

**State:** Pennsylvania **Filing Company:** CMFG Life Insurance Company  
**TOI/Sub-TOI:** LTC03I Individual Long Term Care/LTC03I.001 Qualified  
**Product Name:** 2006 LTC Product  
**Project Name/Number:** 2019 LTC Rate Increase/

## Filing at a Glance

Company: CMFG Life Insurance Company  
 Product Name: 2006 LTC Product  
 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: 07/15/2019  
 SERFF Tr Num: CUNA-131998072  
 SERFF Status: Assigned  
 State Tr Num: CUNA-131998072  
 State Status: Received Review in Progress  
 Co Tr Num: 2006-LTC-COMP(PA)

Implementation: On Approval  
 Date Requested:  
 Author(s): Sarah Wunder, Tarry Blanke, Brandy Hoffman, Kristin Westedt, Hanna Wienke, Evan Pollock, Dan Nitz  
 Reviewer(s): Jim Laverty (primary), Valerie Leonard  
 Disposition Date:  
 Disposition Status:  
 Implementation Date:

### State Filing Description:

Proposed aggregate 56.25% increase (25% increase effective 4/1/2021 and an additional 25% rate increase 1 year later) on 908 PA policyholders of CMFG Life form 2006-LTC-COMP(PA).

**State:** Pennsylvania **Filing Company:** CMFG Life Insurance Company  
**TOI/Sub-TOI:** LTC03I Individual Long Term Care/LTC03I.001 Qualified  
**Product Name:** 2006 LTC Product  
**Project Name/Number:** 2019 LTC Rate Increase/

## General Information

Project Name: 2019 LTC Rate Increase Status of Filing in Domicile:  
Project Number: Date Approved in Domicile:  
Requested Filing Mode: Domicile Status Comments:  
Explanation for Combination/Other: Market Type: Individual  
Submission Type: New Submission Individual Market Type:  
Overall Rate Impact: Filing Status Changed: 07/16/2019  
State Status Changed: 07/17/2019  
Deemer Date: Created By: Evan Pollock  
Submitted By: Hanna Wienke Corresponding Filing Tracking Number:  
State TOI: LTC03I Individual Long Term Care

### Filing Description:

The purpose of this filing is to request a rate increase on our Long Term Care insurance policy form series 2006-LTC-COMP(PA) and associated riders, which were approved by the Department on March 8, 2007. The Company is requesting a 25% rate increase effective 4/1/2021 and an additional 25% rate increase 1 year later.

CMFG Life is seeking rate increases on its Long Term Care Insurance (LTC) products because current estimates of lifetime loss ratios are in excess of expected. This rate filing is not intended to be used for other purposes.

CMFG Life has requested or intends to request a 100-150% rate increase in all states and the District of Columbia. In states where the entire increase is not acceptable all at one time, an additional rate increase will be requested in successive years.

Once state approval is received, action will be taken to implement the rate increase in a timely manner. We will offer affected policyowners some alternative options to reduce their benefits in order to possibly maintain their current premium levels.

Attached to the Supporting Documentation tab is the actuarial memorandum with corresponding appendices to support this request. Also attached to the Rate/Rule Schedule tab are new rate tables for this form, with a 25% increase applied and then the additional 25% increase applied.

CMFG Life no longer markets Long Term Care insurance in any state.

Thank you for your attention to this submission.

## Company and Contact

### Filing Contact Information

Tarry Blanke, Compliance Operations tarry.blanke@cunamutual.com  
Analyst  
5910 Mineral Point Road 608-665-8907 [Phone]  
Madison, WI 53705

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**State:** Pennsylvania **Filing Company:** CMFG Life Insurance Company  
**TOI/Sub-TOI:** LTC03I Individual Long Term Care/LTC03I.001 Qualified  
**Product Name:** 2006 LTC Product  
**Project Name/Number:** 2019 LTC Rate Increase/

**Filing Company Information**

CMFG Life Insurance Company	CoCode: 62626	State of Domicile: Iowa
2000 Heritage Way	Group Code: 306	Company Type:
Waverly, IA 50677	Group Name:	State ID Number: L0357
(319) 352-4090 ext. [Phone]	FEIN Number: 39-0230590	

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**Filing Fees**

Fee Required? No  
Retaliatory? No  
Fee Explanation:

**SERFF Tracking #:**

CUNA-131998072

**State Tracking #:**

CUNA-131998072

**Company Tracking #:**

2006-LTC-COMP(PA)

**State:** Pennsylvania**Filing Company:**

CMFG Life Insurance Company

**TOI/Sub-TOI:** LTC03I Individual Long Term Care/LTC03I.001 Qualified**Product Name:** 2006 LTC Product**Project Name/Number:** 2019 LTC Rate Increase/

## Correspondence Summary

### Amendments

Schedule	Schedule Item Name	Created By	Created On	Date Submitted
Supporting Document	Actuarial Memorandum and Explanatory Information (A&H)	Hanna Wienke	07/17/2019	07/17/2019

### Filing Notes

Subject	Note Type	Created By	Created On	Date Submitted
Confidentiality Policy	Note To Filer	Valerie Leonard	07/17/2019	07/17/2019
Excel	Note To Filer	Jim Laverty	07/16/2019	07/16/2019

SERFF Tracking #:

CUNA-131998072

State Tracking #:

CUNA-131998072

Company Tracking #:

2006-LTC-COMP(PA)

State:

Pennsylvania

Filing Company:

CMFG Life Insurance Company

TOI/Sub-TOI:

LTC03I Individual Long Term Care/LTC03I.001 Qualified

Product Name:

2006 LTC Product

Project Name/Number:

2019 LTC Rate Increase/

## Amendment Letter

Submitted Date: 07/17/2019

Comments:

The requested Excel appendices have been uploaded.

Changed Items:

*No Form Schedule Items Changed.*

*No Rate Schedule Items Changed.*

Supporting Document Schedule Item Changes	
<b>Satisfied - Item:</b>	Actuarial Memorandum and Explanatory Information (A&H)
<b>Comments:</b>	
<b>Attachment(s):</b>	PA Act Memo - 2006.pdf PA Rate Basis - 2006.pdf PA Rate Basis - 2006.xlsx
<i>Previous Version</i>	
<b>Satisfied - Item:</b>	<i>Actuarial Memorandum and Explanatory Information (A&amp;H)</i>
<b>Comments:</b>	
<b>Attachment(s):</b>	<i>PA Act Memo - 2006.pdf PA Rate Basis - 2006.pdf</i>

**State:** Pennsylvania **Filing Company:** CMFG Life Insurance Company  
**TOI/Sub-TOI:** LTC03I Individual Long Term Care/LTC03I.001 Qualified  
**Product Name:** 2006 LTC Product  
**Project Name/Number:** 2019 LTC Rate Increase/

## Note To Filer

**Created By:**

Valerie Leonard on 07/17/2019 09:08 AM

**Last Edited By:**

Hanna Wienke

**Submitted On:**

07/17/2019 12:19 PM

**Subject:**

Confidentiality Policy

**Comments:**

Please be aware of our confidentiality policy

The Pennsylvania Insurance Department makes a pdf-version of each initial LTC filing viewable by the public.

If CMFG Life would like to keep items in the filing confidential then you must do the following:

(a) create a "Public" sub-section within the Supporting Documentation tab, (b) within the newly created sub-section include a redacted version of the cover letter and a redacted version of the actuarial memo, and (c) provide an explanation via a "Note to Reviewer" that explains why the redacted items within the cover letter and memo need to be kept confidential.

We will need these redacted items by noon on Friday July 19, 2019.

If we do not receive these updates by that deadline, then we will post the entire filing as viewable by the public.

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**State:** Pennsylvania **Filing Company:** CMFG Life Insurance Company  
**TOI/Sub-TOI:** LTC03I Individual Long Term Care/LTC03I.001 Qualified  
**Product Name:** 2006 LTC Product  
**Project Name/Number:** 2019 LTC Rate Increase/

## Note To Filer

**Created By:**

Jim Laverty on 07/16/2019 11:21 AM

**Last Edited By:**

Hanna Wienke

**Submitted On:**

07/17/2019 12:19 PM

**Subject:**

Excel

**Comments:**

Please submit Appendix A - D in Excel.

**State:** Pennsylvania      **Filing Company:** CMFG Life Insurance Company  
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### Rate Information

Rate data applies to filing.

