELD**  
**120 FIFTH AVENUE, PITTSBURGH, PENNSYLVANIA 15222**  
**Form Number: FSPL-336-HMBCBSPA**  
**CURRENT ANNUAL PREMIUM RATES**  
**PREMIUMS PER \$300 FACILITY MONTHLY BENEFIT**  
**LONG TERM CARE POLICIES**

**Integrated Plan HHC at 80%**  
**Lifetime Payment Plan**  
**90 day Elimination Period**  
**Married one insured rates**

**Indexing: None**  
**Individual Underwriting**  
**Rate Class II**

Issue Age	Premium Rates					
	24 Month Plan	36 Month Plan	48 Month Plan	60 Month Plan	84 Month Plan	Unlimited Plan
18-29	8.30	10.70	11.90	11.90	14.30	17.80
30	8.30	10.70	11.90	13.10	15.40	19.00
31	9.50	10.70	13.10	14.30	16.60	20.20
32	9.50	11.90	13.10	15.40	16.60	21.40
33	10.70	11.90	14.30	15.40	17.80	22.60
34	10.70	13.10	15.40	16.60	19.00	23.80
35	10.70	14.30	15.40	17.80	20.20	26.10
36	11.90	14.30	16.60	19.00	21.40	27.30
37	11.90	15.40	17.80	20.20	22.60	28.50
38	13.10	16.60	19.00	21.40	23.80	32.10
39	14.30	17.80	20.20	22.60	26.10	34.50
40	14.30	17.80	21.40	23.80	27.30	35.60
41	15.40	19.00	22.60	24.90	30.90	38.00
42	16.60	20.20	23.80	27.30	32.10	40.40
43	17.80	22.60	26.10	28.50	34.50	42.80
44	17.80	23.80	27.30	32.10	36.80	46.30
45	19.00	24.90	30.90	34.50	39.20	48.70
46	20.20	26.10	32.10	35.60	41.60	52.30
47	22.60	28.50	34.50	38.00	44.00	55.80
48	23.80	32.10	36.80	41.60	47.50	59.40
49	24.90	33.30	39.20	44.00	51.10	64.20
50	27.30	35.60	42.80	47.50	54.60	68.90
51	28.50	38.00	45.10	49.90	58.20	73.70
52	32.10	41.60	48.70	54.60	61.80	78.40
53	34.50	44.00	52.30	58.20	66.50	84.30
54	36.80	47.50	55.80	63.00	71.30	91.50
55	40.40	52.30	60.60	67.70	78.40	99.80
56	41.60	54.60	64.20	72.50	83.20	104.50
57	45.10	59.40	70.10	78.40	90.30	112.90
58	48.70	64.20	74.80	84.30	97.40	122.40
59	52.30	68.90	82.00	91.50	104.50	131.90
60	56.90	75.50	89.40	99.80	114.90	144.00
61	62.70	82.40	97.50	109.10	125.40	156.70
62	68.50	89.40	106.80	118.40	137.00	170.70
63	74.30	98.70	116.10	130.00	149.80	186.90
64	81.30	106.80	127.70	142.80	163.70	204.30
65	85.30	112.30	132.80	149.00	171.70	213.80
66	92.90	123.10	145.80	164.20	189.00	234.40
67	102.60	135.00	160.90	180.40	207.40	258.10
68	112.30	149.00	177.10	198.70	227.90	284.00
69	124.20	164.20	194.40	218.20	251.60	312.10
70	128.10	169.80	202.40	226.80	261.40	323.40
71	140.30	186.10	222.70	249.20	287.80	356.00
72	154.60	205.40	245.10	274.60	316.30	392.60
73	169.80	225.80	269.50	302.00	348.80	432.20
74	186.10	247.10	295.90	332.60	383.40	474.90
75	216.90	289.80	347.40	391.50	453.60	564.30
76	236.70	316.80	380.70	429.30	497.70	619.20
77	258.30	345.60	415.80	469.80	544.50	677.70
78	280.80	377.10	454.50	513.00	595.80	739.80
79	306.00	411.30	495.90	560.70	650.70	808.20
80	342.00	461.70	557.10	630.00	N/A	N/A
81	372.60	504.00	608.40	689.40	N/A	N/A
82	405.90	549.00	664.20	753.30	N/A	N/A
83	441.00	597.60	723.60	819.90	N/A	N/A
84	477.00	648.90	785.70	891.90	N/A	N/A
85	568.80	777.60	947.70	1,079.10	N/A	N/A

**HIGHMARK BLUE CROSS BLUE SHIELD**  
**120 FIFTH AVENUE, PITTSBURGH, PENNSYLVANIA 15222**  
**Form Number: FSPL-336-HMBCBSPA**  
**ANNUAL PREMIUM RATES WITH THE REQUESTED RATE INCREASE**  
**PREMIUMS PER \$300 FACILITY MONTHLY BENEFIT**  
**LONG TERM CARE POLICIES**

**Integrated Plan HHC at 80%**  
**Lifetime Payment Plan**  
**90 day Elimination Period**  
**Married one insured rates**

**Form Number: CMP-HMBCBSPA**  
**Indexing: Compound - No Maximum**  
**Individual Underwriting**  
**Rate Class II**

<b>Issue Age</b>	<b>Premium Rates</b>					
	<b>24 Month Plan</b>	<b>36 Month Plan</b>	<b>48 Month Plan</b>	<b>60 Month Plan</b>	<b>84 Month Plan</b>	<b>Unlimited Plan</b>
18-29	41.80	56.20	67.70	79.20	93.60	131.00
30	44.60	59.00	72.00	82.10	97.90	136.80
31	44.60	61.90	73.40	83.50	100.80	141.10
32	46.10	61.90	76.30	85.00	103.70	144.00
33	47.50	64.80	77.80	89.30	106.60	148.30
34	49.00	66.20	79.20	92.20	109.40	155.50
35	50.40	67.70	83.50	95.00	112.30	158.40
36	51.80	70.60	85.00	97.90	116.60	162.70
37	53.30	72.00	86.40	100.80	119.50	168.50
38	54.70	73.40	90.70	103.70	123.80	171.40
39	56.20	74.90	93.60	106.60	125.30	175.70
40	56.20	77.20	94.10	106.70	126.40	176.90
41	57.60	78.60	96.90	109.50	127.80	182.50
42	59.00	81.40	99.70	112.30	132.00	186.70
43	60.40	82.80	101.10	116.50	136.20	192.30
44	63.20	85.60	105.30	117.90	140.40	198.00
45	63.50	85.10	101.30	116.10	139.10	197.10
46	64.80	87.80	105.30	120.20	143.10	202.50
47	64.80	90.50	108.00	122.90	147.20	207.90
48	67.50	90.50	110.70	126.90	151.20	213.30
49	68.90	94.50	113.40	131.00	155.30	218.70
50	68.30	93.30	113.00	130.10	155.10	218.10
51	72.30	95.90	118.30	135.30	160.30	226.00
52	72.30	98.60	120.90	138.00	164.30	232.60
53	74.90	101.20	123.50	141.90	170.80	239.10
54	76.20	103.80	127.50	144.50	174.80	244.40
55	75.80	101.80	126.70	144.10	172.60	240.90
56	77.00	104.30	126.70	144.10	172.60	244.70
57	78.20	105.60	129.20	147.80	177.60	252.10
58	80.70	109.30	134.10	152.80	182.60	258.30
59	82.00	111.80	136.60	156.50	187.50	265.80
60	82.40	111.50	135.80	156.70	186.90	265.90
61	85.90	116.10	142.80	163.70	196.20	277.50
62	89.40	121.90	148.60	171.80	205.50	290.30
63	92.90	126.50	155.60	178.80	213.60	303.00
64	96.40	132.40	161.40	184.60	222.90	315.80
65	91.80	126.40	156.60	179.30	216.00	308.90
66	96.10	131.80	162.00	185.80	224.60	322.90
67	99.40	137.20	167.40	193.30	233.30	335.90
68	102.60	140.40	173.90	199.80	243.00	348.80
69	104.80	144.70	180.40	207.40	251.60	364.00
70	101.70	140.30	173.90	201.40	245.10	356.00
71	104.80	145.40	179.00	208.50	253.20	370.20
72	106.80	148.50	184.10	214.60	262.40	383.40
73	108.80	151.50	188.10	220.70	269.50	396.60
74	109.80	154.60	193.20	224.80	277.60	409.90
75	113.40	161.10	202.50	238.50	297.00	450.00
76	114.30	162.00	204.30	241.20	302.40	461.70
77	113.40	162.90	206.10	243.90	307.80	472.50
78	113.40	162.90	207.00	245.70	311.40	484.20
79	112.50	162.00	207.00	246.60	315.00	493.20
80	111.60	162.90	209.70	252.00	N/A	N/A
81	109.80	160.20	208.80	251.10	N/A	N/A
82	106.20	156.60	205.20	247.50	N/A	N/A
83	101.70	152.10	199.80	244.80	N/A	N/A
84	96.30	144.90	193.50	237.60	N/A	N/A
85	91.80	142.20	193.50	242.10	N/A	N/A

**HIGHMARK BLUE CROSS BLUE SHIELD**  
**120 FIFTH AVENUE, PITTSBURGH, PENNSYLVANIA 15222**  
**Form Number: FSPL-336-HMBCBSPA**  
**ANNUAL PREMIUM RATES WITH THE REQUESTED RATE INCREASE**  
**PREMIUMS PER \$300 FACILITY MONTHLY BENEFIT**  
**LONG TERM CARE POLICIES**

**Integrated Plan HHC at 80%**  
**Lifetime Payment Plan**  
**90 day Elimination Period**  
**Married one insured rates**

**Form Number: CMP2X-HMBCBSPA**  
**Indexing: Compound 2X**  
**Individual Underwriting**  
**Rate Class II**

Issue Age	Premium Rates					
	24 Month Plan	36 Month Plan	48 Month Plan	60 Month Plan	84 Month Plan	Unlimited Plan
18-29	4.30	4.30	5.80	8.60	10.10	15.80
30	4.30	5.80	7.20	8.60	10.10	15.80
31	4.30	7.20	7.20	8.60	10.10	17.30
32	4.30	7.20	8.60	8.60	11.50	18.70
33	4.30	7.20	8.60	10.10	13.00	18.70
34	5.80	7.20	8.60	11.50	14.40	21.60
35	7.20	7.20	10.10	11.50	15.80	21.60
36	5.80	8.60	11.50	11.50	17.30	23.00
37	7.20	10.10	11.50	14.40	17.30	25.90
38	7.20	10.10	14.40	15.80	18.70	24.50
39	7.20	10.10	14.40	17.30	20.20	25.90
40	8.40	12.60	15.40	18.30	21.10	28.10
41	8.40	14.00	16.80	19.70	19.70	30.90
42	9.80	15.40	18.30	19.70	22.50	32.30
43	9.80	15.40	18.30	22.50	23.90	35.10
44	12.60	16.80	21.10	21.10	25.30	36.50
45	13.50	17.60	18.90	21.60	27.00	39.20
46	14.90	18.90	21.60	24.30	28.40	41.90
47	14.90	20.30	23.00	27.00	31.10	45.90
48	16.20	18.90	24.30	27.00	33.80	50.00
49	17.60	21.60	27.00	29.70	35.10	52.70
50	17.10	23.70	27.60	31.50	36.80	55.20
51	19.70	25.00	30.20	34.20	42.00	59.10
52	19.70	26.30	31.50	35.50	44.70	63.10
53	21.00	28.90	34.20	40.70	48.60	68.30
54	22.30	30.20	36.80	43.40	52.60	73.60
55	23.60	31.10	39.70	46.00	53.40	75.80
56	26.10	34.80	42.20	47.20	55.90	80.70
57	27.30	36.00	44.70	50.90	59.60	85.70
58	29.80	39.70	48.40	54.60	64.60	91.90
59	32.30	42.20	50.90	58.40	70.80	99.40
60	33.70	44.10	53.40	61.50	73.10	103.30
61	36.00	48.80	59.20	67.30	80.10	113.80
62	39.50	54.60	65.00	74.30	88.20	124.20
63	44.10	58.10	72.00	81.30	96.40	135.80
64	47.60	65.00	77.80	88.20	105.70	148.60
65	47.50	65.90	79.90	91.80	109.10	156.60
66	52.90	71.30	87.50	99.40	118.80	171.70
67	56.20	77.80	94.00	108.00	129.60	187.90
68	61.60	83.20	102.60	116.60	141.50	205.20
69	64.80	89.60	111.20	127.40	153.40	223.60
70	66.10	90.50	111.90	129.20	155.60	229.80
71	71.20	97.60	120.00	139.30	168.80	249.20
72	75.30	103.70	128.10	149.50	182.00	269.50
73	79.30	110.90	137.30	159.70	195.30	290.90
74	84.40	117.00	145.40	169.80	208.50	312.20
75	90.00	126.90	159.30	187.20	233.10	358.20
76	93.60	132.30	166.50	196.20	245.70	380.70
77	96.30	137.70	173.70	204.30	258.30	402.30
78	99.00	141.30	179.10	212.40	269.10	423.90
79	99.90	144.00	184.50	218.70	279.90	443.70
80	101.70	147.60	190.80	229.50	N/A	N/A
81	101.70	148.50	193.50	232.20	N/A	N/A
82	99.90	148.50	193.50	234.00	N/A	N/A
83	97.20	144.90	191.70	234.00	N/A	N/A
84	93.60	140.40	188.10	230.40	N/A	N/A
85	90.00	139.50	189.00	236.70	N/A	N/A

**HIGHMARK BLUE CROSS BLUE SHIELD**  
**120 FIFTH AVENUE, PITTSBURGH, PENNSYLVANIA 15222**  
**Form Number: FSPL-336-HMBCBSPA**  
**ANNUAL PREMIUM RATES WITH THE REQUESTED RATE INCREASE**  
**PREMIUMS PER \$300 FACILITY MONTHLY BENEFIT**  
**LONG TERM CARE POLICIES**

**Integrated Plan HHC at 80%**  
**Lifetime Payment Plan**  
**90 day Elimination Period**  
**Married one insured rates**

**Form Number: SBIR-HMBCBSPA**  
**Indexing: Simple**  
**Individual Underwriting**  
**Rate Class II**

<b>Issue Age</b>	<b>Premium Rates</b>					
	<b>24 Month Plan</b>	<b>36 Month Plan</b>	<b>48 Month Plan</b>	<b>60 Month Plan</b>	<b>84 Month Plan</b>	<b>Unlimited Plan</b>
18-29	8.60	13.00	15.80	20.20	25.90	38.90
30	10.10	14.40	17.30	21.60	25.90	40.30
31	10.10	15.80	18.70	23.00	27.40	41.80
32	11.50	15.80	21.60	23.00	30.20	44.60
33	11.50	17.30	21.60	25.90	30.20	47.50
34	13.00	17.30	23.00	27.40	33.10	50.40
35	14.40	17.30	24.50	27.40	34.60	51.80
36	14.40	21.60	25.90	28.80	36.00	54.70
37	15.80	21.60	27.40	30.20	37.40	57.60
38	15.80	23.00	28.80	33.10	40.30	59.00
39	15.80	24.50	30.20	34.60	41.80	61.90
40	16.80	25.30	30.90	35.10	43.50	66.00
41	19.70	26.70	32.30	37.90	43.50	68.80
42	19.70	28.10	35.10	39.30	46.30	73.00
43	21.10	28.10	35.10	42.10	49.10	77.20
44	23.90	30.90	37.90	42.10	50.50	80.00
45	23.00	31.10	36.50	41.90	51.30	82.40
46	24.30	33.80	39.20	45.90	56.70	86.40
47	24.30	35.10	41.90	48.60	59.40	90.50
48	27.00	33.80	43.20	50.00	62.10	94.50
49	28.40	37.80	45.90	54.00	64.80	99.90
50	27.60	38.10	46.00	55.20	67.00	102.50
51	30.20	40.70	48.60	59.10	71.00	107.70
52	30.20	42.00	52.60	60.40	74.90	113.00
53	31.50	44.70	55.20	64.40	78.80	118.30
54	32.90	46.00	59.10	67.00	82.80	123.50
55	33.50	47.20	59.60	68.30	84.50	126.70
56	36.00	48.40	60.90	69.60	85.70	130.40
57	37.30	50.90	63.30	73.30	89.40	136.60
58	38.50	53.40	67.10	77.00	94.40	142.80
59	41.00	55.90	69.60	80.70	99.40	150.30
60	41.80	56.90	70.80	82.40	101.00	152.10
61	44.10	61.50	75.50	88.20	108.00	162.50
62	46.40	66.20	80.10	94.00	114.90	174.20
63	49.90	68.50	85.90	99.80	121.90	184.60
64	53.40	74.30	90.60	105.70	130.00	195.00
65	51.80	72.40	90.70	105.80	129.60	196.60
66	55.10	76.70	96.10	111.20	137.20	208.40
67	58.30	81.00	101.50	117.70	145.80	221.40
68	61.60	85.30	106.90	124.20	154.40	234.40
69	63.70	89.60	112.30	131.80	162.00	248.40
70	63.10	88.50	110.90	130.20	160.70	248.10
71	66.10	92.50	115.90	137.30	169.80	262.40
72	68.10	96.60	121.00	143.40	179.00	275.60
73	70.20	99.70	126.10	149.50	187.10	289.80
74	72.20	103.70	131.20	155.60	195.30	304.10
75	76.50	109.80	140.40	168.30	214.20	342.00
76	77.40	112.50	144.00	172.80	221.40	356.40
77	78.30	114.30	147.60	176.40	228.60	370.80
78	79.20	116.10	150.30	180.90	234.00	384.30
79	79.20	117.00	152.10	183.60	241.20	397.80
80	80.10	118.80	155.70	190.80	N/A	N/A
81	78.30	117.90	156.60	191.70	N/A	N/A
82	76.50	117.00	155.70	191.70	N/A	N/A
83	73.80	113.40	153.90	190.80	N/A	N/A
84	71.10	108.90	150.30	187.20	N/A	N/A
85	66.60	107.10	150.30	192.60	N/A	N/A

**HIGHMARK BLUE CROSS BLUE SHIELD**  
**120 FIFTH AVENUE, PITTSBURGH, PENNSYLVANIA 15222**  
**Form Number: FSPL-336-HMBCBSPA**  
**ANNUAL PREMIUM RATES WITH THE REQUESTED RATE INCREASE**  
**PREMIUMS PER \$300 FACILITY MONTHLY BENEFIT**  
**LONG TERM CARE POLICIES**

**Integrated Plan HHC at 80%**  
**Lifetime Payment Plan**  
**90 day Elimination Period**  
**Married one insured rates**

**Indexing: None**  
**Individual Underwriting**  
**Rate Class II**

<b>Issue Age</b>	<b>Premium Rates</b>					
	<b>24 Month Plan</b>	<b>36 Month Plan</b>	<b>48 Month Plan</b>	<b>60 Month Plan</b>	<b>84 Month Plan</b>	<b>Unlimited Plan</b>
18-29	10.10	13.00	14.40	14.40	17.30	21.60
30	10.10	13.00	14.40	15.80	18.70	23.00
31	11.50	13.00	15.80	17.30	20.20	24.50
32	11.50	14.40	15.80	18.70	20.20	25.90
33	13.00	14.40	17.30	18.70	21.60	27.40
34	13.00	15.80	18.70	20.20	23.00	28.80
35	13.00	17.30	18.70	21.60	24.50	31.70
36	14.40	17.30	20.20	23.00	25.90	33.10
37	14.40	18.70	21.60	24.50	27.40	34.60
38	15.80	20.20	23.00	25.90	28.80	38.90
39	17.30	21.60	24.50	27.40	31.70	41.80
40	16.80	21.10	25.30	28.10	32.30	42.10
41	18.30	22.50	26.70	29.50	36.50	44.90
42	19.70	23.90	28.10	32.30	37.90	47.70
43	21.10	26.70	30.90	33.70	40.70	50.50
44	21.10	28.10	32.30	37.90	43.50	54.80
45	21.60	28.40	35.10	39.20	44.60	55.40
46	23.00	29.70	36.50	40.50	47.30	59.40
47	25.70	32.40	39.20	43.20	50.00	63.50
48	27.00	36.50	41.90	47.30	54.00	67.50
49	28.40	37.80	44.60	50.00	58.10	72.90
50	30.20	39.40	47.30	52.60	60.40	76.20
51	31.50	42.00	49.90	55.20	64.40	81.50
52	35.50	46.00	53.90	60.40	68.30	86.70
53	38.10	48.60	57.80	64.40	73.60	93.30
54	40.70	52.60	61.80	69.60	78.80	101.20
55	42.20	54.60	63.30	70.80	82.00	104.30
56	43.50	57.10	67.10	75.80	86.90	109.30
57	47.20	62.10	73.30	82.00	94.40	118.00
58	50.90	67.10	78.20	88.20	101.80	127.90
59	54.60	72.00	85.70	95.60	109.30	137.90
60	56.90	75.50	89.40	99.80	114.90	144.00
61	62.70	82.40	97.50	109.10	125.40	156.70
62	68.50	89.40	106.80	118.40	137.00	170.70
63	74.30	98.70	116.10	130.00	149.80	186.90
64	81.30	106.80	127.70	142.80	163.70	204.30
65	85.30	112.30	132.80	149.00	171.70	213.80
66	92.90	123.10	145.80	164.20	189.00	234.40
67	102.60	135.00	160.90	180.40	207.40	258.10
68	112.30	149.00	177.10	198.70	227.90	284.00
69	124.20	164.20	194.40	218.20	251.60	312.10
70	128.10	169.80	202.40	226.80	261.40	323.40
71	140.30	186.10	222.70	249.20	287.80	356.00
72	154.60	205.40	245.10	274.60	316.30	392.60
73	169.80	225.80	269.50	302.00	348.80	432.20
74	186.10	247.10	295.90	332.60	383.40	474.90
75	216.90	289.80	347.40	391.50	453.60	564.30
76	236.70	316.80	380.70	429.30	497.70	619.20
77	258.30	345.60	415.80	469.80	544.50	677.70
78	280.80	377.10	454.50	513.00	595.80	739.80
79	306.00	411.30	495.90	560.70	650.70	808.20
80	342.00	461.70	557.10	630.00	N/A	N/A
81	372.60	504.00	608.40	689.40	N/A	N/A
82	405.90	549.00	664.20	753.30	N/A	N/A
83	441.00	597.60	723.60	819.90	N/A	N/A
84	477.00	648.90	785.70	891.90	N/A	N/A
85	568.80	777.60	947.70	1,079.10	N/A	N/A

SERFF Tracking #:

MILL-129975627

State Tracking #:

MILL-129975627

Company Tracking #:

SIMPLICITY (HMBCBSPA)

**State:** Pennsylvania  
**TOI/Sub-TOI:** LTC03I Individual Long Term Care/LTC03I.001 Qualified  
**Product Name:** Long-Term Care  
**Project Name/Number:** Simplicity Follow-Up Rate Increase/145MAI01-60.04  
**Filing Company:** Highmark Inc

## Supporting Document Schedules

<b>Satisfied - Item:</b>	Transmittal Letter (A&H)
<b>Comments:</b>	
<b>Attachment(s):</b>	PA_Highmark BCBS_CovLtr_Simplicity_RS_20150430.pdf
<b>Item Status:</b>	
<b>Status Date:</b>	

<b>Bypassed - Item:</b>	Actuarial Certification (A&H)
<b>Bypass Reason:</b>	Not applicable as this is not a form filing.
<b>Attachment(s):</b>	
<b>Item Status:</b>	
<b>Status Date:</b>	

<b>Satisfied - Item:</b>	Actuarial Memorandum and Explanatory Information (A&H)
<b>Comments:</b>	
<b>Attachment(s):</b>	PA_Highmark BCBS_ActMemo_Simplicity_RS_20150430.pdf PA_Highmark BCBS_Supplement_Simplicity_RS_20150430.pdf
<b>Item Status:</b>	
<b>Status Date:</b>	

<b>Bypassed - Item:</b>	Advertisements (A&H)
<b>Bypass Reason:</b>	Not applicable as this is not an advertisement filing.
<b>Attachment(s):</b>	
<b>Item Status:</b>	
<b>Status Date:</b>	

<b>Satisfied - Item:</b>	Authorization to File (A&H)
<b>Comments:</b>	
<b>Attachment(s):</b>	Authorization to file Highmark 121712.pdf
<b>Item Status:</b>	
<b>Status Date:</b>	

<b>Bypassed - Item:</b>	Insert Page Explanation (A&H)
<b>Bypass Reason:</b>	Not applicable as there are no insert pages.
<b>Attachment(s):</b>	
<b>Item Status:</b>	

**SERFF Tracking #:**

MILL-129975627

**State Tracking #:**

MILL-129975627

**Company Tracking #:**

SIMPLICITY (HMBCBSPA)

**State:** Pennsylvania **Filing Company:** Highmark Inc  
**TOI/Sub-TOI:** LTC03I Individual Long Term Care/LTC03I.001 Qualified  
**Product Name:** Long-Term Care  
**Project Name/Number:** Simplicity Follow-Up Rate Increase/145MAI01-60.04

<b>Status Date:</b>	
<b>Satisfied - Item:</b>	Rate Table (A&H)
<b>Comments:</b>	Rate tables are attached to the Rate/Rule Schedule tab.
<b>Attachment(s):</b>	
<b>Item Status:</b>	
<b>Status Date:</b>	
<b>Bypassed - Item:</b>	Replacement Form with Highlighted Changes (A&H)
<b>Bypass Reason:</b>	Not applicable as this is not a form filing.
<b>Attachment(s):</b>	
<b>Item Status:</b>	
<b>Status Date:</b>	
<b>Bypassed - Item:</b>	Reserve Calculation (A&H)
<b>Bypass Reason:</b>	Not applicable as this is not a form filing.
<b>Attachment(s):</b>	
<b>Item Status:</b>	
<b>Status Date:</b>	
<b>Bypassed - Item:</b>	Variability Explanation (A&H)
<b>Bypass Reason:</b>	Not applicable as this is not a form filing.
<b>Attachment(s):</b>	
<b>Item Status:</b>	
<b>Status Date:</b>	
<b>Satisfied - Item:</b>	Numerical Data in Excel
<b>Comments:</b>	
<b>Attachment(s):</b>	PA_Highmark BCBS_Supplement Attachments_20150430.xls
<b>Item Status:</b>	
<b>Status Date:</b>	

**SERFF Tracking #:**

MILL-129975627

**State Tracking #:**

MILL-129975627

**Company Tracking #:**

SIMPLICITY (HMBCBSPA)

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**State:**

Pennsylvania

**Filing Company:**

Highmark Inc

**TOI/Sub-TOI:**

LTC03I Individual Long Term Care/LTC03I.001 Qualified

**Product Name:**

Long-Term Care

**Project Name/Number:**

Simplicity Follow-Up Rate Increase/145MAI01-60.04

***Attachment PA\_Highmark BCBS\_Supplement Attachments\_20150430.xls is not a PDF document and cannot be reproduced here.***



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April 30, 2015

Honorable Teresa D. Miller  
Commissioner of Insurance  
Pennsylvania Department of Insurance (Department)  
1326 Strawberry Square  
Harrisburg, Pennsylvania 17120

*Via SERFF*

RE: Highmark Blue Cross Blue Shield (Highmark BCBS)  
Company NAIC # 54771  
SERFF Tracking # MILL-129975627  
Tax-Qualified Long-Term Care Policy Form SPL-336-HMBCBSPA  
Tax-Qualified Franchise Long-Term Care Policy Form FSPL-336-HMBCBSPA

Dear Commissioner Miller:

The referenced rate filing is being submitted on behalf of Highmark BCBS for your review. Highmark BCBS is held by HM Insurance Group, a subsidiary of Highmark, Inc.

These are existing individual policy forms that provide comprehensive long-term care coverage on a cash basis. Riders that convert the coverage to either facility only or community care only may have been available at issue. Policies were issued in Pennsylvania from August 1, 2006 to April 1, 2010 and are no longer being marketed in any jurisdiction.

These products were designed and priced by MedAmerica Insurance Company (MedAmerica), which is an affinity partner of Highmark BCBS. These forms were issued on Highmark BCBS paper, while MedAmerica administers and manages the block, including underwriting and claims handling. MedAmerica has 80% of the risk on these forms via a reinsurance arrangement with Highmark BCBS.

Highmark BCBS is requesting the approval of a premium rate increase on the above-listed forms, including all associated riders. The primary reason why these forms are in need of a premium rate increase is due to emerging experience running more adverse than expected in pricing. The company is requesting a premium rate increase that varies by issue age as shown in the table below. The rate increase was determined by issue age to better align the rate increase with the adverse experience and to protect older insureds.

Offices in Principal Cities Worldwide

This work product was prepared to provide assistance to MedAmerica. Milliman does not intend to benefit and assumes no duty or liability to other parties who receive this work. Milliman recommends Recipient be aided by its own actuary or other qualified professional when reviewing the Milliman work product.

<b>Issue Ages</b>	<b>Prior Approved Increase<sup>[1]</sup></b>	<b>Current Requested Increase</b>	<b>Cumulative Increase</b>
<40	32%	21.2%	60%
40-44	32	18.2	56
45-49	32	13.6	50
50-54	32	10.6	46
55-59	32	4.5	38
60-64	29	0.0	29
65-69	20	0.0	20
70-74	13	0.0	13
75+	0	0.0	0

*[1] Reflects cumulative rate increase by issue age band approved on these forms in Pennsylvania between 2013 and 2014.*

As noted in the enclosed actuarial memorandum, two prior rate increases have been approved and implemented on these forms. The original request was for a rate increase that varied by issue age and ranged from 0% to 60%. In June 2013, the Department approved a reduced increase that capped the original request at 20% within any one issue age band. In April 2014, the company submitted a follow-up rate increase request to achieve a cumulative rate increase equal to the original request. In September 2014, the Department approved a reduced increase that capped the follow-up request at 10% within any one issue age band.

The original request was determined in such a way that the company was shouldering the majority of the rate increase needed to restore these forms to their original pricing expectation and was not attempting to recoup past losses or lost revenue. Therefore, this current increase request is being sought in order to achieve a cumulative rate increase equal to the original request. If approved, the current rate increase request will not be implemented until at least 12 months after the prior approved rate increase was implemented (i.e., no policyholder will receive more than one increase in a 12-month period).

Similar to the prior increases, Highmark BCBS will offer insureds affected by the premium increase the option of reducing their policy benefits to provide flexibility of choice for those insureds who wish to maintain a premium level reasonably similar to what they were paying prior to the rate increase. Policyholders who prefer to offset the impact of the requested rate increase may have the option to change one or more of the following plan features in order to lower their premiums: (i) reduce their monthly benefit, subject to a minimum of \$2,100; (ii) shorten their benefit period, subject to a minimum of 2 years; (iii) lengthen their elimination period, subject to a maximum of 180 days; (iv) reduce their inflation protection (e.g., compound inflation to simple or no inflation); or (v) drop rider coverage.

The company will offer a contingent benefit upon lapse to insureds that trigger a substantial rate increase. Additionally, Highmark BCBS will voluntarily offer a contingent benefit upon lapse to insureds affected by the rate increase, even if the increase is not considered substantial.



Honorable Teresa D. Miller  
April 30, 2015

The following electronic items are included with this submission:

- cover letter
- letter from HM Insurance Group authorizing us to submit this filing on Highmark BCBS's behalf
- actuarial memorandum
- a supplement to the actuarial memorandum
- Microsoft Excel spreadsheet containing all numerical data
- current and proposed premium rate schedules

No filing fee is required for this submission.

The contact person for this filing is:

Missy Gordon, FSA, MAAA  
Principal and Consulting Actuary  
8500 Normandale Lake Blvd., Suite 1850  
Minneapolis, MN 55437  
(952) 820-2478  
missy.gordon@milliman.com

Thank you for your assistance in reviewing this filing.

Respectfully,

A handwritten signature in blue ink that reads 'Missy Gordon'.

Missy Gordon, FSA, MAAA  
Principal and Consulting Actuary

MAG/bar

Enclosures

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**Address:** 120 Fifth Avenue, Pittsburgh, Pennsylvania 15222

## Simplicity Actuarial Memorandum

**April 30, 2015**

### Product

Tax-Qualified Long-Term Care Policy Form  
Tax-Qualified Franchise Long-Term Care Policy Form

### Number

SPL-336-HMBCBSPA  
FSPL-336-HMBCBSPA

These policy forms were issued in Pennsylvania by Highmark Blue Cross Blue Shield (Highmark BCBS), which is an affinity partner of MedAmerica Insurance Company (MedAmerica) from August 2006 through April 2010 and are no longer being marketed in any jurisdiction.

### **1. Purpose of Filing**

This actuarial memorandum has been prepared for the purpose of demonstrating that the requested rate increase meets the minimum requirements of your jurisdiction and demonstrating compliance with its rate stability regulation. It may not be suitable for other purposes.

### **2. Description of Benefits**

These are federally tax-qualified, individually underwritten policy forms that provide comprehensive coverage on a cash basis. Riders that convert the coverage to either facility only or community care only may have been available at issue. They have benefit eligibility requirements that involve activities of daily living (ADL) deficiencies or cognitive impairment. Waiver of premium is provided when certain benefits are being paid. A monthly benefit, benefit period, and elimination period were selected at issue.

At issue, the insured may have had the option to choose one of three riders providing inflation protection: simple inflation, compound inflation with no maximum, or compound inflation with a maximum of two times the original benefit amount. The simple inflation option provides for benefit levels that increase on each anniversary date by 5% of the daily benefit amount chosen at issue for as long as the policy is in force. The compound inflation option with no maximum provides for benefit levels that increase on each anniversary date by 5% compounded annually for as long as the policy is in force. The compound inflation option with a maximum of two times the original benefit amount provides for benefit levels that increase on each anniversary date by 5% compounded annually while the policy is in force, but limits the increase to two times the original benefit amount. The increasing benefits apply even when the insured is in claim status.

The available choices for benefit period, elimination period, and inflation option are shown in Section 20.

At issue, the insured may have had the option of selecting additional riders that provide the following types of coverage: restoration of benefits, return of premium, shortened benefit period, shared care, shared waiver, or survivorship benefit.

The insured may have had the option to select one of the following premium payment options: lifetime, 10-year, paid up at age 65, reduced premiums at attained age 65, or reduced premiums at attained age 70.

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A contingent benefit upon lapse (CBUL) will be available to all insureds.

**3. Renewability**

These policies are guaranteed renewable for life.

**4. Applicability**

As these policy forms are no longer being sold in any jurisdiction, this filing is applicable to in-force policies only. The premium changes will apply to the base forms as well as all applicable options and riders.

**5. Actuarial Assumptions**

- a. Morbidity reflects the original pricing claim costs, which include underwriting selection and 1% morbidity improvement for 20 durations, adjusted to an all-lives exposure base, along with the durational adjustment factors shown in the following table.

**Durational Morbidity Adjustment Factors**

Duration	Factor	Duration	Factor
1	1.50	8	0.95
2	1.35	9	0.95
3	1.20	10	0.95
4	1.10	11	0.96
5	1.00	12	0.97
6	0.95	13	0.98
7	0.95	14	0.99
		15+	1.00

- b. Lapse Rates vary by duration, issue age, and premium payment option. The lifetime-pay lapse rates are shown in the following table.

**Lifetime-Pay Lapse Rates**

Duration	Issue Age			
	<40	40-49	50-59	60+
1	17.0%	9.5%	5.5%	5.5%
2	15.5	9.0	5.0	4.5
3	11.5	5.5	4.0	4.0
4	7.0	4.5	3.0	3.0
5	6.0	4.0	3.0	2.5
6	3.5	2.0	2.0	2.0
7	2.5	1.5	1.5	1.5
8+	1.5	1.5	1.5	1.5

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The lapse rates in the above table were adjusted for the limited-pay options based on the following criteria:

- For the ten-pay option, a reduction of 60% of the above lapse rates is assumed for durations one through four, a reduction of 70% of the above lapse rates is assumed for durations five through eight, and 0% lapse thereafter.
  - For the paid up at age 65 option, a reduction of 50% of the above lapse rates is assumed until age 55, a reduction of 75% of the above lapse rates is assumed for ages 55 to 59, and 0% lapse thereafter.
  - For the reduced after age 65 and reduced after age 70 payment options, a reduction of 50% of the above lapse rates is assumed until age 60 or 65, respectively, and a reduction of 75% of the above lapse rates thereafter.
- c. Mortality Rates reflect the 1994 Group Annuitant Mortality (GAM) Static Table with gender-specific durational factors. The assumed durational factors reflect the impact of both mortality selection and improvement and are shown in the following table.

**Durational Mortality Adjustment Factors**

<b>Duration</b>	<b>Male</b>	<b>Female</b>	<b>Duration</b>	<b>Male</b>	<b>Female</b>
1	25%	25%	11	61%	64%
2	35	35	12	64	67
3	42	44	13	67	70
4	44	46	14	70	73
5	46	48	15	72	77
6	48	50	16	75	80
7	50	52	17	78	83
8	52	54	18	81	86
9	55	57	19	83	90
10	58	60	20+	86	93

- d. Policyholder Behavior Due to the Rate Increase. At the time of a rate increase, policyholders have the option to elect a CBUL or reduced benefit options (RBO). Adverse selection is assumed relative to CBUL elections.

Based on the cumulative rate increase level, 5.0% of in-force lifetime-pay policies are assumed to elect CBUL. No CBUL elections are assumed for limited-pay policies. Policyholders who elect a CBUL are modeled as a lapse (i.e., the CBUL benefit is not modeled), which results in a slightly lower lifetime loss ratio than if the CBUL benefit had been modeled. We assume an increase in morbidity for adverse selection due to the rate increase based on the percentage of policies that elect CBUL. For lifetime-pay policies, this increase in morbidity is 1.5% for the cumulative rate increase level.

Based on the cumulative rate increase level, 5.0% of in-force policyholders (regardless of payment option) are assumed to elect RBO. The reduction in premiums and benefits due to the impact of RBO election varies based on the level

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of the rate increase, and averages about 1.5% across all issue ages for the cumulative rate increase level.

- e. Interest Rate of 5.25% is used for accumulating and discounting earned premiums and incurred claims in the calculation of cumulative loss ratios. This rate represents MedAmerica's best-estimate of its long-term investment earnings rate and is consistent with historical experience since 2004. The company's average investment income yield earned on reserves from 2004 to 2013 is approximately 5.3%.

The current assumption is also supported going forward based on the 2013 cash flow testing memorandum where MedAmerica's portfolio rate as of September 30, 2013 was 5.5%, the new money rate as of December 31, 2013 was 5.1%, and the average net investment earnings rate over a 60-year projection is approximately 5.2%.

- f. Expenses have not been explicitly projected. Originally filed expense assumptions are assumed to remain appropriate, except that reductions are made to the renewal commission rates so that the total commissions paid before and after any increase in premium are similar (i.e., commissions are not paid on the increased premium).

The above assumptions are based on the experience of Highmark BCBS, MedAmerica, and MedAmerica's other affinity partners that issued the same products, industry experience, and judgment. These assumptions are based on the nationwide experience through 2012 of the particular policy forms in this filing and other similar policy forms where appropriate. The above assumptions are deemed reasonable for the particular policy forms in this filing. The assumptions used in this filing are considered best-estimate and do not reflect moderately adverse conditions.