**Filing Method:** Review & Approval  
**Rate Change Type:** Increase  
**Overall Percentage of Last Rate Revision:** 10.000%  
**Effective Date of Last Rate Revision:** 04/01/2020  
**Filing Method of Last Filing:** Review & Approval  
**SERFF Tracking Number of Last Filing:** CUNA-131583319

### 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):
CMFG Life Insurance Company	%	56.250%	\$858	908	\$1,384,997	56.250%	56.250%



**SERFF Tracking #:**

CUNA-131998072

**State Tracking #:**

CUNA-131998072

**Company Tracking #:**

2006-LTC-COMP(PA)

**State:**

Pennsylvania

**Filing Company:**

CMFG Life Insurance Company

**TOI/Sub-TOI:**

LTC03I Individual Long Term Care/LTC03I.001 Qualified

**Product Name:**

2006 LTC Product

**Project Name/Number:**

2019 LTC Rate Increase/

## Rate/Rule Schedule

Item No.	Schedule Item Status	Document Name	Affected Form Numbers (Separated with commas)	Rate Action	Rate Action Information	Attachments
1		Rate Tables	2006-LTC-COMP(PA)	New		PA LTC 2006 New Rates 15+15+10+10+25+25.pdf,

**CMFG Life Insurance Company - Long Term Care  
Base Policy Form 2006-LTC-COMP(PA)**

**Basic Annual Premiums per \$100 Max. Monthly Facility Benefit  
90-Day Elimination Period  
Single, Standard  
0% Home Care**

<u>Issue Age</u>	<u>1yr</u>	<u>2yr</u>	<u>3yr</u>	<u>4yr</u>	<u>5yr</u>	<u>Life</u>
18-29	\$6.00	\$9.50	\$12.00	\$14.00	\$16.00	\$25.00
30-34	7.50	12.00	15.25	17.75	20.50	32.00
35-39	9.50	15.00	19.00	22.25	25.25	39.76
40-44	11.75	18.50	23.50	27.50	31.50	49.26
45	13.50	21.75	27.25	32.00	36.51	57.51
46	14.25	22.75	28.50	33.50	38.26	60.01
47	14.75	23.75	29.75	35.00	40.01	62.76
48	15.25	24.50	30.75	36.01	41.26	64.76
49	15.75	25.00	31.50	36.76	42.26	65.01
50	16.00	25.50	32.00	37.76	43.01	67.51
51	16.25	26.00	32.75	38.51	44.01	70.01
52	16.75	27.00	33.75	39.76	45.51	72.51
53	17.50	27.75	35.00	41.26	47.01	75.01
54	18.00	29.00	36.26	42.51	48.76	77.51
55	18.75	30.00	37.76	45.01	50.76	80.01
56	19.75	31.50	40.01	47.51	52.51	82.51
57	20.75	33.25	42.51	50.01	55.01	87.51
58	22.00	35.00	45.01	52.51	60.01	92.51
59	23.50	37.51	47.51	55.01	62.51	100.01
60	25.00	40.01	50.01	60.01	67.51	105.01
61	27.50	42.51	55.01	62.51	72.51	112.52
62	30.00	47.51	57.51	67.51	77.51	122.52
63	32.50	50.01	62.51	75.01	85.01	132.52
64	35.00	55.01	67.51	80.01	92.51	142.52
65	37.51	60.01	75.01	87.51	100.01	155.02
66	40.01	65.01	80.01	95.01	107.52	170.02
67	45.01	70.01	90.01	105.01	120.02	187.53
68	50.01	80.01	100.01	117.52	132.52	210.03
69	55.01	87.51	110.02	130.02	147.52	232.53
70	60.01	97.51	122.52	142.52	165.02	257.54
71	67.51	107.52	137.52	160.02	182.53	287.54
72	75.01	122.52	152.52	180.03	205.03	322.55
73	85.01	137.52	172.52	202.53	232.53	362.55
74	97.51	155.02	195.03	227.53	260.04	410.06
75	110.02	172.52	217.53	257.54	292.54	460.06
76	122.52	195.03	245.03	287.54	327.55	512.57
77	135.02	215.03	270.04	317.54	362.55	567.58
78	147.52	235.03	297.54	347.55	397.56	625.09
79	162.52	257.54	325.05	382.55	435.06	685.10
80	177.52	282.54	355.05	415.06	475.07	745.10
81	192.53	305.04	385.05	452.56	517.57	810.11
82	207.53	332.55	417.56	490.07	560.08	877.62
83	225.03	360.05	452.56	532.57	610.09	955.13
84	245.03	390.05	490.07	575.08	657.59	1032.65
85	262.54	420.06	527.57	617.59	707.60	1110.16
86	280.04	447.56	565.08	662.59	757.61	1187.67
87	300.04	477.57	600.08	705.10	805.11	1265.18
88	317.54	505.07	637.59	747.61	855.12	1342.69
89	335.05	535.08	675.09	790.11	905.13	1420.20
90	352.55	565.08	710.10	835.12	955.13	1495.21

**Limited Pay Option and Nonforfeiture Rider**  
**Rates shown as Multipliers**

<u>Issue Age</u>	<u>PAY TO AGE 65 OR 10 YEARS OPTION</u>	<u>NON-FORFEITURE RIDER</u>
18-29	1.71	1.08
30-34	1.72	1.09
35-39	1.75	1.10
40-44	1.84	1.11
45	1.93	1.12
46	1.97	1.12
47	2.02	1.12
48	2.08	1.12
49	2.15	1.12
50	2.22	1.12
51	2.30	1.12
52	2.39	1.12
53	2.49	1.12
54	2.59	1.13
55	2.70	1.13
56	2.64	1.13
57	2.58	1.14
58	2.52	1.14
59	2.46	1.14
60	2.40	1.14
61	2.34	1.14
62	2.28	1.14
63	2.21	1.13
64	2.14	1.13
65	2.07	1.13
66	2.01	1.13
67	1.94	1.13
68	1.88	1.13
69	1.82	1.13
70	1.76	1.13
71	1.70	1.13
72	1.65	1.13
73	1.60	1.13
74	1.56	1.13
75	1.52	1.13
76	1.48	1.12
77	1.44	1.12
78	1.41	1.12
79	1.37	1.12
80	1.34	1.12
81	1.30	1.12
82	1.27	1.12
83	1.24	1.12
84	1.22	1.12
85	1.20	1.12
86	1.18	1.12
87	1.16	1.12
88	1.14	1.12
89	1.12	1.12
90	1.10	1.12

**Inflation Protection Riders  
Rates shown as Multipliers**

<u>Issue Age</u>	<u>5% Simple</u>	<u>5% Compound</u>
18-29	1.86	3.96
30-34	1.83	3.65
35-39	1.82	3.36
40-44	1.78	3.01
45	1.73	2.78
46	1.71	2.72
47	1.70	2.66
48	1.69	2.63
49	1.68	2.62
50	1.68	2.61
51	1.68	2.59
52	1.68	2.57
53	1.68	2.54
54	1.68	2.51
55	1.68	2.48
56	1.67	2.44
57	1.67	2.39
58	1.65	2.34
59	1.64	2.29
60	1.63	2.24
61	1.61	2.18
62	1.59	2.13
63	1.58	2.08
64	1.57	2.05
65	1.56	2.01
66	1.54	1.96
67	1.52	1.92
68	1.51	1.87
69	1.49	1.83
70	1.47	1.79
71	1.46	1.75
72	1.44	1.71
73	1.43	1.68
74	1.41	1.64
75	1.40	1.61
76	1.39	1.58
77	1.38	1.56
78	1.37	1.55
79	1.37	1.54
80	1.37	1.53
81	1.36	1.52
82	1.36	1.51
83	1.36	1.49
84	1.36	1.48
85	1.35	1.47
86	1.35	1.46
87	1.35	1.45
88	1.35	1.45
89	1.35	1.44
90	1.35	1.44

**Elimination Period and Home Care Factors  
Discounts and Premium Mode Factors**

**Elimination Period Factors**

30 day	1.20
60 day	1.08
90 day	1.00
100 day	0.98
180 day	0.89

**Home Care Factors**

50%	1.05
75%	1.10
100%	1.14
150%	1.20
200%	1.27

**Discounts for Married and Preferred**

	<b><u>Standard</u></b>	<b><u>Preferred</u></b>	<b><u>Healthy Lifestyle</u></b>
Single	0%	10%	15%
M - One Buying	15%	25%	30%
Couple	35%	45%	50%

**Modal Premium Factors**

Annual	1.000
Semi-annual	0.520
Quarterly - Dir	0.270
Quarterly - ACH	0.235
Monthly - ACH	0.090

SERFF Tracking #:

CUNA-131998072

State Tracking #:

CUNA-131998072

Company Tracking #:

2006-LTC-COMP(PA)

State: Pennsylvania

Filing Company:

CMFG Life Insurance Company

TOI/Sub-TOI: LTC03I Individual Long Term Care/LTC03I.001 Qualified

Product Name: 2006 LTC Product

Project Name/Number: 2019 LTC Rate Increase/

## Supporting Document Schedules

<b>Satisfied - Item:</b>	Transmittal Letter (A&H)
<b>Comments:</b>	
<b>Attachment(s):</b>	PA LTC 2006 Cover Letter.pdf
<b>Item Status:</b>	
<b>Status Date:</b>	

<b>Bypassed - Item:</b>	Actuarial Certification (A&H)
<b>Bypass Reason:</b>	N/A - not filing new forms
<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 Act Memo - 2006.pdf PA Rate Basis - 2006.pdf PA Rate Basis - 2006.xlsx
<b>Item Status:</b>	
<b>Status Date:</b>	

<b>Bypassed - Item:</b>	Advertisements (A&H)
<b>Bypass Reason:</b>	N/A
<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.pdf
<b>Item Status:</b>	
<b>Status Date:</b>	

<b>Bypassed - Item:</b>	Insert Page Explanation (A&H)
<b>Bypass Reason:</b>	N/A
<b>Attachment(s):</b>	

**SERFF Tracking #:**

CUNA-131998072

**State Tracking #:**

CUNA-131998072

**Company Tracking #:**

2006-LTC-COMP(PA)

**State:** Pennsylvania**Filing Company:**

CMFG Life Insurance Company

**TOI/Sub-TOI:** LTC03I Individual Long Term Care/LTC03I.001 Qualified**Product Name:** 2006 LTC Product**Project Name/Number:** 2019 LTC Rate Increase/

<b>Item Status:</b>	
<b>Status Date:</b>	
<b>Bypassed - Item:</b>	Rate Table (A&H)
<b>Bypass Reason:</b>	N/A - not filing new forms
<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>	N/A
<b>Attachment(s):</b>	
<b>Item Status:</b>	
<b>Status Date:</b>	
<b>Bypassed - Item:</b>	Advertisement Compliance Certification
<b>Bypass Reason:</b>	N/A
<b>Attachment(s):</b>	
<b>Item Status:</b>	
<b>Status Date:</b>	
<b>Bypassed - Item:</b>	Reserve Calculation (A&H)
<b>Bypass Reason:</b>	Please see Actuarial Memorandum and other Supporting Documentation
<b>Attachment(s):</b>	
<b>Item Status:</b>	
<b>Status Date:</b>	
<b>Bypassed - Item:</b>	Variability Explanation (A&H)
<b>Bypass Reason:</b>	N/A
<b>Attachment(s):</b>	
<b>Item Status:</b>	
<b>Status Date:</b>	
<b>Satisfied - Item:</b>	Supplemental Memorandum
<b>Comments:</b>	
<b>Attachment(s):</b>	Assumptions Details Descriptions 123118.pdf
<b>Item Status:</b>	
<b>Status Date:</b>	

State: Pennsylvania      Filing Company: CMFG Life Insurance Company  
 TOI/Sub-TOI: LTC03I Individual Long Term Care/LTC03I.001 Qualified  
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<b>Satisfied - Item:</b>	Supplemental Exhibits
<b>Comments:</b>	
<b>Attachment(s):</b>	Claim Reserve Retro Test (Dec 2018 Data) - 3.5%.pdf DOB Exhibit.pdf Inforce as of 12-31-2018.pdf Lapse Analysis Details (Dec 2018).pdf Model Formulas 123118.pdf Morbidity Analysis Details (Dec 2018).pdf Mortality Analysis Details (Dec 2018).pdf Total Persistency Comparisons (App D) (Dec 2018).pdf
<b>Item Status:</b>	
<b>Status Date:</b>	



**SERFF Tracking #:**

CUNA-131998072

**State Tracking #:**

CUNA-131998072

**Company Tracking #:**

2006-LTC-COMP(PA)

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**State:**

Pennsylvania

**Filing Company:**

CMFG Life Insurance Company

**TOI/Sub-TOI:**

LTC03I Individual Long Term Care/LTC03I.001 Qualified

**Product Name:**

2006 LTC Product

**Project Name/Number:**

2019 LTC Rate Increase/

***Attachment PA Rate Basis - 2006.xlsx is not a PDF document and cannot be reproduced here.***

Tarry Blanke, Product Consultant  
Telephone: 608.665.8907  
E-mail: tarry.blanke@cunamutual.com



*CMFG Life Insurance Company*

July 10, 2019

Pennsylvania Insurance Department  
Bureau of Rate & Policies  
1326 Strawberry Square, 13<sup>th</sup> Floor  
Harrisburg, PA 17120

RE: CMFG Life Insurance Company  
FEIN Number: 39-0230590  
NAIC Number: 306-62626  
Individual Long-Term Care Insurance Rate Revision for 2006-LTC-COMP(PA)  
SERFF Tracking Number: CUNA-131998793

Dear Sir or Madam:

The purpose of this filing is to request a rate increase on our Long Term Care insurance policy form series 2006-LTC-COMP(PA) and associated riders, which were approved by the Department on March 8, 2007, SERFF Tracking #USPH-6SHHSJ211/00-00/00-00/00. . The Company is requesting a 25% rate increase effective 4/1/2021 and an additional 25% rate increase 1 year later.

CMFG Life is seeking rate increases on its Long Term Care Insurance (LTC) products because current estimates of lifetime loss ratios are in excess of expected. This rate filing is not intended to be used for other purposes.

CMFG Life has requested or intends to request a 100-150% rate increase in all states and the District of Columbia. In states where the entire increase is not acceptable all at one time, an additional rate increase will be requested in successive years.

Once state approval is received, action will be taken to implement the rate increase in a timely manner. We will offer affected policyowners some alternative options to reduce their benefits in order to possibly maintain their current premium levels.

Attached to the Supporting Documentation tab is the actuarial memorandum with corresponding appendices to support this request. Also attached to the Rate/Rule Schedule tab are new rate tables for this form, with a 25% increase applied and then the additional 25% increase applied.

CMFG Life no longer markets Long Term Care insurance in any state.

Thank you for your attention to this submission.

A handwritten signature in cursive script that reads 'Tarry Blanke'.

Tarry Blanke  
Product Consultant  
CUNA Mutual Group

July 5, 2019

**Actuarial Memorandum Supporting Rate Revision for  
CMFG Life Insurance Company  
Individual Long-Term Care Insurance Plan  
2006 Product  
(Page 1 of 5)**

**1. SCOPE AND PURPOSE**

The purpose of this memorandum is to provide actuarial information supporting a rate revision to premiums for CMFG Life Insurance Company's (the Company) individual long-term care product form series 2006-LTC-COMP and associated riders. This product is referred to as the 2006 Product. (Some riders may not be available in all states.)

This product was sold nationwide from 2006 to 2010 and is no longer being marketed in any state.

The Company is requesting two rounds of rate increases. The first round is a 25% rate increase followed by an additional 25% increase one year later. The rate increase is necessary because the current estimate of the nationwide lifetime loss ratio is in excess of expected. This rate filing is not intended to be used for other purposes.

The body of this actuarial memorandum was written to apply to each state where this product was issued. Any reference to information that is specific to a particular state is included in Appendix A.

Please refer to Section 27 for a description of the information contained in each Appendix.

**2. DESCRIPTION OF BENEFITS**

This product provides comprehensive long-term care coverage on an expense reimbursement basis up to policy limits. A benefit period, elimination period, monthly benefit, home health care percentage and inflation protection option were selected at issue. Several additional optional benefits were available such as nonforfeiture benefits, expanded spousal benefits and limited premium payment options. The benefit eligibility criteria are based on the insured's loss of the ability to perform Activities of Daily Living (ADLs) or having a severe cognitive impairment. The available benefit choices can be found in the rate tables that accompany this filing. A complete description of the benefit provisions and conditions for eligibility is contained in the policy form and riders on file with the state.

**3. RENEWABILITY CLAUSE**

This product is a Guaranteed Renewable, Individual Long Term Care policy.

**4. MARKETING METHOD**

This product was marketed to individuals by licensed agents. This product is not currently being marketed.

**5. UNDERWRITING**

All policies subject to this rate revision were subject to full medical underwriting in accordance with Company standards in place at the time of issue. Those underwriting standards were taken into consideration when projecting future experience.

**6. APPLICABILITY**

The revised rates will be applicable to the product described in Section 1.

**7. MORBIDITY**

The morbidity assumptions are based on a combination of the Company's historical claim experience from 2006 through December 31, 2018, the Milliman 2017 *Long Term Care Guidelines (Guidelines)* and judgment. The *Guidelines* reflect 800,000 claims representing nearly \$50 billion of incurred claims and 49 million life years of exposure and the experience and judgment of Milliman actuaries. The morbidity assumptions reflect the Company's current best estimate of future morbidity. The assumptions include a 10% load to future claims for moderately adverse experience.