In establishing the assumptions described in this section, the policy design, underwriting, and claims adjudication practices for the above-referenced policy forms were taken into consideration. Appendix A to this memorandum provides a description of the development of and justification for the assumptions used in this filing.

Highmark BCBS is not currently marketing any other long-term care products. As a result, the requirement to reflect on any assumptions that deviate from those used for pricing other forms currently available for sale is not applicable.

#### **6. Marketing Method**

These policy forms were marketed in Pennsylvania by agents and brokers of Highmark BCBS.

#### **7. Underwriting Description**

These policies were fully underwritten with the use of various underwriting tools in addition to the application, which may have included medical records, an attending physician's statement, prescription screen, telephone interview, and/or face-to-face

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assessment. Employer sponsored groups were eligible for reduced underwriting for actively at work employees age 65 and less.

### 8. Premiums

Premiums are unisex and payable for life unless the insured selected a limited premium payment option. The premiums may vary by issue age, benefit period, initial monthly benefit, community care level, elimination period, inflation option, premium payment option, medical underwriting, marital discounts, employer sponsored/multi-life discounts, and the selection of any riders.

### 9. Issue Age Range

Issue ages are from 18 to 85.

### 10. Area Factors

Area factors are not used for these products.

### 11. Premium Modalization Rules

The following modal factors and nationwide percent distributions (based on the in-force count as of December 31, 2013 of Highmark BCBS, MedAmerica, and MedAmerica's other affinity partners) are applied to the annual premium (AP):

Premium Mode	Modal Factors	Percent Distribution
Annual	1.0000*AP	44%
Semi-Annual	0.5150*AP	6
Quarterly	0.2600*AP	22
Monthly	0.0900*AP	28
Bi-Weekly	0.0415*AP	0

### 12. Reserves

Active life reserves and reserves for the election of a CBUL have not been used in this rate increase analysis, except as described in the supplement to the actuarial memorandum. Claim reserves as of December 31, 2013 have been discounted to the incurral date of each respective claim and included in historical incurred claims. A best estimate of the incurred but not reported (IBNR) reserve balance as of December 31, 2013 has been allocated to the 2013 calendar year of incurral and included in historical incurred claims.

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#### 13. Trend Assumptions

An explicit medical cost trend is not included in the projections.

#### 14. Actual to Expected Experience

Exhibit I provides a comparison of (a) actual and projected experience using current assumptions and (b) expected experience using original pricing assumptions. Included are calendar year earned premiums, incurred claims, annual loss ratios, cumulative loss ratios, and the ratio of actual-to-expected (A:E) loss ratios. Exhibit II provides the same information as Exhibit I, but split by issue age based on the groupings in the rate increase request. Values in Exhibits I and II are shown both before and after the follow-up request to achieve the cumulative rate increases by issue age band shown in Section 17 below.

Actual experience is provided from inception through 2013 and then projected on a seriatim basis for 60 years using the current best-estimate assumptions described above in Section 5. The projected experience reflects nationwide rate increases approved on the Simplicity forms between December 2012 and September 2014, which average 17% across all issue ages and jurisdictions. The after increase projected experience reflects the additional increase needed to achieve the cumulative increase on a seriatim basis.

Expected experience was projected on a seriatim basis from issue using the original pricing assumptions and the actual mix of policies sold.

Exhibit III provides a comparison of the current and original pricing assumptions.

The experience in Exhibits I and II reflects pooled nationwide experience of Highmark BCBS, MedAmerica, and MedAmerica's other affinity partners, across the above-referenced forms and similar nationwide forms. Pooling Highmark BCBS's experience with MedAmerica's, as well as MedAmerica's other affinity partners', is considered appropriate because the products issued by MedAmerica and MedAmerica's other affinity partners are identical to those included in this filing, the marketing and distribution employed by MedAmerica and MedAmerica's other affinity partners is similar to that of Highmark BCBS, and because the same company (MedAmerica) administers and manages the entire block (including underwriting and claims handling). MedAmerica has 50% to 100% of the risk of the affinity partner forms via reinsurance arrangements with each affinity partner.

#### 15. History of Previous Rate Revisions

In Pennsylvania, two prior rate increases have been approved and implemented on these forms. The original request was for a rate increase that varied by issue age and ranged from 0% to 60%. In June 2013, the Department approved a reduced increase that capped the original request at 20% within any one issue age band. In April 2014, the company submitted a follow-up rate increase request to achieve a cumulative rate increase equal to the original request. In September 2014, the Department approved a

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reduced increase that capped the follow-up request at 10% within any one issue age band.

As part of this rate increase process, an increase has been or is expected to be requested in all jurisdictions. In certain jurisdictions, the requested rate increase may be limited due to regulatory restrictions.

Of the 46 jurisdictions in which a rate increase request has been submitted thus far, 35 have reached a decision regarding the request. Of these 35 jurisdictions, 24 have approved the full rate increase request, two preferred to phase-in the increase but do not allow for pre-approval, and nine approved a portion of the original request. The average amount approved to date is 34% across these 35 jurisdictions. In any jurisdictions where the full rate increase request has not been approved, as well as the two jurisdictions that do not allow for pre-approval, MedAmerica anticipates submitting additional rate increase filings until the full amount of the original request is achieved.

#### 16. Analysis Performed to Consider a Rate Increase

This rate increase request is a follow-up to a 2012 rate increase request. At the time of the 2012 request, an analysis of the business was performed, as described below, which confirmed that a rate increase could be considered.

These products were priced such that the premium rates were sufficient to cover any of seven moderately adverse scenarios. The following table provides the lifetime loss ratio using the original pricing assumptions (shown in Exhibit III), the seven moderately adverse scenarios defined in original pricing, and the actual mix of policies sold.

<b>Moderately Adverse Scenario</b>	<b>Loss Ratio</b>
A. Gender mix of up to 100% female for unmarried policyholders	Not Tested
B. Claims experience up to 20% in excess of expectation	69%
C. Voluntary lapse as low as 10% of the rates assumed in pricing	77
D. Discount rates as low as 160 basis points less than assumed in pricing	77
E. No morbidity improvement	69
F. Mortality rates as low as 75% of the 1983 GAM Tables	70
G. Any combination of the preceding scenarios such that the total proportion is 100%	Not Tested

We did not test scenario A due to data limitations (e.g., seriatim claim costs are gender-specific versus unisex), but this scenario is believed to not be the most adverse. Scenario G was also excluded as a combination of any of the scenarios is not expected to be more adverse than the most adverse scenario.

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As these products were priced to cover any of the above scenarios, the most adverse scenario defines the threshold that must be crossed before the company may consider a rate increase, which is 77%. The analysis performed at the time of the 2012 rate increase request confirmed that the lifetime loss ratio using current assumptions exceeded this threshold, indicating that experience has been more than moderately adverse and so a rate increase could be considered.

Exhibit IV provides a comparison of actual and projected nationwide experience to that expected in pricing with respect to morbidity, mortality, lapse, and interest. These experience and projections are the same as those underlying the analysis performed for the 2012 rate increase request (i.e., based on experience through 2011).

### 17. Requested Rate Increase and Demonstration of Satisfaction of Loss Ratio Requirements

The company originally requested a rate increase that varied by issue age and ranged from 0% to 60%. The rate increase was determined by issue age to better align the rate increase with the adverse experience and to protect older insureds. The original request was determined in such a way that the company is sharing in the cost of the rate increase with consumers and is not attempting to recoup past losses or lost revenue.

The current request, which varies by issue age as shown in the table below, is being sought in order to achieve a cumulative rate increase equal to the original request.

<b>Issue Ages</b>	<b>Prior Approved Increase<sup>[1]</sup></b>	<b>Current Requested Increase</b>	<b>Cumulative Increase</b>
<40	32%	21.2%	60%
40-44	32	18.2	56
45-49	32	13.6	50
50-54	32	10.6	46
55-59	32	4.5	38
60-64	29	0.0	29
65-69	20	0.0	20
70-74	13	0.0	13
75+	0	0.0	0
All Ages <sup>[2]</sup>	31	7.7	41

*[1] Reflects cumulative rate increase by issue age band approved on these forms in Pennsylvania between 2013 and 2014.*

*[2] Based on the distribution of Highmark BCBS business in force in Pennsylvania as of December 31, 2013.*

Company management has indicated that if the cumulative rate increase shown in the above table is approved, no future premium rate increases are anticipated unless experience deteriorates beyond an 85% lifetime loss ratio. This is equivalent to defining moderately adverse experience (MAE) as a 15% increase in the *future* (2014+) loss ratio

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due to any combination of deterioration in the experience from that expected using the current best-estimate assumptions described in Section 5.

The current and proposed rate schedules are enclosed with this filing. The rates implemented may vary slightly due to rounding algorithms.

As described above, Highmark BCBS is not currently marketing any other long-term care products. Therefore, the required statement that the renewal premium rate schedules are not greater than the new business premium rate schedules is not applicable.

Exhibit V provides a demonstration that the requested rate increase meets the 58%/85% test required by rate stability regulation. This exhibit shows that the sum of the accumulated value of incurred claims without the inclusion of active life reserves, and the present value of future projected incurred claims, without the inclusion of active life reserves, will not be less than the sum of the following:

1. Accumulated value of the initial earned premium times 58%,
2. 85% of the accumulated value of prior premium rate schedule increases,
3. Present value of future projected initial earned premium times 58%, and
4. 85% of the present value of future projected premium in excess of the projected initial earned premium.

The future projected incurred claims were increased by 15% from the best-estimate projections in Exhibit I to reflect assumptions that include moderately adverse conditions. A 15% increase in future incurred claims was determined as one scenario that results in a lifetime loss ratio of 85% (which is the threshold for MAE as described above). It is among many possible alternative adverse experience scenarios, but considered one of the simplest since it involves only one assumption shift.

Present and accumulated values in Exhibit V are determined at the maximum valuation interest rate for contract reserves applicable for the year of issue, which ranges from 4.0% to 4.5% depending on the year of issue and averages 4.1%.

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**18. Average Annual Premium in Pennsylvania (Annualized Premium Based on December 31, 2013 In-Force)**

<b>Issue Ages</b>	<b>In-Force Insured Count</b>	<b>Before Increase Premium<sup>[1]</sup></b>	<b>After Cumulative Increase Premium</b>
<40	44	\$496	\$601
40-44	34	1,105	1,306
45-49	76	1,573	1,787
50-54	129	1,589	1,758
55-59	108	2,041	2,134
60-64	55	2,446	2,446
65-69	9	2,227	2,227
70-74	4	3,303	3,303
75+	1	2,358	2,358
<b>All Ages</b>	<b>460</b>	<b>1,684</b>	<b>1,813</b>

*[1] Before increase premiums reflect the prior rate increases by issue age band approved in Pennsylvania in June 2013 and September 2014.*

**19. Proposed Effective Date**

This rate increase will apply to policies on their next premium payment date following at least a 60-day policyholder notification period following approval, but no sooner than 12 months after the prior rate increase was implemented.

**20. Highmark BCBS, MedAmerica, and MedAmerica's Other Affinity Partners Nationwide Distribution of Business as of December 31, 2013 (Based on In-Force Insured Count)**

<b>Issue Ages</b>	<b>Percent Distribution</b>
<40	9%
40-44	8
45-49	13
50-54	20
55-59	23
60-64	16
65-69	7
70-74	3
75+	1

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Elimination Period	Percent Distribution
30-Day	22%
60-Day	13
90-Day	64
180-Day	1

Benefit Period	Percent Distribution
2-Year	10%
3-Year	31
4-Year	18
5-Year	21
7-Year	11
Lifetime	9

Inflation Option	Percent Distribution
None	24%
Simple for Life	26
Compound for Life	18
Compound with 2X Maximum	32

Premium Payment Option	Percent Distribution
Ten-Pay	11%
Pay to Age 65	3
Reduced at Age 70	<1
Reduced at Age 65	<1
Lifetime-Pay	86

Coverage Type	Percent Distribution
Facility Only	3%
Comprehensive	95
Home Health Only	2

### 21. Number of Insureds and Annualized Premium

Based on the in-force count as of December 31, 2013 of Highmark BCBS in this jurisdiction and Highmark BCBS, MedAmerica, and MedAmerica's other affinity partners

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nationwide, the number of insureds and annualized premium that will be affected by this increase are:

<b>Jurisdiction</b>	<b>Number of Insureds</b>	<b>Annualized Premium<sup>[1]</sup></b>
Pennsylvania	460	\$639,252
Nationwide	19,832	\$37,461,269

*[1] Annualized premiums reflect all rate increases implemented in Pennsylvania and nationwide as of December 31, 2013.*

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**22. Actuarial Certification**

I am a Principal and Consulting Actuary for Milliman, Inc. and retained by MedAmerica to render an opinion with regard to long-term care insurance rates. I am a member of the American Academy of Actuaries. I meet the Academy's qualification standards to render this actuarial opinion and am familiar with the requirements for filing long-term care insurance premiums and rate increases.

This memorandum has been prepared in conformity with all applicable Actuarial Standards of Practice, including Actuarial Standards of Practice No. 8, "Regulatory Filings for Health Plan Entities" and 18, "Long-Term Care Insurance".

I hereby certify that, to the best of my knowledge and judgment, this rate submission is in compliance with the applicable laws and regulations of this jurisdiction and the rules of the department of insurance.

In my opinion, the rates are not excessive or unfairly discriminatory, and bear reasonable relationship to the benefits based on the loss ratio standards of this jurisdiction. If the requested premium rate schedule increase is implemented and the underlying assumptions, with moderately adverse conditions reflected, are realized, no further premium rate schedule increases are anticipated.

In forming my opinion, I have used actuarial assumptions and actuarial methods and such tests of the actuarial calculations as I considered necessary. Based on these assumptions, or statutory requirements where necessary, the premium rate filing is in compliance with the loss ratio standards of this jurisdiction.

I have relied on data and information provided by MedAmerica to develop this memorandum, including but not limited to management's view of when a rate change may be considered, underwriting and claim adjudication process, seriatim in-force data, claim data, and the company's long-term earnings rate. I have not audited or independently verified the data and information provided, but have reviewed it for reasonableness.

The basis for contract reserves has been previously filed and there is no anticipation of any changes.



---

Missy Gordon, FSA, MAAA  
Principal and Consulting Actuary

Date: April 30, 2015

**Exhibit I**  
**Highmark BCBS, MedAmerica, and MedAmerica's Other Affinity Partners**  
**Actual-to-Expected Experience by Calendar Year**  
**Combined Nationwide Experience with Prior Approved Increases**  
**Individual Simplicity Policy Forms**  
**All Issue Ages Combined**

	Calendar Year	Actual or Projected Experience using Current Assumptions				Expected Experience using Pricing Assumptions				Cumulative Loss Ratios with Interest			
		A	B	C = B / A	D	E	F	G = F / E	H	I	J	K = I / J	
		Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Actual (Column C) with 5.25% Interest	Expected (Column G) with Average 6.32% Interest	Actual-to-Expected Ratio	
Historical Experience	2004	1,943,156	299,291	15%	3,075	1,904,363	36,415	2%	3,046	15%	2%	8.45	
	2005	11,101,732	703,743	6%	8,649	10,877,958	219,531	2%	8,465	8%	2%	4.03	
	2006	21,656,457	127,091	1%	16,056	20,856,307	506,325	2%	15,509	3%	2%	1.55	
	2007	32,617,307	1,200,907	4%	20,853	30,921,224	913,317	3%	20,050	4%	2%	1.41	
	2008	37,138,828	2,832,789	8%	21,432	34,585,812	1,364,004	4%	20,407	5%	3%	1.67	
	2009	36,668,838	1,667,001	5%	20,622	33,908,064	1,891,372	6%	19,828	5%	4%	1.36	
	2010	35,898,409	3,123,927	9%	20,166	33,134,328	2,525,629	8%	19,361	6%	4%	1.30	
	2011	35,561,139	4,279,044	12%	19,803	32,529,231	3,256,995	10%	19,039	6%	5%	1.29	
	2012	35,553,172	4,585,793	13%	19,768	32,242,463	4,022,501	12%	18,924	7%	6%	1.23	
	2013	36,522,270	6,359,309	17%	19,832	32,774,727	4,792,103	15%	19,034	8%	7%	1.24	
	Projected Future Experience (60 Years)	2014	37,935,911	6,313,285	17%	19,311	31,820,900	5,551,683	17%	18,440	9%	8%	1.20
		2015	36,972,903	7,285,794	20%	18,766	29,281,688	6,329,021	22%	17,886	10%	9%	1.16
		2016	34,387,247	8,387,402	24%	18,341	26,524,649	7,157,260	27%	17,350	11%	10%	1.14
2017		30,955,283	9,656,605	31%	17,923	23,599,268	8,053,507	34%	16,822	12%	11%	1.13	
2018		28,713,619	11,102,150	39%	17,500	21,604,258	9,039,101	42%	16,296	13%	12%	1.12	
2019		27,545,476	12,694,571	46%	17,069	20,476,361	10,098,759	49%	15,769	15%	13%	1.12	
2020		26,399,571	14,272,769	54%	16,625	19,418,423	11,130,162	57%	15,241	16%	14%	1.12	
2021		25,386,297	15,879,489	63%	16,163	18,469,774	12,167,780	66%	14,710	17%	15%	1.13	
2022		24,300,322	17,531,570	72%	15,685	17,479,384	13,242,945	76%	14,177	19%	17%	1.13	
2023		23,053,392	19,361,260	84%	15,188	16,363,056	14,448,332	88%	13,642	20%	18%	1.14	
2024		21,959,607	21,409,270	97%	14,673	15,424,076	15,811,129	103%	13,106	22%	19%	1.14	
2025		20,907,558	23,608,007	113%	14,144	14,550,505	17,279,295	119%	12,568	24%	21%	1.15	
2026		19,853,364	25,981,796	131%	13,603	13,698,082	18,866,695	138%	12,031	26%	22%	1.16	
2027		18,803,327	28,543,085	152%	13,054	12,867,437	20,573,651	160%	11,494	27%	24%	1.17	
2028		17,742,152	31,279,483	176%	12,500	12,045,575	22,392,001	186%	10,959	29%	25%	1.17	
2029		16,693,108	34,194,568	205%	11,941	11,239,927	24,317,975	216%	10,427	31%	27%	1.18	
2030		15,668,468	37,232,035	238%	11,380	10,463,846	26,309,615	251%	9,898	34%	28%	1.19	
2031		14,648,635	40,336,673	275%	10,817	9,707,503	28,334,171	292%	9,375	36%	30%	1.20	
2032		13,659,487	43,465,506	318%	10,255	8,983,377	30,359,167	338%	8,858	38%	31%	1.21	
2033		12,698,983	46,557,558	367%	9,695	8,290,847	32,347,153	390%	8,348	40%	33%	1.22	
2034		11,751,306	49,587,946	422%	9,139	7,617,172	34,284,577	450%	7,848	43%	34%	1.24	
2035		10,837,592	52,466,533	484%	8,589	6,976,039	36,112,310	518%	7,359	45%	36%	1.25	
2036		9,956,070	55,103,574	553%	8,047	6,363,777	37,781,541	594%	6,882	47%	38%	1.26	
2037		9,104,204	57,481,087	631%	7,515	5,781,419	39,279,711	679%	6,418	50%	39%	1.27	
2038		8,285,414	59,552,670	719%	6,995	5,229,280	40,574,336	776%	5,968	52%	41%	1.28	
2039		7,512,185	61,249,566	815%	6,489	4,714,914	41,629,438	883%	5,534	54%	42%	1.29	
2040		6,779,188	62,515,673	922%	5,999	4,232,324	42,416,932	1,002%	5,117	56%	43%	1.30	
2041		6,090,680	63,287,126	1,039%	5,526	3,785,717	42,901,441	1,133%	4,717	58%	45%	1.31	
2042		5,445,592	63,569,495	1,167%	5,072	3,369,626	43,081,848	1,279%	4,336	61%	46%	1.32	
2043		4,845,711	63,373,213	1,308%	4,639	2,988,478	42,957,151	1,437%	3,974	62%	47%	1.33	
2044		4,291,644	62,704,461	1,461%	4,227	2,639,794	42,538,995	1,611%	3,631	64%	48%	1.33	
2045		3,783,010	61,589,176	1,628%	3,838	2,322,550	41,849,432	1,802%	3,308	66%	49%	1.34	
2046		3,319,248	60,058,212	1,809%	3,473	2,034,781	40,902,373	2,010%	3,005	68%	50%	1.35	
2047		2,897,965	58,172,066	2,007%	3,131	1,775,508	39,728,573	2,238%	2,722	69%	51%	1.35	
2048		2,519,448	55,965,423	2,221%	2,814	1,543,072	38,358,009	2,486%	2,458	70%	52%	1.36	
2049		2,180,023	53,508,579	2,454%	2,520	1,335,652	36,827,020	2,757%	2,214	71%	52%	1.37	
2050		1,879,166	50,874,450	2,707%	2,249	1,152,240	35,179,084	3,053%	1,988	73%	53%	1.37	
2051	1,612,655	48,121,189	2,984%	2,001	990,631	33,447,713	3,376%	1,781	74%	54%	1.37		
2052	1,378,811	45,271,465	3,283%	1,775	848,936	31,644,114	3,728%	1,591	74%	54%	1.38		
2053	1,174,263	42,380,916	3,609%	1,569	725,325	29,807,201	4,109%	1,418	75%	54%	1.38		
2054-2058	3,650,604	169,689,563	4,648%	5,409	2,284,253	121,891,022	5,336%	4,997	78%	56%	1.39		
2059-2063	1,501,921	107,177,977	7,136%	2,687	974,985	80,709,188	8,278%	2,591	79%	57%	1.40		
2064-2068	578,968	60,625,722	10,471%	1,234	394,001	48,365,611	12,276%	1,235	80%	57%	1.40		
2069-2073	209,260	31,071,218	14,848%	516	147,527	26,196,114	17,757%	524	80%	57%	1.40		

History	8%	7%	1.24
Future	153%	129%	1.18
Lifetime	80%	57%	1.40

**Exhibit I**  
**Highmark BCBS, MedAmerica, and MedAmerica's Other Affinity Partners**  
**Actual-to-Expected Experience by Calendar Year**  
**Combined Nationwide Experience with Cumulative Average 37% Requested Increase**  
**Individual Simplicity Policy Forms**  
**All Issue Ages Combined**

	Calendar Year	Actual or Projected Experience using Current Assumptions				Expected Experience using Pricing Assumptions				Cumulative Loss Ratios with Interest			
		A	B	C = B / A	D	E	F	G = F / E	H	I	J	K = I / J	
		Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Actual (Column C) with 5.25% Interest	Expected (Column G) with Average 6.32% Interest	Actual-to-Expected Ratio	
Historical Experience	2004	1,943,156	299,291	15%	3,075	1,904,363	36,415	2%	3,046	15%	2%	8.45	
	2005	11,101,732	703,743	6%	8,649	10,877,958	219,531	2%	8,465	8%	2%	4.03	
	2006	21,656,457	127,091	1%	16,056	20,856,307	506,325	2%	15,509	3%	2%	1.55	
	2007	32,617,307	1,200,907	4%	20,853	30,921,224	913,317	3%	20,050	4%	2%	1.41	
	2008	37,138,828	2,832,789	8%	21,432	34,585,812	1,364,004	4%	20,407	5%	3%	1.67	
	2009	36,668,838	1,667,001	5%	20,622	33,908,064	1,891,372	6%	19,828	5%	4%	1.36	
	2010	35,898,409	3,123,927	9%	20,166	33,134,328	2,525,629	8%	19,361	6%	4%	1.30	
	2011	35,561,139	4,279,044	12%	19,803	32,529,231	3,256,995	10%	19,039	6%	5%	1.29	
	2012	35,553,172	4,585,793	13%	19,768	32,242,463	4,022,501	12%	18,924	7%	6%	1.23	
	2013	36,522,270	6,359,309	17%	19,832	32,774,727	4,792,103	15%	19,034	8%	7%	1.24	
	Projected Future Experience (60 Years)	2014	37,935,911	6,313,285	17%	19,311	31,820,900	5,551,683	17%	18,440	9%	8%	1.20
		2015	37,586,443	7,260,991	19%	18,567	29,281,688	6,329,021	22%	17,886	10%	9%	1.16
		2016	38,501,152	8,217,458	21%	17,946	26,524,649	7,157,260	27%	17,350	11%	10%	1.13
2017		35,314,057	9,434,081	27%	17,537	23,599,268	8,053,507	34%	16,822	12%	11%	1.10	
2018		32,704,894	10,844,796	33%	17,125	21,604,258	9,039,101	42%	16,296	13%	12%	1.09	
2019		31,386,122	12,398,825	40%	16,704	20,476,361	10,098,759	49%	15,769	14%	13%	1.08	
2020		30,100,015	13,938,932	46%	16,270	19,418,423	11,130,162	57%	15,241	15%	14%	1.08	
2021		28,960,162	15,506,286	54%	15,820	18,469,774	12,167,780	66%	14,710	17%	15%	1.07	
2022		27,725,705	17,117,566	62%	15,353	17,479,384	13,242,945	76%	14,177	18%	17%	1.07	
2023		26,264,242	18,902,885	72%	14,868	16,363,056	14,448,332	88%	13,642	19%	18%	1.08	
2024		25,035,110	20,901,458	83%	14,365	15,424,076	15,811,129	103%	13,106	21%	19%	1.08	
2025		23,863,019	23,047,363	97%	13,848	14,550,505	17,279,295	119%	12,568	22%	21%	1.08	
2026		22,683,798	25,364,542	112%	13,320	13,698,082	18,866,695	138%	12,031	24%	22%	1.09	
2027		21,511,838	27,865,511	130%	12,784	12,867,437	20,573,651	160%	11,494	26%	24%	1.09	
2028		20,326,538	30,538,619	150%	12,243	12,045,575	22,392,001	186%	10,959	28%	25%	1.10	
2029		19,149,585	33,386,652	174%	11,697	11,239,927	24,317,975	216%	10,427	29%	27%	1.11	
2030		18,001,577	36,354,768	202%	11,149	10,463,846	26,309,615	251%	9,898	31%	28%	1.11	
2031		16,858,533	39,389,387	234%	10,599	9,707,503	28,334,171	292%	9,375	33%	30%	1.12	
2032		15,747,033	42,448,797	270%	10,049	8,983,377	30,359,167	338%	8,858	35%	31%	1.13	
2033		14,665,892	45,473,224	310%	9,502	8,290,847	32,347,153	390%	8,348	38%	33%	1.14	
2034		13,595,138	48,437,764	356%	8,959	7,617,172	34,284,577	450%	7,848	40%	34%	1.15	
2035		12,561,176	51,254,802	408%	8,421	6,976,039	36,112,310	518%	7,359	42%	36%	1.16	
2036		11,562,620	53,836,829	466%	7,891	6,363,777	37,781,541	594%	6,882	44%	38%	1.17	
2037		10,594,014	56,166,119	530%	7,371	5,781,419	39,279,711	679%	6,418	46%	39%	1.18	
2038		9,659,977	58,196,960	602%	6,862	5,229,280	40,574,336	776%	5,968	48%	41%	1.19	
2039		8,777,076	59,862,214	682%	6,367	4,714,914	41,629,438	883%	5,534	50%	42%	1.20	
2040		7,937,866	61,107,160	770%	5,887	4,232,324	42,416,932	1,002%	5,117	52%	43%	1.20	
2041		7,148,388	61,869,597	866%	5,424	3,785,717	42,901,441	1,133%	4,717	54%	45%	1.21	
2042		6,405,863	62,154,096	970%	4,979	3,369,626	43,081,848	1,279%	4,336	56%	46%	1.22	
2043		5,713,539	61,971,012	1,085%	4,555	2,988,478	42,957,151	1,437%	3,974	58%	47%	1.23	
2044		5,072,337	61,326,248	1,209%	4,152	2,639,794	42,538,995	1,611%	3,631	60%	48%	1.24	
2045		4,482,093	60,245,431	1,344%	3,771	2,322,550	41,849,432	1,802%	3,308	61%	49%	1.24	
2046		3,942,251	58,758,596	1,490%	3,412	2,034,781	40,902,373	2,010%	3,005	63%	50%	1.25	
2047		3,450,555	56,923,574	1,650%	3,077	1,775,508	39,728,573	2,238%	2,722	64%	51%	1.25	
2048		3,007,180	54,774,540	1,821%	2,766	1,543,072	38,358,009	2,486%	2,458	65%	52%	1.26	
2049		2,608,354	52,380,238	2,008%	2,477	1,335,652	36,827,020	2,757%	2,214	66%	52%	1.26	
2050		2,253,693	49,811,620	2,210%	2,212	1,152,240	35,179,084	3,053%	1,988	67%	53%	1.27	
2051	1,938,642	47,125,121	2,431%	1,968	990,631	33,447,713	3,376%	1,781	68%	54%	1.27		
2052	1,661,288	44,342,606	2,669%	1,746	848,936	31,644,114	3,728%	1,591	69%	54%	1.28		
2053	1,417,981	41,518,839	2,928%	1,544	725,325	29,807,201	4,109%	1,418	70%	54%	1.28		
2054-2058	4,431,335	166,311,194	3,753%	5,324	2,284,253	121,891,022	5,336%	4,997	72%	56%	1.29		
2059-2063	1,836,333	105,103,003	5,724%	2,647	974,985	80,709,188	8,278%	2,591	73%	57%	1.29		
2064-2068	710,452	59,471,788	8,371%	1,216	394,001	48,365,611	12,276%	1,235	74%	57%	1.30		
2069-2073	257,161	30,479,301	11,852%	509	147,527	26,196,114	17,757%	524	74%	57%	1.30		

History	8%	7%	1.24
Future	134%	129%	1.04
Lifetime	74%	57%	1.30

**Exhibit II**  
**Highmark BCBS, MedAmerica, and MedAmerica's Other Affinity Partners**  
**Actual-to-Expected Experience by Calendar Year**  
**Combined Nationwide Experience with Prior Approved Increases**  
**Individual Simplicity Policy Forms**  
**Issue Ages < 40**

	Calendar Year	Actual or Projected Experience using Current Assumptions				Expected Experience using Pricing Assumptions				Cumulative Loss Ratios with Interest			
		A	B	C = B / A	D	E	F	G = F / E	H	I	J	K = I / J	
		Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Actual (Column C) with 5.25% Interest	Expected (Column G) with Average 6.44% Interest	Actual-to-Expected Ratio	
Historical Experience	2004	87,907	285,657	325%	217	90,167	546	1%	219	325%	1%	536.88	
	2005	498,036	0	0%	719	505,760	3,957	1%	736	51%	1%	67.50	
	2006	1,026,038	0	0%	1,833	1,041,858	9,999	1%	1,908	19%	1%	21.79	
	2007	1,577,999	53,113	3%	2,318	1,611,636	19,334	1%	2,582	12%	1%	11.30	
	2008	1,752,771	0	0%	2,363	1,847,688	29,473	2%	2,738	8%	1%	6.35	
	2009	1,595,089	0	0%	2,141	1,820,124	41,086	2%	2,682	6%	1%	4.10	
	2010	1,513,618	0	0%	2,010	1,781,619	55,194	3%	2,625	5%	2%	2.84	
	2011	1,471,267	1,484	0%	1,859	1,759,060	72,159	4%	2,590	4%	2%	2.07	
	2012	1,423,113	6,599	0%	1,794	1,744,145	90,117	5%	2,558	4%	2%	1.60	
	2013	1,438,990	281,858	20%	1,769	1,760,618	107,848	6%	2,565	5%	3%	1.92	
	Projected Future Experience (60 Years)	2014	1,546,365	94,863	6%	1,720	1,698,901	124,804	7%	2,511	5%	3%	1.71
		2015	1,460,934	107,305	7%	1,675	1,507,411	140,984	9%	2,462	6%	4%	1.56
		2016	1,299,531	120,850	9%	1,647	1,323,705	157,666	12%	2,415	6%	4%	1.45
2017		1,124,273	135,632	12%	1,622	1,174,546	174,470	15%	2,369	6%	4%	1.37	
2018		990,865	151,615	15%	1,599	1,063,246	192,059	18%	2,324	6%	5%	1.32	
2019		966,893	168,687	17%	1,578	1,030,029	210,357	20%	2,280	7%	5%	1.27	
2020		951,173	183,318	19%	1,556	1,008,392	226,412	22%	2,237	7%	6%	1.24	
2021		935,285	197,752	21%	1,535	986,269	241,976	25%	2,194	8%	6%	1.21	
2022		920,118	210,724	23%	1,514	964,928	255,707	27%	2,152	8%	7%	1.19	
2023		898,551	224,001	25%	1,494	936,932	270,824	29%	2,110	8%	7%	1.18	
2024		880,094	241,326	27%	1,473	912,371	290,105	32%	2,069	9%	8%	1.16	
2025		865,896	261,895	30%	1,452	892,496	312,850	35%	2,028	9%	8%	1.15	
2026		851,693	285,502	34%	1,431	872,822	338,731	39%	1,987	10%	8%	1.14	
2027		837,498	312,577	37%	1,410	853,355	368,550	43%	1,947	10%	9%	1.14	
2028		823,310	343,646	42%	1,389	834,104	402,959	48%	1,907	10%	9%	1.13	
2029		809,104	379,267	47%	1,368	815,057	442,315	54%	1,867	11%	10%	1.13	
2030		794,429	420,156	53%	1,346	795,921	487,191	61%	1,828	12%	10%	1.12	
2031		776,746	465,201	60%	1,325	774,181	536,445	69%	1,789	12%	11%	1.12	
2032		756,852	514,354	68%	1,303	749,658	590,038	79%	1,750	13%	11%	1.12	
2033		736,052	567,997	77%	1,281	725,789	648,613	89%	1,711	13%	12%	1.12	
2034		706,629	627,982	89%	1,258	695,762	713,956	103%	1,671	14%	12%	1.12	
2035		684,268	697,174	102%	1,234	670,172	788,766	118%	1,632	15%	13%	1.13	
2036		662,011	775,724	117%	1,211	642,600	873,108	136%	1,593	15%	14%	1.13	
2037		636,626	864,806	136%	1,186	614,497	968,463	158%	1,553	16%	14%	1.13	
2038		608,498	965,710	159%	1,162	585,076	1,075,944	184%	1,513	17%	15%	1.14	
2039		587,682	1,083,623	184%	1,136	561,255	1,200,779	214%	1,472	18%	16%	1.15	
2040		566,627	1,227,448	217%	1,110	536,634	1,351,105	252%	1,431	19%	16%	1.15	
2041		547,702	1,404,828	256%	1,083	515,208	1,533,539	298%	1,388	20%	17%	1.16	
2042		528,330	1,623,853	307%	1,056	491,599	1,756,359	357%	1,346	21%	18%	1.17	
2043		509,329	1,891,125	371%	1,028	470,583	2,024,867	430%	1,302	22%	19%	1.18	
2044		490,874	2,210,045	450%	998	450,275	2,342,461	520%	1,257	24%	20%	1.19	
2045		472,617	2,582,948	547%	968	430,489	2,708,722	629%	1,211	26%	21%	1.20	
2046		454,566	2,999,285	660%	937	410,356	3,114,476	759%	1,164	27%	22%	1.22	
2047		435,395	3,459,051	794%	905	390,203	3,555,998	911%	1,116	29%	24%	1.23	
2048		416,918	3,966,617	951%	872	369,865	4,036,620	1,091%	1,067	32%	25%	1.25	
2049		397,411	4,527,339	1,139%	838	349,173	4,556,304	1,305%	1,017	34%	27%	1.27	
2050		378,615	5,143,960	1,359%	803	328,898	5,116,095	1,556%	967	36%	28%	1.29	
2051	358,875	5,806,100	1,618%	767	308,705	5,705,234	1,848%	915	39%	30%	1.31		
2052	339,261	6,504,585	1,917%	730	288,620	6,316,059	2,188%	864	42%	32%	1.33		
2053	319,204	7,234,427	2,266%	692	268,740	6,943,392	2,584%	812	45%	33%	1.35		
2054-2058	1,296,152	46,842,048	3,614%	2,871	1,059,714	43,429,722	4,098%	3,287	62%	43%	1.45		
2059-2063	819,115	55,863,081	6,820%	1,892	641,801	49,911,315	7,777%	2,092	78%	51%	1.54		
2064-2068	432,281	46,116,381	10,668%	1,056	329,742	40,818,142	12,379%	1,138	88%	56%	1.59		
2069-2073	187,907	28,341,445	15,083%	490	139,729	25,129,588	17,984%	514	93%	58%	1.61		

History
Future
Lifetime

5%	3%	1.92
181%	128%	1.41
93%	58%	1.61

**Exhibit II**  
**Highmark BCBS, MedAmerica, and MedAmerica's Other Affinity Partners**  
**Actual-to-Expected Experience by Calendar Year**  
**Combined Nationwide Experience with Requested Cumulative 60% Increase**  
**Individual Simplicity Policy Forms**  
**Issue Ages < 40**