**8. MORTALITY**

Mortality assumptions are based on Company experience from 2006 through December 31, 2018 and judgment. The best estimate mortality assumption is the Annuity 2000 Mortality Table on a sex distinct basis, projected forward with mortality improvement to 2030. Mortality improvement was based on 100% of Scale G for males and 50% of Scale G for females. The ultimate mortality table in 2030 was smoothed slightly to maintain a reasonable relationship of mortality rates between males and females. Mortality selection factors are also applied, starting at 0.20 in duration 1 and grading up to 0.90 in duration 14.

**9. PERSISTENCY**

Voluntary lapse assumptions are based on Company experience from 2006 through December 31, 2018 and judgment. Lapse rates are combined with mortality rates to derive the total termination rate. We assumed all remaining policies would terminate at attained age 120. The lapse assumptions represent the best estimate expectations of future experience and do not include any provisions for adverse experience. Lapse rates are shown below and vary by premium payment option and policy duration.

<u>Policy Duration</u>	<u>Premium Payment Option:</u>	
	<u>Limited Pay</u>	<u>Lifetime Pay</u>
1	2.0%	6.0%
2	2.0	4.0
3	2.0	3.0
4	1.0	2.0
5	1.0	2.0
6	1.0	1.5
7	0.0	1.5
8	0.0	1.5
9	0.0	1.0
10+	0.0	1.0

Appendix D contains a comparison of the actual total termination rates to both the original pricing assumptions and current assumptions.

**10. EXPENSES**

Expenses are not being projected. It is assumed that the originally filed expense assumptions are

appropriate.

#### **11. PREMIUM CLASSES**

The rate revision will be applied as a consistent percentage to all premium classes.

#### **12. ISSUE AGE RANGE**

This product was available for issue ages 18 to 90. Premiums are based on issue age.

#### **13. AREA FACTORS**

The Company did not use area factors within the state in the premium scale for this product.

#### **14. AVERAGE ANNUAL PREMIUM**

The average annual premium for this product both prior to the impact of the requested rate increase(s), and after, is indicated in Appendix A to this memorandum.

#### **15. MODAL PREMIUM FACTORS**

The modal premium factors will remain unchanged from the current factors.

#### **16. CLAIM LIABILITY AND RESERVE**

Claim reserves were calculated using appropriate actuarial methods for IBNR and for open claims on a disabled life basis. The claim reserves were discounted to the date of incurral for each claim and have been included in the historical incurred claims.

#### **17. ACTIVE LIFE RESERVES**

We have provided supporting evidence for the justification of the proposed increase based on the relationship of incurred claims divided by earned premium compared to the minimum loss ratio. Incurred claims are calculated without the impact of the change in active life reserves.

#### **18. TREND ASSUMPTION**

Benefits payable are equal to or less than the daily benefit limit. We have not included any medical trend in the projections.

#### **19. MAXIMUM ALLOWABLE RATE INCREASE**

The maximum allowable rate increase is shown in Appendix A. Appendix A shows the maximum allowable increase based on a 58% loss ratio on the initial premium and an 85% loss ratio on the increased premium. While these policies are not subject to the minimum loss ratio regulation, for reference, the maximum allowable increase based on a minimum loss ratio is also shown. The requested rate increase is less than the maximum allowed increase under either approach.

## **20. DISTRIBUTION OF BUSINESS**

The historical experience reflects the actual distribution of policies during the experience period. The projected future experience is based on a seriatim projection of the current inforce policies.

## **21. EXPERIENCE – PAST AND FUTURE**

The historical and projected experience, both with and without the requested rate increase(s), is contained in Appendices B and C. The premium in Appendix B is shown on this state's rate basis (applying the level of this state's rate increase(s) to every state).

## **22. LIFETIME LOSS RATIO**

The development of the anticipated nationwide lifetime loss ratio, both without a rate increase and with the requested rate increase(s), is shown in Appendix B. An annual interest rate of 4.00% was used to calculate the lifetime loss ratio in the supporting appendices and was determined based on a weighted average of statutory valuation rates by policies sold by issue year. The rate increase of 25% is assumed effective April 1, 2021 (for simplicity, in the projections only, the impact of any rate guarantee period has not been modeled and the rate increase is conservatively assumed to occur on April 1, 2021). The second rate increase of 25% is assumed effective April 1, 2022.

## **23. HISTORY OF RATE ADJUSTMENTS**

Please refer to Appendix A for the history of any rate adjustments that have been approved in this state.

## **24. NUMBER OF POLICYHOLDERS**

Please refer to Appendix A for the current number of policyholders as of December 31, 2018 in this state.

## **25. PROPOSED EFFECTIVE DATE**

This rate will be implemented as soon as possible after approval has been granted as allowed based on regulation. For policies still inside a rate guarantee period, the rate increase will become effective after the rate guarantee period has expired.

## **26. RELATIONSHIP OF RENEWAL PREMIUM TO NEW BUSINESS PREMIUM**

The Company is no longer selling any new proprietary long-term care products. Therefore, the comparison of renewal premium rates after the rate increases to the Company's current new business premium rate schedule is not applicable.

## 27. SUMMARY OF APPENDICES

Appendix A contains information that is specific to the state in which this filing is made, such as the average annual premium, the number of policyholders inforce, etc.

Appendix B contains historical and projected nationwide experience for all policies issued under this product. The appendix also includes the projected lifetime loss ratios both without and with the proposed increase.

Appendix C contains the historical and projected experience of only the policies issued in the state.

Appendix D contains a comparison of the actual total termination rates to both the original pricing assumptions and current assumptions.

## 28. ACTUARIAL CERTIFICATION

I, John Svedberg, am a Fellow of the Society of Actuaries and a Member of the American Academy of Actuaries, and I meet the Academy's qualification standards for preparing health rate filings.

To the best of my knowledge and judgment this rate filing is in compliance with the applicable laws and regulations of this State as they relate to premium rate developments and revisions. This memorandum complies with all applicable Actuarial Standards of Practice, including ASOP No. 8.

The projected experience shown in this Memorandum is based on assumptions that include provisions for moderately adverse experience. If the requested premium rate schedule increases are implemented and the underlying assumptions, which reflect moderately adverse conditions, are realized, no further premium rate schedule increases are anticipated. In my opinion, the rates are not excessive or unfairly discriminatory.



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John Svedberg, FSA, MAAA  
Director and Actuary, Legacy Products

**CMFG Life Insurance Company  
2006 Product  
Appendix A  
State-Specific Information**



**CMFG Life Insurance Company  
2006 Product  
Appendix B  
Historical and Projected Experience  
Nationwide**

**CMFG Life Insurance Company  
2006 Product  
Appendix C  
Historical and Projected Experience  
State-Specific**

**CMFG Life Insurance Company  
2006 Product  
Appendix D  
Comparison of actual total termination rates  
to original pricing and current assumptions**

**Appendix A**  
**CMFG Life Insurance Company**  
**2006 Product**

**Pennsylvania**

**Requested Rate Increase = 25% effective 4/1/2021 followed by 25% effective 4/1/2022**

**14. Average Annual Premium**

The average annual premium for this form and associated riders, prior to the rate increase, is:

Pennsylvania	\$1,525
Nationwide	\$1,792

The average annual premium for this form and associated riders, after the rate increase, is:

Pennsylvania	\$2,383
Nationwide	\$2,799

**19. Maximum Allowable Rate Increase**

Rate Stabilization Date for Pennsylvania	09/16/02
Approach 1: 60% Minimum Loss Ratio	180%
Approach 2: 58% Loss Ratio on Initial Premium / 85% on Increased Premium	120%
Requested rate increase	56%

**22. Lifetime Loss Ratio - Nationwide**

The Lifetime Loss Ratio for all policies without the requested rate increase is:	123%
The Lifetime Loss Ratio for all policies with the requested rate increase is:	100%

**23. History of Rate Adjustments**

15% increase effective 6/1/2016, followed by a 15% increase effective 4/1/2018, followed by a 10% increase effective 4/1/2019, followed by a 10% increase effective 4/1/2020

**24. Number of Policyholders and Annualized Premium as of December 31, 2018**

	All Policies	
	Policies	Premium
Pennsylvania	908	\$1,384,997
Nationwide	12,841	\$23,005,979

**Appendix B**  
**CMFG Life Insurance Company**  
**Historical and Projected Experience**  
**Nationwide Experience**  
**Pennsylvania Rate Basis**  
**2006 Product**

Historical				
Calendar Year	Beginning Lives	Earned Premium	Incurred Claims	Incurred Ratio
2006	0	545	0	0%
2007	5	1,606,102	0	0%
2008	2,853	7,043,219	179,714	3%
2009	6,898	13,550,038	74,033	1%
2010	11,505	21,091,864	675,691	3%
2011	15,601	22,858,946	1,662,896	7%
2012	15,052	22,193,626	1,593,161	7%
2013	14,686	21,919,341	1,705,048	8%
2014	14,320	21,258,212	2,445,314	12%
2015	14,048	21,071,038	2,342,038	11%
2016	13,718	21,468,955	2,172,751	10%
2017	13,445	22,274,471	4,196,596	19%
2018	13,177	22,557,785	8,150,262	36%

Projection without Rate Increase*				
Calendar Year	Beginning Lives	Earned Premium	Incurred Claims	Incurred Ratio
2019	12,739	25,892,327	8,468,576	33%
2020	12,474	29,583,259	10,203,916	34%
2021	12,192	31,902,808	12,119,169	38%
2022	11,891	31,246,679	14,164,343	45%
2023	11,572	30,236,813	16,427,527	54%
2024	11,238	29,189,882	18,935,693	65%
2025	10,892	28,140,625	21,709,801	77%
2026	10,534	27,068,652	24,757,661	91%
2027	10,165	25,974,325	28,079,599	108%
2028	9,785	24,851,522	31,669,174	127%
2029	9,394	23,705,262	35,513,747	150%
2030	8,993	22,539,709	39,575,539	176%
2031	8,583	21,347,459	43,787,802	205%
2032	8,164	20,141,298	48,053,483	239%
2033	7,734	18,927,029	52,279,270	276%
2034	7,297	17,706,365	56,359,891	318%
2035	6,853	16,478,198	60,116,845	365%
2036	6,406	15,252,075	63,374,427	416%
2037	5,957	14,040,142	66,042,419	470%
2038	5,509	12,848,152	68,066,728	530%
2039	5,066	11,687,866	69,425,824	594%
2040	4,631	10,563,038	70,064,975	663%
2041	4,207	9,484,307	69,872,906	737%
2042	3,797	8,454,990	68,879,567	815%
2043	3,403	7,484,168	67,121,438	897%
2044	3,029	6,576,850	64,657,685	983%
2045	2,677	5,735,367	61,601,525	1074%
2046	2,347	4,961,717	58,009,543	1169%
2047	2,042	4,257,080	53,991,822	1268%
2048	1,763	3,621,604	49,683,996	1372%
2049	1,509	3,054,091	45,148,037	1478%
2050	1,280	2,552,509	40,554,096	1589%
2051	1,077	2,113,737	36,009,494	1704%
2052	898	1,734,252	31,600,751	1822%
2053	742	1,409,732	27,414,407	1945%
2054	608	1,135,367	23,494,815	2069%
2055	494	905,916	19,932,217	2200%
2056	398	716,084	16,755,941	2340%
2057	318	560,768	13,938,183	2489%
2058	252	435,107	11,550,936	2655%
2059	198	334,535	9,523,293	2847%
2060	154	254,932	7,860,573	3083%
2061	119	192,662	6,473,737	3360%
2062	92	144,584	5,309,878	3673%
2063	71	107,907	4,345,277	4027%
2064	54	80,246	3,546,912	4420%
2065	41	59,605	2,892,561	4853%
2066	32	44,325	2,366,428	5339%
2067	25	33,092	1,942,053	5869%
2068	19	24,849	1,601,779	6446%
2069	15	18,797	1,321,033	7028%
2070	12	14,328	1,088,889	7600%
2071	9	10,995	898,879	8175%
2072	7	8,488	740,727	8727%
2073	6	6,573	609,173	9268%
2074	5	5,097	498,155	9774%
2075	4	3,946	403,665	10229%
2076	3	3,047	324,710	10655%

\*Projections include a 10% moderately adverse experience load to claims.

Projection with Rate Increase*				
Calendar Year	Beginning Lives	Earned Premium	Incurred Claims	Incurred Ratio
2019	12,739	25,892,327	8,468,576	33%
2020	12,474	29,583,259	10,203,916	34%
2021	12,192	31,902,808	12,119,169	38%
2022	11,891	31,246,679	14,164,343	45%
2023	11,572	30,236,813	16,427,527	54%
2024	11,238	29,189,882	18,935,693	65%
2025	10,892	28,140,625	21,709,801	77%
2026	10,534	27,068,652	24,757,661	91%
2027	10,165	25,974,325	28,079,599	108%
2028	9,785	24,851,522	31,669,174	127%
2029	9,394	23,705,262	35,513,747	150%
2030	8,993	22,539,709	39,575,539	176%
2031	8,583	21,347,459	43,787,802	205%
2032	8,164	20,141,298	48,053,483	239%
2033	7,734	18,927,029	52,279,270	276%
2034	7,297	17,706,365	56,359,891	318%
2035	6,853	16,478,198	60,116,845	365%
2036	6,406	15,252,075	63,374,427	416%
2037	5,957	14,040,142	66,042,419	470%
2038	5,509	12,848,152	68,066,728	530%
2039	5,066	11,687,866	69,425,824	594%
2040	4,631	10,563,038	70,064,975	663%
2041	4,207	9,484,307	69,872,906	737%
2042	3,797	8,454,990	68,879,567	815%
2043	3,403	7,484,168	67,121,438	897%
2044	3,029	6,576,850	64,657,685	983%
2045	2,677	5,735,367	61,601,525	1074%
2046	2,347	4,961,717	58,009,543	1169%
2047	2,042	4,257,080	53,991,822	1268%
2048	1,763	3,621,604	49,683,996	1372%
2049	1,509	3,054,091	45,148,037	1478%
2050	1,280	2,552,509	40,554,096	1589%
2051	1,077	2,113,737	36,009,494	1704%
2052	898	1,734,252	31,600,751	1822%
2053	742	1,409,732	27,414,407	1945%
2054	608	1,135,367	23,494,815	2069%
2055	494	905,916	19,932,217	2200%
2056	398	716,084	16,755,941	2340%
2057	318	560,768	13,938,183	2489%
2058	252	435,107	11,550,936	2655%
2059	198	334,535	9,523,293	2847%
2060	154	254,932	7,860,573	3083%
2061	119	192,662	6,473,737	3360%
2062	92	144,584	5,309,878	3673%
2063	71	107,907	4,345,277	4027%
2064	54	80,246	3,546,912	4420%
2065	41	59,605	2,892,561	4853%
2066	32	44,325	2,366,428	5339%
2067	25	33,092	1,942,053	5869%
2068	19	24,849	1,601,779	6446%
2069	15	18,797	1,321,033	7028%
2070	12	14,328	1,088,889	7600%
2071	9	10,995	898,879	8175%
2072	7	8,488	740,727	8727%
2073	6	6,573	609,173	9268%
2074	5	5,097	498,155	9774%
2075	4	3,946	403,665	10229%
2076	3	3,047	324,710	10655%

**Loss Ratio Summaries**

Accumulated Value of Historical to December 31, 2018	268,613,237	28,487,820	11%	268,613,237	28,487,820	11%
Present Value of Future to December 31, 2018	373,267,786	760,646,512	204%	538,962,372	775,168,576	144%
Total Values (Discounted at 4.00%)	641,881,023	789,134,332	123%	807,575,609	803,656,396	100%
Projected Loss Ratio without Rate Increase			123%	Projected Loss Ratio with Rate Increase		100%
Minimum Lifetime Loss Ratio			60%			
Maximum Allowable Increase						
Approach 1: 60% Minimum Loss Ratio			180%			
Approach 2: 58% Loss Ratio on Initial Premium / 85% on Increased Premium			120%			
Requested Rate Increase			25%	effective 4/1/2021		
			25%	effective 4/1/2022		

**Appendix C**  
**CMFG Life Insurance Company**  
**Historical and Projected Experience**  
**Pennsylvania Experience**  
**2006 Product**

**Historical**

Calendar Year	Beginning Lives	Earned Premium	Incurred Claims	Incurred Ratio
2006	0	0	0	
2007	0	149,588	0	0%
2008	304	590,240	4,823	1%
2009	597	961,815	0	0%
2010	840	1,296,948	507	0%
2011	1,044	1,392,107	0	0%
2012	1,027	1,385,802	0	0%
2013	1,015	1,383,059	0	0%
2014	1,000	1,366,332	11,519	1%
2015	987	1,375,176	5,321	0%
2016	968	1,307,407	453	0%
2017	950	1,339,176	344,022	26%
2018	934	1,347,563	195,482	15%