	Calendar Year	Actual or Projected Experience using Current Assumptions				Expected Experience using Pricing Assumptions				Cumulative Loss Ratios with Interest			
		A	B	C = B / A	D	E	F	G = F / E	H	I	J	K = I / J	
		Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Actual (Column C) with 5.25% Interest	Expected (Column G) with Average 6.44% Interest	Actual-to-Expected Ratio	
Historical Experience	2004	87,907	285,657	325%	217	90,167	546	1%	219	325%	1%	536.88	
	2005	498,036	0	0%	719	505,760	3,957	1%	736	51%	1%	67.50	
	2006	1,026,038	0	0%	1,833	1,041,858	9,999	1%	1,908	19%	1%	21.79	
	2007	1,577,999	53,113	3%	2,318	1,611,636	19,334	1%	2,582	12%	1%	11.30	
	2008	1,752,771	0	0%	2,363	1,847,688	29,473	2%	2,738	8%	1%	6.35	
	2009	1,595,089	0	0%	2,141	1,820,124	41,086	2%	2,682	6%	1%	4.10	
	2010	1,513,618	0	0%	2,010	1,781,619	55,194	3%	2,625	5%	2%	2.84	
	2011	1,471,267	1,484	0%	1,859	1,759,060	72,159	4%	2,590	4%	2%	2.07	
	2012	1,423,113	6,599	0%	1,794	1,744,145	90,117	5%	2,558	4%	2%	1.60	
	2013	1,438,990	281,858	20%	1,769	1,760,618	107,848	6%	2,565	5%	3%	1.92	
	Projected Future Experience (60 Years)	2014	1,546,365	94,863	6%	1,720	1,698,901	124,804	7%	2,511	5%	3%	1.71
		2015	1,498,967	106,939	7%	1,661	1,507,411	140,984	9%	2,462	6%	4%	1.56
		2016	1,542,039	118,456	8%	1,619	1,323,705	157,666	12%	2,415	6%	4%	1.43
2017		1,379,084	132,630	10%	1,595	1,174,546	174,470	15%	2,369	6%	4%	1.34	
2018		1,221,164	148,269	12%	1,572	1,063,246	192,059	18%	2,324	6%	5%	1.27	
2019		1,191,368	164,974	14%	1,551	1,030,029	210,357	20%	2,280	7%	5%	1.22	
2020		1,172,067	179,286	15%	1,530	1,008,392	226,412	22%	2,237	7%	6%	1.18	
2021		1,152,130	193,434	17%	1,510	986,269	241,976	25%	2,194	7%	6%	1.15	
2022		1,133,292	206,130	18%	1,489	964,928	255,707	27%	2,152	7%	7%	1.12	
2023		1,104,386	219,110	20%	1,469	936,932	270,824	29%	2,110	8%	7%	1.10	
2024		1,080,346	236,069	22%	1,448	912,371	290,105	32%	2,069	8%	8%	1.08	
2025		1,062,985	256,199	24%	1,428	892,496	312,850	35%	2,028	9%	8%	1.07	
2026		1,045,620	279,297	27%	1,407	872,822	338,731	39%	1,987	9%	8%	1.06	
2027		1,028,263	305,808	30%	1,387	853,355	368,550	43%	1,947	9%	9%	1.05	
2028		1,010,919	336,228	33%	1,366	834,104	402,959	48%	1,907	10%	9%	1.04	
2029		993,557	371,109	37%	1,346	815,057	442,315	54%	1,867	10%	10%	1.03	
2030		975,619	411,155	42%	1,325	795,921	487,191	61%	1,828	11%	10%	1.03	
2031		953,865	455,266	48%	1,303	774,181	536,445	69%	1,789	11%	11%	1.03	
2032		929,271	503,419	54%	1,282	749,658	590,038	79%	1,750	12%	11%	1.02	
2033		903,351	555,971	62%	1,260	725,789	648,613	89%	1,711	12%	12%	1.02	
2034		865,857	614,746	71%	1,238	695,762	713,956	103%	1,671	13%	12%	1.02	
2035		837,090	682,544	82%	1,215	670,172	788,766	118%	1,632	13%	13%	1.02	
2036		809,626	759,503	94%	1,191	642,600	873,108	136%	1,593	14%	14%	1.03	
2037		777,362	846,803	109%	1,168	614,497	968,463	158%	1,553	15%	14%	1.03	
2038		741,373	945,691	128%	1,143	585,076	1,075,944	184%	1,513	15%	15%	1.03	
2039		715,320	1,061,288	148%	1,118	561,255	1,200,779	214%	1,472	16%	16%	1.04	
2040		689,066	1,202,273	174%	1,093	536,634	1,351,105	252%	1,431	17%	16%	1.04	
2041		666,302	1,376,139	207%	1,066	515,208	1,533,539	298%	1,388	18%	17%	1.05	
2042		642,303	1,590,839	248%	1,039	491,599	1,756,359	357%	1,346	19%	18%	1.06	
2043		618,963	1,852,848	299%	1,012	470,583	2,024,867	430%	1,302	20%	19%	1.06	
2044		596,431	2,165,558	363%	983	450,275	2,342,461	520%	1,257	22%	20%	1.07	
2045		574,304	2,531,310	441%	954	430,489	2,708,722	629%	1,211	23%	21%	1.09	
2046		552,394	2,939,750	532%	923	410,356	3,114,476	759%	1,164	25%	22%	1.10	
2047		529,389	3,390,923	641%	892	390,203	3,555,998	911%	1,116	26%	24%	1.11	
2048		506,951	3,889,127	767%	859	369,865	4,036,620	1,091%	1,067	28%	25%	1.13	
2049		483,297	4,439,518	919%	826	349,173	4,556,304	1,305%	1,017	30%	27%	1.14	
2050		460,423	5,044,827	1,096%	791	328,898	5,116,095	1,556%	967	33%	28%	1.16	
2051	436,536	5,694,845	1,305%	756	308,705	5,705,234	1,848%	915	35%	30%	1.18		
2052	412,715	6,380,756	1,546%	719	288,620	6,316,059	2,188%	864	38%	32%	1.19		
2053	388,402	7,097,559	1,827%	682	268,740	6,943,392	2,584%	812	41%	33%	1.21		
2054-2058	1,577,704	45,971,384	2,914%	2,829	1,059,714	43,429,722	4,098%	3,287	56%	43%	1.31		
2059-2063	997,609	54,844,920	5,498%	1,865	641,801	49,911,315	7,777%	2,092	70%	51%	1.38		
2064-2068	527,280	45,276,438	8,587%	1,041	329,742	40,818,142	12,379%	1,138	79%	56%	1.43		
2069-2073	229,851	27,814,111	12,101%	484	139,729	25,129,588	17,984%	514	84%	58%	1.45		

History	5%	3%	1.92
Future	150%	128%	1.17
Lifetime	84%	58%	1.45

**Exhibit II**  
**Highmark BCBS, MedAmerica, and MedAmerica's Other Affinity Partners**  
**Actual-to-Expected Experience by Calendar Year**  
**Combined Nationwide Experience with Prior Approved Increases**  
**Individual Simplicity Policy Forms**  
**Issue Ages 40 - 44**

	Calendar Year	Actual or Projected Experience using Current Assumptions				Expected Experience using Pricing Assumptions				Cumulative Loss Ratios with Interest			
		A	B	C = B / A	D	E	F	G = F / E	H	I	J	K = I / J	
		Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Actual (Column C) with 5.25% Interest	Expected (Column G) with Average 6.42% Interest	Actual-to-Expected Ratio	
Historical Experience	2004	78,314	0	0%	198	80,880	658	1%	198	0%	1%	0.00	
	2005	651,178	0	0%	608	655,867	5,613	1%	604	0%	1%	0.00	
	2006	1,172,139	0	0%	1,291	1,164,784	12,962	1%	1,278	0%	1%	0.00	
	2007	1,847,040	0	0%	1,763	1,803,038	24,337	1%	1,732	0%	1%	0.00	
	2008	2,142,890	0	0%	1,804	2,078,646	36,951	2%	1,789	0%	1%	0.00	
	2009	2,095,558	0	0%	1,731	2,040,723	52,524	3%	1,744	0%	2%	0.00	
	2010	2,049,980	106,593	5%	1,658	2,008,374	71,627	4%	1,705	1%	2%	0.48	
	2011	2,008,480	0	0%	1,614	1,978,706	94,357	5%	1,679	1%	2%	0.34	
	2012	2,012,408	0	0%	1,600	1,980,429	118,434	6%	1,674	1%	3%	0.25	
	2013	2,057,273	405,246	20%	1,581	2,019,084	142,564	7%	1,677	3%	3%	0.84	
	Projected Future Experience (60 Years)	2014	2,178,803	158,410	7%	1,549	1,968,035	166,141	8%	1,641	3%	4%	0.86
		2015	1,992,788	179,216	9%	1,514	1,699,685	187,668	11%	1,607	4%	4%	0.87
		2016	1,828,187	201,388	11%	1,491	1,521,357	209,428	14%	1,575	4%	5%	0.88
2017		1,589,546	225,286	14%	1,469	1,317,986	231,141	18%	1,544	5%	5%	0.89	
2018		1,410,335	250,881	18%	1,448	1,170,791	253,628	22%	1,513	5%	6%	0.90	
2019		1,382,438	278,882	20%	1,428	1,137,359	278,002	24%	1,483	6%	6%	0.91	
2020		1,350,246	305,145	23%	1,408	1,104,325	301,280	27%	1,453	6%	7%	0.92	
2021		1,326,589	334,900	25%	1,387	1,078,092	327,614	30%	1,423	7%	7%	0.92	
2022		1,289,944	366,197	28%	1,366	1,039,243	355,362	34%	1,394	7%	8%	0.93	
2023		1,242,626	400,601	32%	1,345	990,542	386,931	39%	1,364	8%	8%	0.94	
2024		1,220,972	441,791	36%	1,324	967,220	424,571	44%	1,335	9%	9%	0.95	
2025		1,198,577	488,155	41%	1,302	943,818	466,576	49%	1,306	9%	10%	0.96	
2026		1,163,087	539,179	46%	1,279	911,712	512,981	56%	1,277	10%	10%	0.96	
2027		1,124,225	595,644	53%	1,256	877,002	564,097	64%	1,248	11%	11%	0.97	
2028		1,061,960	657,710	62%	1,232	827,998	620,239	75%	1,219	11%	11%	0.98	
2029		995,379	727,945	73%	1,207	771,329	683,411	89%	1,189	12%	12%	0.99	
2030		946,671	809,217	85%	1,182	727,420	755,521	104%	1,158	13%	13%	1.00	
2031		895,401	902,338	101%	1,155	686,616	838,362	122%	1,127	14%	14%	1.01	
2032		860,184	1,011,508	118%	1,128	656,955	934,598	142%	1,096	15%	14%	1.02	
2033		833,832	1,137,548	136%	1,101	632,903	1,045,193	165%	1,063	16%	15%	1.03	
2034		805,485	1,288,268	160%	1,073	607,500	1,175,939	194%	1,030	17%	16%	1.04	
2035		777,433	1,474,106	190%	1,044	582,296	1,335,090	229%	996	18%	17%	1.05	
2036		751,645	1,706,516	227%	1,014	558,552	1,532,925	274%	961	19%	18%	1.06	
2037		725,640	2,001,133	276%	983	534,605	1,780,823	333%	925	21%	19%	1.08	
2038		699,461	2,366,797	338%	951	510,528	2,086,762	409%	888	22%	20%	1.09	
2039		672,876	2,802,055	416%	919	486,200	2,447,088	503%	850	24%	22%	1.11	
2040		645,693	3,301,278	511%	885	461,534	2,853,552	618%	810	26%	23%	1.13	
2041		617,872	3,846,346	623%	850	436,558	3,289,177	753%	770	29%	25%	1.15	
2042		589,390	4,428,177	751%	813	411,323	3,742,843	910%	729	31%	27%	1.17	
2043		560,246	5,048,210	901%	776	385,905	4,211,311	1,091%	687	34%	28%	1.19	
2044		530,471	5,707,166	1,076%	737	360,403	4,695,024	1,303%	644	37%	30%	1.21	
2045		500,129	6,415,782	1,283%	697	334,941	5,199,229	1,552%	601	40%	32%	1.23	
2046		469,318	7,160,639	1,526%	656	309,656	5,717,064	1,846%	557	43%	35%	1.25	
2047		438,165	7,943,959	1,813%	614	284,700	6,244,317	2,193%	514	47%	37%	1.28	
2048		406,815	8,744,340	2,149%	572	260,225	6,766,101	2,600%	472	50%	39%	1.30	
2049		375,422	9,522,334	2,536%	529	236,382	7,255,616	3,069%	430	54%	41%	1.32	
2050		344,140	10,252,762	2,979%	486	213,312	7,691,846	3,606%	389	58%	43%	1.34	
2051	313,134	10,872,140	3,472%	443	191,136	8,038,591	4,206%	349	62%	45%	1.37		
2052	282,586	11,332,208	4,010%	400	169,963	8,263,752	4,862%	311	66%	48%	1.39		
2053	252,709	11,615,219	4,596%	358	149,885	8,357,283	5,576%	275	70%	49%	1.41		
2054-2058	856,859	53,874,268	6,287%	1,215	491,805	37,498,913	7,625%	901	85%	57%	1.49		
2059-2063	348,324	31,123,406	8,935%	489	188,205	20,351,769	10,814%	338	92%	60%	1.52		
2064-2068	96,973	10,639,654	10,972%	132	46,619	6,032,113	12,939%	78	94%	61%	1.54		
2069-2073	17,218	2,338,993	13,585%	22	6,519	940,549	14,427%	9	94%	61%	1.54		

History	3%	3%	0.84
Future	184%	141%	1.30
Lifetime	94%	61%	1.54

**Exhibit II**  
**Highmark BCBS, MedAmerica, and MedAmerica's Other Affinity Partners**  
**Actual-to-Expected Experience by Calendar Year**  
**Combined Nationwide Experience with Requested Cumulative 56% Increase**  
**Individual Simplicity Policy Forms**  
**Issue Ages 40 - 44**

	Calendar Year	Actual or Projected Experience using Current Assumptions				Expected Experience using Pricing Assumptions				Cumulative Loss Ratios with Interest		
		A	B	C = B / A	D	E	F	G = F / E	H	I	J	K = I / J
		Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Actual (Column C) with 5.25% Interest	Expected (Column G) with Average 6.42% Interest	Actual-to-Expected Ratio
Historical Experience	2004	78,314	0	0%	198	80,880	658	1%	198	0%	1%	0.00
	2005	651,178	0	0%	608	655,867	5,613	1%	604	0%	1%	0.00
	2006	1,172,139	0	0%	1,291	1,164,784	12,962	1%	1,278	0%	1%	0.00
	2007	1,847,040	0	0%	1,763	1,803,038	24,337	1%	1,732	0%	1%	0.00
	2008	2,142,890	0	0%	1,804	2,078,646	36,951	2%	1,789	0%	1%	0.00
	2009	2,095,558	0	0%	1,731	2,040,723	52,524	3%	1,744	0%	2%	0.00
	2010	2,049,980	106,593	5%	1,658	2,008,374	71,627	4%	1,705	1%	2%	0.48
	2011	2,008,480	0	0%	1,614	1,978,706	94,357	5%	1,679	1%	2%	0.34
	2012	2,012,408	0	0%	1,600	1,980,429	118,434	6%	1,674	1%	3%	0.25
	2013	2,057,273	405,246	20%	1,581	2,019,084	142,564	7%	1,677	3%	3%	0.84
Projected Future Experience (60 Years)	2014	2,178,803	158,410	7%	1,549	1,968,035	166,141	8%	1,641	3%	4%	0.86
	2015	2,042,320	178,696	9%	1,501	1,699,685	187,668	11%	1,607	4%	4%	0.87
	2016	2,174,710	197,617	9%	1,465	1,521,357	209,428	14%	1,575	4%	5%	0.86
	2017	1,956,015	220,504	11%	1,444	1,317,986	231,141	18%	1,544	4%	5%	0.86
	2018	1,729,880	245,561	14%	1,423	1,170,791	253,628	22%	1,513	5%	6%	0.86
	2019	1,694,498	272,981	16%	1,403	1,137,359	278,002	24%	1,483	5%	6%	0.86
	2020	1,654,758	298,688	18%	1,384	1,104,325	301,280	27%	1,453	6%	7%	0.87
	2021	1,625,719	327,815	20%	1,364	1,078,092	327,614	30%	1,423	6%	7%	0.87
	2022	1,576,319	358,442	23%	1,343	1,039,243	355,362	34%	1,394	7%	8%	0.87
	2023	1,510,640	392,129	26%	1,323	990,542	386,931	39%	1,364	7%	8%	0.88
	2024	1,484,363	432,481	29%	1,301	967,220	424,571	44%	1,335	8%	9%	0.88
	2025	1,457,083	477,903	33%	1,280	943,818	466,576	49%	1,306	8%	10%	0.88
	2026	1,412,990	527,895	37%	1,258	911,712	512,981	56%	1,277	9%	10%	0.89
	2027	1,364,338	583,213	43%	1,235	877,002	564,097	64%	1,248	10%	11%	0.89
	2028	1,289,386	644,028	50%	1,211	827,998	620,239	75%	1,219	10%	11%	0.90
	2029	1,205,896	712,851	59%	1,187	771,329	683,411	89%	1,189	11%	12%	0.91
	2030	1,146,686	792,497	69%	1,162	727,420	755,521	104%	1,158	12%	13%	0.91
	2031	1,087,118	883,778	81%	1,136	686,616	838,362	122%	1,127	13%	14%	0.92
	2032	1,044,448	990,775	95%	1,110	656,955	934,598	142%	1,096	13%	14%	0.93
	2033	1,012,225	1,114,316	110%	1,083	632,903	1,045,193	165%	1,063	14%	15%	0.94
	2034	977,868	1,262,042	129%	1,055	607,500	1,175,939	194%	1,030	15%	16%	0.95
	2035	943,897	1,444,222	153%	1,027	582,296	1,335,090	229%	996	16%	17%	0.95
	2036	912,672	1,672,081	183%	997	558,552	1,532,925	274%	961	17%	18%	0.97
	2037	881,173	1,960,966	223%	967	534,605	1,780,823	333%	925	19%	19%	0.98
	2038	849,447	2,319,556	273%	936	510,528	2,086,762	409%	888	20%	20%	0.99
	2039	817,222	2,746,537	336%	904	486,200	2,447,088	503%	850	22%	22%	1.00
	2040	784,276	3,236,335	413%	871	461,534	2,853,552	618%	810	24%	23%	1.02
	2041	750,561	3,771,139	502%	836	436,558	3,289,177	753%	770	26%	25%	1.04
	2042	716,048	4,341,996	606%	801	411,323	3,742,843	910%	729	28%	27%	1.05
	2043	680,736	4,950,426	727%	764	385,905	4,211,311	1,091%	687	31%	28%	1.07
	2044	644,663	5,597,163	868%	725	360,403	4,695,024	1,303%	644	33%	30%	1.09
	2045	607,906	6,292,695	1,035%	686	334,941	5,199,229	1,552%	601	36%	32%	1.11
	2046	570,582	7,023,934	1,231%	646	309,656	5,717,064	1,846%	557	39%	35%	1.13
	2047	532,842	7,792,972	1,463%	605	284,700	6,244,317	2,193%	514	42%	37%	1.15
	2048	494,862	8,578,969	1,734%	563	260,225	6,766,101	2,600%	472	45%	39%	1.17
	2049	456,825	9,343,343	2,045%	521	236,382	7,255,616	3,069%	430	49%	41%	1.19
2050	418,919	10,061,100	2,402%	478	213,312	7,691,846	3,606%	389	52%	43%	1.21	
2051	381,342	10,669,721	2,798%	436	191,136	8,038,591	4,206%	349	56%	45%	1.23	
2052	344,313	11,121,848	3,230%	394	169,963	8,263,752	4,862%	311	59%	48%	1.25	
2053	308,091	11,400,351	3,700%	353	149,885	8,357,283	5,576%	275	63%	49%	1.27	
2054-2058	1,047,053	52,877,450	5,050%	1,196	491,805	37,498,913	7,625%	901	77%	57%	1.34	
2059-2063	428,634	30,527,261	7,122%	481	188,205	20,351,769	10,814%	338	83%	60%	1.37	
2064-2068	120,886	10,419,824	8,620%	130	46,619	6,032,113	12,939%	78	84%	61%	1.38	
2069-2073	21,942	2,285,723	10,417%	22	6,519	940,549	14,427%	9	85%	61%	1.39	

History	3%	3%	0.84
Future	153%	141%	1.09
Lifetime	85%	61%	1.39

**Exhibit II**  
**Highmark BCBS, MedAmerica, and MedAmerica's Other Affinity Partners**  
**Actual-to-Expected Experience by Calendar Year**  
**Combined Nationwide Experience with Prior Approved Increases**  
**Individual Simplicity Policy Forms**  
**Issue Ages 45 - 49**

	Calendar Year	Actual or Projected Experience using Current Assumptions				Expected Experience using Pricing Assumptions				Cumulative Loss Ratios with Interest			
		A	B	C = B / A	D	E	F	G = F / E	H	I	J	K = I / J	
		Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Actual (Column C) with 5.25% Interest	Expected (Column G) with Average 6.4% Interest	Actual-to-Expected Ratio	
Historical Experience	2004	171,972	0	0%	346	169,246	1,505	1%	343	0%	1%	0.00	
	2005	1,025,575	0	0%	952	1,016,040	10,387	1%	948	0%	1%	0.00	
	2006	2,067,769	0	0%	2,019	2,034,600	25,338	1%	1,981	0%	1%	0.00	
	2007	3,343,128	89,030	3%	2,701	3,260,766	49,029	2%	2,651	1%	1%	0.98	
	2008	3,806,167	96,701	3%	2,782	3,687,762	75,021	2%	2,733	2%	2%	1.11	
	2009	3,739,894	34,098	1%	2,669	3,645,235	107,183	3%	2,651	2%	2%	0.81	
	2010	3,647,769	110,282	3%	2,595	3,590,257	146,366	4%	2,593	2%	2%	0.79	
	2011	3,585,162	430,761	12%	2,529	3,545,508	192,946	5%	2,554	3%	3%	1.21	
	2012	3,571,031	588,271	16%	2,520	3,531,787	241,234	7%	2,556	5%	3%	1.52	
	2013	3,688,211	100,674	3%	2,520	3,626,906	288,584	8%	2,579	5%	4%	1.26	
	Projected Future Experience (60 Years)	2014	3,865,484	327,161	8%	2,467	3,531,299	335,693	10%	2,518	5%	4%	1.20
		2015	3,803,282	375,277	10%	2,410	3,264,020	383,787	12%	2,462	5%	5%	1.15
		2016	3,497,954	429,039	12%	2,370	2,936,733	435,336	15%	2,408	6%	5%	1.12
2017		3,018,082	489,838	16%	2,333	2,546,146	490,078	19%	2,357	6%	6%	1.09	
2018		2,772,845	558,460	20%	2,297	2,324,024	550,075	24%	2,306	7%	7%	1.08	
2019		2,702,768	634,920	23%	2,262	2,244,034	615,737	27%	2,256	8%	7%	1.07	
2020		2,626,066	707,329	27%	2,226	2,167,707	678,595	31%	2,207	8%	8%	1.06	
2021		2,548,104	780,225	31%	2,188	2,092,445	741,940	35%	2,157	9%	9%	1.06	
2022		2,437,965	851,456	35%	2,150	1,989,549	804,189	40%	2,107	10%	9%	1.06	
2023		2,282,750	927,930	41%	2,110	1,835,302	871,757	47%	2,057	10%	10%	1.06	
2024		2,161,047	1,018,908	47%	2,068	1,728,529	951,612	55%	2,005	11%	11%	1.06	
2025		2,052,234	1,123,091	55%	2,025	1,633,085	1,043,147	64%	1,953	12%	11%	1.06	
2026		1,964,837	1,246,040	63%	1,980	1,554,725	1,151,307	74%	1,900	13%	12%	1.07	
2027		1,888,286	1,390,541	74%	1,933	1,486,691	1,278,143	86%	1,846	14%	13%	1.07	
2028		1,822,935	1,560,930	86%	1,886	1,427,403	1,426,504	100%	1,791	15%	14%	1.07	
2029		1,768,645	1,768,473	100%	1,837	1,375,428	1,605,230	117%	1,734	16%	15%	1.08	
2030		1,712,531	2,024,220	118%	1,787	1,321,730	1,823,331	138%	1,676	17%	16%	1.09	
2031		1,654,458	2,346,495	142%	1,735	1,266,403	2,096,148	166%	1,616	18%	17%	1.10	
2032		1,597,051	2,752,508	172%	1,682	1,211,885	2,437,298	201%	1,554	20%	18%	1.10	
2033		1,539,751	3,255,205	211%	1,628	1,157,587	2,856,105	247%	1,491	21%	19%	1.12	
2034		1,481,470	3,853,369	260%	1,571	1,102,642	3,349,818	304%	1,426	23%	20%	1.13	
2035		1,421,881	4,535,889	319%	1,513	1,046,913	3,906,815	373%	1,359	25%	22%	1.14	
2036		1,360,890	5,280,720	388%	1,452	990,467	4,501,991	455%	1,291	27%	24%	1.16	
2037		1,298,440	6,079,732	468%	1,390	933,419	5,124,202	549%	1,221	30%	25%	1.17	
2038		1,234,527	6,927,853	561%	1,325	875,943	5,766,374	658%	1,150	33%	27%	1.19	
2039		1,169,214	7,835,258	670%	1,258	818,266	6,434,370	786%	1,078	35%	29%	1.21	
2040		1,102,643	8,801,974	798%	1,190	760,665	7,127,830	937%	1,005	38%	31%	1.22	
2041		1,035,034	9,823,014	949%	1,119	703,452	7,841,512	1,115%	932	42%	34%	1.24	
2042		966,670	10,890,911	1,127%	1,047	646,964	8,566,032	1,324%	859	45%	36%	1.26	
2043		897,868	11,977,449	1,334%	975	591,543	9,277,511	1,568%	788	49%	38%	1.28	
2044		828,952	13,044,344	1,574%	901	537,525	9,952,647	1,852%	717	52%	40%	1.30	
2045		760,250	14,029,149	1,845%	828	485,217	10,551,257	2,175%	649	56%	43%	1.32	
2046		692,117	14,870,454	2,149%	754	434,897	11,024,535	2,535%	582	60%	45%	1.34	
2047		624,955	15,511,604	2,482%	681	386,808	11,341,035	2,932%	518	64%	47%	1.36	
2048		559,246	15,901,046	2,843%	610	341,167	11,476,516	3,364%	457	68%	49%	1.38	
2049		495,539	15,982,748	3,225%	540	298,173	11,398,070	3,823%	400	71%	51%	1.39	
2050	434,428	15,725,872	3,620%	473	258,002	11,091,553	4,299%	346	74%	53%	1.41		
2051	376,507	15,127,782	4,018%	409	220,804	10,554,900	4,780%	296	77%	54%	1.42		
2052	322,332	14,198,955	4,405%	350	186,697	9,800,400	5,249%	250	80%	56%	1.44		
2053	272,381	12,991,395	4,770%	295	155,769	8,869,334	5,694%	208	83%	57%	1.45		
2054-2058	778,923	43,436,150	5,576%	835	427,689	28,506,184	6,665%	563	89%	60%	1.48		
2059-2063	219,634	15,109,106	6,879%	229	105,374	8,602,833	8,164%	132	91%	61%	1.49		
2064-2068	39,504	3,350,581	8,482%	40	14,470	1,361,994	9,412%	16	92%	61%	1.49		
2069-2073	3,693	367,602	9,955%	3	1,133	117,220	10,348%	1	92%	61%	1.49		

History
Future
Lifetime

5%	4%	1.26
175%	138%	1.27
92%	61%	1.49

**Exhibit II**  
**Highmark BCBS, MedAmerica, and MedAmerica's Other Affinity Partners**  
**Actual-to-Expected Experience by Calendar Year**  
**Combined Nationwide Experience with Requested Cumulative 50% Increase**  
**Individual Simplicity Policy Forms**  
**Issue Ages 45 - 49**

	Calendar Year	Actual or Projected Experience using Current Assumptions				Expected Experience using Pricing Assumptions				Cumulative Loss Ratios with Interest			
		A	B	C = B / A	D	E	F	G = F / E	H	I	J	K = I / J	
		Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Actual (Column C) with 5.25% Interest	Expected (Column G) with Average 6.4% Interest	Actual-to-Expected Ratio	
Historical Experience	2004	171,972	0	0%	346	169,246	1,505	1%	343	0%	1%	0.00	
	2005	1,025,575	0	0%	952	1,016,040	10,387	1%	948	0%	1%	0.00	
	2006	2,067,769	0	0%	2,019	2,034,600	25,338	1%	1,981	0%	1%	0.00	
	2007	3,343,128	89,030	3%	2,701	3,260,766	49,029	2%	2,651	1%	1%	0.98	
	2008	3,806,167	96,701	3%	2,782	3,687,762	75,021	2%	2,733	2%	2%	1.11	
	2009	3,739,894	34,098	1%	2,669	3,645,235	107,183	3%	2,651	2%	2%	0.81	
	2010	3,647,769	110,282	3%	2,595	3,590,257	146,366	4%	2,593	2%	2%	0.79	
	2011	3,585,162	430,761	12%	2,529	3,545,508	192,946	5%	2,554	3%	3%	1.21	
	2012	3,571,031	588,271	16%	2,520	3,531,787	241,234	7%	2,556	5%	3%	1.52	
	2013	3,688,211	100,674	3%	2,520	3,626,906	288,584	8%	2,579	5%	4%	1.26	
	Projected Future Experience (60 Years)	2014	3,865,484	327,161	8%	2,467	3,531,299	335,693	10%	2,518	5%	4%	1.20
		2015	3,889,389	374,113	10%	2,388	3,264,020	383,787	12%	2,462	5%	5%	1.15
		2016	4,114,470	420,266	10%	2,326	2,936,733	435,336	15%	2,408	6%	5%	1.10
2017		3,657,467	478,533	13%	2,290	2,546,146	490,078	19%	2,357	6%	6%	1.06	
2018		3,358,183	545,590	16%	2,255	2,324,024	550,075	24%	2,306	7%	7%	1.04	
2019		3,272,853	620,316	19%	2,220	2,244,034	615,737	27%	2,256	7%	7%	1.02	
2020		3,175,440	691,090	22%	2,185	2,167,707	678,595	31%	2,207	8%	8%	1.01	
2021		3,079,051	762,320	25%	2,149	2,092,445	741,940	35%	2,157	8%	9%	1.00	
2022		2,940,367	831,895	28%	2,111	1,989,549	804,189	40%	2,107	9%	9%	0.99	
2023		2,736,762	906,618	33%	2,072	1,835,302	871,757	47%	2,057	10%	10%	0.99	
2024		2,593,914	995,527	38%	2,031	1,728,529	951,612	55%	2,005	10%	11%	0.98	
2025		2,465,390	1,097,333	45%	1,988	1,633,085	1,043,147	64%	1,953	11%	11%	0.98	
2026		2,358,137	1,217,515	52%	1,944	1,554,725	1,151,307	74%	1,900	12%	12%	0.98	
2027		2,267,004	1,358,791	60%	1,899	1,486,691	1,278,143	86%	1,846	13%	13%	0.99	
2028		2,189,255	1,525,413	70%	1,852	1,427,403	1,426,504	100%	1,791	14%	14%	0.99	
2029		2,124,163	1,728,337	81%	1,805	1,375,428	1,605,230	117%	1,734	15%	15%	0.99	
2030		2,056,379	1,978,382	96%	1,755	1,321,730	1,823,331	138%	1,676	16%	16%	1.00	
2031		1,985,961	2,293,522	115%	1,705	1,266,403	2,096,148	166%	1,616	17%	17%	1.00	
2032		1,917,016	2,690,605	140%	1,653	1,211,885	2,437,298	201%	1,554	18%	18%	1.01	
2033		1,848,395	3,182,364	172%	1,599	1,157,587	2,856,105	247%	1,491	19%	19%	1.02	
2034		1,778,587	3,767,669	212%	1,544	1,102,642	3,349,818	304%	1,426	21%	20%	1.03	
2035		1,707,215	4,435,725	260%	1,487	1,046,913	3,906,815	373%	1,359	23%	22%	1.04	
2036		1,634,170	5,164,973	316%	1,427	990,467	4,501,991	455%	1,291	25%	24%	1.05	
2037		1,559,384	5,947,274	381%	1,366	933,419	5,124,202	549%	1,221	27%	25%	1.06	
2038		1,482,849	6,777,639	457%	1,302	875,943	5,766,374	658%	1,150	30%	27%	1.08	
2039		1,404,643	7,666,076	546%	1,237	818,266	6,434,370	786%	1,078	32%	29%	1.09	
2040		1,324,931	8,612,683	650%	1,169	760,665	7,127,830	937%	1,005	35%	31%	1.11	
2041		1,243,973	9,612,778	773%	1,100	703,452	7,841,512	1,115%	932	38%	34%	1.12	
2042		1,162,106	10,658,939	917%	1,030	646,964	8,566,032	1,324%	859	41%	36%	1.14	
2043		1,079,702	11,723,615	1,086%	958	591,543	9,277,511	1,568%	788	44%	38%	1.16	
2044		997,147	12,769,336	1,281%	886	537,525	9,952,647	1,852%	717	47%	40%	1.18	
2045		914,834	13,735,131	1,501%	814	485,217	10,551,257	2,175%	649	51%	43%	1.19	
2046		833,184	14,560,732	1,748%	742	434,897	11,024,535	2,535%	582	54%	45%	1.21	
2047		752,683	15,190,063	2,018%	670	386,808	11,341,035	2,932%	518	58%	47%	1.23	
2048		673,906	15,572,622	2,311%	600	341,167	11,476,516	3,364%	457	61%	49%	1.24	
2049		597,510	15,653,967	2,620%	531	298,173	11,398,070	3,823%	400	64%	51%	1.26	
2050		524,205	15,403,523	2,938%	465	258,002	11,091,553	4,299%	346	67%	53%	1.27	
2051	454,698	14,818,333	3,259%	403	220,804	10,554,900	4,780%	296	70%	54%	1.29		
2052	389,652	13,908,480	3,569%	344	186,697	9,800,400	5,249%	250	72%	56%	1.30		
2053	329,639	12,724,969	3,860%	290	155,769	8,869,334	5,694%	208	75%	57%	1.31		
2054-2058	946,275	42,529,801	4,494%	821	427,689	28,506,184	6,665%	563	81%	60%	1.34		
2059-2063	269,668	14,775,519	5,479%	225	105,374	8,602,833	8,164%	132	82%	61%	1.35		
2064-2068	49,339	3,271,467	6,631%	39	14,470	1,361,994	9,412%	16	83%	61%	1.35		
2069-2073	4,781	357,181	7,471%	3	1,133	117,220	10,348%	1	83%	61%	1.35		

History	5%	4%	1.26
Future	147%	138%	1.07
Lifetime	83%	61%	1.35

**Exhibit II**  
**Highmark BCBS, MedAmerica, and MedAmerica's Other Affinity Partners**  
**Actual-to-Expected Experience by Calendar Year**  
**Combined Nationwide Experience with Prior Approved Increases**  
**Individual Simplicity Policy Forms**  
**Issue Ages 50 - 54**

	Calendar Year	Actual or Projected Experience using Current Assumptions				Expected Experience using Pricing Assumptions				Cumulative Loss Ratios with Interest			
		A	B	C = B / A	D	E	F	G = F / E	H	I	J	K = I / J	
		Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Actual (Column C) with 5.25% Interest	Expected (Column G) with Average 6.42% Interest	Actual-to-Expected Ratio	
Historical Experience	2004	337,478	0	0%	556	330,128	3,626	1%	547	0%	1%	0.00	
	2005	1,871,068	612,967	33%	1,576	1,831,832	21,089	1%	1,539	28%	1%	24.09	
	2006	3,883,998	0	0%	3,133	3,751,042	53,966	1%	3,010	10%	1%	7.82	
	2007	6,267,890	28,807	0%	4,197	6,002,863	104,475	2%	3,988	6%	2%	3.62	
	2008	7,275,973	150,053	2%	4,359	6,831,081	160,506	2%	4,050	4%	2%	2.39	
	2009	7,237,487	31,487	0%	4,205	6,697,229	227,558	3%	3,942	3%	2%	1.53	
	2010	7,099,768	113,219	2%	4,151	6,569,893	313,475	5%	3,857	3%	3%	1.14	
	2011	7,035,035	632,912	9%	4,097	6,446,509	419,939	7%	3,778	4%	3%	1.22	
	2012	6,992,311	181,706	3%	4,059	6,356,917	536,940	8%	3,741	4%	4%	0.98	
	2013	7,139,019	672,549	9%	4,066	6,480,923	657,217	10%	3,795	4%	4%	0.98	
	Projected Future Experience (60 Years)	2014	7,524,858	817,370	11%	3,980	6,356,139	777,183	12%	3,696	5%	5%	0.98
		2015	7,365,063	947,402	13%	3,886	5,865,259	897,387	15%	3,604	6%	6%	0.97
		2016	6,808,280	1,087,616	16%	3,817	5,309,842	1,020,591	19%	3,516	6%	7%	0.97
2017		5,984,833	1,239,290	21%	3,748	4,628,331	1,145,516	25%	3,430	7%	7%	0.97	
2018		5,487,550	1,406,252	26%	3,679	4,199,378	1,279,165	30%	3,344	8%	8%	0.98	
2019		5,193,003	1,586,649	31%	3,608	3,946,842	1,421,240	36%	3,257	9%	9%	0.98	
2020		4,938,409	1,766,119	36%	3,535	3,736,176	1,561,665	42%	3,170	10%	10%	0.99	
2021		4,749,422	1,945,888	41%	3,459	3,569,313	1,701,735	48%	3,080	11%	11%	1.00	
2022		4,553,490	2,134,089	47%	3,380	3,393,817	1,851,421	55%	2,989	12%	12%	1.00	
2023		4,350,853	2,360,669	54%	3,297	3,207,679	2,033,882	63%	2,896	13%	12%	1.01	
2024		4,205,662	2,644,564	63%	3,212	3,072,755	2,261,004	74%	2,801	14%	13%	1.02	
2025		4,075,089	2,993,385	73%	3,123	2,952,409	2,539,403	86%	2,704	15%	14%	1.03	
2026		3,944,272	3,432,731	87%	3,031	2,833,139	2,887,588	102%	2,605	16%	16%	1.04	
2027		3,812,570	3,991,499	105%	2,936	2,714,046	3,326,786	123%	2,503	17%	17%	1.05	
2028		3,677,941	4,693,972	128%	2,838	2,593,142	3,872,702	149%	2,398	19%	18%	1.06	
2029		3,540,299	5,539,810	156%	2,738	2,470,407	4,520,705	183%	2,291	21%	19%	1.07	
2030		3,399,421	6,514,943	192%	2,634	2,345,894	5,254,252	224%	2,181	23%	21%	1.09	
2031		3,255,100	7,588,670	233%	2,526	2,219,745	6,044,802	272%	2,069	25%	23%	1.10	
2032		3,107,202	8,738,673	281%	2,415	2,092,222	6,870,761	328%	1,955	27%	24%	1.12	
2033		2,955,736	9,958,388	337%	2,301	1,963,708	7,722,739	393%	1,838	30%	26%	1.13	
2034		2,800,867	11,252,750	402%	2,183	1,834,711	8,598,790	469%	1,721	33%	28%	1.15	
2035		2,642,914	12,627,297	478%	2,062	1,705,849	9,499,506	557%	1,603	36%	30%	1.17	
2036		2,482,383	14,079,482	567%	1,938	1,577,821	10,421,265	660%	1,484	39%	33%	1.19	
2037		2,319,933	15,591,192	672%	1,813	1,451,383	11,349,274	782%	1,367	42%	35%	1.21	
2038		2,156,311	17,139,881	795%	1,685	1,327,311	12,264,514	924%	1,251	45%	37%	1.23	
2039		1,992,292	18,658,971	937%	1,557	1,206,358	13,120,438	1,088%	1,138	49%	39%	1.25	
2040		1,828,663	20,067,154	1,097%	1,429	1,089,224	13,868,720	1,273%	1,028	53%	42%	1.27	
2041		1,666,254	21,270,587	1,277%	1,302	976,533	14,455,106	1,480%	922	56%	44%	1.29	
2042		1,506,002	22,181,664	1,473%	1,175	868,833	14,831,067	1,707%	820	60%	46%	1.30	
2043		1,349,015	22,743,113	1,686%	1,051	766,612	14,972,930	1,953%	723	63%	48%	1.32	
2044		1,196,581	22,869,372	1,911%	931	670,309	14,835,179	2,213%	631	67%	50%	1.34	
2045		1,050,119	22,497,982	2,142%	815	580,315	14,392,734	2,480%	545	70%	52%	1.36	
2046		911,078	21,631,416	2,374%	705	496,964	13,659,447	2,749%	466	73%	53%	1.37	
2047		780,829	20,297,550	2,599%	602	420,522	12,656,221	3,010%	393	75%	54%	1.39	
2048		660,559	18,558,309	2,809%	507	351,194	11,427,498	3,254%	327	78%	56%	1.40	
2049		551,200	16,549,334	3,002%	422	289,102	10,056,536	3,479%	268	80%	57%	1.41	
2050		453,365	14,395,514	3,175%	345	234,277	8,621,252	3,680%	216	81%	57%	1.42	
2051	367,321	12,242,670	3,333%	278	186,638	7,211,428	3,864%	171	82%	58%	1.42		
2052	292,980	10,186,783	3,477%	221	145,971	5,884,847	4,032%	133	83%	58%	1.43		
2053	229,919	8,295,114	3,608%	172	111,926	4,680,797	4,182%	101	84%	59%	1.43		
2054-2058	538,105	21,097,655	3,921%	395	241,758	10,862,533	4,493%	211	86%	60%	1.44		
2059-2063	98,161	4,619,326	4,706%	69	34,370	1,715,074	4,990%	27	86%	60%	1.45		
2064-2068	9,527	499,477	5,243%	6	2,943	147,132	4,999%	2	86%	60%	1.45		
2069-2073	443	23,177	5,236%	0	145	8,756	6,041%	0	86%	60%	1.45		

History
Future
Lifetime

4%	4%	0.98
166%	136%	1.22
86%	60%	1.45

**Exhibit II**  
**Highmark BCBS, MedAmerica, and MedAmerica's Other Affinity Partners**  
**Actual-to-Expected Experience by Calendar Year**  
**Combined Nationwide Experience with Requested Cumulative 46% Increase**  
**Individual Simplicity Policy Forms**  
**Issue Ages 50 - 54**

	Calendar Year	Actual or Projected Experience using Current Assumptions				Expected Experience using Pricing Assumptions				Cumulative Loss Ratios with Interest			
		A	B	C = B / A	D	E	F	G = F / E	H	I	J	K = I / J	
		Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Actual (Column C) with 5.25% Interest	Expected (Column G) with Average 6.42% Interest	Actual-to-Expected Ratio	
Historical Experience	2004	337,478	0	0%	556	330,128	3,626	1%	547	0%	1%	0.00	
	2005	1,871,068	612,967	33%	1,576	1,831,832	21,089	1%	1,539	28%	1%	24.09	
	2006	3,883,998	0	0%	3,133	3,751,042	53,966	1%	3,010	10%	1%	7.82	
	2007	6,267,890	28,807	0%	4,197	6,002,863	104,475	2%	3,988	6%	2%	3.62	
	2008	7,275,973	150,053	2%	4,359	6,831,081	160,506	2%	4,050	4%	2%	2.39	
	2009	7,237,487	31,487	0%	4,205	6,697,229	227,558	3%	3,942	3%	2%	1.53	
	2010	7,099,768	113,219	2%	4,151	6,569,893	313,475	5%	3,857	3%	3%	1.14	
	2011	7,035,035	632,912	9%	4,097	6,446,509	419,939	7%	3,778	4%	3%	1.22	
	2012	6,992,311	181,706	3%	4,059	6,356,917	536,940	8%	3,741	4%	4%	0.98	
	2013	7,139,019	672,549	9%	4,066	6,480,923	657,217	10%	3,795	4%	4%	0.98	
	Projected Future Experience (60 Years)	2014	7,524,858	817,370	11%	3,980	6,356,139	777,183	12%	3,696	5%	5%	0.98
		2015	7,525,216	943,848	13%	3,847	5,865,259	897,387	15%	3,604	6%	6%	0.97
		2016	7,854,724	1,064,629	14%	3,739	5,309,842	1,020,591	19%	3,516	6%	7%	0.96
2017		7,102,950	1,209,818	17%	3,672	4,628,331	1,145,516	25%	3,430	7%	7%	0.95	
2018		6,492,890	1,372,809	21%	3,604	4,199,378	1,279,165	30%	3,344	8%	8%	0.94	
2019		6,146,452	1,548,923	25%	3,535	3,946,842	1,421,240	36%	3,257	8%	9%	0.94	
2020		5,849,083	1,724,186	29%	3,463	3,736,176	1,561,665	42%	3,170	9%	10%	0.94	
2021		5,624,463	1,899,660	34%	3,389	3,569,313	1,701,735	48%	3,080	10%	11%	0.94	
2022		5,389,949	2,083,267	39%	3,312	3,393,817	1,851,421	55%	2,989	11%	12%	0.94	
2023		5,134,453	2,304,555	45%	3,231	3,207,679	2,033,882	63%	2,896	12%	13%	0.95	
2024		4,958,892	2,581,760	52%	3,148	3,072,755	2,261,004	74%	2,801	13%	13%	0.95	
2025		4,803,926	2,922,374	61%	3,061	2,952,409	2,539,403	86%	2,704	14%	14%	0.96	
2026		4,649,496	3,351,410	72%	2,971	2,833,139	2,887,588	102%	2,605	15%	16%	0.96	
2027		4,494,612	3,897,132	87%	2,878	2,714,046	3,326,786	123%	2,503	16%	17%	0.97	
2028		4,336,271	4,583,378	106%	2,782	2,593,142	3,872,702	149%	2,398	18%	18%	0.98	
2029		4,174,373	5,409,863	130%	2,684	2,470,407	4,520,705	183%	2,291	19%	19%	0.99	
2030		4,008,656	6,362,837	159%	2,582	2,345,894	5,254,252	224%	2,181	21%	21%	1.00	
2031		3,838,879	7,412,440	193%	2,477	2,219,745	6,044,802	272%	2,069	23%	23%	1.01	
2032		3,664,885	8,536,689	233%	2,368	2,092,222	6,870,761	328%	1,955	25%	24%	1.02	
2033		3,486,691	9,729,236	279%	2,256	1,963,708	7,722,739	393%	1,838	27%	26%	1.04	
2034		3,304,497	10,994,734	333%	2,141	1,834,711	8,598,790	469%	1,721	30%	28%	1.05	
2035		3,118,677	12,338,661	396%	2,022	1,705,849	9,499,506	557%	1,603	33%	30%	1.07	
2036		2,929,816	13,758,707	470%	1,901	1,577,821	10,421,265	660%	1,484	35%	33%	1.09	
2037		2,738,683	15,237,148	556%	1,778	1,451,383	11,349,274	782%	1,367	38%	35%	1.10	
2038		2,546,150	16,752,120	658%	1,653	1,327,311	12,264,514	924%	1,251	41%	37%	1.12	
2039		2,353,122	18,238,541	775%	1,527	1,206,358	13,120,438	1,088%	1,138	45%	39%	1.14	
2040		2,160,519	19,616,880	908%	1,402	1,089,224	13,868,720	1,273%	1,028	48%	42%	1.16	
2041		1,969,315	20,795,485	1,056%	1,277	976,533	14,455,106	1,480%	922	51%	44%	1.17	
2042		1,780,614	21,688,171	1,218%	1,153	868,833	14,831,067	1,707%	820	55%	46%	1.19	
2043		1,595,721	22,239,093	1,394%	1,031	766,612	14,972,930	1,953%	723	58%	48%	1.21	
2044		1,416,153	22,364,306	1,579%	913	670,309	14,835,179	2,213%	631	61%	50%	1.22	
2045		1,243,577	22,002,638	1,769%	799	580,315	14,392,734	2,480%	545	64%	52%	1.24	
2046		1,079,694	21,156,539	1,959%	691	496,964	13,659,447	2,749%	466	66%	53%	1.25	
2047		926,111	19,852,595	2,144%	591	420,522	12,656,221	3,010%	393	69%	54%	1.26	
2048		784,222	18,151,589	2,315%	498	351,194	11,427,498	3,254%	327	71%	56%	1.27	
2049		655,120	16,185,942	2,471%	413	289,102	10,056,536	3,479%	268	73%	57%	1.28	
2050		539,530	14,078,182	2,609%	338	234,277	8,621,252	3,680%	216	74%	57%	1.29	
2051	437,773	11,971,410	2,735%	273	186,638	7,211,428	3,864%	171	75%	58%	1.30		
2052	349,755	9,959,510	2,848%	216	145,971	5,884,847	4,032%	133	76%	58%	1.30		
2053	274,992	8,108,436	2,949%	169	111,926	4,680,797	4,182%	101	77%	59%	1.31		
2054-2058	647,400	20,609,479	3,183%	387	241,758	10,862,533	4,493%	211	78%	60%	1.32		
2059-2063	120,122	4,506,180	3,751%	67	34,370	1,715,074	4,990%	27	79%	60%	1.32		
2064-2068	12,084	485,191	4,015%	6	2,943	147,132	4,999%	2	79%	60%	1.32		
2069-2073	587	22,287	3,795%	0	145	8,756	6,041%	0	79%	60%	1.32		

History
Future
Lifetime

4%	4%	0.98
141%	136%	1.04
79%	60%	1.32

**Exhibit II**  
**Highmark BCBS, MedAmerica, and MedAmerica's Other Affinity Partners**  
**Actual-to-Expected Experience by Calendar Year**  
**Combined Nationwide Experience with Prior Approved Increases**  
**Individual Simplicity Policy Forms**  
**Issue Ages 55 - 59**

	Calendar Year	Actual or Projected Experience using Current Assumptions				Expected Experience using Pricing Assumptions				Cumulative Loss Ratios with Interest			
		A	B	C = B / A	D	E	F	G = F / E	H	I	J	K = I / J	
		Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Actual (Column C) with 5.25% Interest	Expected (Column G) with Average 6.41% Interest	Actual-to-Expected Ratio	
Historical Experience	2004	456,565	13,634	3%	688	446,505	5,798	1%	679	3%	1%	2.30	
	2005	2,477,203	44,074	2%	1,950	2,415,919	34,016	1%	1,894	2%	1%	1.42	
	2006	5,216,239	35,662	1%	3,549	4,997,665	86,951	2%	3,371	1%	2%	0.73	
	2007	7,959,761	34,002	0%	4,644	7,487,562	163,861	2%	4,311	1%	2%	0.43	
	2008	9,143,546	525,885	6%	4,794	8,383,425	251,647	3%	4,331	3%	2%	1.11	
	2009	9,127,677	159,348	2%	4,670	8,223,541	360,209	4%	4,199	2%	3%	0.84	
	2010	9,003,733	788,832	9%	4,612	8,064,478	499,571	6%	4,104	4%	3%	1.05	
	2011	8,974,366	965,936	11%	4,578	7,914,803	667,103	8%	4,033	5%	4%	1.13	
	2012	8,965,331	373,769	4%	4,617	7,808,443	843,356	11%	4,015	5%	5%	0.94	
	2013	9,182,692	954,970	10%	4,655	7,923,655	1,016,409	13%	4,044	5%	6%	0.92	
	Projected Future Experience (60 Years)	2014	9,542,574	1,325,092	14%	4,537	7,710,327	1,186,137	15%	3,917	6%	6%	0.94
		2015	9,337,562	1,525,313	16%	4,410	7,112,123	1,357,250	19%	3,796	7%	7%	0.95
		2016	8,638,616	1,751,701	20%	4,312	6,395,625	1,539,641	24%	3,679	8%	8%	0.95
2017		7,719,029	2,014,420	26%	4,213	5,652,626	1,739,917	31%	3,563	9%	9%	0.96	
2018		7,193,778	2,322,167	32%	4,113	5,207,135	1,967,923	38%	3,446	10%	10%	0.97	
2019		6,933,910	2,679,875	39%	4,010	4,965,227	2,226,640	45%	3,327	11%	11%	0.98	
2020		6,673,733	3,064,893	46%	3,904	4,732,026	2,501,962	53%	3,207	12%	12%	0.99	
2021		6,468,433	3,498,828	54%	3,794	4,534,837	2,810,042	62%	3,083	14%	13%	1.01	
2022		6,261,745	4,008,924	64%	3,678	4,339,382	3,176,174	73%	2,958	15%	15%	1.02	
2023		6,018,071	4,655,799	77%	3,557	4,122,803	3,640,864	88%	2,829	17%	16%	1.03	
2024		5,788,218	5,447,442	94%	3,430	3,916,171	4,205,825	107%	2,699	18%	18%	1.05	
2025		5,560,787	6,346,599	114%	3,298	3,717,121	4,838,941	130%	2,565	20%	19%	1.06	
2026		5,325,013	7,331,112	138%	3,160	3,515,637	5,520,383	157%	2,429	22%	21%	1.08	
2027		5,081,883	8,393,421	165%	3,018	3,312,122	6,239,907	188%	2,291	25%	23%	1.09	
2028		4,832,323	9,526,255	197%	2,871	3,107,178	6,984,430	225%	2,151	27%	24%	1.11	
2029		4,576,936	10,735,006	235%	2,720	2,901,607	7,753,275	267%	2,011	30%	26%	1.12	
2030		4,316,353	12,019,867	278%	2,566	2,696,389	8,543,994	317%	1,870	33%	28%	1.14	
2031		4,051,500	13,374,479	330%	2,409	2,492,642	9,352,914	375%	1,729	36%	31%	1.16	
2032		3,783,563	14,774,614	390%	2,250	2,291,579	10,162,260	443%	1,590	39%	33%	1.18	
2033		3,513,922	16,191,587	461%	2,089	2,094,444	10,949,709	523%	1,454	42%	35%	1.20	
2034		3,243,987	17,585,698	542%	1,928	1,902,451	11,691,734	615%	1,320	45%	37%	1.21	
2035		2,975,096	18,860,279	634%	1,767	1,716,722	12,328,772	718%	1,191	49%	39%	1.23	
2036		2,708,626	19,920,712	735%	1,607	1,538,259	12,814,528	833%	1,067	52%	42%	1.25	
2037		2,446,120	20,712,167	847%	1,449	1,367,932	13,123,878	959%	948	55%	44%	1.27	
2038		2,189,383	21,168,749	967%	1,295	1,206,503	13,218,895	1,096%	835	59%	46%	1.29	
2039		1,940,495	21,218,900	1,093%	1,145	1,054,643	13,070,117	1,239%	728	62%	47%	1.30	
2040		1,701,732	20,814,360	1,223%	1,002	912,937	12,661,667	1,387%	629	65%	49%	1.32	
2041		1,475,405	19,943,176	1,352%	866	781,869	11,995,194	1,534%	537	67%	51%	1.33	
2042		1,263,678	18,651,026	1,476%	740	661,812	11,100,255	1,677%	453	70%	52%	1.34	
2043		1,068,420	17,002,149	1,591%	623	553,023	10,008,470	1,810%	377	72%	53%	1.35	
2044		891,080	15,110,151	1,696%	518	455,642	8,790,648	1,929%	309	73%	54%	1.36	
2045		732,601	13,109,698	1,789%	424	369,677	7,528,831	2,037%	249	75%	55%	1.37	
2046		593,360	11,118,420	1,874%	341	294,958	6,291,306	2,133%	197	76%	55%	1.38	
2047		473,165	9,227,843	1,950%	271	231,129	5,130,556	2,220%	153	77%	56%	1.38	
2048		371,290	7,496,825	2,019%	211	177,634	4,078,259	2,296%	117	78%	56%	1.38	
2049		286,541	5,969,205	2,083%	162	133,717	3,159,320	2,363%	87	78%	56%	1.39	
2050		217,370	4,664,357	2,146%	122	98,455	2,384,572	2,422%	63	79%	57%	1.39	
2051	162,000	3,583,316	2,212%	91	70,812	1,755,438	2,479%	45	79%	57%	1.39		
2052	118,546	2,711,554	2,287%	66	49,693	1,260,733	2,537%	31	79%	57%	1.39		
2053	85,133	2,018,266	2,371%	47	33,999	880,886	2,591%	21	79%	57%	1.39		
2054-2058	159,282	4,091,517	2,569%	86	56,201	1,479,174	2,632%	32	79%	57%	1.40		
2059-2063	15,574	441,214	2,833%	8	4,872	120,996	2,483%	2	80%	57%	1.40		
2064-2068	682	19,629	2,877%	0	226	6,230	2,751%	0	80%	57%	1.40		
2069-2073	0	0	0%	0	0	0	0%	0	80%	57%	1.40		

History	5%	6%	0.92
Future	152%	130%	1.17
Lifetime	80%	57%	1.40

**Exhibit II**  
**Highmark BCBS, MedAmerica, and MedAmerica's Other Affinity Partners**  
**Actual-to-Expected Experience by Calendar Year**  
**Combined Nationwide Experience with Requested Cumulative 38% Increase**  
**Individual Simplicity Policy Forms**  
**Issue Ages 55 - 59**

	Calendar Year	Actual or Projected Experience using Current Assumptions				Expected Experience using Pricing Assumptions				Cumulative Loss Ratios with Interest			
		A	B	C = B / A	D	E	F	G = F / E	H	I	J	K = I / J	
		Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Actual (Column C) with 5.25% Interest	Expected (Column G) with Average 6.41% Interest	Actual-to-Expected Ratio	
Historical Experience	2004	456,565	13,634	3%	688	446,505	5,798	1%	679	3%	1%	2.30	
	2005	2,477,203	44,074	2%	1,950	2,415,919	34,016	1%	1,894	2%	1%	1.42	
	2006	5,216,239	35,662	1%	3,549	4,997,665	86,951	2%	3,371	1%	2%	0.73	
	2007	7,959,761	34,002	0%	4,644	7,487,562	163,861	2%	4,311	1%	2%	0.43	
	2008	9,143,546	525,885	6%	4,794	8,383,425	251,647	3%	4,331	3%	2%	1.11	
	2009	9,127,677	159,348	2%	4,670	8,223,541	360,209	4%	4,199	2%	3%	0.84	
	2010	9,003,733	788,832	9%	4,612	8,064,478	499,571	6%	4,104	4%	3%	1.05	
	2011	8,974,366	965,936	11%	4,578	7,914,803	667,103	8%	4,033	5%	4%	1.13	
	2012	8,965,331	373,769	4%	4,617	7,808,443	843,356	11%	4,015	5%	5%	0.94	
	2013	9,182,692	954,970	10%	4,655	7,923,655	1,016,409	13%	4,044	5%	6%	0.92	
	Projected Future Experience (60 Years)	2014	9,542,574	1,325,092	14%	4,537	7,710,327	1,186,137	15%	3,917	6%	6%	0.94
		2015	9,494,164	1,519,884	16%	4,363	7,112,123	1,357,250	19%	3,796	7%	7%	0.94
		2016	9,666,552	1,714,756	18%	4,214	6,395,625	1,539,641	24%	3,679	8%	8%	0.94
2017		8,807,219	1,965,856	22%	4,118	5,652,626	1,739,917	31%	3,563	9%	9%	0.94	
2018		8,204,126	2,266,146	28%	4,020	5,207,135	1,967,923	38%	3,446	10%	10%	0.94	
2019		7,905,820	2,615,233	33%	3,920	4,965,227	2,226,640	45%	3,327	11%	11%	0.95	
2020		7,614,617	2,991,149	39%	3,816	4,732,026	2,501,962	53%	3,207	12%	12%	0.95	
2021		7,379,602	3,414,715	46%	3,708	4,534,837	2,810,042	62%	3,083	13%	13%	0.96	
2022		7,143,568	3,912,592	55%	3,595	4,339,382	3,176,174	73%	2,958	14%	15%	0.97	
2023		6,859,775	4,544,389	66%	3,477	4,122,803	3,640,864	88%	2,829	16%	16%	0.98	
2024		6,596,403	5,317,541	81%	3,353	3,916,171	4,205,825	107%	2,699	17%	18%	0.99	
2025		6,337,971	6,195,850	98%	3,224	3,717,121	4,838,941	130%	2,565	19%	19%	1.00	
2026		6,070,077	7,157,676	118%	3,089	3,515,637	5,520,383	157%	2,429	21%	21%	1.01	
2027		5,793,818	8,195,692	141%	2,950	3,312,122	6,239,907	188%	2,291	23%	23%	1.02	
2028		5,510,231	9,302,849	169%	2,807	3,107,178	6,984,430	225%	2,151	25%	24%	1.04	
2029		5,219,991	10,484,141	201%	2,660	2,901,607	7,753,275	267%	2,011	28%	26%	1.05	
2030		4,923,806	11,739,874	238%	2,509	2,696,389	8,543,994	317%	1,870	30%	28%	1.06	
2031		4,622,720	13,063,880	283%	2,355	2,492,642	9,352,914	375%	1,729	33%	31%	1.08	
2032		4,318,074	14,432,593	334%	2,200	2,291,579	10,162,260	443%	1,590	36%	33%	1.10	
2033		4,011,442	15,818,030	394%	2,043	2,094,444	10,949,709	523%	1,454	39%	35%	1.11	
2034		3,704,431	17,181,363	464%	1,885	1,902,451	11,691,734	615%	1,320	42%	37%	1.13	
2035		3,398,554	18,428,079	542%	1,728	1,716,722	12,328,772	718%	1,191	45%	39%	1.14	
2036		3,095,372	19,465,532	629%	1,571	1,538,259	12,814,528	833%	1,067	48%	42%	1.16	
2037		2,796,635	20,240,195	724%	1,417	1,367,932	13,123,878	959%	948	51%	44%	1.18	
2038		2,504,392	20,687,449	826%	1,266	1,206,503	13,218,895	1,096%	835	54%	46%	1.19	
2039		2,221,003	20,737,192	934%	1,120	1,054,643	13,070,117	1,239%	728	57%	47%	1.21	
2040		1,949,050	20,342,232	1,044%	980	912,937	12,661,667	1,387%	629	60%	49%	1.22	
2041		1,691,154	19,490,716	1,153%	847	781,869	11,995,194	1,534%	537	62%	51%	1.23	
2042		1,449,770	18,227,424	1,257%	723	661,812	11,100,255	1,677%	453	65%	52%	1.24	
2043		1,227,018	16,615,033	1,354%	609	553,023	10,008,470	1,810%	377	66%	53%	1.25	
2044		1,024,551	14,764,632	1,441%	506	455,642	8,790,648	1,929%	309	68%	54%	1.26	
2045		843,447	12,808,180	1,519%	414	369,677	7,528,831	2,037%	249	69%	55%	1.27	
2046		684,155	10,860,751	1,587%	334	294,958	6,291,306	2,133%	197	70%	55%	1.27	
2047		546,479	9,012,040	1,649%	265	231,129	5,130,556	2,220%	153	71%	56%	1.28	
2048		429,618	7,319,700	1,704%	206	177,634	4,078,259	2,296%	117	72%	56%	1.28	
2049		332,243	5,826,582	1,754%	158	133,717	3,159,320	2,363%	87	72%	56%	1.28	
2050		252,620	4,551,580	1,802%	119	98,455	2,384,572	2,422%	63	73%	57%	1.29	
2051	188,747	3,495,661	1,852%	88	70,812	1,755,438	2,479%	45	73%	57%	1.29		
2052	138,504	2,644,468	1,909%	64	49,693	1,260,733	2,537%	31	73%	57%	1.29		
2053	99,768	1,967,764	1,972%	46	33,999	880,886	2,591%	21	73%	57%	1.29		
2054-2058	188,221	3,986,284	2,118%	84	56,201	1,479,174	2,632%	32	74%	57%	1.29		
2059-2063	18,973	428,105	2,256%	7	4,872	120,996	2,483%	2	74%	57%	1.29		
2064-2068	863	18,869	2,187%	0	226	6,230	2,751%	0	74%	57%	1.29		
2069-2073	0	0	0%	0	0	0	0%	0	74%	57%	1.29		

History
Future
Lifetime

5%	6%	0.92
133%	130%	1.02
74%	57%	1.29

**Exhibit II**  
**Highmark BCBS, MedAmerica, and MedAmerica's Other Affinity Partners**  
**Actual-to-Expected Experience by Calendar Year**  
**Combined Nationwide Experience with Prior Approved Increases**  
**Individual Simplicity Policy Forms**  
**Issue Ages 60 - 64**

	Calendar Year	Actual or Projected Experience using Current Assumptions				Expected Experience using Pricing Assumptions				Cumulative Loss Ratios with Interest			
		A	B	C = B / A	D	E	F	G = F / E	H	I	J	K = I / J	
		Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Actual (Column C) with 5.25% Interest	Expected (Column G) with Average 6.06% Interest	Actual-to-Expected Ratio	
Historical Experience	2004	356,706	0	0%	528	348,418	5,139	1%	522	0%	1%	0.00	
	2005	2,113,187	0	0%	1,517	2,059,096	33,620	2%	1,464	0%	2%	0.00	
	2006	4,134,226	47,265	1%	2,412	3,955,423	82,589	2%	2,268	1%	2%	0.37	
	2007	6,025,627	506,782	8%	3,073	5,661,001	151,685	3%	2,837	4%	2%	1.88	
	2008	6,916,452	607,450	9%	3,169	6,351,515	229,989	4%	2,859	6%	3%	2.14	
	2009	6,861,379	543,515	8%	3,094	6,223,940	326,030	5%	2,769	6%	3%	1.92	
	2010	6,743,835	597,931	9%	3,072	6,069,607	448,057	7%	2,705	7%	4%	1.69	
	2011	6,675,862	393,355	6%	3,045	5,955,512	594,288	10%	2,658	7%	5%	1.37	
	2012	6,720,962	952,127	14%	3,087	5,919,455	751,036	13%	2,650	8%	6%	1.32	
	2013	6,986,948	1,616,792	23%	3,123	6,042,400	911,941	15%	2,660	9%	7%	1.39	
	Projected Future Experience (60 Years)	2014	7,220,090	1,217,623	17%	3,029	5,858,872	1,077,853	18%	2,552	10%	8%	1.31
		2015	7,106,046	1,437,815	20%	2,928	5,479,087	1,259,084	23%	2,449	11%	9%	1.25
		2016	6,710,099	1,707,704	25%	2,846	5,021,910	1,468,993	29%	2,349	12%	10%	1.20
2017		6,263,450	2,051,906	33%	2,764	4,615,801	1,723,678	37%	2,249	13%	11%	1.17	
2018		5,907,243	2,483,226	42%	2,679	4,282,086	2,034,052	48%	2,147	14%	13%	1.16	
2019		5,689,072	2,997,273	53%	2,590	4,062,010	2,393,895	59%	2,044	16%	14%	1.14	
2020		5,463,639	3,533,389	65%	2,498	3,838,312	2,757,306	72%	1,940	18%	16%	1.14	
2021		5,252,366	4,074,595	78%	2,400	3,629,345	3,114,106	86%	1,833	20%	17%	1.14	
2022		5,030,798	4,629,618	92%	2,298	3,417,759	3,471,919	102%	1,726	22%	19%	1.14	
2023		4,762,429	5,213,539	109%	2,190	3,172,950	3,837,956	121%	1,618	24%	21%	1.14	
2024		4,511,137	5,838,157	129%	2,077	2,952,373	4,218,459	143%	1,509	27%	23%	1.15	
2025		4,263,287	6,488,857	152%	1,959	2,744,128	4,602,556	168%	1,401	29%	25%	1.16	
2026		4,007,790	7,173,100	179%	1,839	2,537,432	4,995,256	197%	1,293	32%	27%	1.17	
2027		3,747,308	7,891,490	211%	1,716	2,333,505	5,392,518	231%	1,187	35%	29%	1.18	
2028		3,484,294	8,628,209	248%	1,592	2,133,609	5,785,366	271%	1,083	37%	32%	1.19	
2029		3,220,513	9,363,484	291%	1,468	1,938,975	6,159,808	318%	982	40%	34%	1.20	
2030		2,957,364	10,038,557	339%	1,345	1,750,748	6,481,175	370%	885	43%	36%	1.21	
2031		2,696,248	10,609,308	393%	1,222	1,569,954	6,727,532	429%	791	46%	38%	1.22	
2032		2,438,744	11,045,912	453%	1,102	1,397,486	6,881,875	492%	702	49%	40%	1.24	
2033		2,186,736	11,300,825	517%	984	1,234,108	6,924,041	561%	618	52%	42%	1.25	
2034		1,942,311	11,343,390	584%	870	1,080,477	6,843,601	633%	538	55%	44%	1.26	
2035		1,707,620	11,148,205	653%	762	937,146	6,630,344	708%	465	58%	45%	1.27	
2036		1,484,844	10,710,458	721%	659	804,562	6,288,272	782%	397	60%	47%	1.28	
2037		1,276,057	10,056,863	788%	563	683,062	5,832,801	854%	335	62%	48%	1.29	
2038		1,083,071	9,216,671	851%	475	572,875	5,282,785	922%	279	64%	49%	1.30	
2039		907,307	8,242,512	908%	395	474,104	4,670,044	985%	229	65%	50%	1.31	
2040		749,709	7,201,122	961%	324	386,721	4,029,820	1,042%	185	67%	51%	1.31	
2041		610,697	6,151,249	1,007%	262	310,541	3,395,719	1,093%	147	68%	51%	1.32	
2042		490,152	5,150,708	1,051%	209	245,203	2,799,393	1,142%	115	69%	52%	1.32	
2043		387,442	4,230,212	1,092%	163	190,155	2,257,158	1,187%	88	69%	52%	1.33	
2044		301,488	3,410,152	1,131%	126	144,670	1,779,645	1,230%	66	70%	53%	1.33	
2045		230,854	2,699,521	1,169%	96	107,859	1,370,956	1,271%	49	70%	53%	1.33	
2046		173,867	2,099,436	1,207%	71	78,722	1,030,840	1,309%	35	70%	53%	1.33	
2047		128,739	1,609,158	1,250%	52	56,199	758,550	1,350%	24	71%	53%	1.33	
2048		93,675	1,215,581	1,298%	38	39,222	546,414	1,393%	17	71%	53%	1.33	
2049		66,957	903,483	1,349%	27	26,760	384,422	1,437%	11	71%	53%	1.34	
2050	46,985	658,602	1,402%	18	17,859	263,355	1,475%	7	71%	53%	1.34		
2051	32,293	469,409	1,454%	12	11,672	175,769	1,506%	5	71%	53%	1.34		
2052	21,647	326,053	1,506%	8	7,485	114,521	1,530%	3	71%	53%	1.34		
2053	14,085	219,912	1,561%	5	4,719	73,301	1,553%	2	71%	53%	1.34		
2054-2058	20,355	340,308	1,672%	7	6,796	112,173	1,651%	2	71%	53%	1.34		
2059-2063	1,113	21,843	1,962%	0	363	7,201	1,982%	0	71%	53%	1.34		
2064-2068	0	0	0%	0	0	0	0%	0	71%	53%	1.34		
2069-2073	0	0	0%	0	0	0	0%	0	71%	53%	1.34		

History
Future
Lifetime

9%	7%	1.39
132%	119%	1.12
71%	53%	1.34

**Exhibit II**  
**Highmark BCBS, MedAmerica, and MedAmerica's Other Affinity Partners**  
**Actual-to-Expected Experience by Calendar Year**  
**Combined Nationwide Experience with Requested Cumulative 29% Increase**  
**Individual Simplicity Policy Forms**  
**Issue Ages 60 - 64**

	Calendar Year	Actual or Projected Experience using Current Assumptions				Expected Experience using Pricing Assumptions				Cumulative Loss Ratios with Interest			
		A	B	C = B / A	D	E	F	G = F / E	H	I	J	K = I / J	
		Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Actual (Column C) with 5.25% Interest	Expected (Column G) with Average 6.06% Interest	Actual-to-Expected Ratio	
Historical Experience	2004	356,706	0	0%	528	348,418	5,139	1%	522	0%	1%	0.00	
	2005	2,113,187	0	0%	1,517	2,059,096	33,620	2%	1,464	0%	2%	0.00	
	2006	4,134,226	47,265	1%	2,412	3,955,423	82,589	2%	2,268	1%	2%	0.37	
	2007	6,025,627	506,782	8%	3,073	5,661,001	151,685	3%	2,837	4%	2%	1.88	
	2008	6,916,452	607,450	9%	3,169	6,351,515	229,989	4%	2,859	6%	3%	2.14	
	2009	6,861,379	543,515	8%	3,094	6,223,940	326,030	5%	2,769	6%	3%	1.92	
	2010	6,743,835	597,931	9%	3,072	6,069,607	448,057	7%	2,705	7%	4%	1.69	
	2011	6,675,862	393,355	6%	3,045	5,955,512	594,288	10%	2,658	7%	5%	1.37	
	2012	6,720,962	952,127	14%	3,087	5,919,455	751,036	13%	2,650	8%	6%	1.32	
	2013	6,986,948	1,616,792	23%	3,123	6,042,400	911,941	15%	2,660	9%	7%	1.39	
	Projected Future Experience (60 Years)	2014	7,220,090	1,217,623	17%	3,029	5,858,872	1,077,853	18%	2,552	10%	8%	1.31
		2015	7,193,500	1,432,673	20%	2,893	5,479,087	1,259,084	23%	2,449	11%	9%	1.24
		2016	7,302,424	1,671,647	23%	2,775	5,021,910	1,468,993	29%	2,349	12%	10%	1.19
2017		6,894,965	2,002,775	29%	2,694	4,615,801	1,723,678	37%	2,249	13%	11%	1.15	
2018		6,500,494	2,423,808	37%	2,611	4,282,086	2,034,052	48%	2,147	14%	13%	1.13	
2019		6,262,234	2,925,745	47%	2,525	4,062,010	2,393,895	59%	2,044	16%	14%	1.11	
2020		6,014,133	3,449,317	57%	2,435	3,838,312	2,757,306	72%	1,940	17%	16%	1.10	
2021		5,782,252	3,977,663	69%	2,340	3,629,345	3,114,106	86%	1,833	19%	17%	1.09	
2022		5,538,725	4,519,605	82%	2,240	3,417,759	3,471,919	102%	1,726	21%	19%	1.09	
2023		5,237,455	5,089,848	97%	2,135	3,172,950	3,837,956	121%	1,618	23%	21%	1.09	
2024		4,959,927	5,699,824	115%	2,025	2,952,373	4,218,459	143%	1,509	25%	23%	1.10	
2025		4,688,553	6,335,178	135%	1,910	2,744,128	4,602,556	168%	1,401	28%	25%	1.10	
2026		4,408,784	7,003,324	159%	1,792	2,537,432	4,995,256	197%	1,293	30%	27%	1.11	
2027		4,123,497	7,704,943	187%	1,673	2,333,505	5,392,518	231%	1,187	33%	29%	1.11	
2028		3,835,348	8,424,673	220%	1,552	2,133,609	5,785,366	271%	1,083	35%	32%	1.12	
2029		3,546,257	9,142,975	258%	1,431	1,938,975	6,159,808	318%	982	38%	34%	1.13	
2030		3,257,746	9,802,387	301%	1,311	1,750,748	6,481,175	370%	885	41%	36%	1.14	
2031		2,971,348	10,359,858	349%	1,192	1,569,954	6,727,532	429%	791	44%	38%	1.15	
2032		2,688,802	10,786,548	401%	1,074	1,397,486	6,881,875	492%	702	47%	40%	1.17	
2033		2,412,189	11,035,613	457%	959	1,234,108	6,924,041	561%	618	49%	42%	1.18	
2034		2,143,809	11,076,800	517%	848	1,080,477	6,843,601	633%	538	52%	44%	1.19	
2035		1,886,020	10,885,601	577%	742	937,146	6,630,344	708%	465	54%	45%	1.20	
2036		1,641,208	10,457,453	637%	642	804,562	6,288,272	782%	397	56%	47%	1.21	
2037		1,411,646	9,818,453	696%	548	683,062	5,832,801	854%	335	58%	48%	1.22	
2038		1,199,320	8,996,951	750%	462	572,875	5,282,785	922%	279	60%	49%	1.22	
2039		1,005,794	8,044,403	800%	385	474,104	4,670,044	985%	229	62%	50%	1.23	
2040		832,113	7,026,329	844%	315	386,721	4,029,820	1,042%	185	63%	51%	1.24	
2041		678,754	6,000,355	884%	255	310,541	3,395,719	1,093%	147	64%	51%	1.24	
2042		545,607	5,022,778	921%	203	245,203	2,799,393	1,142%	115	65%	52%	1.24	
2043		432,006	4,123,611	955%	159	190,155	2,257,158	1,187%	88	65%	52%	1.25	
2044		336,791	3,322,879	987%	123	144,670	1,779,645	1,230%	66	66%	53%	1.25	
2045		258,411	2,629,293	1,017%	93	107,859	1,370,956	1,271%	49	66%	53%	1.25	
2046		195,055	2,043,963	1,048%	69	78,722	1,030,840	1,309%	35	66%	53%	1.25	
2047		144,777	1,566,013	1,082%	51	56,199	758,550	1,350%	24	66%	53%	1.25	
2048		105,621	1,182,517	1,120%	37	39,222	546,414	1,393%	17	67%	53%	1.26	
2049		75,708	878,544	1,160%	26	26,760	384,422	1,437%	11	67%	53%	1.26	
2050		53,286	640,162	1,201%	18	17,859	263,355	1,475%	7	67%	53%	1.26	
2051	36,742	456,086	1,241%	12	11,672	175,769	1,506%	5	67%	53%	1.26		
2052	24,720	316,644	1,281%	8	7,485	114,521	1,530%	3	67%	53%	1.26		
2053	16,156	213,433	1,321%	5	4,719	73,301	1,553%	2	67%	53%	1.26		
2054-2058	23,640	329,487	1,394%	7	6,796	112,173	1,651%	2	67%	53%	1.26		
2059-2063	1,326	21,019	1,585%	0	363	7,201	1,982%	0	67%	53%	1.26		
2064-2068	0	0	0%	0	0	0	0%	0	67%	53%	1.26		
2069-2073	0	0	0%	0	0	0	0%	0	67%	53%	1.26		

History	9%	7%	1.39
Future	120%	119%	1.01
Lifetime	67%	53%	1.26

**Exhibit II**  
**Highmark BCBS, MedAmerica, and MedAmerica's Other Affinity Partners**  
**Actual-to-Expected Experience by Calendar Year**  
**Combined Nationwide Experience with Prior Approved Increases**  
**Individual Simplicity Policy Forms**  
**Issue Ages 65 - 69**