**Projection without Rate Increase\***

Calendar Year	Beginning Lives	Earned Premium	Incurred Claims	Incurred Ratio
2019	905	1,557,323	527,426	34%
2020	886	1,790,418	639,056	36%
2021	866	1,936,957	763,712	39%
2022	844	1,898,601	898,579	47%
2023	822	1,838,492	1,049,450	57%
2024	798	1,779,620	1,218,220	68%
2025	773	1,718,770	1,406,664	82%
2026	748	1,655,972	1,615,352	98%
2027	722	1,591,275	1,844,234	116%
2028	695	1,524,769	2,092,153	137%
2029	667	1,456,574	2,359,058	162%
2030	638	1,386,834	2,641,115	190%
2031	609	1,315,659	2,934,493	223%
2032	579	1,242,986	3,234,920	260%
2033	548	1,169,060	3,553,309	302%
2034	517	1,094,253	3,825,335	350%
2035	485	1,018,955	4,092,607	402%
2036	453	943,644	4,326,608	458%
2037	420	868,823	4,522,765	521%
2038	388	794,960	4,676,590	588%
2039	356	722,620	4,791,809	663%
2040	325	652,325	4,857,964	745%
2041	294	584,639	4,865,359	832%
2042	265	520,074	4,811,324	925%
2043	236	459,034	4,698,008	1023%
2044	209	401,856	4,532,676	1128%
2045	184	348,814	4,325,200	1240%
2046	160	300,095	4,076,932	1359%
2047	138	255,782	3,793,193	1483%
2048	118	215,879	3,483,314	1614%
2049	100	180,347	3,152,230	1748%
2050	84	149,101	2,814,944	1888%
2051	70	121,974	2,483,322	2036%
2052	57	98,693	2,162,027	2191%
2053	46	78,944	1,856,236	2351%
2054	37	62,393	1,569,271	2515%
2055	30	48,693	1,307,778	2686%
2056	23	37,507	1,076,515	2870%
2057	18	28,499	873,320	3064%
2058	14	21,349	698,775	3273%
2059	10	15,754	553,292	3512%
2060	8	11,447	433,211	3785%
2061	6	8,183	334,409	4086%
2062	4	5,753	253,334	4403%
2063	3	3,975	188,557	4744%
2064	2	2,700	137,870	5106%
2065	1	1,804	99,136	5494%
2066	1	1,188	70,220	5912%
2067	1	769	48,902	6357%
2068	0	490	33,474	6828%
2069	0	307	22,542	7331%
2070	0	190	14,912	7868%
2071	0	115	9,655	8421%
2072	0	68	6,072	8914%
2073	0	39	3,697	9426%
2074	0	22	2,159	9844%
2075	0	12	1,197	10325%
2076	0	6	629	10748%

\*Projections include a 10% moderately adverse experience load to claims.

**Projection with Rate Increase\***

Calendar Year	Beginning Lives	Earned Premium	Incurred Claims	Incurred Ratio
2019	905	1,557,323	527,426	34%
2020	886	1,790,418	639,056	36%
2021	866	2,259,516	773,890	34%
2022	844	2,768,385	929,980	34%
2023	822	2,685,578	1,091,904	38%
2024	798	2,780,656	1,264,702	45%
2025	773	2,685,578	1,457,167	54%
2026	748	2,587,457	1,669,869	65%
2027	722	2,486,368	1,902,672	77%
2028	695	2,382,452	2,154,362	90%
2029	667	2,275,897	2,424,837	107%
2030	638	2,166,929	2,710,175	125%
2031	609	2,055,718	3,006,457	146%
2032	579	1,942,165	3,309,192	170%
2033	548	1,826,657	3,609,177	198%
2034	517	1,709,770	3,902,053	228%
2035	485	1,592,117	4,169,330	262%
2036	453	1,474,444	4,402,376	299%
2037	420	1,357,536	4,596,599	339%
2038	388	1,242,126	4,747,624	382%
2039	356	1,129,094	4,859,350	430%
2040	325	1,019,259	4,921,453	483%
2041	294	913,498	4,924,294	539%
2042	265	812,615	4,865,381	599%
2043	236	717,240	4,746,967	662%
2044	209	627,899	4,576,444	729%
2045	184	545,022	4,363,845	801%
2046	160	468,898	4,110,642	877%
2047	138	399,659	3,822,246	956%
2048	118	337,311	3,508,053	1040%
2049	100	281,792	3,173,010	1126%
2050	84	232,970	2,827,180	1216%
2051	70	190,584	2,497,446	1310%
2052	57	154,208	2,173,458	1409%
2053	46	123,349	1,865,369	1512%
2054	37	97,489	1,576,464	1617%
2055	30	76,083	1,313,369	1726%
2056	23	58,605	1,080,804	1844%
2057	18	44,529	876,567	1969%
2058	14	33,358	701,207	2102%
2059	10	24,616	555,099	2255%
2060	8	17,886	434,546	2430%
2061	6	12,787	335,383	2623%
2062	4	8,989	254,034	2826%
2063	3	6,211	189,051	3044%
2064	2	4,219	138,212	3276%
2065	1	2,819	99,370	3525%
2066	1	1,856	70,377	3792%
2067	1	1,202	49,006	4077%
2068	0	766	33,542	4379%
2069	0	480	22,586	4701%
2070	0	296	14,939	5045%
2071	0	179	9,672	5399%
2072	0	106	6,082	5714%
2073	0	61	3,703	6042%
2074	0	34	2,162	6310%
2075	0	18	1,198	6618%
2076	0	9	630	6888%

**Loss Ratio Summaries**

Accumulated Value of Historical to 12/31/2018	17,148,727	592,556	3%	17,148,727	592,556	3%
Present Value of Future to 12/31/2018	22,789,871	51,337,142	225%	32,932,448	52,226,381	159%
Total Values (Discounted at 4.00%)	39,938,598	51,929,698	130%	50,081,175	52,818,937	105%

**Appendix D**  
**CMFG Life Insurance Company**  
**Policy Persistency Comparison**  
**Nationwide Experience**  
**All Products**

Policy Duration	Total Lives	Actual Results		Original Pricing Assumptions						Current Assumptions		
		Total Terminations	Total	Lapse	Number of Expected Lapses	Mortality	Number of Expected Deaths	Total Terminations	Lapse	Mortality	Total Terminations	
1	37,465		6.2%	8.6%	3,208	0.5%	185	9.1%	6.0%	0.1%	6.1%	
2	35,128		4.1%	7.0%	2,453	0.6%	206	7.6%	4.0%	0.2%	4.2%	
3	33,687		2.9%	5.5%	1,860	0.7%	233	6.2%	3.0%	0.3%	3.3%	
4	32,704		2.6%	4.5%	1,470	0.8%	265	5.3%	2.0%	0.3%	2.3%	
5	31,862		2.3%	3.9%	1,258	0.9%	302	4.9%	2.0%	0.4%	2.4%	
6	31,144		2.1%	3.3%	1,024	1.1%	344	4.4%	1.5%	0.5%	2.0%	
7	30,489		2.1%	2.5%	776	1.3%	391	3.8%	1.5%	0.6%	2.1%	
8	29,838		1.9%	2.3%	683	1.5%	442	3.8%	1.5%	0.7%	2.2%	
9	24,815		1.9%	2.3%	571	1.7%	424	4.0%	1.0%	0.9%	1.9%	
10	20,357		2.9%	2.4%	486	1.9%	389	4.3%	1.0%	1.0%	2.0%	
11	15,506		3.2%	2.7%	420	2.1%	330	4.8%	1.0%	1.2%	2.2%	
12	10,307		3.4%	3.2%	328	2.4%	244	5.5%	1.0%	1.4%	2.4%	
13	6,353		3.1%	3.9%	245	2.5%	161	6.4%	1.0%	1.6%	2.6%	
14	4,349		3.2%	4.6%	201	2.6%	113	7.2%	1.0%	1.8%	2.8%	
15	3,108		3.2%	5.6%	173	2.5%	78	8.1%	1.0%	1.8%	2.8%	
16	2,401		2.8%	6.1%	148	2.6%	62	8.7%	1.0%	1.9%	2.9%	
17	1,967		3.4%	6.2%	121	2.8%	56	9.0%	1.0%	2.1%	3.1%	
18	1,515		5.5%	6.2%	94	3.0%	46	9.2%	1.0%	2.3%	3.3%	
19	1,056		2.0%	6.3%	66	3.4%	36	9.7%	1.0%	2.5%	3.5%	
20	490		5.9%	6.6%	32	5.1%	25	11.7%	1.0%	3.9%	4.9%	
21	259		5.8%	6.9%	18	6.6%	17	13.5%	1.0%	5.2%	6.2%	
22	194		8.8%	7.0%	14	7.1%	14	14.0%	1.0%	5.6%	6.6%	
23	122		9.0%	7.0%	9	7.6%	9	14.6%	1.0%	6.1%	7.1%	
24	47		2.1%	7.0%	3	7.5%	4	14.5%	1.0%	6.0%	7.0%	
25	15		6.7%	7.0%	1	8.2%	1	15.2%	1.0%	6.5%	7.5%	

Notes:

- 1) The results shown above include only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)
- 2) The "Actual Results" are the historical total policy termination rates observed by the Company
- 3) The "Original Pricing Assumptions" are those assumptions originally used to price each product.
- 4) The "Current Assumptions" are those used in the projection for the current rate filing. The mortality assumptions are based on the Annuity 2000 table projected to 2009 (Scale G 100% Male, 50% Female, no smoothing), with selection factors.
- 5) Experience is through December 31, 2018