	Calendar Year	Actual or Projected Experience using Current Assumptions				Expected Experience using Pricing Assumptions				Cumulative Loss Ratios with Interest			
		A	B	C = B / A	D	E	F	G = F / E	H	I	J	K = I / J	
		Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Actual (Column C) with 5.25% Interest	Expected (Column G) with Average 5.52% Interest	Actual-to-Expected Ratio	
Historical Experience	2004	232,684	0	0%	328	225,520	4,221	2%	324	0%	2%	0.00	
	2005	1,330,345	0	0%	829	1,283,681	28,592	2%	802	0%	2%	0.00	
	2006	2,296,137	20,317	1%	1,157	2,171,553	70,382	3%	1,077	1%	3%	0.18	
	2007	3,201,750	344,521	11%	1,396	2,937,721	132,272	5%	1,267	5%	4%	1.42	
	2008	3,561,263	763,873	21%	1,411	3,182,668	210,906	7%	1,248	10%	4%	2.28	
	2009	3,553,430	259,845	7%	1,382	3,122,334	307,897	10%	1,211	10%	6%	1.68	
	2010	3,472,526	456,701	13%	1,357	3,020,211	421,355	14%	1,174	10%	7%	1.44	
	2011	3,479,478	580,644	17%	1,375	2,972,567	539,379	18%	1,164	11%	9%	1.30	
	2012	3,532,834	1,025,579	29%	1,385	2,976,549	661,983	22%	1,159	13%	10%	1.31	
	2013	3,662,527	793,285	22%	1,415	3,025,927	794,393	26%	1,164	14%	12%	1.21	
	Projected Future Experience (60 Years)	2014	3,742,342	1,147,467	31%	1,362	2,931,747	937,373	32%	1,100	16%	13%	1.17
		2015	3,683,313	1,364,944	37%	1,310	2,738,764	1,092,447	40%	1,041	17%	15%	1.15
		2016	3,526,792	1,615,060	46%	1,263	2,555,919	1,260,515	49%	983	19%	17%	1.13
2017		3,315,473	1,894,015	57%	1,213	2,346,780	1,434,013	61%	925	22%	19%	1.12	
2018		3,143,723	2,193,530	70%	1,162	2,172,228	1,607,280	74%	866	24%	21%	1.12	
2019		2,999,651	2,498,524	83%	1,109	2,026,348	1,771,989	87%	808	26%	24%	1.12	
2020		2,850,779	2,779,608	98%	1,053	1,881,920	1,913,226	102%	750	29%	26%	1.12	
2021		2,694,929	3,060,107	114%	994	1,738,471	2,046,056	118%	692	32%	28%	1.13	
2022		2,530,486	3,328,995	132%	932	1,595,520	2,168,516	136%	635	35%	30%	1.14	
2023		2,357,331	3,594,893	152%	869	1,452,444	2,285,580	157%	579	38%	33%	1.15	
2024		2,184,542	3,850,504	176%	803	1,317,807	2,394,014	182%	525	40%	35%	1.15	
2025		2,012,108	4,069,172	202%	737	1,190,806	2,477,630	208%	473	43%	37%	1.16	
2026		1,838,501	4,252,519	231%	671	1,068,803	2,539,597	238%	423	46%	39%	1.17	
2027		1,665,938	4,385,508	263%	605	952,399	2,570,166	270%	375	49%	41%	1.18	
2028		1,496,351	4,447,642	297%	541	842,111	2,562,190	304%	330	52%	43%	1.19	
2029		1,331,345	4,433,157	333%	479	738,372	2,515,064	341%	288	54%	45%	1.20	
2030		1,172,432	4,331,934	369%	420	641,543	2,423,415	378%	249	57%	47%	1.21	
2031		1,021,141	4,145,404	406%	363	551,916	2,289,501	415%	213	59%	48%	1.22	
2032		878,984	3,879,462	441%	311	469,709	2,117,995	451%	180	61%	50%	1.22	
2033		747,368	3,538,757	473%	262	395,067	1,911,370	484%	150	63%	51%	1.23	
2034		627,379	3,153,722	503%	219	328,050	1,686,394	514%	123	64%	52%	1.23	
2035		519,664	2,746,748	529%	180	268,626	1,453,084	541%	100	65%	53%	1.24	
2036		424,493	2,340,349	551%	146	216,665	1,223,509	565%	80	66%	53%	1.24	
2037		341,791	1,955,756	572%	116	171,934	1,008,907	587%	63	67%	54%	1.25	
2038		271,146	1,603,465	591%	91	134,086	814,319	607%	48	68%	54%	1.25	
2039		211,846	1,288,684	608%	71	102,655	641,907	625%	36	68%	54%	1.25	
2040		162,942	1,016,678	624%	54	77,072	494,241	641%	27	68%	55%	1.25	
2041		123,325	787,962	639%	40	56,690	371,584	655%	19	69%	55%	1.25	
2042		91,804	601,849	656%	30	40,817	273,326	670%	14	69%	55%	1.25	
2043		67,183	453,269	675%	22	28,750	196,962	685%	10	69%	55%	1.25	
2044		48,314	335,479	694%	15	19,808	138,436	699%	6	69%	55%	1.26	
2045		34,116	243,349	713%	11	13,354	94,654	709%	4	69%	55%	1.26	
2046		23,594	172,265	730%	7	8,819	62,861	713%	3	69%	55%	1.26	
2047		15,941	119,243	748%	5	5,713	40,805	714%	2	69%	55%	1.26	
2048		10,506	80,581	767%	3	3,637	25,979	714%	1	69%	55%	1.26	
2049		6,718	52,928	788%	2	2,279	16,409	720%	1	69%	55%	1.26	
2050		4,143	32,747	790%	1	1,405	10,237	729%	0	69%	55%	1.26	
2051	2,478	19,521	788%	1	850	6,286	739%	0	69%	55%	1.26		
2052	1,445	11,262	779%	0	502	3,783	753%	0	69%	55%	1.26		
2053	831	6,576	792%	0	286	2,206	770%	0	69%	55%	1.26		
2054-2058	928	7,616	820%	0	289	2,325	804%	0	69%	55%	1.26		
2059-2063	0	0	0%	0	0	0	0%	0	69%	55%	1.26		
2064-2068	0	0	0%	0	0	0	0%	0	69%	55%	1.26		
2069-2073	0	0	0%	0	0	0	0%	0	69%	55%	1.26		

History	14%	12%	1.21
Future	129%	119%	1.08
Lifetime	69%	55%	1.26

**Exhibit II**  
**Highmark BCBS, MedAmerica, and MedAmerica's Other Affinity Partners**  
**Actual-to-Expected Experience by Calendar Year**  
**Combined Nationwide Experience with Requested Cumulative 20% Increase**  
**Individual Simplicity Policy Forms**  
**Issue Ages 65 - 69**

	Calendar Year	Actual or Projected Experience using Current Assumptions				Expected Experience using Pricing Assumptions				Cumulative Loss Ratios with Interest			
		A	B	C = B / A	D	E	F	G = F / E	H	I	J	K = I / J	
		Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Actual (Column C) with 5.25% Interest	Expected (Column G) with Average 5.52% Interest	Actual-to-Expected Ratio	
Historical Experience	2004	232,684	0	0%	328	225,520	4,221	2%	324	0%	2%	0.00	
	2005	1,330,345	0	0%	829	1,283,681	28,592	2%	802	0%	2%	0.00	
	2006	2,296,137	20,317	1%	1,157	2,171,553	70,382	3%	1,077	1%	3%	0.18	
	2007	3,201,750	344,521	11%	1,396	2,937,721	132,272	5%	1,267	5%	4%	1.42	
	2008	3,561,263	763,873	21%	1,411	3,182,668	210,906	7%	1,248	10%	4%	2.28	
	2009	3,553,430	259,845	7%	1,382	3,122,334	307,897	10%	1,211	10%	6%	1.68	
	2010	3,472,526	456,701	13%	1,357	3,020,211	421,355	14%	1,174	10%	7%	1.44	
	2011	3,479,478	580,644	17%	1,375	2,972,567	539,379	18%	1,164	11%	9%	1.30	
	2012	3,532,834	1,025,579	29%	1,385	2,976,549	661,983	22%	1,159	13%	10%	1.31	
	2013	3,662,527	793,285	22%	1,415	3,025,927	794,393	26%	1,164	14%	12%	1.21	
	Projected Future Experience (60 Years)	2014	3,742,342	1,147,467	31%	1,362	2,931,747	937,373	32%	1,100	16%	13%	1.17
		2015	3,712,097	1,359,776	37%	1,291	2,738,764	1,092,447	40%	1,041	17%	15%	1.15
		2016	3,723,734	1,579,524	42%	1,226	2,555,919	1,260,515	49%	983	19%	17%	1.12
2017		3,527,704	1,847,417	52%	1,179	2,346,780	1,434,013	61%	925	21%	19%	1.10	
2018		3,346,114	2,139,539	64%	1,129	2,172,228	1,607,280	74%	866	23%	21%	1.10	
2019		3,193,025	2,436,977	76%	1,077	2,026,348	1,771,989	87%	808	26%	24%	1.09	
2020		3,034,971	2,710,922	89%	1,022	1,881,920	1,913,226	102%	750	28%	26%	1.09	
2021		2,869,161	2,984,339	104%	965	1,738,471	2,046,056	118%	692	31%	28%	1.09	
2022		2,693,982	3,246,294	121%	906	1,595,520	2,168,516	136%	635	34%	30%	1.10	
2023		2,509,213	3,505,236	140%	844	1,452,444	2,285,580	157%	579	36%	33%	1.11	
2024		2,325,533	3,754,265	161%	780	1,317,807	2,394,014	182%	525	39%	35%	1.11	
2025		2,142,692	3,967,285	185%	716	1,190,806	2,477,630	208%	473	42%	37%	1.12	
2026		1,958,569	4,145,775	212%	651	1,068,803	2,539,597	238%	423	44%	39%	1.13	
2027		1,775,495	4,275,098	241%	588	952,399	2,570,166	270%	375	47%	41%	1.13	
2028		1,595,509	4,335,413	272%	525	842,111	2,562,190	304%	330	50%	43%	1.14	
2029		1,420,309	4,320,930	304%	465	738,372	2,515,064	341%	288	52%	45%	1.15	
2030		1,251,497	4,221,789	337%	407	641,543	2,423,415	378%	249	54%	47%	1.16	
2031		1,090,697	4,039,421	370%	352	551,916	2,289,501	415%	213	56%	48%	1.16	
2032		939,520	3,779,639	402%	301	469,709	2,117,995	451%	180	58%	50%	1.17	
2033		799,470	3,447,007	431%	254	395,067	1,911,370	484%	150	60%	51%	1.18	
2034		671,710	3,071,118	457%	212	328,050	1,686,394	514%	123	61%	52%	1.18	
2035		556,933	2,673,888	480%	174	268,626	1,453,084	541%	100	62%	53%	1.18	
2036		455,437	2,277,408	500%	141	216,665	1,223,509	565%	80	63%	53%	1.19	
2037		367,151	1,902,359	518%	113	171,934	1,008,907	587%	63	64%	54%	1.19	
2038		291,651	1,558,951	535%	88	134,086	814,319	607%	48	65%	54%	1.19	
2039		228,197	1,252,287	549%	68	102,655	641,907	625%	36	65%	54%	1.19	
2040		175,795	987,447	562%	52	77,072	494,241	641%	27	65%	55%	1.20	
2041		133,277	764,928	574%	39	56,690	371,584	655%	19	66%	55%	1.20	
2042		99,393	583,979	588%	29	40,817	273,326	670%	14	66%	55%	1.20	
2043		72,878	439,614	603%	21	28,750	196,962	685%	10	66%	55%	1.20	
2044		52,515	325,236	619%	15	19,808	138,436	699%	6	66%	55%	1.20	
2045		37,163	235,820	635%	10	13,354	94,654	709%	4	66%	55%	1.20	
2046		25,760	166,868	648%	7	8,819	62,861	713%	3	66%	55%	1.20	
2047		17,449	115,457	662%	5	5,713	40,805	714%	2	66%	55%	1.20	
2048		11,533	77,980	676%	3	3,637	25,979	714%	1	66%	55%	1.20	
2049		7,400	51,183	692%	2	2,279	16,409	720%	1	66%	55%	1.20	
2050		4,583	31,633	690%	1	1,405	10,237	729%	0	66%	55%	1.20	
2051	2,754	18,825	684%	1	850	6,286	739%	0	66%	55%	1.20		
2052	1,614	10,837	671%	0	502	3,783	753%	0	66%	55%	1.20		
2053	932	6,319	678%	0	286	2,206	770%	0	66%	55%	1.20		
2054-2058	1,042	7,310	701%	0	289	2,325	804%	0	66%	55%	1.20		
2059-2063	0	0	0%	0	0	0	0%	0	66%	55%	1.20		
2064-2068	0	0	0%	0	0	0	0%	0	66%	55%	1.20		
2069-2073	0	0	0%	0	0	0	0%	0	66%	55%	1.20		

History	14%	12%	1.21
Future	119%	119%	1.01
Lifetime	66%	55%	1.20

**Exhibit II**  
**Highmark BCBS, MedAmerica, and MedAmerica's Other Affinity Partners**  
**Actual-to-Expected Experience by Calendar Year**  
**Combined Nationwide Experience with Prior Approved Increases**  
**Individual Simplicity Policy Forms**  
**Issue Ages 70 - 74**

	Calendar Year	Actual or Projected Experience using Current Assumptions				Expected Experience using Pricing Assumptions				Cumulative Loss Ratios with Interest			
		A	B	C = B / A	D	E	F	G = F / E	H	I	J	K = I / J	
		Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Actual (Column C) with 5.25% Interest	Expected (Column G) with Average 4.97% Interest	Actual-to-Expected Ratio	
Historical Experience	2004	130,643	0	0%	158	125,961	6,271	5%	155	0%	5%	0.00	
	2005	759,796	0	0%	400	727,631	37,756	5%	380	0%	5%	0.00	
	2006	1,309,840	13,538	1%	526	1,216,154	83,476	7%	485	1%	6%	0.10	
	2007	1,670,249	131,412	8%	598	1,508,722	138,752	9%	534	4%	7%	0.49	
	2008	1,767,508	682,346	39%	592	1,556,747	199,687	13%	518	14%	9%	1.56	
	2009	1,750,254	146,448	8%	582	1,517,392	265,421	17%	499	13%	11%	1.19	
	2010	1,706,269	852,899	50%	567	1,451,489	339,096	23%	474	19%	13%	1.49	
	2011	1,677,004	949,927	57%	564	1,400,867	420,739	30%	466	24%	15%	1.61	
	2012	1,709,401	554,630	32%	567	1,394,114	504,243	36%	457	25%	17%	1.45	
	2013	1,744,503	528,315	30%	568	1,385,587	586,502	42%	444	26%	20%	1.30	
	Projected Future Experience (60 Years)	2014	1,737,101	851,262	49%	540	1,308,143	656,533	50%	411	28%	22%	1.25
		2015	1,680,569	962,144	57%	513	1,208,711	720,922	60%	380	30%	24%	1.22
		2016	1,575,451	1,079,059	68%	487	1,100,367	780,454	71%	350	32%	27%	1.20
2017		1,480,184	1,205,501	81%	460	1,002,156	838,616	84%	320	35%	29%	1.19	
2018		1,389,159	1,334,830	96%	432	911,675	891,911	98%	291	37%	32%	1.18	
2019		1,301,973	1,456,290	112%	403	828,826	934,982	113%	264	40%	34%	1.18	
2020		1,211,752	1,556,256	128%	373	748,620	964,124	129%	237	43%	37%	1.18	
2021		1,118,567	1,635,031	146%	342	671,486	981,453	146%	211	46%	39%	1.18	
2022		1,022,893	1,679,494	164%	311	597,816	980,381	164%	187	49%	41%	1.18	
2023		925,527	1,694,679	183%	279	527,951	964,476	183%	164	52%	43%	1.19	
2024		827,628	1,672,539	202%	247	462,184	932,079	202%	142	54%	45%	1.19	
2025		730,981	1,618,410	221%	216	400,766	886,079	221%	122	56%	47%	1.20	
2026		637,639	1,537,413	241%	187	343,908	828,374	241%	104	58%	49%	1.20	
2027		549,331	1,429,456	260%	159	291,777	758,438	260%	88	60%	50%	1.21	
2028		467,266	1,296,578	277%	134	244,483	677,988	277%	73	62%	51%	1.21	
2029		392,189	1,148,007	293%	112	202,081	591,760	293%	59	63%	52%	1.21	
2030		324,559	995,152	307%	91	164,566	505,281	307%	48	64%	53%	1.22	
2031		264,626	844,787	319%	74	131,874	421,964	320%	38	65%	53%	1.22	
2032		212,460	703,280	331%	58	103,863	344,938	332%	29	66%	54%	1.22	
2033		167,932	573,672	342%	46	80,303	275,475	343%	22	66%	54%	1.22	
2034		130,647	458,205	351%	35	60,876	214,557	352%	17	67%	55%	1.22	
2035		99,999	359,272	359%	27	45,195	163,189	361%	12	67%	55%	1.23	
2036		75,266	277,345	368%	20	32,822	121,397	370%	9	67%	55%	1.23	
2037		55,681	210,985	379%	14	23,296	88,344	379%	6	68%	55%	1.23	
2038		40,469	157,846	390%	10	16,152	62,780	389%	4	68%	55%	1.23	
2039		28,884	115,854	401%	7	10,940	43,439	397%	3	68%	55%	1.23	
2040		20,220	83,322	412%	5	7,241	29,213	403%	2	68%	55%	1.23	
2041		13,825	58,522	423%	3	4,689	19,130	408%	1	68%	55%	1.23	
2042		9,247	40,459	438%	2	2,976	12,289	413%	1	68%	55%	1.23	
2043		6,033	27,216	451%	1	1,855	7,790	420%	0	68%	55%	1.23	
2044		3,789	17,489	462%	1	1,137	4,878	429%	0	68%	55%	1.23	
2045		2,277	10,623	467%	1	686	3,014	440%	0	68%	55%	1.23	
2046		1,335	6,259	469%	0	406	1,833	452%	0	68%	55%	1.23	
2047		772	3,643	472%	0	233	1,087	465%	0	68%	55%	1.23	
2048		439	2,122	484%	0	129	622	482%	0	68%	55%	1.23	
2049		236	1,207	512%	0	68	343	507%	0	68%	55%	1.23	
2050		120	638	533%	0	33	174	523%	0	68%	55%	1.23	
2051	47	251	533%	0	13	69	515%	0	68%	55%	1.23		
2052	13	66	492%	0	4	18	451%	0	68%	55%	1.23		
2053	1	6	704%	0	1	2	466%	0	68%	55%	1.23		
2054-2058	0	0	0%	0	0	0	0%	0	68%	55%	1.23		
2059-2063	0	0	0%	0	0	0	0%	0	68%	55%	1.23		
2064-2068	0	0	0%	0	0	0	0%	0	68%	55%	1.23		
2069-2073	0	0	0%	0	0	0	0%	0	68%	55%	1.23		

History	26%	20%	1.30
Future	125%	118%	1.06
Lifetime	68%	55%	1.23

**Exhibit II**  
**Highmark BCBS, MedAmerica, and MedAmerica's Other Affinity Partners**  
**Actual-to-Expected Experience by Calendar Year**  
**Combined Nationwide Experience with Requested Cumulative 13% Increase**  
**Individual Simplicity Policy Forms**  
**Issue Ages 70 - 74**

	Calendar Year	Actual or Projected Experience using Current Assumptions				Expected Experience using Pricing Assumptions				Cumulative Loss Ratios with Interest			
		A	B	C = B / A	D	E	F	G = F / E	H	I	J	K = I / J	
		Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Actual (Column C) with 5.25% Interest	Expected (Column G) with Average 4.97% Interest	Actual-to-Expected Ratio	
Historical Experience	2004	130,643	0	0%	158	125,961	6,271	5%	155	0%	5%	0.00	
	2005	759,796	0	0%	400	727,631	37,756	5%	380	0%	5%	0.00	
	2006	1,309,840	13,538	1%	526	1,216,154	83,476	7%	485	1%	6%	0.10	
	2007	1,670,249	131,412	8%	598	1,508,722	138,752	9%	534	4%	7%	0.49	
	2008	1,767,508	682,346	39%	592	1,556,747	199,687	13%	518	14%	9%	1.56	
	2009	1,750,254	146,448	8%	582	1,517,392	265,421	17%	499	13%	11%	1.19	
	2010	1,706,269	852,899	50%	567	1,451,489	339,096	23%	474	19%	13%	1.49	
	2011	1,677,004	949,927	57%	564	1,400,867	420,739	30%	466	24%	15%	1.61	
	2012	1,709,401	554,630	32%	567	1,394,114	504,243	36%	457	25%	17%	1.45	
	2013	1,744,503	528,315	30%	568	1,385,587	586,502	42%	444	26%	20%	1.30	
	Projected Future Experience (60 Years)	2014	1,737,101	851,262	49%	540	1,308,143	656,533	50%	411	28%	22%	1.25
		2015	1,687,446	958,684	57%	505	1,208,711	720,922	60%	380	30%	24%	1.22
		2016	1,620,163	1,055,578	65%	472	1,100,367	780,454	71%	350	32%	27%	1.19
2017		1,528,240	1,175,829	77%	446	1,002,156	838,616	84%	320	34%	29%	1.17	
2018		1,433,922	1,301,886	91%	419	911,675	891,911	98%	291	37%	32%	1.16	
2019		1,344,106	1,420,206	106%	391	828,826	934,982	113%	264	40%	34%	1.16	
2020		1,251,172	1,517,582	121%	362	748,620	964,124	129%	237	42%	37%	1.16	
2021		1,155,182	1,594,177	138%	332	671,486	981,453	146%	211	45%	39%	1.16	
2022		1,056,620	1,637,269	155%	301	597,816	980,381	164%	187	48%	41%	1.16	
2023		956,305	1,651,851	173%	270	527,951	964,476	183%	164	50%	43%	1.16	
2024		855,426	1,629,954	191%	240	462,184	932,079	202%	142	53%	45%	1.16	
2025		755,819	1,576,799	209%	210	400,766	886,079	221%	122	55%	47%	1.17	
2026		659,593	1,497,451	227%	181	343,908	828,374	241%	104	57%	49%	1.17	
2027		568,522	1,391,885	245%	154	291,777	758,438	260%	88	59%	50%	1.17	
2028		483,848	1,262,096	261%	130	244,483	677,988	277%	73	60%	51%	1.18	
2029		406,341	1,117,024	275%	108	202,081	591,760	293%	59	61%	52%	1.18	
2030		336,481	967,857	288%	88	164,566	505,281	307%	48	63%	53%	1.18	
2031		274,529	821,231	299%	71	131,874	421,964	320%	38	63%	53%	1.19	
2032		220,568	683,334	310%	57	103,863	344,938	332%	29	64%	54%	1.19	
2033		174,474	557,108	319%	44	80,303	275,475	343%	22	65%	54%	1.19	
2034		135,850	444,730	327%	34	60,876	214,557	352%	17	65%	55%	1.19	
2035		104,074	348,519	335%	26	45,195	163,189	361%	12	65%	55%	1.19	
2036		78,408	268,905	343%	19	32,822	121,397	370%	9	66%	55%	1.19	
2037		58,065	204,468	352%	14	23,296	88,344	379%	6	66%	55%	1.19	
2038		42,247	152,904	362%	10	16,152	62,780	389%	4	66%	55%	1.19	
2039		30,188	112,179	372%	7	10,940	43,439	397%	3	66%	55%	1.19	
2040		21,158	80,644	381%	5	7,241	29,213	403%	2	66%	55%	1.19	
2041		14,485	56,617	391%	3	4,689	19,130	408%	1	66%	55%	1.19	
2042		9,703	39,122	403%	2	2,976	12,289	413%	1	66%	55%	1.19	
2043		6,340	26,299	415%	1	1,855	7,790	420%	0	66%	55%	1.19	
2044		3,991	16,877	423%	1	1,137	4,878	429%	0	66%	55%	1.20	
2045		2,404	10,240	426%	0	686	3,014	440%	0	66%	55%	1.20	
2046		1,414	6,020	426%	0	406	1,833	452%	0	66%	55%	1.20	
2047		820	3,497	426%	0	233	1,087	465%	0	66%	55%	1.20	
2048		466	2,036	436%	0	129	622	482%	0	66%	55%	1.20	
2049		251	1,158	461%	0	68	343	507%	0	66%	55%	1.20	
2050		127	612	480%	0	33	174	523%	0	66%	55%	1.20	
2051	50	241	480%	0	13	69	515%	0	66%	55%	1.20		
2052	14	63	442%	0	4	18	451%	0	66%	55%	1.20		
2053	1	6	633%	0	1	2	466%	0	66%	55%	1.20		
2054-2058	0	0	0%	0	0	0	0%	0	66%	55%	1.20		
2059-2063	0	0	0%	0	0	0	0%	0	66%	55%	1.20		
2064-2068	0	0	0%	0	0	0	0%	0	66%	55%	1.20		
2069-2073	0	0	0%	0	0	0	0%	0	66%	55%	1.20		

History	26%	20%	1.30
Future	119%	118%	1.01
Lifetime	66%	55%	1.20

**Exhibit II**  
**Highmark BCBS, MedAmerica, and MedAmerica's Other Affinity Partners**  
**Actual-to-Expected Experience by Calendar Year**  
**Combined Nationwide Experience with Prior Approved Increases**  
**Individual Simplicity Policy Forms**  
**Issue Ages 75 +**

	Calendar Year	Actual or Projected Experience using Current Assumptions				Expected Experience using Pricing Assumptions				Cumulative Loss Ratios with Interest			
		A	B	C = B / A	D	E	F	G = F / E	H	I	J	K = I / J	
		Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Actual (Column C) with 5.25% Interest	Expected (Column G) with Average 4.63% Interest	Actual-to-Expected Ratio	
Historical Experience	2004	90,889	0	0%	56	87,539	8,650	10%	59	0%	10%	0.00	
	2005	375,345	46,702	12%	98	382,132	44,501	12%	99	10%	11%	0.88	
	2006	550,070	10,309	2%	136	523,227	80,663	15%	130	6%	13%	0.42	
	2007	723,864	13,241	2%	163	647,917	129,571	20%	148	4%	16%	0.26	
	2008	772,258	6,481	1%	158	666,280	169,824	25%	141	3%	19%	0.17	
	2009	708,070	492,259	70%	148	617,546	203,463	33%	131	16%	21%	0.77	
	2010	660,911	97,470	15%	144	578,400	230,889	40%	123	16%	24%	0.67	
	2011	654,486	324,024	50%	142	555,699	256,085	46%	119	20%	27%	0.76	
	2012	625,781	903,112	144%	139	530,624	275,158	52%	114	33%	29%	1.13	
	2013	622,108	1,005,619	162%	135	509,627	286,645	56%	106	44%	31%	1.40	
	Projected Future Experience (60 Years)	2014	578,292	374,037	65%	127	457,437	289,966	63%	95	46%	34%	1.36
		2015	543,344	386,377	71%	118	406,630	289,491	71%	84	47%	36%	1.33
		2016	502,337	394,985	79%	109	359,191	284,636	79%	74	49%	37%	1.30
2017		460,413	400,718	87%	100	314,896	276,078	88%	65	50%	39%	1.28	
2018		418,122	401,189	96%	91	273,697	263,009	96%	57	52%	41%	1.27	
2019		375,767	393,471	105%	82	235,687	245,918	104%	49	53%	42%	1.26	
2020		333,774	376,713	113%	73	200,947	225,590	112%	42	55%	44%	1.26	
2021		292,602	352,163	120%	64	169,515	202,858	120%	35	56%	45%	1.26	
2022		252,882	322,072	127%	55	141,370	179,276	127%	29	57%	46%	1.26	
2023		215,253	289,149	134%	47	116,452	156,062	134%	24	58%	46%	1.26	
2024		180,308	254,038	141%	39	94,666	133,459	141%	19	59%	47%	1.26	
2025		148,599	218,443	147%	32	75,876	112,114	148%	16	60%	48%	1.26	
2026		120,532	184,199	153%	26	59,904	92,477	154%	12	60%	48%	1.26	
2027		96,287	152,948	159%	20	46,540	75,047	161%	9	61%	48%	1.26	
2028		75,772	124,540	164%	16	35,548	59,623	168%	7	61%	48%	1.26	
2029		58,697	99,420	169%	12	26,670	46,408	174%	5	61%	49%	1.26	
2030		44,708	77,990	174%	9	19,635	35,455	181%	4	62%	49%	1.26	
2031		33,416	59,992	180%	7	14,173	26,504	187%	3	62%	49%	1.26	
2032		24,449	45,196	185%	5	10,022	19,405	194%	2	62%	49%	1.26	
2033		17,654	33,579	190%	4	6,939	13,908	200%	1	62%	49%	1.26	
2034		12,529	24,562	196%	2	4,703	9,788	208%	1	62%	49%	1.26	
2035		8,716	17,563	202%	2	3,121	6,743	216%	1	62%	49%	1.26	
2036		5,912	12,268	208%	1	2,029	4,545	224%	0	62%	49%	1.26	
2037		3,916	8,454	216%	1	1,290	3,018	234%	0	62%	49%	1.26	
2038		2,548	5,698	224%	0	806	1,963	244%	0	62%	49%	1.26	
2039		1,588	3,710	234%	0	493	1,255	254%	0	62%	49%	1.26	
2040		958	2,338	244%	0	296	784	265%	0	62%	49%	1.26	
2041		566	1,442	255%	0	175	480	275%	0	62%	49%	1.26	
2042		320	848	266%	0	99	284	286%	0	62%	49%	1.26	
2043		176	471	268%	0	52	151	288%	0	62%	49%	1.26	
2044		95	262	276%	0	26	76	289%	0	62%	49%	1.26	
2045		47	124	263%	0	12	35	286%	0	62%	49%	1.26	
2046		14	38	272%	0	4	12	311%	0	62%	49%	1.26	
2047		3	15	428%	0	1	5	427%	0	62%	49%	1.26	
2048		0	1	428%	0	0	0	428%	0	62%	49%	1.26	
2049		0	0	0%	0	0	0	0%	0	62%	49%	1.26	
2050		0	0	0%	0	0	0	0%	0	62%	49%	1.26	
2051	0	0	0%	0	0	0	0%	0	62%	49%	1.26		
2052	0	0	0%	0	0	0	0%	0	62%	49%	1.26		
2053	0	0	0%	0	0	0	0%	0	62%	49%	1.26		
2054-2058	0	0	0%	0	0	0	0%	0	62%	49%	1.26		
2059-2063	0	0	0%	0	0	0	0%	0	62%	49%	1.26		
2064-2068	0	0	0%	0	0	0	0%	0	62%	49%	1.26		
2069-2073	0	0	0%	0	0	0	0%	0	62%	49%	1.26		

History	44%	31%	1.40
Future	98%	94%	1.04
Lifetime	62%	49%	1.26

**Exhibit II**  
**Highmark BCBS, MedAmerica, and MedAmerica's Other Affinity Partners**  
**Actual-to-Expected Experience by Calendar Year**  
**Combined Nationwide Experience with Requested Cumulative 0% Increase**  
**Individual Simplicity Policy Forms**  
**Issue Ages 75 +**

	Calendar Year	Actual or Projected Experience using Current Assumptions				Expected Experience using Pricing Assumptions				Cumulative Loss Ratios with Interest			
		A	B	C = B / A	D	E	F	G = F / E	H	I	J	K = I / J	
		Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Actual (Column C) with 5.25% Interest	Expected (Column G) with Average 4.63% Interest	Actual-to-Expected Ratio	
Historical Experience	2004	90,889	0	0%	56	87,539	8,650	10%	59	0%	10%	0.00	
	2005	375,345	46,702	12%	98	382,132	44,501	12%	99	10%	11%	0.88	
	2006	550,070	10,309	2%	136	523,227	80,663	15%	130	6%	13%	0.42	
	2007	723,864	13,241	2%	163	647,917	129,571	20%	148	4%	16%	0.26	
	2008	772,258	6,481	1%	158	666,280	169,824	25%	141	3%	19%	0.17	
	2009	708,070	492,259	70%	148	617,546	203,463	33%	131	16%	21%	0.77	
	2010	660,911	97,470	15%	144	578,400	230,889	40%	123	16%	24%	0.67	
	2011	654,486	324,024	50%	142	555,699	256,085	46%	119	20%	27%	0.76	
	2012	625,781	903,112	144%	139	530,624	275,158	52%	114	33%	29%	1.13	
	2013	622,108	1,005,619	162%	135	509,627	286,645	56%	106	44%	31%	1.40	
	Projected Future Experience (60 Years)	2014	578,292	374,037	65%	127	457,437	289,966	63%	95	46%	34%	1.36
		2015	543,344	386,377	71%	118	406,630	289,491	71%	84	47%	36%	1.33
		2016	502,337	394,985	79%	109	359,191	284,636	79%	74	49%	37%	1.30
2017		460,413	400,718	87%	100	314,896	276,078	88%	65	50%	39%	1.28	
2018		418,122	401,189	96%	91	273,697	263,009	96%	57	52%	41%	1.27	
2019		375,767	393,471	105%	82	235,687	245,918	104%	49	53%	42%	1.26	
2020		333,774	376,713	113%	73	200,947	225,590	112%	42	55%	44%	1.26	
2021		292,602	352,163	120%	64	169,515	202,858	120%	35	56%	45%	1.26	
2022		252,882	322,072	127%	55	141,370	179,276	127%	29	57%	46%	1.26	
2023		215,253	289,149	134%	47	116,452	156,062	134%	24	58%	46%	1.26	
2024		180,308	254,038	141%	39	94,666	133,459	141%	19	59%	47%	1.26	
2025		148,599	218,443	147%	32	75,876	112,114	148%	16	60%	48%	1.26	
2026		120,532	184,199	153%	26	59,904	92,477	154%	12	60%	48%	1.26	
2027		96,287	152,948	159%	20	46,540	75,047	161%	9	61%	48%	1.26	
2028		75,772	124,540	164%	16	35,548	59,623	168%	7	61%	48%	1.26	
2029		58,697	99,420	169%	12	26,670	46,408	174%	5	61%	49%	1.26	
2030		44,708	77,990	174%	9	19,635	35,455	181%	4	62%	49%	1.26	
2031		33,416	59,992	180%	7	14,173	26,504	187%	3	62%	49%	1.26	
2032		24,449	45,196	185%	5	10,022	19,405	194%	2	62%	49%	1.26	
2033		17,654	33,579	190%	4	6,939	13,908	200%	1	62%	49%	1.26	
2034		12,529	24,562	196%	2	4,703	9,788	208%	1	62%	49%	1.26	
2035		8,716	17,563	202%	2	3,121	6,743	216%	1	62%	49%	1.26	
2036		5,912	12,268	208%	1	2,029	4,545	224%	0	62%	49%	1.26	
2037		3,916	8,454	216%	1	1,290	3,018	234%	0	62%	49%	1.26	
2038		2,548	5,698	224%	0	806	1,963	244%	0	62%	49%	1.26	
2039		1,588	3,710	234%	0	493	1,255	254%	0	62%	49%	1.26	
2040		958	2,338	244%	0	296	784	265%	0	62%	49%	1.26	
2041		566	1,442	255%	0	175	480	275%	0	62%	49%	1.26	
2042		320	848	266%	0	99	284	286%	0	62%	49%	1.26	
2043		176	471	268%	0	52	151	288%	0	62%	49%	1.26	
2044		95	262	276%	0	26	76	289%	0	62%	49%	1.26	
2045		47	124	263%	0	12	35	286%	0	62%	49%	1.26	
2046		14	38	272%	0	4	12	311%	0	62%	49%	1.26	
2047		3	15	428%	0	1	5	427%	0	62%	49%	1.26	
2048		0	1	428%	0	0	0	428%	0	62%	49%	1.26	
2049		0	0	0%	0	0	0	0%	0	62%	49%	1.26	
2050		0	0	0%	0	0	0	0%	0	62%	49%	1.26	
2051	0	0	0%	0	0	0	0%	0	62%	49%	1.26		
2052	0	0	0%	0	0	0	0%	0	62%	49%	1.26		
2053	0	0	0%	0	0	0	0%	0	62%	49%	1.26		
2054-2058	0	0	0%	0	0	0	0%	0	62%	49%	1.26		
2059-2063	0	0	0%	0	0	0	0%	0	62%	49%	1.26		
2064-2068	0	0	0%	0	0	0	0%	0	62%	49%	1.26		
2069-2073	0	0	0%	0	0	0	0%	0	62%	49%	1.26		

History	44%	31%	1.40
Future	98%	94%	1.04
Lifetime	62%	49%	1.26

**Exhibit III**  
**Highmark BCBS, MedAmerica, and MedAmerica's Other Affinity Partners**  
**Comparison of Current and Original Pricing Assumptions**  
**Individual Simplicity Policy Forms**

**Current Assumptions**

**Original Pricing Assumptions**

**Mortality**

1994 Group Annuitant Mortality (GAM) Table adjusted by gender using durational factors which reflect the impact of both mortality selection and improvement. The durational adjustment factors were developed for MedAmerica Insurance Company (MAPA); MAPA's two sister companies, MedAmerica Insurance Company of Florida (MAFL) and MedAmerica Insurance Company of New York (MANY) (MAPA, MAFL, and MANY collectively referred to as MedAmerica); and MedAmerica's affinity partners based on historical experience from inception through December 31, 2012 on all policy forms priced beginning in 1998, except the recently priced FlexCare policy form.

1983 GAM Table without selection was assumed in all jurisdictions except for in California where the 1994 GAM Table was used.

Duration	Durational Factor	
	Male	Female
1	25%	25%
2	35%	35%
3	42%	44%
4	44%	46%
5	46%	48%
6	48%	50%
7	50%	52%
8	52%	54%
9	55%	57%
10	58%	60%

Duration	Durational Factor	
	Male	Female
11	61%	64%
12	64%	67%
13	67%	70%
14	70%	73%
15	72%	77%
16	75%	80%
17	78%	83%
18	81%	86%
19	83%	90%
20+	86%	93%

**Exhibit III**  
**Highmark BCBS, MedAmerica, and MedAmerica's Other Affinity Partners**  
**Comparison of Current and Original Pricing Assumptions**  
**Individual Simplicity Policy Forms**

**Current Assumptions**

**Original Pricing Assumptions**

**Lapse Rates**

Lapse rates vary by duration, premium payment option, and issue age, and were developed based on historical experience for Simplicity and Simplicity ii policies issued by MedAmerica and its affinity partners from inception through December 31, 2012.

Lapse rates vary by duration, premium payment option, and issue age.

<b>Lifetime-Pay Lapse Rates</b>				
<b>Duration</b>	<b>Issue Age Band</b>			
	<b>&lt;40</b>	<b>40-49</b>	<b>50-59</b>	<b>60+</b>
<b>1</b>	17.00%	9.50%	5.50%	5.50%
<b>2</b>	15.50%	9.00%	5.00%	4.50%
<b>3</b>	11.50%	5.50%	4.00%	4.00%
<b>4</b>	7.00%	4.50%	3.00%	3.00%
<b>5</b>	6.00%	4.00%	3.00%	2.50%
<b>6</b>	3.50%	2.00%	2.00%	2.00%
<b>7</b>	2.50%	1.50%	1.50%	1.50%
<b>8+</b>	1.50%	1.50%	1.50%	1.50%

<b>Lapse Rates for Lifetime Payment Option</b>						
<b>Duration</b>	<b>Issue Age</b>					
	<b>&lt;60</b>	<b>60-64</b>	<b>65-69</b>	<b>70-74</b>	<b>75-79</b>	<b>80+</b>
<b>1</b>	10.0%	11.0%	12.0%	12.0%	12.0%	12.0%
<b>2</b>	7.0%	7.0%	7.0%	6.0%	4.0%	2.0%
<b>3</b>	5.0%	4.0%	3.0%	3.0%	3.0%	2.0%
<b>4</b>	3.0%	3.0%	2.0%	2.0%	2.0%	2.0%
<b>5</b>	3.0%	2.0%	2.0%	2.0%	2.0%	2.0%
<b>6+</b>	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%

For the 10-pay option, a reduction of 60% of these lapse rates was assumed for durations 1 to 4, a reduction of 70% of these lapse rates was assumed for durations 5 to 8, and 0% lapse thereafter. For the paid up at 65 option, a reduction of 50% of these lapse rates was assumed until age 55, a reduction of 75% of these lapse rates for ages 55 to 59, and 0% lapse thereafter. For the reduced after 65 and reduced after 70 pay options, a reduction of 50% of these lapse rates was assumed until age 60 or 65, respectively, and a reduction of 75% of these lapse rates after the reduction of premiums.

For the 10-year payment option, a reduction of 50% of these lapse rates was assumed for durations 1 to 5, and 0% lapse thereafter. For the paid up at age 65 option, a reduction of 50% of these lapse rates was assumed until age 60, and 0% lapse thereafter. For the reduced after age 65 and reduced after age 70 payment options, a reduction of 50% of these lapse rates was assumed until age 60 or 65, respectively, and a reduction of 75% of these lapse rates was assumed after the reduction of premiums.

**Exhibit III**  
**Highmark BCBS, MedAmerica, and MedAmerica's Other Affinity Partners**  
**Comparison of Current and Original Pricing Assumptions**  
**Individual Simplicity Policy Forms**

**Current Assumptions**

**Original Pricing Assumptions**

**Morbidity**

Expected claim costs are the original pricing claim costs, which include underwriting selection and 1% morbidity improvement for 20 durations, adjusted to an all-lives exposure base, along with the durational adjustment factors. The durational adjustment factors were developed based on a comparison of actual and expected historical incurred claims for Simplicity policies issued by MedAmerica and its affinity partners from inception through December 31, 2012.

Original pricing expected nursing home and home health care incidence rates and continuance tables were taken from the 2002 *Milliman Long-Term Care Guidelines (LTCGs)*, adjusted for MedAmerica's available experience at the time this rate schedule was developed relative to the 2002 *LTCGs*. All values were adjusted to reflect the effects of elimination periods, policy maximums, medical underwriting, and the eligibility standards. Morbidity improvement of 1% was assumed for 20 years.

Duration	Factor
1	1.50
2	1.35
3	1.20
4	1.10
5	1.00
6	0.95
7	0.95
8	0.95

Duration	Factor
9	0.95
10	0.95
11	0.96
12	0.97
13	0.98
14	0.99
15+	1.00

**Interest Rate**

5.25%

In all jurisdictions except California, 6.5% was assumed for issue ages less than 60, decreasing by 12.5 basis points for each age over 59 and less than 75. For example, at issue age 65 the assumed rate was 5.75%. For issue ages 75 and over, 4.5% was assumed. In California, 5.25% was assumed for all issue ages.

**Exhibit IV**  
**Highmark BCBS, MedAmerica, and MedAmerica's Other Affinity Partners**  
**Combined Nationwide Experience**  
**Impact on the Lifetime Loss Ratio of Changing from Original Pricing to Current Assumptions**  
**Individual Simplicity Policy Forms**

The following table provides the isolated impact of each changed assumption (current versus original pricing) on the projected lifetime loss ratio when actual historical experience is reflected and only the projection assumptions vary. All the lifetime loss ratios in the table below reflect actual historical experience, except for the loss ratio calculated using the original pricing assumptions from inception.

Please note that the lifetime loss ratio for each changed assumption does not reflect any synergy of the assumptions. As a result, the total impact of all current assumptions on the lifetime loss ratio (i.e., 47%) is not equal to the sum of each changed assumptions' impact on the lifetime loss ratio (i.e., 41% = 0% + 14% + 6% + 21%).

Scenario	Lifetime Loss Ratio	Impact of Each Assumption on the Lifetime Loss Ratio
Original Pricing Assumptions	58%	N/A
Historical Experience & Projections with Original Pricing Assumptions	59%	N/A
Historical Experience & Projections with Original Pricing Assumptions except for Current:		
Morbidity	59%	0%
Mortality	68%	14%
Lapse	63%	6%
Interest	72%	21%
Historical Experience & Projections with All Current Assumptions	88%	47%

**Exhibit V**  
**Demonstration that the Requested Cumulative Rate Increase Passes the 58%/85% Loss Ratio Minimum**  
**Highmark BCBS, MedAmerica and MedAmerica's Other Affinity Partners' Combined Nationwide Experience with Prior Approved Increases**  
**Individual Simplicity Policy Forms**

1	Accumulated value of initial earned premium	337,886,202	x	58%	=	195,973,997
2a	Accumulated value of earned premium	338,228,537				
2b	Accumulated value of prior premium rate schedule increases (2a - 1)	342,335	x	85%	=	290,985
3	Present value of future projected initial earned premium	319,766,114	x	58%	=	185,464,346
4a	Present value of future projected premium	427,720,431				
4b	Present value of future projected premium in excess of the projected initial earned premiums (4a - 3)	107,954,317	x	85%	=	91,761,170
<b>5</b>	<b>Lifetime Earned Premium Times Prescribed Factor: Sum of 1, 2b, 3, and 4b</b>					<b>473,490,498</b>
6a	Accumulated value of incurred claims without the inclusion of active life reserves					28,590,201
6b	Present value of future projected incurred claims without the inclusion of active life reserves					758,046,778
<b>7</b>	<b>Lifetime Incurred Claims with Rate Increase: Sum 6a and 6b</b>					<b>786,636,979</b>
8	Test: 7 is not less than 5					Pass
<p><i>All values are accumulated or discounted at the maximum valuation interest rate for contract reserves applicable for the year of issue, which ranges from 4.0% to 4.5%.</i></p> <p><i>Future projected initial earned premium schedule (i.e., without the requested rate increase) reflects the assumed impact of CBUL and RBO.</i></p> <p><i>The future projected incurred claims (item 6b) were increased by 15% to reflect assumptions with moderately adverse experience.</i></p>						

## **Appendix A**

### **Development and Justification of Current Assumptions**

The assumptions for mortality, voluntary lapse, and morbidity were developed by Milliman based on historical experience. Where actual experience had low credibility or did not exist, industry experience was also used. The experience used to develop these assumptions includes historical experience through December 31, 2012 of Highmark Blue Cross Blue Shield (Highmark BCBS), MedAmerica Insurance Company (MAPA); MAPA's two sister companies, MedAmerica Insurance Company of Florida (MAFL) and MedAmerica Insurance Company of New York (MANY) (MAPA, MAFL, and MANY collectively referred to as MedAmerica); and MedAmerica's other affinity partners that issued the same products. The methodology used to develop these assumptions is provided below.

#### ***Persistence***

##### *Mortality Durational Factors*

The experience used to develop the mortality assumption includes historical experience of Highmark BCBS, MedAmerica, and MedAmerica's other affinity partners from inception through December 31, 2012 for all policy forms priced beginning in 1998 (Premier and later policy forms), except for the recently priced FlexCare policy form.

Exhibit A-1 provides exposure, actual and expected mortality rates, actual-to-expected (A:E) ratios, credibility percent, and smoothed mortality durational factors by gender.

Actual deaths were assigned to the duration in which they occurred, or the preceding duration if the death was on the policy anniversary date. The number of expected deaths by duration was calculated by multiplying a mortality rate by the exposure. The exposure base reflects a full year of exposure for each death and the length of time a covered life is exposed to the risk of death during the year for each life that does not die. The mortality table for determining the expected number of deaths is 1994 Group Annuitant Mortality (GAM) Static. (The 1994 GAM Static table has mortality rates that are 93% of the 1994 GAM Basic table.) The ratio of actual deaths to expected deaths was then calculated.

Considering the level of credibility, the A:E ratios were pegged for durational bands and then interpolated to develop smoothed factors for the first 20 durations. The smoothed factors were determined such that the first two bands of quinquennial durations (1-5 and 6-10) reproduced actual experience (i.e., smoothed and unsmoothed A:Es for the band are the same) since these bands were fully, or near fully, credible. An ultimate level of 86% and 93% of 1994 GAM Static was assumed in durations 20 and later for males and females, respectively. This ultimate level reflects a mortality improvement assumption of 1.0% for males and 0.5% for females for 15 years based on the Society of Actuaries (SOA) June 2011 study, *Global Mortality Improvement Experience and Projection Techniques*.

The SOA June 2011 study provides best-estimate improvement assumptions for the period 2011 to 2025 by gender and attained age, for individual annuitants and the general population. For individual annuitants, the average annual improvement rates for males and females are approximately 1.5% and 1.0%, respectively. These rates were about 25 basis points higher than that for the general population. Based on this study, a reasonable range for mortality improvement is 0.0% to 1.5% for males and 0.0% to 1.0% for females for 10 to 20 years.

A description of the assumed credibility measure is described at the end of this appendix.

## Appendix A Development and Justification of Current Assumptions

### *Voluntary Lapse Rates*

The experience used to develop the lapse assumption is the combined historical experience on Simplicity and Simplicity ii individual policies issued by Highmark BCBS, MedAmerica, and MedAmerica's other affinity partners from inception through December 31, 2012.

Exhibit A-2a provides exposure, actual total termination rates, expected mortality rates, derived lapse rates, derived lapse credibility percent, all ages lapse rates from Exhibit A-2b, credibility-weighted lapse rates, and smoothed lapse rates for individual lifetime-pay policies by issue age band.

Exhibit A-2b provides exposure, actual total termination rates, expected mortality rates, derived lapse rates, derived lapse credibility percent, and smoothed lapse rates for individual lifetime-pay policies for all issue ages combined. These smoothed lapse rates are used in Exhibit A-2a for credibility weighting in the development of the individual lapse assumption by issue age band.

The credibility-weighted lapse rates in Exhibit A-2a were developed as the weighted average of the derived lapse rates and the all ages lapse rates from Exhibit A-2b. The credibility percentage and its complement are used as weights. In general, the smoothed lapse rates were selected in such a way that the combined duration smoothed lapse rates were close to the credibility-weighted lapse rates (see the rows at the bottom of the exhibit).

The algorithm for the limited-pay options is similar to that used in original pricing. The smoothed lapse rates are a scalar of the lifetime-pay lapse rates. While only 14% of the Simplicity individual policies in-force have a limited-pay option and thus the impact of these assumptions on the projections is assumed to be immaterial, the following describes how the scalars were developed.

- For the 10-pay option, the scalars were developed from a comparison of the lifetime-pay derived lapse rates to the 10-pay derived lapse rates based on Highmark BCBS, MedAmerica, and MedAmerica's other affinity partners' experience on all products combined. Exhibit A-2c provides similar information as Exhibit A-2b for the 10-pay option, but also shows the derived lifetime-pay lapse rates, ratio of the derived 10-pay lapse rates to the derived lifetime-pay lapse rates, and the smoothed ratios.
- For the paid up at attained age 65, reduced premiums at attained age 65, and reduced premiums at attained age 70 payment options, the scalars by attained age were selected based on those developed for the 20-pay option. The average issue age for the paid up at age 65 payment option is approximately 45, which results in an average payment term of approximately 20 durations. For the two reduced-pay options, only 11 policies were issued across all companies and so the experience is not credible. The scalars for the 20-pay option were developed from a comparison of the lifetime-pay derived lapse rates to the 20-pay derived lapse rates based on Highmark BCBS, MedAmerica, and MedAmerica's other affinity partners' experience on all products combined. Exhibit A-2d provides the same information as Exhibit A-2c for the 20-pay option.
- The smoothed ratios were chosen primarily based on the banded durational credibility-weighted ratios at the bottom of Exhibits A-2c and A-2d.

The actual total termination rates were calculated by duration as follows:

$$\text{Annualized Total Termination Rate} = \frac{\text{Number of Lives Terminated during the Year}}{\text{Number of Lives Exposed during the Year}} .$$

## **Appendix A**

### **Development and Justification of Current Assumptions**

A termination was assigned to the duration in which it occurred, or the preceding duration, if the termination was on the anniversary date. Each termination contributes 1.0 to the numerator and a full year to the denominator. For lives that do not terminate, the number of lives exposed to termination is based on the length of time a covered life is exposed to the risk of termination during the year. This calculation logic is identical to that used in the LTC Insurance Persistency Experience reports sponsored by LIMRA International and the Society of Actuaries LTC Experience Committee.

The expected mortality rate assumes 1994 GAM Static with the durational factors shown in Exhibit A-1. The derived lapse rate is then calculated according to the following formula:

$$\text{Derived Lapse Rate} = 1 - \frac{1 - \text{Total Termination Rate}}{1 - \text{Expected Mortality Rate}} .$$

The derived lapse rate implicitly includes any decrements due to benefit expiry.

A description of the assumed credibility measure is described at the end of this appendix.

#### ***Morbidity***

##### *Claim Costs*

The original pricing claim costs are the basis of the morbidity assumption and were provided by MedAmerica on a seriatim basis. They were developed from the Milliman 2002 *Long-Term Care Guidelines (LTCGs)* and include adjustments for underwriting selection, marital wear-off, medical underwriting, the original monthly benefit amounts purchased, and any inflation of the benefit amount. Embedded in the original pricing claim costs is a morbidity improvement assumption of 1% per year for 20 years.

A downward adjustment was made to the original pricing claim costs to convert them from a non-institutional to an all-lives exposure base for use in the projection model.

##### *Morbidity Improvement*

The embedded level of morbidity improvement results in an ultimate level of the original pricing claim costs of 82% for both males and females. This assumption is reasonable based on Eric Stallard's improvement studies that were presented at the 2004 SOA Spring Meeting (*Morbidity Improvement and Its Impact on LTC Pricing and Valuation, Record, Vol. 30, No. 1*) and the 2011 Intercompany Long-Term Care Insurance (ILTCI) Conference (these results provided a progress update and are expected to be published).

Stallard's 2004 presentation reported that population morbidity improved 1.6% per year over the period 1984 to 1999. Stallard's 2011 presentation reported population annual morbidity improvement of 1.9% for unisex, 2.3% for males, and 1.6% for females over the period 1984 to 2004. Both of Stallard's studies use population data, so it is uncertain how well his findings will translate to an insured population. The SOA June 2011 study suggests that an annuitant cohort has more mortality improvement over the general population, so it is possible that this could be true for morbidity as well. Based on these studies, a reasonable range for morbidity improvement is between 0.0% to 2.3% for males and 0.0% to 1.6% for females for 10 to 20 years.

##### *Durational Morbidity Adjustment*

The durational morbidity adjustment factors were developed based on a comparison of actual and expected historical incurred claims, to the extent credible. The historical experience includes

## **Appendix A**

### **Development and Justification of Current Assumptions**

Simplicity policies issued by Highmark BCBS, MedAmerica, and MedAmerica's other affinity partners from inception through December 31, 2012.

Exhibit A-3 provides durational actual and expected incurred claims, raw A:E ratios, credibility percent, credibility-weighted with 1.00 A:E ratios, and the smoothed A:E ratios.

The actual experience reflects the nationwide experience of Highmark BCBS, MedAmerica, and MedAmerica's other affinity partners who issued Simplicity policies. Actual incurred claims were developed from the seriatim paid claims and claim reserves provided by MedAmerica.

The expected incurred claims were calculated from the original pricing claim costs (adjusted to reflect an all-lives exposure base and medical underwriting adjustments) applied to the actual historical exposure.

The raw A:E ratios were credibility-weighted with 1.00 and then smoothed. The smoothed durational adjustment factors were selected such that the smoothed factors for the combined durations at the bottom of the exhibit reproduced actual experience (i.e., smoothed and raw A:Es for the band are the same).

The early duration smoothed adjustment factors were chosen to reproduce actual history, to the extent possible, so that the transition from historical to projected incurred claims was smooth. Considering the favorable experience after duration 5, the smoothed A:E factors for durations 6 through 9 (the end of the historical durational experience) were set at 0.95. The factors were then graded to 1.00 considering the following.

- The original pricing claim costs reflect morbidity improvement which lasts for 20 years. Therefore, the ultimate level of improvement has not yet been reached in the experience period.
- The favorable historical experience primarily reflects the select period.
- Updated industry experience suggests that the claim costs and selection factors from the 2002 LTCGs may be low.

A description of the assumed credibility measure is described at the end of this appendix.

#### ***Rate Increase Dependent Assumptions***

At the time of a rate increase, policyholders have options to elect a contingent benefit upon lapse (CBUL) or reduced benefit options (RBO). Adverse selection is assumed relative to CBUL elections. The development of these rate increase dependent assumptions is described in this section.

#### ***Contingent Benefit Upon Lapse Election***

The CBUL election assumption for lifetime-pay certificates was developed from actual CBUL election rates based on the combined experience of MedAmerica and its affinity partners following a prior rate increase on different blocks of business that offered coverage on a reimbursement basis. Approximately 8% of policyholders elected a CBUL following a flat 39% rate increase approved on the policy forms underlying the experience.

We assume a CBUL election rate of 5% for the Simplicity nationwide average rate increase of 37% across all issue ages. We assume the election rate for Simplicity may be lower than that experienced by other blocks because Simplicity is a cash, rather than reimbursement, product and

## Appendix A Development and Justification of Current Assumptions

so the policyholders may be less sensitive to the rate increase as they originally opted to purchase a policy with richer coverage.

No CBUL elections are assumed for limited-pay policies.

### *Reduced Benefit Options*

The percentage reduction to premium and benefits due to RBO elections was derived from the actual RBO election rates based on the combined experience of MedAmerica and its affinity partners following a prior rate increase on this and similar blocks of business. Based on an average 39% rate increase for the policy forms underlying the experience, approximately 5% to 6% of policyholders elected RBO. We assume that those electing RBO will reduce their benefits so that premiums after the increase are equivalent to those before the increase. We assume that the percent reduction in premium corresponds to an equivalent percent reduction in claims. Based on the nationwide average rate increase of 37% on the Simplicity policy forms, we assume 5% of policyholders will elect RBO, resulting in an impact on premiums and claims due to RBO elections of approximately 1.5%. The reduction to premium and claims was determined as follows:

Reduction to premium and claims due to the election of RBO  
=  $1 - (\text{Average premium level after the rate increase with RBO election} / \text{Premium level after the full rate increase without any RBO election})$ , where

Average premium level after the rate increase with RBO election  
= weighted average premium level of those assumed to elect RBO with those assumed to accept the full rate increase

### *Adverse Selection*

The 1.5% increase to morbidity due to adverse selection was developed from the following formula and actuarial judgment. We assume that at the time of the rate increase, policyholders that elect a CBUL will be selective in that their relative morbidity is 25% lower than that of the remaining pool.

PoolMorb = AdvSelMorb x (1 – CBUL) + [(1 – 25%) x AdvSelMorb] x CBUL, where

PoolMorb = morbidity of the pool before the rate increase = 1.0  
AdvSelMorb = adverse morbidity of the remaining pool after the rate increase due to selective lapses  
CBUL = percentage of policies that elect CBUL

Solving the above for the adverse selection component results in the following formula:

Adverse Selection =  $1 / (1 - 25\% \times \text{CBUL})$   
 $1.015 \sim 1 / (1 - 25\% \times 5\%)$

### ***Credibility***

The methodology employed to develop the assumptions considers actual historical experience and its associated credibility. The credibility percentage for each assumption was determined as  $(\text{Number of Events} / \text{Credibility Threshold})^{1/2}$ , with events defined as deaths, derived voluntary lapses, or claims. Table A-1 shows the credibility threshold, the associated confidence interval, and assumed margin for error for each assumption.

**Appendix A**  
**Development and Justification of Current Assumptions**

**Table A-1**  
**Credibility Measure for Each Assumption**

<b>Assumption</b>	<b>Credibility Threshold</b>	<b>Margin for Error (+/-)</b>	<b>Confidence Interval</b>
Mortality	481	7.5%	90%
Voluntary Lapse	481	7.5%	90%
Morbidity	271	10.0%	90%

The credibility threshold for each assumption varies based on the level of frequency associated with each event and the potential range around the true underlying assumption. A lower threshold was chosen for morbidity due to the low frequency of long-term care claims, while a higher threshold was chosen for the mortality and lapse assumptions due to the higher frequency of these events. For morbidity, a wider margin for error was assumed as there may be a greater potential range around the true underlying assumption.

**Exhibit A-1**  
**Highmark BCBS, MedAmerica and MedAmerica's Other Affinity Partners**  
**Actual-to-Expected (A:E) Mortality Experience from Inception through 2012**  
**Premier and Later Policy Forms**

<b>Male</b>						
Duration	Mortality Exposure	Actual Mortality Rate	Expected Mortality Rate	Mortality A:E	Credibility Percent	Smoothed Selection
1	35,882	0.2%	0.7%	24%	36%	25%
2	31,635	0.4%	0.8%	42%	48%	35%
3	28,415	0.4%	1.0%	46%	51%	42%
4	25,986	0.4%	1.1%	40%	48%	44%
5	23,608	0.5%	1.2%	42%	50%	46%
6	19,972	0.6%	1.4%	39%	48%	48%
7	15,012	0.9%	1.8%	49%	52%	50%
8	11,451	1.1%	2.1%	55%	52%	52%
9	8,679	1.4%	2.4%	60%	51%	55%
10	6,145	1.8%	2.7%	66%	48%	58%
11	3,500	1.9%	3.3%	59%	38%	61%
12	1,651	3.1%	4.2%	74%	33%	64%
13	925	3.0%	4.7%	65%	24%	67%
14	615	1.6%	4.8%	34%	14%	70%
15	48	0.0%	5.3%	0%	0%	72%
16	1	0.0%	9.0%	0%	0%	75%
17	0	N/A	N/A	N/A	N/A	78%
18	0	N/A	N/A	N/A	N/A	81%
19	0	N/A	N/A	N/A	N/A	83%
20+	0	N/A	N/A	N/A	N/A	86%
1-5	145,526	0.4%	0.9%	39%	100%	39%
6-10	61,259	1.0%	1.9%	52%	100%	52%
11-15	6,738	2.3%	3.8%	61%	57%	64%
16-20	1	0.0%	9.0%	0%	0%	75%
All	213,525	0.6%	1.3%	46%	100%	46%

**Exhibit A-1**  
**Highmark BCBS, MedAmerica and MedAmerica's Other Affinity Partners**  
**Actual-to-Expected (A:E) Mortality Experience from Inception through 2012**  
**Premier and Later Policy Forms**

<b>Female</b>						
Duration	Mortality Exposure	Actual Mortality Rate	Expected Mortality Rate	Mortality A:E	Credibility Percent	Smoothed Selection
1	46,508	0.1%	0.4%	26%	33%	25%
2	40,727	0.2%	0.5%	39%	41%	35%
3	36,685	0.3%	0.6%	44%	44%	44%
4	33,693	0.3%	0.7%	46%	46%	46%
5	30,751	0.3%	0.8%	42%	45%	48%
6	26,694	0.5%	0.9%	54%	51%	50%
7	21,394	0.5%	1.1%	50%	48%	52%
8	16,800	0.6%	1.3%	45%	44%	54%
9	13,075	0.9%	1.5%	65%	51%	57%
10	9,225	1.0%	1.7%	59%	43%	60%
11	5,431	1.4%	2.1%	65%	39%	64%
12	2,902	1.9%	2.5%	73%	34%	67%
13	1,686	1.7%	2.9%	58%	24%	70%
14	1,169	1.5%	3.0%	48%	19%	73%
15	100	0.0%	3.2%	0%	0%	77%
16	1	0.0%	6.8%	0%	0%	80%
17	1	0.0%	7.5%	0%	0%	83%
18	0	N/A	N/A	N/A	N/A	86%
19	0	N/A	N/A	N/A	N/A	90%
20+	0	N/A	N/A	N/A	N/A	93%
1-5	188,364	0.2%	0.6%	40%	94%	40%
6-10	87,187	0.6%	1.2%	54%	100%	54%
11-15	11,287	1.5%	2.4%	63%	60%	67%
16-20	2	0.0%	7.1%	0%	0%	81%
All	286,840	0.4%	0.8%	49%	100%	49%

**Exhibit A-2a**  
**Highmark BCBS, MedAmerica and MedAmerica's Other Affinity Partners**  
**Derived Lifetime-Pay Lapse Experience from Inception through 2012**  
**Simplicity and Simplicity ii Policy Forms Combined**  
**Lifetime-Pay Policies**

<b>Issue Ages &lt; 40</b>								
Duration	Total Exposure	Total Termination Rates	Expected Mortality Rates	Derived Lapse Rates	Derived Lapse Credibility Percent	All Ages Assumption for Credibility Weighting	Credibility Weighted Lapse Rates	Smoothed Lapse Rates
1	6,379	17.1%	0.0%	17.0%	100%	8.5%	17.0%	17.0%
2	4,580	15.7%	0.0%	15.7%	100%	7.0%	15.7%	15.5%
3	3,240	12.1%	0.0%	12.1%	90%	5.0%	11.4%	11.5%
4	2,359	8.8%	0.0%	8.7%	65%	4.0%	7.1%	7.0%
5	1,746	8.1%	0.0%	8.0%	54%	3.0%	5.7%	6.0%
6	1,126	6.1%	0.0%	6.1%	38%	2.0%	3.5%	3.5%
7	569	4.9%	0.0%	4.9%	24%	1.5%	2.3%	2.5%
8	191	1.0%	0.1%	1.0%	6%	1.5%	1.5%	1.5%
9	24	0.0%	0.1%	-0.1%	0%	1.5%	1.5%	1.5%
1-3	14,199	15.5%	0.0%	15.5%	100%	7.1%	15.3%	15.3%
4-6	5,231	8.0%	0.0%	7.9%	93%	3.1%	5.9%	5.9%
7+	784	3.8%	0.0%	3.8%	25%	1.5%	2.1%	2.2%
All	20,214	13.1%	0.0%	13.1%	100%	5.3%	12.4%	12.3%

<b>Issue Ages 40 - 49</b>								
Duration	Total Exposure	Total Termination Rates	Expected Mortality Rates	Derived Lapse Rates	Derived Lapse Credibility Percent	All Ages Assumption for Credibility Weighting	Credibility Weighted Lapse Rates	Smoothed Lapse Rates
1	7,727	9.4%	0.0%	9.4%	100%	8.5%	9.4%	9.5%
2	6,235	8.8%	0.0%	8.8%	100%	7.0%	8.8%	9.0%
3	5,053	5.8%	0.1%	5.8%	78%	5.0%	5.6%	5.5%
4	4,234	5.1%	0.1%	5.0%	66%	4.0%	4.7%	4.5%
5	3,482	4.9%	0.1%	4.8%	59%	3.0%	4.1%	4.0%
6	2,533	2.4%	0.1%	2.3%	35%	2.0%	2.1%	2.0%
7	1,406	2.4%	0.1%	2.3%	26%	1.5%	1.7%	1.5%
8	608	1.6%	0.1%	1.5%	14%	1.5%	1.5%	1.5%
9	87	1.1%	0.2%	1.0%	4%	1.5%	1.5%	1.5%
1-3	19,015	8.3%	0.0%	8.2%	100%	7.1%	8.2%	8.3%
4-6	10,249	4.4%	0.1%	4.3%	95%	3.1%	3.8%	3.7%
7+	2,102	2.1%	0.1%	2.0%	30%	1.5%	1.6%	1.5%
All	31,366	6.6%	0.1%	6.5%	100%	5.3%	6.3%	6.3%

**Exhibit A-2a**  
**Highmark BCBS, MedAmerica and MedAmerica's Other Affinity Partners**  
**Derived Lifetime-Pay Lapse Experience from Inception through 2012**  
**Simplicity and Simplicity ii Policy Forms Combined**  
**Lifetime-Pay Policies**

<b>Issue Ages 50 - 59</b>								
Duration	Total Exposure	Total Termination Rates	Expected Mortality Rates	Derived Lapse Rates	Derived Lapse Credibility Percent	All Ages Assumption for Credibility Weighting	Credibility Weighted Lapse Rates	Smoothed Lapse Rates
1	14,154	5.6%	0.1%	5.5%	100%	8.5%	5.5%	5.5%
2	12,063	5.0%	0.1%	4.9%	100%	7.0%	4.9%	5.0%
3	10,460	3.9%	0.2%	3.7%	90%	5.0%	3.9%	4.0%
4	9,131	3.0%	0.2%	2.8%	73%	4.0%	3.1%	3.0%
5	7,847	2.9%	0.3%	2.6%	66%	3.0%	2.8%	3.0%
6	5,975	2.4%	0.3%	2.1%	52%	2.0%	2.1%	2.0%
7	3,592	1.3%	0.4%	1.0%	27%	1.5%	1.4%	1.5%
8	1,599	1.3%	0.4%	0.8%	16%	1.5%	1.4%	1.5%
9	283	0.7%	0.5%	0.2%	3%	1.5%	1.5%	1.5%
1-3	36,677	4.9%	0.1%	4.8%	100%	7.1%	4.8%	4.9%
4-6	22,953	2.8%	0.2%	2.6%	100%	3.1%	2.7%	2.7%
7+	5,474	1.3%	0.4%	0.9%	32%	1.5%	1.4%	1.5%
All	65,103	3.9%	0.2%	3.7%	100%	5.3%	3.8%	3.9%

<b>Issue Ages 60 +</b>								
Duration	Total Exposure	Total Termination Rates	Expected Mortality Rates	Derived Lapse Rates	Derived Lapse Credibility Percent	All Ages Assumption for Credibility Weighting	Credibility Weighted Lapse Rates	Smoothed Lapse Rates
1	9,088	5.9%	0.3%	5.6%	100%	8.5%	5.6%	5.5%
2	7,672	4.6%	0.5%	4.1%	81%	7.0%	4.7%	4.5%
3	6,649	3.5%	0.6%	2.9%	63%	5.0%	3.7%	4.0%
4	5,939	3.0%	0.7%	2.3%	54%	4.0%	3.1%	3.0%
5	5,168	2.1%	0.9%	1.2%	36%	3.0%	2.4%	2.5%
6	4,117	2.3%	1.0%	1.3%	33%	2.0%	1.8%	2.0%
7	2,878	2.5%	1.2%	1.3%	28%	1.5%	1.4%	1.5%
8	1,537	1.5%	1.4%	0.1%	6%	1.5%	1.4%	1.5%
9	273	0.7%	1.7%	-0.9%	0%	1.5%	1.5%	1.5%
1-3	23,409	4.8%	0.5%	4.3%	100%	7.1%	4.7%	4.7%
4-6	15,224	2.5%	0.8%	1.7%	73%	3.1%	2.5%	2.6%
7+	4,688	2.0%	1.3%	0.8%	27%	1.5%	1.4%	1.5%
All	43,321	3.7%	0.7%	3.0%	100%	5.3%	3.6%	3.6%

**Exhibit A-2b**  
**Highmark BCBS, MedAmerica and MedAmerica's Other Affinity Partners**  
**Derived Lifetime-Pay Lapse Experience from Inception through 2012**  
**Simplicity and Simplicity ii Policy Forms Combined**  
**Lifetime-Pay Policies**

All Issue Ages						
Duration	Total Exposure	Total Termination Rates	Expected Mortality Rates	Derived Lapse Rates	Derived Lapse Credibility Percent	Smoothed Lapse Rates
1	37,348	8.4%	0.1%	8.3%	100%	8.5%
2	30,550	7.3%	0.2%	7.1%	100%	7.0%
3	25,402	5.2%	0.3%	5.0%	100%	5.0%
4	21,663	4.1%	0.3%	3.8%	100%	4.0%
5	18,242	3.5%	0.4%	3.2%	100%	3.0%
6	13,752	2.7%	0.5%	2.2%	80%	2.0%
7	8,445	2.1%	0.6%	1.6%	52%	1.5%
8	3,935	1.4%	0.7%	0.7%	23%	1.5%
9	668	0.7%	0.9%	-0.2%	0%	1.5%
1-3	93,300	7.2%	0.2%	7.0%	100%	7.1%
4-6	53,657	3.5%	0.4%	3.2%	100%	3.1%
7+	13,048	1.8%	0.7%	1.2%	57%	1.5%
All	160,005	5.5%	0.3%	5.3%	100%	5.3%

**Exhibit A-2c**  
**Highmark BCBS, MedAmerica and MedAmerica's Other Affinity Partners**  
**Derived 10-Pay Lapse Experience from Inception through 2012**  
**All Products**

Duration	Total Exposures	Total Termination Rates	Expected Mortality Rates	Derived Lapse Rates	Derived Lapse Credibility Percent	Derived Lifetime-Pay Lapse Rates	Ratio to Lifetime-Pay Lapse Rate	Smoothed Ratio to Lifetime-Pay Lapse
1	9,788	3.5%	0.1%	3.4%	83%	9.3%	37%	40.0%
2	9,214	2.9%	0.2%	2.7%	72%	6.2%	43%	40.0%
3	8,719	2.0%	0.2%	1.7%	56%	4.3%	41%	40.0%
4	8,376	1.3%	0.3%	1.0%	42%	3.1%	33%	40.0%
5	8,020	1.1%	0.3%	0.8%	36%	2.5%	31%	30.0%
6	7,224	1.1%	0.4%	0.6%	31%	1.9%	33%	30.0%
7	6,293	1.0%	0.5%	0.5%	26%	1.8%	30%	30.0%
8	5,530	1.0%	0.6%	0.4%	22%	1.4%	31%	30.0%
9	4,737	0.9%	0.8%	0.1%	10%	1.3%	8%	0.0%
10	3,929	1.1%	0.9%	0.2%	11%	1.2%	13%	0.0%
11	2,821	0.9%	1.2%	-0.3%	0%	1.5%	-21%	0.0%
12	2,034	1.2%	1.5%	-0.3%	0%	1.5%	-21%	0.0%
13	1,602	1.0%	1.8%	-0.8%	0%	1.5%	-57%	0.0%
14	1,228	1.5%	2.2%	-0.6%	0%	1.0%	-61%	0.0%
15	779	3.1%	2.5%	0.6%	9%	1.7%	32%	0.0%
1 - 4	36,097	2.5%	0.2%	2.3%	100%	6.1%	38%	40.0%
5 - 8	27,067	1.1%	0.5%	0.6%	59%	2.0%	31%	30.0%
1 - 8	63,164	1.9%	0.3%	1.6%	100%	4.5%	35%	35.7%
9 - 15	17,131	1.1%	1.2%	-0.1%	0%	1.4%	-9%	0.0%
1 - 15	80,295	1.7%	0.5%	1.2%	100%	3.9%	31%	28.1%

**Exhibit A-2d**  
**Highmark BCBS, MedAmerica and MedAmerica's Other Affinity Partners**  
**Derived 20-Pay Lapse Experience from Inception through 2012**  
**All Products**

Duration	Total Exposures	Total Termination Rates	Expected Mortality Rates	Derived Lapse Rates	Derived Lapse Credibility Percent	Derived Lifetime-Pay Lapse Rates	Ratio to Lifetime-Pay Lapse Rate	Smoothed Ratio to Lifetime-Pay Lapse
1	2,343	2.7%	0.1%	2.7%	36%	9.3%	29%	50.0%
2	2,277	4.0%	0.1%	3.9%	43%	6.2%	62%	50.0%
3	2,184	3.2%	0.1%	3.1%	37%	4.3%	72%	50.0%
4	2,110	2.8%	0.1%	2.7%	34%	3.1%	85%	50.0%
5	2,029	1.6%	0.1%	1.4%	25%	2.5%	57%	50.0%
6	1,714	1.9%	0.2%	1.7%	25%	1.9%	88%	50.0%
7	1,589	0.9%	0.2%	0.7%	15%	1.8%	38%	50.0%
8	1,458	1.2%	0.3%	1.0%	17%	1.4%	72%	50.0%
9	1,329	0.3%	0.3%	0.0%	2%	1.3%	1%	25.0%
10	825	0.5%	0.4%	0.1%	4%	1.2%	9%	25.0%
11	334	0.9%	0.7%	0.2%	4%	1.5%	15%	25.0%
12	248	1.6%	0.8%	0.8%	6%	1.5%	51%	25.0%
13	193	1.6%	1.0%	0.6%	5%	1.5%	37%	25.0%
14	162	1.2%	1.1%	0.1%	2%	1.0%	10%	25.0%
15	150	0.7%	1.3%	-0.6%	0%	1.7%	-34%	25.0%
16	141	4.2%	1.5%	2.8%	9%	1.9%	148%	0.0%
17	128	0.0%	1.7%	-1.7%	0%	2.0%	-83%	0.0%
18	120	3.3%	1.8%	1.5%	6%	1.9%	79%	0.0%
19	107	1.9%	1.9%	0.0%	0%	2.9%	0%	0.0%
20	98	2.0%	2.1%	-0.1%	0%	1.4%	-7%	0.0%
1 - 4	8,914	3.2%	0.1%	3.1%	76%	6.1%	51%	50.0%
5 - 8	6,789	1.4%	0.2%	1.2%	42%	2.0%	62%	50.0%
1 - 8	15,704	2.4%	0.1%	2.3%	86%	4.5%	51%	50.0%
9 - 15	3,243	0.6%	0.5%	0.1%	9%	1.4%	9%	25.0%
1 - 15	18,946	2.1%	0.2%	1.9%	87%	3.9%	49%	45.7%
16 +	792	2.1%	2.0%	0.2%	5%	1.9%	9%	0.0%

**Exhibit A-3**  
**Highmark BCBS, MedAmerica and MedAmerica's Other Affinity Partners**  
**Durational Actual-to-Expected (A:E) Adjustments**  
**Incurred Claim Experience from Inception through 2012**  
**Simplicity Policy Forms**

Duration	Actual Incurred Claims	Expected Incurred Claims	Raw A:E	Credibility Percent	Credibility Weighted With 1.00 A:E	Smoothed Adjustment
1	1,503,368	690,753	2.18	24%	1.28	1.50
2	339,621	1,103,471	0.31	26%	0.82	1.35
3	2,447,447	1,596,198	1.53	37%	1.20	1.20
4	2,100,500	2,123,057	0.99	34%	1.00	1.10
5	3,288,324	2,902,286	1.13	40%	1.05	1.00
6	3,417,835	3,320,523	1.03	37%	1.01	0.95
7	2,304,576	2,779,450	0.83	33%	0.94	0.95
8	1,660,390	1,697,699	0.98	24%	0.99	0.95
9	345,005	354,235	0.97	14%	1.00	0.95
10	0	0	0.00	0%	1.00	0.95
11	0	0	0.00	0%	1.00	0.96
12	0	0	0.00	0%	1.00	0.97
13	0	0	0.00	0%	1.00	0.98
14	0	0	0.00	0%	1.00	0.99
15+	0	0	0.00	0%	1.00	1.00
1-5	9,679,260	8,415,767	1.15	74%	1.11	1.15
6+	7,727,806	8,151,908	0.95	57%	0.97	0.95
All	17,407,066	16,567,674	1.05	93%	1.05	1.05

# HIGHMARK BLUE CROSS BLUE SHIELD

Address: 120 Fifth Avenue, Pittsburgh, Pennsylvania 15222

## Supplement to the Simplicity Actuarial Memorandum

April 30, 2015

Product

Tax-Qualified Long-Term Care Policy Form  
Tax-Qualified Franchise Long-Term Policy Form

Number

SPL-336-HMBCBSPA  
FSPL-336-HMBCBSPA

### 1. Purpose of Filing

This supplement has been prepared for the purpose of demonstrating that the requested rate increase complies with Chapter 18 Section 3803(c) and (e), and Reg. 89.83 of the Insurance Regulations for the state of Pennsylvania. It may not be appropriate for other purposes.

### 2. Demonstration of Compliance with Chapter 18 Section 3803

(c) and (e): We believe that we comply with these subsections of the regulation by submitting these rates before they are being used.

### 3. Demonstration of Compliance with Reg. 89.83

89.83 (a): This subsection requires no action.

89.83 (b): This subsection is not applicable since this filing is not for rates for a new policy form.

89.83 (c): *Revision of Current Rates*

(1): This rate increase filing complies with loss ratio requirements (i.e., the 58%/85% test), as specified in Reg. 89a.118.(c)(2).

(2): Section 2 of the actuarial memorandum provides a description of benefits. A copy of the affected policy forms may be provided upon request.

(2)(i): The primary reason why these forms are in need of a premium rate increase is due to emerging experience running more adverse than expected in pricing. At this time, the company is requesting a premium rate increase that varies by issue age as shown in Table 1 below. The rate increase was determined by issue age to better align the rate increase with the adverse experience and to protect older insureds.