**Appendix D**  
**CMFG Life Insurance Company**  
**Policy Persistency Comparison**  
**Nationwide Experience**  
**1993 Product**

Policy Duration	Total Lives	Actual Results		Original Pricing Assumptions					Current Assumptions		
		Total Terminations		Lapse	Number of Expected Lapses	Mortality	Number of Expected Deaths	Total Terminations	Lapse	Mortality	Total Terminations
1	547		4.0%	22.4%	123	1.2%	7	23.6%	6.0%	0.2%	6.2%
2	525		2.9%	17.4%	91	1.3%	7	18.7%	4.0%	0.3%	4.3%
3	510		2.2%	13.5%	69	1.5%	7	14.9%	3.0%	0.4%	3.4%
4	499		2.8%	11.9%	60	1.6%	8	13.5%	2.0%	0.6%	2.6%
5	485		1.0%	10.4%	51	1.7%	8	12.2%	2.0%	0.8%	2.8%
6	480		0.8%	8.9%	43	1.9%	9	10.8%	1.5%	1.0%	2.5%
7	476		2.3%	8.4%	40	2.1%	10	10.5%	1.5%	1.3%	2.8%
8	465		0.9%	7.9%	37	2.3%	11	10.2%	1.5%	1.6%	3.1%
9	461		3.5%	7.5%	34	2.5%	12	10.0%	1.0%	1.9%	2.9%
10	445		2.0%	7.0%	31	2.7%	12	9.7%	1.0%	2.1%	3.1%
11	436		3.7%	7.0%	30	3.0%	13	10.0%	1.0%	2.3%	3.3%
12	420		3.1%	7.0%	29	3.3%	14	10.2%	1.0%	2.5%	3.5%
13	407		4.2%	7.0%	28	3.6%	14	10.5%	1.0%	2.7%	3.7%
14	390		3.3%	7.0%	27	3.8%	15	10.8%	1.0%	3.0%	4.0%
15	377		4.8%	7.0%	26	4.1%	16	11.1%	1.0%	3.2%	4.2%
16	359		3.1%	7.0%	25	4.5%	16	11.5%	1.0%	3.5%	4.5%
17	348		3.7%	7.0%	24	4.9%	17	11.9%	1.0%	3.8%	4.8%
18	337		10.4%	7.0%	23	5.3%	18	12.2%	1.0%	4.1%	5.1%
19	302		3.0%	7.0%	21	5.6%	17	12.6%	1.0%	4.4%	5.4%
20	291		6.2%	7.0%	20	6.1%	18	13.0%	1.0%	4.7%	5.7%
21	253		5.5%	7.0%	18	6.6%	17	13.6%	1.0%	5.2%	6.2%
22	194		8.8%	7.0%	14	7.1%	14	14.0%	1.0%	5.6%	6.6%
23	122		9.0%	7.0%	9	7.6%	9	14.6%	1.0%	6.1%	7.1%
24	47		2.1%	7.0%	3	7.5%	4	14.5%	1.0%	6.0%	7.0%
25	15		6.7%	7.0%	1	8.2%	1	15.2%	1.0%	6.5%	7.5%

Notes:

- 1) The results shown above include only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)
- 2) The "Actual Results" are the historical total policy termination rates observed by the Company
- 3) The "Original Pricing Assumptions" are those assumptions originally used to price the product. The mortality assumptions are based on the 1983 IAM table  
The original ultimate lapse assumption was 6.0% for issue ages 62 and younger and 8.0% for issue ages 63 and older
- 4) The "Current Assumptions" are those used in the projection for the current rate filing. The mortality assumptions are based on the Annuity 2000 table projected to 2005  
(Scale G 100% Male, 50% Female, no smoothing), with selection factors.
- 5) Experience is through December 31, 2018



**Appendix D**  
**CMFG Life Insurance Company**  
**Policy Persistency Comparison**  
**Nationwide Experience**  
**1997 Product**

Policy Duration	Total Lives	Actual Results		Original Pricing Assumptions						Current Assumptions		
		Total Terminations		Lapse	Number of Expected Lapses	Mortality	Number of Expected Deaths	Total Terminations	Lapse	Mortality	Total Terminations	
1	3,333		4.1%	10.8%	359	0.5%	18	11.3%	6.0%	0.1%	6.1%	
2	3,198		3.1%	8.8%	280	0.6%	19	9.4%	4.0%	0.1%	4.1%	
3	3,100		2.6%	6.8%	210	0.7%	21	7.4%	3.0%	0.2%	3.2%	
4	3,020		2.3%	6.6%	199	0.7%	22	7.3%	2.0%	0.3%	2.3%	
5	2,950		2.1%	6.4%	188	0.8%	24	7.2%	2.0%	0.4%	2.4%	
6	2,887		1.9%	6.2%	179	0.9%	26	7.1%	1.5%	0.5%	2.0%	
7	2,831		2.4%	6.0%	170	1.0%	28	7.0%	1.5%	0.6%	2.1%	
8	2,762		2.2%	6.0%	166	1.1%	31	7.1%	1.5%	0.7%	2.2%	
9	2,700		2.2%	6.0%	162	1.2%	33	7.2%	1.0%	0.9%	1.9%	
10	2,640		2.3%	6.0%	158	1.4%	36	7.4%	1.0%	1.0%	2.0%	
11	2,580		2.2%	6.0%	155	1.5%	39	7.5%	1.0%	1.1%	2.1%	
12	2,523		2.9%	6.0%	151	1.6%	41	7.6%	1.0%	1.2%	2.2%	
13	2,451		3.0%	6.0%	147	1.8%	43	7.8%	1.0%	1.3%	2.3%	
14	2,377		2.9%	6.0%	143	1.9%	46	7.9%	1.0%	1.4%	2.4%	
15	2,295		2.8%	6.0%	138	2.1%	47	8.1%	1.0%	1.5%	2.5%	
16	2,042		2.7%	6.0%	123	2.2%	45	8.2%	1.0%	1.6%	2.6%	
17	1,619		3.3%	6.0%	97	2.4%	39	8.4%	1.0%	1.7%	2.7%	
18	1,178		4.1%	6.0%	71	2.4%	28	8.4%	1.0%	1.7%	2.7%	
19	754		1.6%	6.0%	45	2.5%	19	8.5%	1.0%	1.8%	2.8%	
20	199		5.5%	6.0%	12	3.8%	8	9.8%	1.0%	2.7%	3.7%	
21	6		16.7%	6.0%	0	5.9%	0	11.9%	1.0%	4.4%	5.4%	

**Notes:**

- 1) The results shown above include only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)
- 2) The "Actual Results" are the historical total policy termination rates observed by the Company
- 3) The "Original Pricing Assumptions" are those assumptions originally used to price the product. The mortality assumptions are based on the 1983 GAM table  
The original ultimate lapse assumption was 6.0%.
- 4) The "Current Assumptions" are those used in the projection for the current rate filing. The mortality assumptions are based on the Annuity 2000 table projected to 2009 (Scale G 100% Male, 50% Female, no smoothing), with selection factors.
- 5) Experience is through December 31, 2018

**Appendix D**  
**CMFG Life Insurance Company**  
**Policy Persistency Comparison**  
**Nationwide Experience**  
**2002 Product**

Policy Duration	Total Lives	Actual Results		Original Pricing Assumptions					Current Assumptions		
		Total Terminations		Lapse	Number of Expected Lapses	Mortality	Number of Expected Deaths	Total Terminations	Lapse	Mortality	Total Terminations
1	16,663	6.8%		10.3%	1,711	0.8%	137	11.1%	6.0%	0.1%	6.1%
2	15,527	4.4%		8.3%	1,287	0.9%	142	9.2%	4.0%	0.2%	4.2%
3	14,845	3.2%		6.5%	972	1.0%	151	7.6%	3.0%	0.3%	3.3%
4	14,366	2.8%		5.3%	767	1.1%	162	6.5%	2.0%	0.3%	2.3%
5	13,966	2.3%		4.7%	657	1.2%	174	6.0%	2.0%	0.4%	2.4%
6	13,641	2.1%		4.3%	591	1.4%	189	5.7%	1.5%	0.5%	2.0%
7	13,348	2.1%		3.2%	428	1.5%	204	4.7%	1.5%	0.6%	2.1%
8	13,064	1.8%		2.6%	345	1.7%	219	4.3%	1.5%	0.7%	2.2%
9	12,831	1.6%		2.2%	287	1.8%	237	4.1%	1.0%	0.8%	1.8%
10	12,421	2.7%		2.0%	248	2.0%	253	4.0%	1.0%	1.0%	2.0%
11	10,987	3.3%		2.0%	220	2.3%	248	4.3%	1.0%	1.2%	2.2%
12	7,364	3.7%		2.0%	147	2.6%	189	4.6%	1.0%	1.4%	2.4%
13	3,495	3.1%		2.0%	70	2.9%	103	4.9%	1.0%	1.8%	2.8%
14	1,582	3.7%		2.0%	32	3.3%	53	5.3%	1.0%	2.2%	3.2%
15	436	3.7%		2.0%	9	3.5%	15	5.5%	1.0%	2.3%	3.3%