# HIGHMARK BLUE CROSS BLUE SHIELD

Address: 120 Fifth Avenue, Pittsburgh, Pennsylvania 15222

## Supplement to the Simplicity Actuarial Memorandum

April 30, 2015

**Table 1**  
**Rate Increases by Issue Age**

<b>Issue Ages</b>	<b>Prior Approved Increase<sup>[1]</sup></b>	<b>Current Requested Increase</b>	<b>Cumulative Increase</b>
<40	32%	21.2%	60%
40-44	32	18.2	56
45-49	32	13.6	50
50-54	32	10.6	46
55-59	32	4.5	38
60-64	29	0.0	29
65-69	20	0.0	20
70-74	13	0.0	13
75+	0	0.0	0
All Ages <sup>[2]</sup>	31	7.7	41

*[1] Reflects cumulative rate increase by issue age band approved on these forms in Pennsylvania between 2013 and 2014.*

*[2] Based on the distribution of Highmark BCBS business in force in Pennsylvania as of December 31, 2013.*

The current rate increase request is a follow-up to a prior rate increase request on these policy forms. The original request was for a rate increase that varied by issue age and ranged from 0% to 60%. The original request was determined in such a way that the company was shouldering the majority of the rate increase needed to restore these forms to their original pricing expectation and was not attempting to recoup past losses or lost revenue. Therefore, this current increase request is being sought in order to achieve a cumulative rate increase equal to the original request.

The current rate schedules along with the proposed rate schedules are enclosed with this filing. Please note that the actual rates implemented may vary slightly from those shown due to rounding algorithms.

Attachment 1 to this supplement provides a comparison of (a) actual and projected experience using current assumptions and (b) expected experience using original pricing assumptions. Included are calendar year earned premiums, incurred claims, annual loss ratios, cumulative loss ratios, and the ratio of actual-to-expected (A:E) loss ratios. This attachment is identical to Exhibit I of the actuarial memorandum. Attachment 2 to this supplement provides nationwide experience showing written premium, paid claims, and cumulative loss ratios. Values in Attachments 1 and 2 are shown both before and after the follow-up request to achieve the cumulative rate increases by issue age band shown in Table 1 above.

Attachments 3 and 4 to this supplement provide similar information as Attachments 1 and 2, respectively, for Pennsylvania-specific experience. Please note that Pennsylvania-specific experience is not considered fully credible, but is being provided as required.

# HIGHMARK BLUE CROSS BLUE SHIELD

**Address:** 120 Fifth Avenue, Pittsburgh, Pennsylvania 15222

## Supplement to the Simplicity Actuarial Memorandum

**April 30, 2015**

(2)(ii)(A): There have been two rate increases approved on these policy forms in Pennsylvania. In June 2013, the Department approved a reduced increase that capped the original request at 20% within any one issue age band. In April 2014, the company submitted a follow-up rate increase request to achieve a cumulative rate increase equal to the original request. In September 2014, the Department approved a reduced increase that capped the follow-up request at 10% within any one issue age band.

(2)(ii)(B): Table 2 shows the original pricing commission scales by issue age and duration for lifetime-pay policies. The actual commission scales will differ slightly from those that appear in Table 2 as the company adjusts renewal commission rates so that the total commissions paid before and after any increase in premium are similar (i.e., commissions are not paid on the increased premium).

**Table 2**  
**Commission Scales by Issue Age and Duration**  
**Policy Forms: SPL-336-HMBCBSPA, FSPL-336-HMBCBSPA**

<b>Issue Age</b>	<b>Duration 1</b>	<b>Durations 2-10</b>	<b>Durations 11+</b>
< 65	40-90%	5-15%	0-15%
65 +	30-80%	5-15%	0-15%

Commissions for limited-pay policies are reduced to levels that are approximately equivalent to the above commissions for lifetime-pay policies, on a present value basis, based on original pricing assumptions.

(2)(ii)(C)(I): Premiums earned and written since inception for nationwide experience can be found in Attachments 1 and 2 to this supplement, respectively. Premiums earned and written since inception for Pennsylvania-specific experience can be found in Attachments 3 and 4 to this supplement, respectively. Attachment 5 to this supplement provides reserve balances and the calculation basis for both nationwide and Pennsylvania-specific experience. Please note that Pennsylvania-specific experience is not considered fully credible, but is being provided as required.

(2)(ii)(C)(II): Attachment 5 to this supplement provides a breakdown of historical incurred claims and active life reserve balance, including a description of the calculation basis, for both nationwide and Pennsylvania-specific experience. Please note that Pennsylvania-specific experience is not considered fully credible, but is being provided as required.

Attachment 6 to this supplement provides a comparison of (a) actual and projected experience on a durational basis using current assumptions and (b) expected experience using original pricing assumptions. Included are policy year earned premiums, incurred claims, durational loss ratios, cumulative loss ratios, and the ratio of A:E loss ratios. Values in Attachment 6 are shown both before and after the follow-up request to achieve the cumulative rate increases by issue age band shown in Table 1 above. The number of durations shown was chosen to capture the number of durations underlying Attachment 1.

Attachment 7 to this supplement provides similar information to Attachment 6 for Pennsylvania-specific experience. Please note that Pennsylvania-specific experience is not considered fully credible, but is being provided as required.

**HIGHMARK BLUE CROSS BLUE SHIELD**

**Address:** 120 Fifth Avenue, Pittsburgh, Pennsylvania 15222

**Supplement to the Simplicity Actuarial Memorandum**

**April 30, 2015**

*(2)(ii)(D):* We believe that we have provided information sufficient to support the rate increase requested in this filing.

*(2)(iii):* We understand that data used in this rate increase filing is in agreement with those used in the annual statement filed with the Department.

*89.83 (d):* We believe the proposed rate tables provided with this filing comply with this subsection.

**Attachment 1**  
**Highmark BCBS, MedAmerica, and MedAmerica's Other Affinity Partners**  
**Actual-to-Expected Experience by Calendar Year**  
**Combined Nationwide Experience with Prior Approved Increases**  
**Individual Simplicity Policy Forms**  
**All Issue Ages Combined**

	Calendar Year	Actual or Projected Experience using Current Assumptions				Expected Experience using Pricing Assumptions				Cumulative Loss Ratios with Interest		
		A	B	C = B / A	D	E	F	G = F / E	H	I	J	K = I / J
		Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Actual (Column C) with 5.25% Interest	Expected (Column G) with Average 6.32% Interest	Actual-to-Expected Ratio
Historical Experience	2004	1,943,156	299,291	15%	3,075	1,904,363	36,415	2%	3,046	15%	2%	8.45
	2005	11,101,732	703,743	6%	8,649	10,877,958	219,531	2%	8,465	8%	2%	4.03
	2006	21,656,457	127,091	1%	16,056	20,856,307	506,325	2%	15,509	3%	2%	1.55
	2007	32,617,307	1,200,907	4%	20,853	30,921,224	913,317	3%	20,050	4%	2%	1.41
	2008	37,138,828	2,832,789	8%	21,432	34,585,812	1,364,004	4%	20,407	5%	3%	1.67
	2009	36,668,838	1,667,001	5%	20,622	33,908,064	1,891,372	6%	19,828	5%	4%	1.36
	2010	35,898,409	3,123,927	9%	20,166	33,134,328	2,525,629	8%	19,361	6%	4%	1.30
	2011	35,561,139	4,279,044	12%	19,803	32,529,231	3,256,995	10%	19,039	6%	5%	1.29
	2012	35,553,172	4,585,793	13%	19,768	32,242,463	4,022,501	12%	18,924	7%	6%	1.23
	2013	36,522,270	6,359,309	17%	19,832	32,774,727	4,792,103	15%	19,034	8%	7%	1.24
Projected Future Experience (60 Years)	2014	37,935,911	6,313,285	17%	19,311	31,820,900	5,551,683	17%	18,440	9%	8%	1.20
	2015	36,972,903	7,285,794	20%	18,766	29,281,688	6,329,021	22%	17,886	10%	9%	1.16
	2016	34,387,247	8,387,402	24%	18,341	26,524,649	7,157,260	27%	17,350	11%	10%	1.14
	2017	30,955,283	9,656,605	31%	17,923	23,599,268	8,053,507	34%	16,822	12%	11%	1.13
	2018	28,713,619	11,102,150	39%	17,500	21,604,258	9,039,101	42%	16,296	13%	12%	1.12
	2019	27,545,476	12,694,571	46%	17,069	20,476,361	10,098,759	49%	15,769	15%	13%	1.12
	2020	26,399,571	14,272,769	54%	16,625	19,418,423	11,130,162	57%	15,241	16%	14%	1.12
	2021	25,386,297	15,879,489	63%	16,163	18,469,774	12,167,780	66%	14,710	17%	15%	1.13
	2022	24,300,322	17,531,570	72%	15,685	17,479,384	13,242,945	76%	14,177	19%	17%	1.13
	2023	23,053,392	19,361,260	84%	15,188	16,363,056	14,448,332	88%	13,642	20%	18%	1.14
	2024	21,959,607	21,409,270	97%	14,673	15,424,076	15,811,129	103%	13,106	22%	19%	1.14
	2025	20,907,558	23,608,007	113%	14,144	14,550,505	17,279,295	119%	12,568	24%	21%	1.15
	2026	19,853,364	25,981,796	131%	13,603	13,698,082	18,866,695	138%	12,031	26%	22%	1.16
	2027	18,803,327	28,543,085	152%	13,054	12,867,437	20,573,651	160%	11,494	27%	24%	1.17
	2028	17,742,152	31,279,483	176%	12,500	12,045,575	22,392,001	186%	10,959	29%	25%	1.17
	2029	16,693,108	34,194,568	205%	11,941	11,239,927	24,317,975	216%	10,427	31%	27%	1.18
	2030	15,668,468	37,232,035	238%	11,380	10,463,846	26,309,615	251%	9,898	34%	28%	1.19
	2031	14,648,635	40,336,673	275%	10,817	9,707,503	28,334,171	292%	9,375	36%	30%	1.20
	2032	13,659,487	43,465,506	318%	10,255	8,983,377	30,359,167	338%	8,858	38%	31%	1.21
	2033	12,698,983	46,557,558	367%	9,695	8,290,847	32,347,153	390%	8,348	40%	33%	1.22
	2034	11,751,306	49,587,946	422%	9,139	7,617,172	34,284,577	450%	7,848	43%	34%	1.24
	2035	10,837,592	52,466,533	484%	8,589	6,976,039	36,112,310	518%	7,359	45%	36%	1.25
	2036	9,956,070	55,103,574	553%	8,047	6,363,777	37,781,541	594%	6,882	47%	38%	1.26
	2037	9,104,204	57,481,087	631%	7,515	5,781,419	39,279,711	679%	6,418	50%	39%	1.27
	2038	8,285,414	59,552,670	719%	6,995	5,229,280	40,574,336	776%	5,968	52%	41%	1.28
	2039	7,512,185	61,249,566	815%	6,489	4,714,914	41,629,438	883%	5,534	54%	42%	1.29
	2040	6,779,188	62,515,673	922%	5,999	4,232,324	42,416,932	1,002%	5,117	56%	43%	1.30
	2041	6,090,680	63,287,126	1,039%	5,526	3,785,717	42,901,441	1,133%	4,717	58%	45%	1.31
	2042	5,445,592	63,569,495	1,167%	5,072	3,369,626	43,081,848	1,279%	4,336	61%	46%	1.32
	2043	4,845,711	63,373,213	1,308%	4,639	2,988,478	42,957,151	1,437%	3,974	62%	47%	1.33
	2044	4,291,644	62,704,461	1,461%	4,227	2,639,794	42,538,995	1,611%	3,631	64%	48%	1.33
	2045	3,783,010	61,589,176	1,628%	3,838	2,322,550	41,849,432	1,802%	3,308	66%	49%	1.34
	2046	3,319,248	60,058,212	1,809%	3,473	2,034,781	40,902,373	2,010%	3,005	68%	50%	1.35
2047	2,897,965	58,172,066	2,007%	3,131	1,775,508	39,728,573	2,238%	2,722	69%	51%	1.35	
2048	2,519,448	55,965,423	2,221%	2,814	1,543,072	38,358,009	2,486%	2,458	70%	52%	1.36	
2049	2,180,023	53,508,579	2,454%	2,520	1,335,652	36,827,020	2,757%	2,214	71%	52%	1.37	
2050	1,879,166	50,874,450	2,707%	2,249	1,152,240	35,179,084	3,053%	1,988	73%	53%	1.37	
2051	1,612,655	48,121,189	2,984%	2,001	990,631	33,447,713	3,376%	1,781	74%	54%	1.37	
2052	1,378,811	45,271,465	3,283%	1,775	848,936	31,644,114	3,728%	1,591	74%	54%	1.38	
2053	1,174,263	42,380,916	3,609%	1,569	725,325	29,807,201	4,109%	1,418	75%	54%	1.38	
2054-2058	3,650,604	169,689,563	4,648%	5,409	2,284,253	121,891,022	5,336%	4,997	78%	56%	1.39	
2059-2063	1,501,921	107,177,977	7,136%	2,687	974,985	80,709,188	8,278%	2,591	79%	57%	1.40	
2064-2068	578,968	60,625,722	10,471%	1,234	394,001	48,365,611	12,276%	1,235	80%	57%	1.40	
2069-2073	209,260	31,071,218	14,848%	516	147,527	26,196,114	17,757%	524	80%	57%	1.40	

History
Future
Lifetime

8%	7%	1.24
153%	129%	1.18
80%	57%	1.40

**Attachment 1**  
**Highmark BCBS, MedAmerica, and MedAmerica's Other Affinity Partners**  
**Actual-to-Expected Experience by Calendar Year**  
**Combined Nationwide Experience with Cumulative Average 37% Requested Increase**  
**Individual Simplicity Policy Forms**  
**All Issue Ages Combined**

	Calendar Year	Actual or Projected Experience using Current Assumptions				Expected Experience using Pricing Assumptions				Cumulative Loss Ratios with Interest		
		A	B	C = B / A	D	E	F	G = F / E	H	I	J	K = I / J
		Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Actual (Column C) with 5.25% Interest	Expected (Column G) with Average 6.32% Interest	Actual-to-Expected Ratio
Historical Experience	2004	1,943,156	299,291	15%	3,075	1,904,363	36,415	2%	3,046	15%	2%	8.45
	2005	11,101,732	703,743	6%	8,649	10,877,958	219,531	2%	8,465	8%	2%	4.03
	2006	21,656,457	127,091	1%	16,056	20,856,307	506,325	2%	15,509	3%	2%	1.55
	2007	32,617,307	1,200,907	4%	20,853	30,921,224	913,317	3%	20,050	4%	2%	1.41
	2008	37,138,828	2,832,789	8%	21,432	34,585,812	1,364,004	4%	20,407	5%	3%	1.67
	2009	36,668,838	1,667,001	5%	20,622	33,908,064	1,891,372	6%	19,828	5%	4%	1.36
	2010	35,898,409	3,123,927	9%	20,166	33,134,328	2,525,629	8%	19,361	6%	4%	1.30
	2011	35,561,139	4,279,044	12%	19,803	32,529,231	3,256,995	10%	19,039	6%	5%	1.29
	2012	35,553,172	4,585,793	13%	19,768	32,242,463	4,022,501	12%	18,924	7%	6%	1.23
	2013	36,522,270	6,359,309	17%	19,832	32,774,727	4,792,103	15%	19,034	8%	7%	1.24
Projected Future Experience (60 Years)	2014	37,935,911	6,313,285	17%	19,311	31,820,900	5,551,683	17%	18,440	9%	8%	1.20
	2015	37,586,443	7,260,991	19%	18,567	29,281,688	6,329,021	22%	17,886	10%	9%	1.16
	2016	38,501,152	8,217,458	21%	17,946	26,524,649	7,157,260	27%	17,350	11%	10%	1.13
	2017	35,314,057	9,434,081	27%	17,537	23,599,268	8,053,507	34%	16,822	12%	11%	1.10
	2018	32,704,894	10,844,796	33%	17,125	21,604,258	9,039,101	42%	16,296	13%	12%	1.09
	2019	31,386,122	12,398,825	40%	16,704	20,476,361	10,098,759	49%	15,769	14%	13%	1.08
	2020	30,100,015	13,938,932	46%	16,270	19,418,423	11,130,162	57%	15,241	15%	14%	1.08
	2021	28,960,162	15,506,286	54%	15,820	18,469,774	12,167,780	66%	14,710	17%	15%	1.07
	2022	27,725,705	17,117,566	62%	15,353	17,479,384	13,242,945	76%	14,177	18%	17%	1.07
	2023	26,264,242	18,902,885	72%	14,868	16,363,056	14,448,332	88%	13,642	19%	18%	1.08
	2024	25,035,110	20,901,458	83%	14,365	15,424,076	15,811,129	103%	13,106	21%	19%	1.08
	2025	23,863,019	23,047,363	97%	13,848	14,550,505	17,279,295	119%	12,568	22%	21%	1.08
	2026	22,683,798	25,364,542	112%	13,320	13,698,082	18,866,695	138%	12,031	24%	22%	1.09
	2027	21,511,838	27,865,511	130%	12,784	12,867,437	20,573,651	160%	11,494	26%	24%	1.09
	2028	20,326,538	30,538,619	150%	12,243	12,045,575	22,392,001	186%	10,959	28%	25%	1.10
	2029	19,149,585	33,386,652	174%	11,697	11,239,927	24,317,975	216%	10,427	29%	27%	1.11
	2030	18,001,577	36,354,768	202%	11,149	10,463,846	26,309,615	251%	9,898	31%	28%	1.11
	2031	16,858,533	39,389,387	234%	10,599	9,707,503	28,334,171	292%	9,375	33%	30%	1.12
	2032	15,747,033	42,448,797	270%	10,049	8,983,377	30,359,167	338%	8,858	35%	31%	1.13
	2033	14,665,892	45,473,224	310%	9,502	8,290,847	32,347,153	390%	8,348	38%	33%	1.14
	2034	13,595,138	48,437,764	356%	8,959	7,617,172	34,284,577	450%	7,848	40%	34%	1.15
	2035	12,561,176	51,254,802	408%	8,421	6,976,039	36,112,310	518%	7,359	42%	36%	1.16
	2036	11,562,620	53,836,829	466%	7,891	6,363,737	37,781,541	594%	6,882	44%	38%	1.17
	2037	10,594,014	56,166,119	530%	7,371	5,781,419	39,279,711	679%	6,418	46%	39%	1.18
	2038	9,659,977	58,196,960	602%	6,862	5,229,280	40,574,336	776%	5,968	48%	41%	1.19
	2039	8,777,076	59,862,214	682%	6,367	4,714,914	41,629,438	883%	5,534	50%	42%	1.20
	2040	7,937,866	61,107,160	770%	5,887	4,232,324	42,416,932	1,002%	5,117	52%	43%	1.20
	2041	7,148,388	61,869,597	866%	5,424	3,785,717	42,901,441	1,133%	4,717	54%	45%	1.21
	2042	6,405,863	62,154,096	970%	4,979	3,369,626	43,081,848	1,279%	4,336	56%	46%	1.22
	2043	5,713,539	61,971,012	1,085%	4,555	2,988,478	42,957,151	1,437%	3,974	58%	47%	1.23
	2044	5,072,337	61,326,248	1,209%	4,152	2,639,794	42,538,995	1,611%	3,631	60%	48%	1.24
	2045	4,482,093	60,245,431	1,344%	3,771	2,322,550	41,849,432	1,802%	3,308	61%	49%	1.24
	2046	3,942,251	58,758,596	1,490%	3,412	2,034,781	40,902,373	2,010%	3,005	63%	50%	1.25
2047	3,450,555	56,923,574	1,650%	3,077	1,775,508	39,728,573	2,238%	2,722	64%	51%	1.25	
2048	3,007,180	54,774,540	1,821%	2,766	1,543,072	38,358,009	2,486%	2,458	65%	52%	1.26	
2049	2,608,354	52,380,238	2,008%	2,477	1,335,652	36,827,020	2,757%	2,214	66%	52%	1.26	
2050	2,253,693	49,811,620	2,210%	2,212	1,152,240	35,179,084	3,053%	1,988	67%	53%	1.27	
2051	1,938,642	47,125,121	2,431%	1,968	990,631	33,447,713	3,376%	1,781	68%	54%	1.27	
2052	1,661,288	44,342,606	2,669%	1,746	848,936	31,644,114	3,728%	1,591	69%	54%	1.28	
2053	1,417,981	41,518,839	2,928%	1,544	725,325	29,807,201	4,109%	1,418	70%	54%	1.28	
2054-2058	4,431,335	166,311,194	3,753%	5,324	2,284,253	121,891,022	5,336%	4,997	72%	56%	1.29	
2059-2063	1,836,333	105,103,003	5,724%	2,647	974,985	80,709,188	8,278%	2,591	73%	57%	1.29	
2064-2068	710,452	59,471,788	8,371%	1,216	394,001	48,365,611	12,276%	1,235	74%	57%	1.30	
2069-2073	257,161	30,479,301	11,852%	509	147,527	26,196,114	17,757%	524	74%	57%	1.30	

History
Future
Lifetime

8%	7%	1.24
134%	129%	1.04
74%	57%	1.30

**Attachment 2**  
**Highmark BCBS, MedAmerica, and MedAmerica's Other Affinity Partners**  
**Combined Nationwide Written Premium and Paid Claim Experience and Projections**  
**with Prior Approved Increases**  
**Individual Simplicity Policy Forms**  
**All Issue Ages Combined**

	Calendar Year	Loss Ratio Demonstration			
		Without Interest			Cumulative Loss Ratio w/ Interest
		Written Premium	Paid Claims	Loss Ratio	
Historical Experience	2004	4,495,206	41,559	1%	1%
	2005	13,909,728	142,647	1%	1%
	2006	24,656,580	295,353	1%	1%
	2007	34,806,046	423,473	1%	1%
	2008	37,256,245	750,988	2%	1%
	2009	36,498,763	1,356,503	4%	2%
	2010	35,813,166	1,696,107	5%	2%
	2011	35,520,444	2,845,913	8%	3%
	2012	35,827,374	3,462,574	10%	4%
	2013	37,109,225	4,909,132	13%	5%
Projected Future Experience (60 Years)	2014	37,592,632	4,787,376	13%	6%
	2015	36,310,867	5,816,741	16%	6%
	2016	33,338,240	6,735,739	20%	7%
	2017	29,923,134	7,864,788	26%	8%
	2018	28,350,990	9,009,126	32%	9%
	2019	27,176,583	10,174,142	37%	10%
	2020	26,110,398	11,551,264	44%	11%
	2021	25,080,883	13,107,943	52%	13%
	2022	23,922,516	14,724,527	62%	14%
	2023	22,706,815	16,417,973	72%	15%
	2024	21,664,482	18,339,628	85%	17%
	2025	20,607,914	20,313,707	99%	18%
	2026	19,558,701	22,418,319	115%	20%
	2027	18,508,745	24,699,998	133%	21%
	2028	17,442,171	27,188,411	156%	23%
	2029	16,405,113	29,864,315	182%	25%
	2030	15,378,691	32,711,042	213%	27%
	2031	14,368,040	35,702,272	248%	29%
	2032	13,388,035	38,806,512	290%	31%
	2033	12,434,055	41,983,123	338%	33%
	2034	11,494,171	45,194,263	393%	35%
	2035	10,590,174	48,386,983	457%	37%
	2036	9,717,948	51,496,117	530%	39%
	2037	8,876,546	54,466,077	614%	41%
	2038	8,070,406	57,243,549	709%	44%
	2039	7,309,097	59,770,168	818%	46%
	2040	6,587,657	61,986,306	941%	48%
	2041	5,912,597	63,830,307	1,080%	50%
	2042	5,280,351	65,257,230	1,236%	52%
	2043	4,693,371	66,236,277	1,411%	54%
	2044	4,152,084	66,747,143	1,608%	56%
	2045	3,656,043	66,783,305	1,827%	58%
	2046	3,204,575	66,350,207	2,070%	60%
	2047	2,795,046	65,469,343	2,342%	61%
2048	2,427,634	64,168,020	2,643%	63%	
2049	2,098,881	62,485,569	2,977%	64%	
2050	1,807,820	60,472,000	3,345%	65%	
2051	1,550,325	58,182,679	3,753%	67%	
2052	1,324,660	55,665,702	4,202%	68%	
2053	1,127,548	52,971,059	4,698%	69%	
2054-2058	3,501,761	221,518,774	6,326%	72%	
2059-2063	1,439,525	150,714,634	10,470%	74%	
2064-2068	555,174	91,936,470	16,560%	75%	
2069-2073	200,816	50,842,994	25,318%	75%	

History	5%
Future	151%
Lifetime	75%

**Attachment 2**  
**Highmark BCBS, MedAmerica, and MedAmerica's Other Affinity Partners**  
**Combined Nationwide Written Premium and Paid Claim Experience and Projections**  
**with Cumulative Average 37% Requested Increase**  
**Individual Simplicity Policy Forms**  
**All Issue Ages Combined**

	Calendar Year	Loss Ratio Demonstration			
		Without Interest			Cumulative Loss Ratio w/ Interest
		Written Premium	Paid Claims	Loss Ratio	
Historical Experience	2004	4,495,206	41,559	1%	1%
	2005	13,909,728	142,647	1%	1%
	2006	24,656,580	295,353	1%	1%
	2007	34,806,046	423,473	1%	1%
	2008	37,256,245	750,988	2%	1%
	2009	36,498,763	1,356,503	4%	2%
	2010	35,813,166	1,696,107	5%	2%
	2011	35,520,444	2,845,913	8%	3%
	2012	35,827,374	3,462,574	10%	4%
	2013	37,109,225	4,909,132	13%	5%
Projected Future Experience (60 Years)	2014	37,592,712	4,787,376	13%	6%
	2015	37,881,971	5,810,246	15%	6%
	2016	37,818,771	6,685,491	18%	7%
	2017	34,114,147	7,763,001	23%	8%
	2018	32,286,611	8,857,311	27%	9%
	2019	30,979,536	9,974,403	32%	10%
	2020	29,774,581	11,304,155	38%	11%
	2021	28,614,760	12,815,424	45%	12%
	2022	27,276,932	14,388,704	53%	13%
	2023	25,868,022	16,038,495	62%	15%
	2024	24,706,909	17,913,506	73%	16%
	2025	23,528,827	19,837,746	84%	17%
	2026	22,356,448	21,889,277	98%	19%
	2027	21,183,364	24,113,714	114%	20%
	2028	19,989,745	26,541,837	133%	22%
	2029	18,826,989	29,154,270	155%	23%
	2030	17,678,042	31,934,447	181%	25%
	2031	16,543,636	34,856,568	211%	27%
	2032	15,441,318	37,889,922	245%	29%
	2033	14,367,174	40,994,874	285%	31%
	2034	13,304,037	44,134,369	332%	32%
	2035	12,280,864	47,256,724	385%	34%
	2036	11,291,618	50,298,372	445%	36%
	2037	10,334,239	53,205,016	515%	38%
	2038	9,413,861	55,924,472	594%	41%
	2039	8,544,023	58,399,647	684%	43%
	2040	7,717,392	60,572,258	785%	45%
	2041	6,942,559	62,382,101	899%	46%
	2042	6,214,308	63,785,051	1,026%	48%
	2043	5,536,201	64,750,859	1,170%	50%
	2044	4,909,316	65,259,531	1,329%	52%
	2045	4,333,170	65,304,657	1,507%	54%
	2046	3,807,227	64,891,491	1,704%	55%
	2047	3,328,887	64,040,656	1,924%	57%
2048	2,898,203	62,778,580	2,166%	58%	
2049	2,511,636	61,143,521	2,434%	59%	
2050	2,168,297	59,184,145	2,730%	61%	
2051	1,863,727	56,954,288	3,056%	62%	
2052	1,595,937	54,500,676	3,415%	63%	
2053	1,361,363	51,872,059	3,810%	64%	
2054-2058	4,249,007	217,030,474	5,108%	67%	
2059-2063	1,758,551	147,763,945	8,403%	69%	
2064-2068	680,437	90,180,041	13,253%	69%	
2069-2073	246,439	49,883,004	20,241%	70%	

History	5%
Future	132%
Lifetime	70%

**Attachment 3**  
**Highmark BCBS**  
**Actual-to-Expected Experience by Calendar Year**  
**Pennsylvania-Specific Experience with Prior Approved Increase**  
**Policy Forms: SPL-336-HMBCBSPA, FSPL-336-HMBCBSPA**  
**All Issue Ages Combined**

	Calendar Year	Actual or Projected Experience using Current Assumptions				Expected Experience using Pricing Assumptions				Cumulative Loss Ratios with Interest		
		A	B	C = B / A	D	E	F	G = F / E	H	I	J	K = I / J
		Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Actual (Column C) with 5.25% Interest	Expected (Column G) with Average 6.46% Interest	Actual-to-Expected Ratio
Historical Experience	2004	0	0	0%	0	0	0	0%	0	0%	0%	0.00
	2005	0	0	0%	0	0	0	0%	0	0%	0%	0.00
	2006	80,157	0	0%	227	77,327	755	1%	224	0%	1%	0.00
	2007	306,408	0	0%	306	295,615	3,372	1%	292	0%	1%	0.00
	2008	458,570	3,584	1%	447	431,648	7,064	2%	421	0%	1%	0.30
	2009	637,528	0	0%	546	594,213	12,227	2%	514	0%	2%	0.15
	2010	676,661	0	0%	537	612,503	17,856	3%	488	0%	2%	0.09
	2011	665,762	0	0%	517	582,624	25,207	4%	467	0%	2%	0.05
	2012	651,109	0	0%	503	560,243	34,304	6%	451	0%	3%	0.04
	2013	633,322	12,857	2%	460	542,849	44,793	8%	439	0%	4%	0.10
	2014	667,809	61,700	9%	448	527,396	55,394	11%	427	1%	4%	0.33
	2015	692,769	73,608	11%	430	512,979	66,115	13%	416	2%	5%	0.47
	2016	696,620	85,390	12%	421	493,808	76,594	16%	405	3%	6%	0.56
2017	668,140	98,782	15%	413	469,338	87,079	19%	394	4%	7%	0.63	
2018	637,328	113,665	18%	405	443,769	98,221	22%	383	5%	7%	0.68	
2019	609,538	130,429	21%	396	419,510	110,062	26%	372	6%	8%	0.73	
2020	593,547	150,362	25%	387	404,681	123,804	31%	361	7%	9%	0.76	
2021	577,841	173,511	30%	378	390,255	139,520	36%	349	8%	10%	0.80	
2022	560,312	199,469	36%	369	374,946	157,125	42%	338	9%	11%	0.83	
2023	540,287	228,142	42%	359	358,270	176,665	49%	327	10%	12%	0.85	
2024	518,762	259,678	50%	349	340,590	198,274	58%	315	11%	13%	0.88	
2025	500,561	294,598	59%	338	325,704	222,236	68%	304	13%	14%	0.90	
2026	481,841	333,761	69%	328	310,884	249,127	80%	292	14%	15%	0.92	
2027	459,535	377,715	82%	316	294,035	279,266	95%	281	15%	16%	0.94	
2028	440,434	427,891	97%	305	279,475	313,677	112%	269	17%	18%	0.96	
2029	420,482	484,686	115%	293	264,617	352,230	133%	257	19%	19%	0.98	
2030	400,679	548,680	137%	282	249,952	395,351	158%	246	20%	20%	1.00	
2031	381,060	619,330	163%	270	235,433	442,348	188%	234	22%	22%	1.02	
2032	361,294	694,158	192%	257	221,256	491,201	222%	222	24%	23%	1.04	
2033	341,430	773,694	227%	245	207,237	542,223	262%	210	26%	25%	1.06	
2034	321,393	857,084	267%	233	193,346	594,859	308%	198	29%	27%	1.07	
2035	301,115	943,444	313%	220	179,561	648,862	361%	187	31%	28%	1.09	
2036	281,314	1,030,272	366%	208	166,308	702,630	422%	175	33%	30%	1.11	
2037	261,672	1,114,808	426%	195	153,409	754,271	492%	164	36%	32%	1.13	
2038	242,281	1,196,445	494%	183	140,912	803,871	570%	153	39%	34%	1.14	
2039	223,238	1,273,414	570%	171	128,864	850,014	660%	142	41%	35%	1.16	
2040	204,640	1,343,029	656%	159	117,309	891,273	760%	132	44%	37%	1.18	
2041	186,585	1,402,839	752%	147	106,285	926,697	872%	122	46%	39%	1.19	
2042	169,170	1,446,706	855%	135	95,825	951,937	993%	112	49%	41%	1.21	
2043	152,495	1,477,533	969%	124	85,959	968,953	1,127%	102	51%	42%	1.22	
2044	136,644	1,496,157	1,095%	113	76,709	978,351	1,275%	94	54%	44%	1.23	
2045	121,696	1,501,786	1,234%	103	68,092	979,669	1,439%	85	56%	45%	1.25	
2046	107,714	1,492,656	1,386%	93	60,120	972,197	1,617%	77	58%	46%	1.26	
2047	94,742	1,463,697	1,545%	84	52,794	952,822	1,805%	70	60%	47%	1.27	
2048	82,808	1,421,455	1,717%	75	46,110	925,826	2,008%	63	62%	49%	1.28	
2049	71,926	1,368,773	1,903%	67	40,055	892,399	2,228%	56	64%	50%	1.29	
2050	62,084	1,305,624	2,103%	59	34,611	852,366	2,463%	50	65%	50%	1.29	
2051	53,258	1,234,830	2,319%	52	29,753	808,796	2,718%	45	67%	51%	1.30	
2052	45,411	1,155,251	2,544%	46	25,452	760,392	2,988%	40	68%	52%	1.31	
2053	38,491	1,069,133	2,778%	40	21,671	708,593	3,270%	35	69%	53%	1.31	
2054-2058	116,609	4,059,448	3,481%	136	66,984	2,769,058	4,134%	121	73%	55%	1.33	
2059-2063	44,411	2,220,667	5,000%	65	27,066	1,645,279	6,079%	61	74%	55%	1.34	
2064-2068	15,676	1,071,988	6,839%	30	10,272	905,090	8,812%	29	75%	56%	1.34	
2069-2073	5,402	496,505	9,190%	13	3,689	475,049	12,876%	13	75%	56%	1.34	

History	0%	4%	0.10
Future	121%	105%	1.15
Lifetime	75%	56%	1.34

**Attachment 3**  
**Highmark BCBS**  
**Actual-to-Expected Experience by Calendar Year**  
**Pennsylvania-Specific Experience with Cumulative Average 41% Requested Increase**  
**Policy Forms: SPL-336-HMBCBSPA, FSPL-336-HMBCBSPA**  
**All Issue Ages Combined**

	Calendar Year	Actual or Projected Experience using Current Assumptions				Expected Experience using Pricing Assumptions				Cumulative Loss Ratios with Interest		
		A	B	C = B / A	D	E	F	G = F / E	H	I	J	K = I / J
		Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Actual (Column C) with 5.25% Interest	Expected (Column G) with Average 6.46% Interest	Actual-to-Expected Ratio
Historical Experience	2004	0	0	0%	0	0	0	0%	0	0%	0%	0.00
	2005	0	0	0%	0	0	0	0%	0	0%	0%	0.00
	2006	80,157	0	0%	227	77,327	755	1%	224	0%	1%	0.00
	2007	306,408	0	0%	306	295,615	3,372	1%	292	0%	1%	0.00
	2008	458,570	3,584	1%	447	431,648	7,064	2%	421	0%	1%	0.30
	2009	637,528	0	0%	546	594,213	12,227	2%	514	0%	2%	0.15
	2010	676,661	0	0%	537	612,503	17,856	3%	488	0%	2%	0.09
	2011	665,762	0	0%	517	582,624	25,207	4%	467	0%	2%	0.05
	2012	651,109	0	0%	503	560,243	34,304	6%	451	0%	3%	0.04
	2013	633,322	12,857	2%	460	542,849	44,793	8%	439	0%	4%	0.10
Projected Future Experience (60 Years)	2014	667,809	61,700	9%	448	527,396	55,394	11%	427	1%	4%	0.33
	2015	692,769	73,608	11%	430	512,979	66,115	13%	416	2%	5%	0.47
	2016	716,250	85,390	12%	421	493,808	76,594	16%	405	3%	6%	0.56
	2017	720,925	98,782	14%	413	469,338	87,079	19%	394	4%	7%	0.63
	2018	688,255	113,665	17%	405	443,769	98,221	22%	383	5%	7%	0.67
	2019	658,524	130,429	20%	396	419,510	110,062	26%	372	6%	8%	0.71
	2020	641,426	150,362	23%	387	404,681	123,804	31%	361	7%	9%	0.75
	2021	624,674	173,511	28%	378	390,255	139,520	36%	349	8%	10%	0.78
	2022	605,927	199,469	33%	369	374,946	157,125	42%	338	9%	11%	0.81
	2023	584,389	228,142	39%	359	358,270	176,665	49%	327	10%	12%	0.83
	2024	561,223	259,678	46%	349	340,590	198,274	58%	315	11%	13%	0.85
	2025	541,810	294,598	54%	338	325,704	222,236	68%	304	12%	14%	0.87
	2026	521,857	333,761	64%	328	310,884	249,127	80%	292	13%	15%	0.89
	2027	497,864	377,715	76%	316	294,035	279,266	95%	281	15%	16%	0.91
	2028	477,560	427,891	90%	305	279,475	313,677	112%	269	16%	18%	0.93
	2029	456,279	484,686	106%	293	264,617	352,230	133%	257	18%	19%	0.95
	2030	435,192	548,680	126%	282	249,952	395,351	158%	246	20%	20%	0.97
	2031	414,333	619,330	149%	270	235,433	442,348	188%	234	21%	22%	0.98
	2032	393,301	694,158	176%	257	221,256	491,201	222%	222	23%	23%	1.00
	2033	372,148	773,694	208%	245	207,237	542,223	262%	210	25%	25%	1.02
	2034	350,771	857,084	244%	233	193,346	594,859	308%	198	28%	27%	1.04
	2035	329,077	943,444	287%	220	179,561	648,862	361%	187	30%	28%	1.05
	2036	307,922	1,030,272	335%	208	166,308	702,630	422%	175	32%	30%	1.07
	2037	286,909	1,114,808	389%	195	153,409	754,271	492%	164	35%	32%	1.09
	2038	266,132	1,196,445	450%	183	140,912	803,871	570%	153	37%	34%	1.10
	2039	245,691	1,273,414	518%	171	128,864	850,014	660%	142	40%	35%	1.12
	2040	225,692	1,343,029	595%	159	117,309	891,273	760%	132	42%	37%	1.13
	2041	206,236	1,402,839	680%	147	106,285	926,697	872%	122	45%	39%	1.15
	2042	187,427	1,446,706	772%	135	95,825	951,937	993%	112	47%	41%	1.16
	2043	169,372	1,477,533	872%	124	85,959	968,953	1,127%	102	49%	42%	1.17
	2044	152,164	1,496,157	983%	113	76,709	978,351	1,275%	94	52%	44%	1.19
	2045	135,890	1,501,786	1,105%	103	68,092	979,669	1,439%	85	54%	45%	1.20
	2046	120,622	1,492,656	1,237%	93	60,120	972,197	1,617%	77	56%	46%	1.21
2047	106,411	1,463,697	1,376%	84	52,794	952,822	1,805%	70	58%	47%	1.22	
2048	93,295	1,421,455	1,524%	75	46,110	925,826	2,008%	63	60%	49%	1.23	
2049	81,293	1,368,773	1,684%	67	40,055	892,399	2,228%	56	61%	50%	1.24	
2050	70,399	1,305,624	1,855%	59	34,611	852,366	2,463%	50	63%	50%	1.24	
2051	60,594	1,234,830	2,038%	52	29,753	808,796	2,718%	45	64%	51%	1.25	
2052	51,843	1,155,251	2,228%	46	25,452	760,392	2,988%	40	65%	52%	1.26	
2053	44,095	1,069,133	2,425%	40	21,671	708,593	3,270%	35	66%	53%	1.26	
2054-2058	134,850	4,059,448	3,010%	136	66,984	2,769,058	4,134%	121	70%	55%	1.28	
2059-2063	52,257	2,220,667	4,249%	65	27,066	1,645,279	6,079%	61	71%	55%	1.28	
2064-2068	18,720	1,071,988	5,726%	30	10,272	905,090	8,812%	29	72%	56%	1.28	
2069-2073	6,511	496,505	7,626%	13	3,689	475,049	12,876%	13	72%	56%	1.29	

History	0%	4%	0.10
Future	114%	105%	1.08
Lifetime	72%	56%	1.29

**Attachment 4**  
**Highmark BCBS**  
**Pennsylvania-Specific Written Premium and Paid Claim Experience and Projections**  
**with Prior Approved Increase**  
**Policy Forms: SPL-336-HMBCBSPA, FSPL-336-HMBCBSPA**  
**All Issue Ages Combined**

	Calendar Year	Loss Ratio Demonstration			
		Without Interest			Cumulative Loss Ratio w/ Interest
		Written Premium	Paid Claims	Loss Ratio	
Historical Experience	2004	0	0	0%	0%
	2005	0	0	0%	0%
	2006	128,025	0	0%	0%
	2007	337,436	0	0%	0%
	2008	514,966	0	0%	0%
	2009	657,986	3,696	1%	0%
	2010	676,949	0	0%	0%
	2011	663,160	0	0%	0%
	2012	650,105	0	0%	0%
	2013	643,438	0	0%	0%
	Projected Future Experience (60 Years)	2014	674,787	18,505	3%
2015		699,058	34,758	5%	1%
2016		681,308	50,549	7%	1%
2017		659,014	65,760	10%	2%
2018		633,114	81,760	13%	3%
2019		605,680	97,981	16%	3%
2020		589,706	114,704	19%	4%
2021		573,870	133,648	23%	5%
2022		556,163	155,297	28%	6%
2023		535,954	179,444	33%	7%
2024		514,152	206,212	40%	8%
2025		496,018	236,526	48%	9%
2026		475,936	269,863	57%	10%
2027		454,491	306,763	67%	11%
2028		435,553	348,060	80%	12%
2029		415,182	394,694	95%	14%
2030		395,718	447,306	113%	15%
2031		376,077	506,294	135%	17%
2032		356,302	571,312	160%	18%
2033		336,442	642,113	191%	20%
2034		316,032	718,271	227%	22%
2035		296,179	799,226	270%	24%
2036		276,426	883,892	320%	26%
2037		256,854	970,709	378%	28%
2038		237,557	1,058,270	445%	31%
2039		218,632	1,145,047	524%	33%
2040		200,180	1,229,166	614%	35%
2041		182,296	1,308,525	718%	38%
2042		165,081	1,379,966	836%	40%
2043		148,625	1,441,626	970%	43%
2044		133,014	1,492,385	1,122%	45%
2045	118,325	1,531,323	1,294%	47%	
2046	104,610	1,557,315	1,489%	49%	
2047	91,913	1,568,264	1,706%	52%	
2048	80,253	1,564,081	1,949%	54%	
2049	69,642	1,545,556	2,219%	55%	
2050	60,060	1,513,432	2,520%	57%	
2051	51,484	1,468,965	2,853%	59%	
2052	43,869	1,413,001	3,221%	60%	
2053	37,165	1,346,727	3,624%	62%	
2054-2058	112,521	5,530,428	4,915%	67%	
2059-2063	42,911	3,451,166	8,043%	69%	
2064-2068	15,199	1,848,133	12,160%	70%	
2069-2073	5,248	899,130	17,132%	70%	

History	0%
Future	116%
Lifetime	70%

**Attachment 4**  
**Highmark BCBS**  
**Pennsylvania-Specific Written Premium and Paid Claim Experience and Projections**  
**with Cumulative Average 41% Requested Increase**  
**Policy Forms: SPL-336-HMBCBSPA, FSPL-336-HMBCBSPA**  
**All Issue Ages Combined**

	Calendar Year	Loss Ratio Demonstration				
		Without Interest			Cumulative Loss Ratio w/ Interest	
		Written Premium	Paid Claims	Loss Ratio		
Historical Experience	2004	0	0	0%	0%	
	2005	0	0	0%	0%	
	2006	128,025	0	0%	0%	
	2007	337,436	0	0%	0%	
	2008	514,966	0	0%	0%	
	2009	657,986	3,696	1%	0%	
	2010	676,949	0	0%	0%	
	2011	663,160	0	0%	0%	
	2012	650,105	0	0%	0%	
	2013	643,438	0	0%	0%	
	Projected Future Experience (60 Years)	2014	674,787	18,505	3%	0%
		2015	699,058	34,758	5%	1%
		2016	711,996	50,549	7%	1%
2017		711,486	65,760	9%	2%	
2018		683,770	81,760	12%	3%	
2019		654,440	97,981	15%	3%	
2020		637,368	114,704	18%	4%	
2021		620,481	133,648	22%	5%	
2022		601,544	155,297	26%	6%	
2023		579,809	179,444	31%	7%	
2024		556,344	206,212	37%	8%	
2025		537,018	236,526	44%	9%	
2026		515,524	269,863	52%	10%	
2027		492,521	306,763	62%	11%	
2028		472,408	348,060	74%	12%	
2029		450,634	394,694	88%	13%	
2030		429,949	447,306	104%	15%	
2031		409,062	506,294	124%	16%	
2032		388,016	571,312	147%	18%	
2033		366,862	642,113	175%	19%	
2034		345,025	718,271	208%	21%	
2035		323,834	799,226	247%	23%	
2036		302,723	883,892	292%	25%	
2037		281,777	970,709	344%	27%	
2038		261,091	1,058,270	405%	29%	
2039		240,770	1,145,047	476%	32%	
2040		220,918	1,229,166	556%	34%	
2041		201,635	1,308,525	649%	36%	
2042		183,031	1,379,966	754%	39%	
2043		165,203	1,441,626	873%	41%	
2044		148,243	1,492,385	1,007%	43%	
2045		132,238	1,531,323	1,158%	45%	
2046		117,250	1,557,315	1,328%	47%	
2047		103,329	1,568,264	1,518%	50%	
2048		90,502	1,564,081	1,728%	51%	
2049		78,787	1,545,556	1,962%	53%	
2050	68,171	1,513,432	2,220%	55%		
2051	58,634	1,468,965	2,505%	57%		
2052	50,133	1,413,001	2,818%	58%		
2053	42,620	1,346,727	3,160%	59%		
2054-2058	130,254	5,530,428	4,246%	64%		
2059-2063	50,537	3,451,166	6,829%	66%		
2064-2068	18,161	1,848,133	10,176%	67%		
2069-2073	6,327	899,130	14,212%	68%		

History	0%
Future	109%
Lifetime	68%

**Attachment 5**  
**Highmark BCBS, MedAmerica, and MedAmerica's Other Affinity Partners**  
**Breakdown of Historical Incurred Claims and Reserve Balances at December 31, 2013**  
**Individual Simplicity Policy Forms**

**Combined Nationwide Experience**

Incurred Year	Discounted to the Year of Incurral					Year-End Active Life Reserve <sup>[3]</sup>
	Incurred Claims <sup>[1]</sup>	Paid Claims	Disabled Life Reserve	IBNR Reserve	Total Claim Reserve <sup>[2]</sup>	
2004	299,291	299,291	0		0	
2005	703,743	703,743	0		0	
2006	127,091	127,091	0		0	
2007	1,200,907	936,777	264,129		264,129	
2008	2,832,789	2,393,163	439,626		439,626	
2009	1,667,001	1,526,934	140,067		140,067	
2010	3,123,927	2,713,195	410,731		410,731	
2011	4,279,044	2,895,935	1,383,110		1,383,110	
2012	4,585,793	2,321,614	2,264,179		2,264,179	
2013	6,359,309	975,664	4,143,182	1,240,463	5,383,645	259,499,080

**Highmark BCBS Pennsylvania-Specific Experience**

Incurred Year	Discounted to the Year of Incurral					Year-End Active Life Reserve <sup>[3]</sup>
	Incurred Claims <sup>[1]</sup>	Paid Claims	Disabled Life Reserve	IBNR Reserve	Total Claim Reserve <sup>[2]</sup>	
2004	0	0	0		0	
2005	0	0	0		0	
2006	0	0	0		0	
2007	0	0	0		0	
2008	3,584	3,584	0		0	
2009	0	0	0		0	
2010	0	0	0		0	
2011	0	0	0		0	
2012	0	0	0		0	
2013	12,857	0	0	12,857	12,857	3,617,417

[1] Incurred claims are the sum of paid claims, disabled life reserve, and incurred but not reported (IBNR) reserve.

[2] Claim reserve is the sum of disabled life reserve and IBNR reserve.

[3] Active life reserve is defined as interpolated terminal reserves plus unearned premium reserves.

**Attachment 6**  
**Highmark BCBS, MedAmerica, and MedAmerica's Other Affinity Partners**  
**Actual-to-Expected Experience by Policy Year**  
**Combined Nationwide Experience with Prior Approved Increases**  
**Individual Simplicity Policy Forms**  
**All Issue Ages Combined**

Policy Year	Actual or Projected Experience using Current Assumptions				Expected Experience using Pricing Assumptions				Cumulative Loss Ratios with Interest		
	A Earned Premium	B Incurred Claims	C = B / A Incurred Loss Ratio	D End of Year Lives	E Earned Premium	F Incurred Claims	G = F / E Incurred Loss Ratio	H End of Year Lives	I Actual (Column C) with 5.25% Interest	J Expected (Column G) with Average 6.32% Interest	K = I / J Actual-to-Expected Ratio
1	45,165,671	1,632,612	4%	25,223	44,561,592	700,747	2%	24,174	4%	2%	2.29
2	42,876,751	654,926	2%	23,653	40,450,057	1,095,669	3%	22,476	3%	2%	1.25
3	41,103,016	2,954,053	7%	22,521	37,914,503	1,579,163	4%	21,369	4%	3%	1.48
4	39,640,679	2,611,341	7%	21,653	36,249,619	2,103,178	6%	20,650	5%	3%	1.36
5	38,442,726	3,360,810	9%	20,900	35,016,986	2,918,712	8%	19,969	5%	4%	1.26
6	37,516,817	4,565,452	12%	20,289	33,904,699	3,808,776	11%	19,457	6%	5%	1.22
7	37,110,406	5,222,279	14%	19,703	32,990,884	4,664,080	14%	18,944	7%	6%	1.17
8	37,445,260	6,726,180	18%	19,274	32,071,192	5,365,348	17%	18,430	8%	7%	1.16
9	37,947,341	7,699,779	20%	18,830	31,145,300	6,162,391	20%	17,915	9%	8%	1.15
10	38,316,989	7,814,396	20%	18,439	30,212,724	7,003,176	23%	17,398	10%	9%	1.12
11	28,881,209	9,159,331	32%	18,021	22,054,340	7,776,094	35%	16,879	11%	10%	1.10
12	28,156,783	10,510,196	37%	17,608	21,123,027	8,701,219	41%	16,358	12%	11%	1.09
13	27,238,764	12,078,569	44%	17,185	20,166,914	9,748,061	48%	15,834	14%	12%	1.09
14	26,264,366	13,862,237	53%	16,747	19,212,329	10,928,870	57%	15,308	15%	14%	1.09
15	25,300,496	15,626,109	62%	16,291	18,293,059	12,150,605	66%	14,779	16%	15%	1.10
16	24,268,437	16,988,669	70%	15,818	17,348,294	12,810,017	74%	14,248	18%	16%	1.10
17	23,236,148	18,749,277	81%	15,326	16,419,041	14,045,412	86%	13,714	19%	18%	1.11
18	22,193,252	20,776,472	94%	14,816	15,517,702	15,394,360	99%	13,178	21%	19%	1.12
19	21,145,810	22,940,257	108%	14,286	14,649,399	16,836,367	115%	12,641	23%	20%	1.12
20	20,084,030	25,213,268	126%	13,739	13,791,620	18,356,742	133%	12,103	25%	22%	1.13
21	18,994,548	27,643,918	146%	13,184	12,936,774	19,954,988	154%	11,566	26%	23%	1.14
22	17,916,852	30,376,506	170%	12,624	12,104,807	21,814,981	180%	11,029	28%	25%	1.15
23	16,863,377	33,305,619	198%	12,061	11,298,900	23,770,743	210%	10,495	30%	26%	1.16
24	15,795,849	36,357,313	230%	11,495	10,501,345	25,786,874	246%	9,964	32%	28%	1.17
25	14,767,423	39,496,791	267%	10,927	9,733,357	27,832,430	286%	9,437	35%	29%	1.18
26	13,765,141	42,714,798	310%	10,360	9,000,381	29,941,999	333%	8,917	37%	31%	1.19
27	12,780,961	45,902,402	359%	9,794	8,289,585	31,982,013	386%	8,404	39%	33%	1.20
28	11,822,232	49,043,754	415%	9,232	7,606,071	33,997,161	447%	7,900	41%	34%	1.21
29	10,898,100	52,054,852	478%	8,676	6,957,624	35,909,333	516%	7,406	44%	36%	1.23
30	10,006,449	54,843,620	548%	8,128	6,337,744	37,658,440	594%	6,925	46%	37%	1.24
31	9,144,867	57,380,935	627%	7,589	5,752,513	39,254,772	682%	6,456	49%	39%	1.25
32	8,317,958	59,588,785	716%	7,061	5,196,454	40,624,470	782%	6,002	51%	40%	1.26
33	7,534,679	61,446,787	816%	6,548	4,679,339	41,783,672	893%	5,564	53%	42%	1.27
34	6,790,441	62,877,746	926%	6,050	4,193,211	42,669,500	1,018%	5,143	55%	43%	1.28
35	6,091,262	63,798,997	1,047%	5,570	3,742,158	43,228,236	1,155%	4,739	58%	44%	1.29
36	5,439,294	64,215,047	1,181%	5,109	3,326,594	43,483,765	1,307%	4,354	60%	46%	1.30
37	4,832,040	64,125,850	1,327%	4,669	2,942,058	43,423,677	1,476%	3,989	62%	47%	1.31
38	4,271,185	63,555,237	1,488%	4,251	2,593,223	43,078,666	1,661%	3,643	63%	48%	1.32
39	3,757,114	62,502,196	1,664%	3,857	2,275,969	42,421,312	1,864%	3,317	65%	49%	1.33
40	3,288,764	60,991,082	1,855%	3,486	1,989,130	41,468,994	2,085%	3,011	67%	50%	1.34
41	2,865,858	59,110,570	2,063%	3,140	1,731,592	40,300,700	2,327%	2,725	68%	51%	1.34
42	2,484,972	56,905,370	2,290%	2,818	1,500,801	38,927,377	2,594%	2,460	70%	52%	1.35
43	2,145,320	54,439,522	2,538%	2,520	1,296,386	37,385,847	2,884%	2,214	71%	52%	1.36
44	1,843,705	51,760,307	2,807%	2,247	1,114,972	35,699,965	3,202%	1,987	72%	53%	1.36
45	1,578,370	48,916,251	3,099%	1,996	955,635	33,905,242	3,548%	1,778	73%	53%	1.37
46	1,345,822	45,999,931	3,418%	1,768	816,612	32,058,800	3,926%	1,587	74%	54%	1.37
47	1,143,190	43,048,634	3,766%	1,561	696,018	30,179,995	4,336%	1,413	75%	54%	1.37
48	968,057	40,095,516	4,142%	1,374	591,590	28,291,647	4,782%	1,254	76%	55%	1.38
49	817,137	37,182,120	4,550%	1,206	501,802	26,424,308	5,266%	1,111	76%	55%	1.38
50	687,703	34,322,649	4,991%	1,056	424,737	24,581,984	5,788%	981	77%	55%	1.38
51-55	2,078,146	132,220,904	6,362%	3,536	1,309,842	97,282,786	7,427%	3,371	79%	56%	1.39
56-60	816,558	78,234,899	9,581%	1,658	540,337	60,882,339	11,267%	1,656	79%	57%	1.40
61-65	300,266	42,391,457	14,118%	706	208,795	34,997,863	16,762%	731	80%	57%	1.40
66-70	101,336	19,818,558	19,557%	265	72,194	17,090,515	23,673%	276	80%	57%	1.40
Total	864,589,922	1,985,815,135	230%	556,844	676,311,831	1,410,244,376	209%	507,629	80%	57%	1.40

**Attachment 6**  
**Highmark BCBS, MedAmerica, and MedAmerica's Other Affinity Partners**  
**Actual-to-Expected Experience by Policy Year**  
**Combined Nationwide Experience with Cumulative Average 37% Requested Increase**  
**Individual Simplicity Policy Forms**  
**All Issue Ages Combined**

Policy Year	Actual or Projected Experience using Current Assumptions				Expected Experience using Pricing Assumptions				Cumulative Loss Ratios with Interest		
	A	B	C = B / A	D	E	F	G = F / E	H	I	J	K = I / J
	Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Earned Premium	Incurred Claims	Incurred Loss Ratio	End of Year Lives	Actual (Column C) with 5.25% Interest	Expected (Column G) with Average 6.32% Interest	Actual-to-Expected Ratio
1	45,165,671	1,632,612	4%	25,223	44,561,592	700,747	2%	24,174	4%	2%	2.29
2	42,884,461	654,874	2%	23,651	40,450,057	1,095,669	3%	22,476	3%	2%	1.25
3	41,201,822	2,953,218	7%	22,506	37,914,503	1,579,163	4%	21,369	4%	3%	1.47
4	40,064,440	2,607,305	7%	21,614	36,249,619	2,103,178	6%	20,650	5%	3%	1.35
5	39,028,676	3,353,062	9%	20,851	35,016,986	2,918,712	8%	19,969	5%	4%	1.25
6	38,189,765	4,553,816	12%	20,235	33,904,699	3,808,776	11%	19,457	6%	5%	1.21
7	37,862,569	5,206,328	14%	19,645	32,990,884	4,664,080	14%	18,944	7%	6%	1.16
8	38,427,164	6,701,591	17%	19,187	32,071,192	5,365,348	17%	18,430	8%	7%	1.15
9	39,661,119	7,652,132	19%	18,678	31,145,300	6,162,391	20%	17,915	9%	8%	1.13
10	41,232,782	7,718,536	19%	18,195	30,212,724	7,003,176	23%	17,398	10%	9%	1.09
11	31,788,085	8,998,334	28%	17,692	22,054,340	7,776,094	35%	16,879	11%	10%	1.07
12	31,714,786	10,273,739	32%	17,238	21,123,027	8,701,219	41%	16,358	12%	11%	1.06
13	30,876,020	11,791,711	38%	16,819	20,166,914	9,748,061	48%	15,834	13%	12%	1.05
14	29,804,264	13,530,000	45%	16,391	19,212,329	10,928,870	57%	15,308	14%	14%	1.04
15	28,730,524	15,250,209	53%	15,947	18,293,059	12,150,605	66%	14,779	16%	15%	1.04
16	27,572,858	16,577,929	60%	15,485	17,348,294	12,810,017	74%	14,248	17%	16%	1.04
17	26,414,722	18,294,877	69%	15,005	16,419,041	14,045,412	86%	13,714	18%	18%	1.05
18	25,252,576	20,272,555	80%	14,507	15,517,702	15,394,360	99%	13,178	20%	19%	1.05
19	24,086,795	22,383,864	93%	13,989	14,649,399	16,836,367	115%	12,641	21%	20%	1.05
20	22,904,659	24,602,129	107%	13,456	13,791,620	18,356,742	133%	12,103	23%	22%	1.06
21	21,687,884	26,974,983	124%	12,914	12,936,774	19,954,988	154%	11,566	25%	23%	1.07
22	20,479,281	29,643,339	145%	12,367	12,104,807	21,814,981	180%	11,029	26%	25%	1.07
23	19,300,021	32,504,403	168%	11,817	11,298,900	23,770,743	210%	10,495	28%	26%	1.08
24	18,104,909	35,486,084	196%	11,264	10,501,345	25,786,874	246%	9,964	30%	28%	1.09
25	16,952,463	38,554,212	227%	10,709	9,733,357	27,832,430	286%	9,437	32%	29%	1.10
26	15,826,484	41,700,037	263%	10,155	9,000,381	29,941,999	333%	8,917	34%	31%	1.11
27	14,717,939	44,817,381	305%	9,603	8,289,585	31,982,013	386%	8,404	36%	33%	1.12
28	13,634,035	47,890,495	351%	9,053	7,606,071	33,997,161	447%	7,900	38%	34%	1.13
29	12,590,661	50,837,483	404%	8,510	6,957,624	35,909,333	516%	7,406	41%	36%	1.14
30	11,581,432	53,567,931	463%	7,973	6,337,744	37,658,440	594%	6,925	43%	37%	1.15
31	10,603,792	56,054,005	529%	7,446	5,752,513	39,254,772	682%	6,456	45%	39%	1.16
32	9,662,415	58,219,676	603%	6,930	5,196,454	40,624,470	782%	6,002	47%	40%	1.17
33	8,769,057	60,044,072	685%	6,427	4,679,339	41,783,672	893%	5,564	49%	42%	1.18
34	7,918,044	61,451,695	776%	5,940	4,193,211	42,669,500	1,018%	5,143	51%	43%	1.19
35	7,118,053	62,361,822	876%	5,470	3,742,158	43,228,236	1,155%	4,739	53%	44%	1.20
36	6,369,464	62,778,986	986%	5,018	3,326,594	43,483,765	1,307%	4,354	55%	46%	1.20
37	5,670,002	62,702,711	1,106%	4,587	2,942,058	43,423,677	1,476%	3,989	57%	47%	1.21
38	5,022,861	62,155,177	1,237%	4,178	2,593,223	43,078,666	1,661%	3,643	59%	48%	1.22
39	4,427,465	61,136,225	1,381%	3,791	2,275,969	42,421,312	1,864%	3,317	60%	49%	1.23
40	3,884,064	59,669,511	1,536%	3,427	1,989,130	41,468,994	2,085%	3,011	62%	50%	1.24
41	3,391,841	57,841,593	1,705%	3,087	1,731,592	40,300,700	2,327%	2,725	63%	51%	1.24
42	2,947,193	55,695,905	1,890%	2,772	1,500,801	38,927,377	2,594%	2,460	64%	52%	1.25
43	2,549,635	53,293,775	2,090%	2,479	1,296,386	37,385,847	2,884%	2,214	66%	52%	1.25
44	2,195,536	50,682,173	2,308%	2,211	1,114,972	35,699,965	3,202%	1,987	67%	53%	1.26
45	1,883,229	47,908,655	2,544%	1,965	955,635	33,905,242	3,548%	1,778	67%	53%	1.26
46	1,608,787	45,063,392	2,801%	1,741	816,612	32,058,800	3,926%	1,587	68%	54%	1.27
47	1,369,029	42,182,734	3,081%	1,537	696,018	30,179,995	4,336%	1,413	69%	54%	1.27
48	1,161,215	39,298,408	3,384%	1,354	591,590	28,291,647	4,782%	1,254	70%	55%	1.27
49	981,692	36,451,285	3,713%	1,188	501,802	26,424,308	5,266%	1,111	70%	55%	1.28
50	827,367	33,655,544	4,068%	1,040	424,737	24,581,984	5,788%	981	71%	55%	1.28
51-55	2,507,658	129,722,998	5,173%	3,484	1,309,842	97,282,786	7,427%	3,371	73%	56%	1.29
56-60	988,536	76,808,362	7,770%	1,635	540,337	60,882,339	11,267%	1,656	73%	57%	1.29
61-65	363,658	41,626,155	11,447%	697	208,795	34,997,863	16,762%	731	74%	57%	1.29
66-70	122,589	19,457,877	15,872%	261	72,194	17,090,515	23,673%	276	74%	57%	1.29
Total	940,082,048	1,943,247,901	207%	549,349	676,311,831	1,410,244,376	209%	507,629	74%	57%	1.29

**Attachment 7**  
**Highmark BCBS**  
**Actual-to-Expected Experience by Policy Year**  
**Pennsylvania-Specific Experience with Prior Approved Increase**  
**Policy Forms: SPL-336-HMBCSPA, FSPL-336-HMBCSPA**  
**All Issue Ages Combined**

Policy Year	Actual or Projected Experience using Current Assumptions				Expected Experience using Pricing Assumptions				Cumulative Loss Ratios with Interest		
	A Earned Premium	B Incurred Claims	C = B / A Incurred Loss Ratio	D End of Year Lives	E Earned Premium	F Incurred Claims	G = F / E Incurred Loss Ratio	H End of Year Lives	I Actual (Column C) with 5.25% Interest	J Expected (Column G) with Average 6.46% Interest	K = I / J Actual-to-Expected Ratio
1	727,936	0	0%	568	714,347	7,485	1%	545	0%	1%	0.00
2	698,432	3,584	1%	544	648,113	11,746	2%	506	0%	1%	0.17
3	678,185	8	0%	534	606,177	17,267	3%	480	0%	2%	0.09
4	671,784	758	0%	525	578,726	22,987	4%	464	0%	2%	0.07
5	666,663	6,966	1%	509	559,093	33,622	6%	449	0%	3%	0.11
6	670,951	24,086	4%	490	541,783	45,160	8%	438	1%	4%	0.22
7	678,053	45,638	7%	450	527,560	56,745	11%	427	1%	4%	0.35
8	687,353	69,765	10%	434	513,354	65,733	13%	416	2%	5%	0.47
9	689,134	86,162	13%	423	499,127	76,055	15%	405	3%	6%	0.57
10	686,803	99,461	14%	413	484,844	87,373	18%	394	4%	7%	0.64
11	632,800	114,025	18%	405	439,930	97,480	22%	383	5%	7%	0.69
12	614,655	130,892	21%	396	423,538	109,193	26%	372	6%	8%	0.73
13	594,134	150,854	25%	387	405,883	122,587	30%	361	7%	9%	0.77
14	577,347	174,367	30%	378	390,809	138,493	35%	349	8%	10%	0.80
15	561,709	200,606	36%	369	376,679	155,965	41%	338	9%	11%	0.83
16	537,861	228,502	42%	359	357,750	174,504	49%	327	10%	12%	0.85
17	517,592	259,721	50%	349	341,376	196,001	57%	316	11%	13%	0.88
18	499,212	294,992	59%	339	325,856	219,860	67%	304	13%	14%	0.90
19	481,304	334,114	69%	328	311,543	246,481	79%	293	14%	15%	0.92
20	462,785	377,185	82%	317	297,184	275,517	93%	281	15%	16%	0.94
21	438,782	425,796	97%	305	279,680	307,671	110%	270	17%	18%	0.96
22	419,576	482,124	115%	294	265,321	346,125	130%	258	19%	19%	0.98
23	399,036	545,243	137%	282	250,309	388,181	155%	246	20%	20%	1.00
24	379,452	614,061	162%	270	236,060	433,805	184%	235	22%	22%	1.02
25	359,734	687,833	191%	258	221,619	481,711	217%	223	24%	23%	1.04
26	339,929	766,507	225%	246	207,645	532,076	256%	211	26%	25%	1.06
27	320,088	848,722	265%	234	193,876	584,064	301%	200	29%	27%	1.08
28	300,272	933,470	311%	221	180,358	636,946	353%	188	31%	28%	1.09
29	280,022	1,019,291	364%	209	166,842	690,219	414%	177	33%	30%	1.11
30	260,468	1,102,292	423%	196	153,982	741,214	481%	165	36%	32%	1.13
31	241,168	1,182,960	491%	184	141,519	789,825	558%	154	38%	34%	1.15
32	222,216	1,259,244	567%	172	129,500	836,878	646%	144	41%	35%	1.16
33	203,711	1,327,010	651%	160	117,968	877,358	744%	133	44%	37%	1.18
34	185,751	1,385,434	746%	148	106,962	911,802	852%	123	46%	39%	1.19
35	168,435	1,431,461	850%	136	96,516	939,713	974%	113	49%	40%	1.21
36	151,857	1,463,460	964%	125	86,659	957,438	1,105%	104	51%	42%	1.22
37	136,102	1,483,274	1,090%	114	77,414	968,489	1,251%	95	54%	43%	1.24
38	121,244	1,489,365	1,228%	104	68,797	971,150	1,412%	86	56%	45%	1.25
39	107,344	1,480,745	1,379%	94	60,819	964,288	1,585%	78	58%	46%	1.26
40	94,450	1,457,045	1,543%	85	53,484	949,337	1,775%	71	60%	47%	1.27
41	82,585	1,419,067	1,718%	76	46,786	924,784	1,977%	64	62%	48%	1.28
42	71,763	1,369,784	1,909%	68	40,712	894,093	2,196%	57	64%	49%	1.29
43	61,972	1,309,464	2,113%	60	35,245	857,410	2,433%	51	65%	50%	1.30
44	53,190	1,238,389	2,328%	53	30,359	813,422	2,679%	46	66%	51%	1.30
45	45,378	1,160,300	2,557%	47	26,023	766,805	2,947%	40	68%	52%	1.31
46	38,485	1,077,781	2,800%	41	22,204	718,330	3,235%	36	69%	52%	1.31
47	32,454	991,005	3,054%	36	18,863	666,882	3,535%	32	70%	53%	1.32
48	27,222	903,061	3,317%	31	15,959	614,180	3,848%	28	71%	53%	1.32
49	22,716	815,390	3,590%	27	13,450	561,489	4,175%	24	71%	54%	1.33
50	18,862	731,203	3,877%	24	11,296	510,766	4,522%	21	72%	54%	1.33
51-55	54,599	2,568,750	4,705%	77	33,888	1,885,130	5,563%	71	74%	55%	1.34
56-60	19,608	1,302,427	6,642%	35	13,136	1,070,077	8,146%	34	75%	56%	1.34
61-65	6,765	626,362	9,259%	16	4,813	590,316	12,265%	15	75%	56%	1.34
66-70	2,258	274,856	12,172%	7	1,614	268,694	16,649%	6	75%	56%	1.34
<b>Total</b>	<b>18,002,186</b>	<b>39,774,861</b>	<b>221%</b>	<b>12,953</b>	<b>12,753,350</b>	<b>27,610,923</b>	<b>216%</b>	<b>11,645</b>	<b>75%</b>	<b>56%</b>	<b>1.34</b>

Attachment 7  
Highmark BCBS  
Actual-to-Expected Experience by Policy Year  
Pennsylvania-Specific Experience with Cumulative Average 41% Requested Increase  
Policy Forms: SPL-336-HMBCBSPA, FSPL-336-HMBCBSPA  
All Issue Ages Combined

Policy Year	Actual or Projected Experience using Current Assumptions				Expected Experience using Pricing Assumptions				Cumulative Loss Ratios with Interest		
	A Earned Premium	B Incurred Claims	C = B / A Incurred Loss Ratio	D End of Year Lives	E Earned Premium	F Incurred Claims	G = F / E Incurred Loss Ratio	H End of Year Lives	I Actual (Column C) with 5.25% Interest	J Expected (Column G) with Average 6.46% Interest	K = I / J Actual-to-Expected Ratio
1	727,936	0	0%	568	714,347	7,485	1%	545	0%	1%	0.00
2	698,432	3,584	1%	544	648,113	11,746	2%	506	0%	1%	0.17
3	678,185	8	0%	534	606,177	17,267	3%	480	0%	2%	0.09
4	671,784	758	0%	525	578,726	22,987	4%	464	0%	2%	0.07
5	666,663	6,966	1%	509	559,093	33,622	6%	449	0%	3%	0.11
6	671,044	24,086	4%	490	541,783	45,160	8%	438	1%	4%	0.22
7	679,840	45,638	7%	450	527,560	56,745	11%	427	1%	4%	0.35
8	696,973	69,765	10%	434	513,354	65,733	13%	416	2%	5%	0.47
9	713,000	86,162	12%	423	499,127	76,055	15%	405	3%	6%	0.57
10	722,761	99,461	14%	413	484,844	87,373	18%	394	4%	7%	0.63
11	680,167	114,025	17%	405	439,930	97,480	22%	383	5%	7%	0.68
12	664,375	130,892	20%	396	423,538	109,193	26%	372	6%	8%	0.72
13	642,255	150,854	23%	387	405,883	122,587	30%	361	7%	9%	0.75
14	624,311	174,367	28%	378	390,809	138,493	35%	349	8%	10%	0.78
15	607,673	200,606	33%	369	376,679	155,965	41%	338	9%	11%	0.81
16	581,955	228,502	39%	359	357,750	174,504	49%	327	10%	12%	0.83
17	560,138	259,721	46%	349	341,376	196,001	57%	316	11%	13%	0.86
18	540,528	294,992	55%	339	325,856	219,860	67%	304	12%	14%	0.88
19	521,510	334,114	64%	328	311,543	246,481	79%	293	14%	15%	0.90
20	501,847	377,185	75%	317	297,184	275,517	93%	281	15%	16%	0.92
21	475,964	425,796	89%	305	279,680	307,671	110%	270	16%	18%	0.93
22	455,564	482,124	106%	294	265,321	346,125	130%	258	18%	19%	0.95
23	433,605	545,243	126%	282	250,309	388,181	155%	246	20%	20%	0.97
24	412,782	614,061	149%	270	236,060	433,805	184%	235	22%	22%	0.99
25	391,801	687,833	176%	258	221,619	481,711	217%	223	23%	23%	1.00
26	370,708	766,507	207%	246	207,645	532,076	256%	211	25%	25%	1.02
27	349,556	848,722	243%	234	193,876	584,064	301%	200	28%	27%	1.04
28	328,406	933,470	284%	221	180,358	636,946	353%	188	30%	28%	1.05
29	306,693	1,019,291	332%	209	166,842	690,219	414%	177	32%	30%	1.07
30	285,767	1,102,292	386%	196	153,982	741,214	481%	165	35%	32%	1.09
31	265,081	1,182,960	446%	184	141,519	789,825	558%	154	37%	34%	1.10
32	244,732	1,259,244	515%	172	129,500	836,878	646%	144	40%	35%	1.12
33	224,825	1,327,010	590%	160	117,968	877,358	744%	133	42%	37%	1.13
34	205,465	1,385,434	674%	148	106,962	911,802	852%	123	44%	39%	1.15
35	186,755	1,431,461	766%	136	96,516	939,713	974%	113	47%	40%	1.16
36	168,797	1,463,460	867%	125	86,659	957,438	1,105%	104	49%	42%	1.18
37	151,685	1,483,274	978%	114	77,414	968,489	1,251%	95	51%	43%	1.19
38	135,500	1,489,365	1,099%	104	68,797	971,150	1,412%	86	54%	45%	1.20
39	120,314	1,480,745	1,231%	94	60,819	964,288	1,585%	78	56%	46%	1.21
40	106,179	1,457,045	1,372%	85	53,484	949,337	1,775%	71	58%	47%	1.22
41	93,130	1,419,067	1,524%	76	46,786	924,784	1,977%	64	59%	48%	1.23
42	81,185	1,369,784	1,687%	68	40,712	894,093	2,196%	57	61%	49%	1.24
43	70,340	1,309,464	1,862%	60	35,245	857,410	2,433%	51	63%	50%	1.24
44	60,574	1,238,389	2,044%	53	30,359	813,422	2,679%	46	64%	51%	1.25
45	51,855	1,160,300	2,238%	47	26,023	766,805	2,947%	40	65%	52%	1.26
46	44,132	1,077,781	2,442%	41	22,204	718,330	3,235%	36	66%	52%	1.26
47	37,348	991,005	2,653%	36	18,863	666,882	3,535%	32	67%	53%	1.27
48	31,438	903,061	2,873%	31	15,959	614,180	3,848%	28	68%	53%	1.27
49	26,328	815,390	3,097%	27	13,450	561,489	4,175%	24	68%	54%	1.27
50	21,940	731,203	3,333%	24	11,296	510,766	4,522%	21	69%	54%	1.28
51-55	64,091	2,568,750	4,008%	77	33,888	1,885,130	5,563%	71	71%	55%	1.28
56-60	23,374	1,302,427	5,572%	35	13,136	1,070,077	8,146%	34	72%	56%	1.29
61-65	8,146	626,362	7,689%	16	4,813	590,316	12,265%	15	72%	56%	1.29
66-70	2,730	274,856	10,067%	7	1,614	268,694	16,649%	6	72%	56%	1.29
Total	19,088,170	39,774,861	208%	12,953	12,753,350	27,610,923	216%	11,645	72%	56%	1.29



Letter of Authorization

A HIGHMARK COMPANY

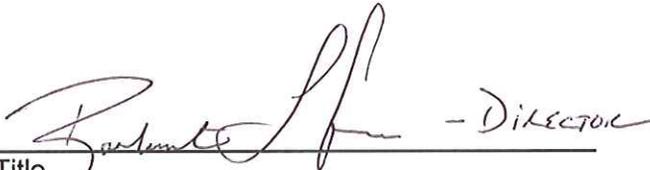
To: Department of Insurance

- HM Life Insurance Company
- HM Life Insurance Company of New York
- HM Casualty Insurance Company
- RBS Re
- HM Benefits Administrators

MedAmerica Insurance Company ("MedAmerica") has entered into a service agreement with Milliman, Inc. ("Milliman") effective November 1, 2007, that includes long-term care rate filing services on our behalf. The agreement provides, in part, that Milliman is responsible for preparing and filing for approval with state insurance departments MedAmerica's long-term care rate increase filings. Milliman is also authorized to receive, on MedAmerica's behalf, written and oral communication from each state department of insurance for the purpose of completing the rate increase filing process.

Please accept this letter of authorization for the purpose stated above. Should you have any questions regarding the above, please forward your comments to:

MedAmerica Insurance Company  
 165 Court Street  
 Rochester, NY 14647

  
 \_\_\_\_\_  
 Title

12/17/12  
 Date

**Mailing Address**  
 PO Box 535061  
 Pittsburgh, PA 15253-5061

**Overnight Deliveries**  
 Fifth Avenue Place  
 120 Fifth Avenue  
 Pittsburgh, PA 15222-3099

www.hminsurancgroup.com

**Telephone**  
 412-544-1000  
 800-328-5433

Coverage is underwritten by HM Life Insurance Company or HM Casualty Insurance Company, Pittsburgh, PA in all states except New York. In New York, coverage is underwritten by HM Life Insurance Company of New York, New York, NY. HM Life Insurance Company, HM Benefits Administrators and RBS Re provide certain administrative and customer support services. The coverage or service requested may not be available in all states.