Notes:

- 1) The results shown above include only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)
- 2) The "Actual Results" are the historical total policy termination rates observed by the Company
- 3) The "Original Pricing Assumptions" are those assumptions originally used to price the product. The mortality assumptions are based on the 1983 GAM table  
The original ultimate lapse assumption reached 2.0% by duration 10.
- 4) The "Current Assumptions" are those used in the projection for the current rate filing. The mortality assumptions are based on the Annuity 2000 table projected to 2009 (Scale G 100% Male, 50% Female, no smoothing), with selection factors. The current assumed ultimate lapse rate is 1.0% starting in duration 9
- 5) Experience is through December 31, 2018

**Appendix D**  
**CMFG Life Insurance Company**  
**Policy Persistency Comparison**  
**Nationwide Experience**  
**2006 Product**

Policy Duration	Total Lives	Actual Results		Original Pricing Assumptions						Current Assumptions		
		Total Terminations		Lapse	Number of Expected Lapses	Mortality	Number of Expected Deaths	Total Terminations	Lapse	Mortality	Total Terminations	
1	16,922	6.2%		6.0%	1,015	0.1%	24	6.1%	6.0%	0.1%	6.1%	
2	15,878	4.1%		5.0%	794	0.2%	38	5.2%	4.0%	0.2%	4.2%	
3	15,232	2.7%		4.0%	609	0.4%	54	4.4%	3.0%	0.3%	3.3%	
4	14,819	2.4%		3.0%	445	0.5%	73	3.5%	2.0%	0.3%	2.3%	
5	14,461	2.2%		2.5%	362	0.7%	95	3.2%	2.0%	0.4%	2.4%	
6	14,136	2.1%		1.5%	212	0.8%	120	2.3%	1.5%	0.5%	2.0%	
7	13,834	1.9%		1.0%	138	1.1%	149	2.1%	1.5%	0.6%	2.1%	
8	13,547	2.0%		1.0%	135	1.3%	181	2.3%	1.5%	0.7%	2.2%	
9	8,823	2.0%		1.0%	88	1.6%	142	2.6%	1.0%	0.8%	1.8%	
10	4,851	3.7%		1.0%	49	1.8%	89	2.8%	1.0%	1.0%	2.0%	
11	1,503	4.2%		1.0%	15	2.0%	30	3.0%	1.0%	1.2%	2.2%	

Notes:

- 1) The results shown above include only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)
- 2) The "Actual Results" are the historical total policy termination rates observed by the Company
- 3) The "Original Pricing Assumptions" are those assumptions originally used to price the product. The mortality assumptions are based on the 1994 GAM table, projected to 2006  
The original ultimate lapse assumption reached 1.0% by duration 7.
- 4) The "Current Assumptions" are those used in the projection for the current rate filing. The mortality assumptions are based on the Annuity 2000 table projected to 2006 (Scale G 100% Male, 50% Female, no smoothing), with selection factors. The current assumed ultimate lapse rate is 1.0% starting in duration 9
- 5) Experience is through December 31, 2018



**CMFG Life Insurance Company**

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Telephone: 800.798.5433

June 11, 2019

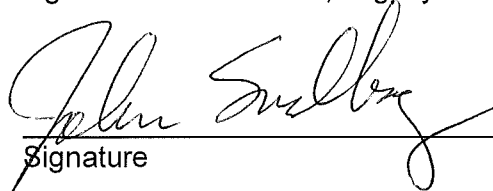
Re: CMFG Life Insurance Company  
**NAIC #: 62626-0306**  
**FEIN #: 39-0230590**  
Long Term Care Product Filing Authorization

To Whom It May Concern:

The undersigned hereby grants **Milliman, Inc.**, whose main office is located at 15800 Bluemound Road, Suite 100, Brookfield, Wisconsin 53005, authority to act on our behalf regarding state insurance department filings of our Long Term Care products. This authorization is valid effective from the date noted above, for the duration of the filing project.

If additional assistance or verification regarding this authorization is required, please contact John Svedberg, FSA, MAAA, Director, Legacy Products | Actuarial, at CMFG Life Insurance Company. He can be reached by phone at 800.356.2644, Ext 665.7055.

IN WITNESS THEREOF, the Company has caused this authorization to be in effect by the signature of its Director, Legacy Products, Actuarial.

  
\_\_\_\_\_  
Signature

John Svedberg  
Director, Legacy Products, Actuarial

## **CMFG Life Insurance Company Long Term Care Insurance Rate Increase Filings**

### **SUPPLEMENTAL INFORMATION – KEY ASSUMPTIONS**

#### **CONFIDENTIAL**

CMFG Life Insurance Company (CMFG Life) is seeking rate increases on its Long Term Care Insurance (LTC) products because current estimates of lifetime loss ratios are in excess of expected. Persistency experience is the *primary* driver of our higher-than-expected loss ratios. The Company's LTC policy voluntary lapse rates and mortality experience are both emerging well below initial pricing assumptions, especially for older products.

Lapses, mortality, and morbidity business drivers are inter-related, and we have not isolated each assumption to determine the independent impact of each. Although morbidity projections are also less favorable than expected in original pricing, the overwhelming issues are lower lapse and mortality rates. As a result, the Company will ultimately pay out much more in claims than was originally expected. We are now projecting lifetime loss ratios far in excess of what was assumed when the product was priced.

#### ***Model***

The projections of future experience were modeled using Milliman's modeling software, MG-ALFA. The assumptions and methodology are listed in the Actuarial Memorandum supporting the rate increase filing and described in further detail in this document. The attached file called "Model Formulas" provides further information on the formulas used to calculate the key components of the loss ratio. The model used the inforce policies as of 12/31/2018. The file called "DOB Exhibit.xlsx" contains a distribution of business for each product by the key demographic and benefit characteristics.

#### ***Lapse Study Details***

Voluntary lapse rates were determined based on two approaches. First, "actual lapses" were determined by subtracting actual deaths from total terminations. Second, "implied lapses" were determined by subtracting expected deaths from total terminations. To the extent that the actual deaths are understated (due to incorrect coding of Social Security Numbers), actual mortality will increase under the second method, while actual lapses will decrease. The total termination rates will not change.

The lapse study is based fully upon CMFG Life's own experience, for all four proprietary LTC products, from inception. All of the business is individual; no group LTC experience is included. The study includes *only lifetime pay* policies; it excludes policies that were issued as single pay, 10 year pay and paid-up at 65.

Detailed results of CMFG Life's internal lapse study are provided in the attached file called "Lapse Analysis Details". Exhibits provide the number of exposures and *total terminations* for each policy duration, in total (for the entire LTC block of four products), by gender, by product (for each of the four products), by marital status, and by inflation protection option. The current voluntary lapse rate assumptions are shown alongside the actual and *implied* voluntary lapse rates for each duration on each exhibit. Also included in this response is a file called "Total Persistency Comparisons (App D)", which contains a persistency summary. It shows a comparison of actual persistency experience to what was assumed in original pricing and to our current assumptions -- in total and by product.

Lapse experience has been higher recently than the long run expected assumption due to shock lapse from recent rate increases. We anticipate lapse rates to come down from the current

elevated levels once the rate increases are complete and will match our long run assumption of 1% per year.

### ***Mortality Study Details***

The analysis was built on the exposure calculations used in our incurred claim analysis. Actual deaths were determined using two techniques. First, an individual's Social Security Number was compared against the Social Security Death Master File to identify deceased individuals. Second, the policy termination reason code of "death" was used. A terminated policy was considered a death if the policyholder was determined to have died under either approach.

Expected mortality is based upon the Annuity 2000 table projected forward using Scale G (100% for males and 50% for females), along with mortality selection factors. The 2002 and 2006 Products have slightly lower mortality experience than the 1993 and 1997 Products. The mortality selection factors for the 1993 and 1997 Products start at 0.20 in year 1, grading up by 0.1 per year to 1.0 in year 9. The mortality selection factors for the 2002 and 2006 Products also start at 0.20 in duration 1 but grade to an ultimate of 0.90 in duration 14. The central point of the study period was 2009; therefore, the mortality table was projected to 2009 and used throughout the study. (Note that the *projections* assume continued mortality improvement, on same bases, to 2030.)

The mortality study is based fully upon CMFG Life's own experience, for all four proprietary LTC products, from inception. All of the business is individual; no group experience is included.

Detailed results of CMFG Life's internal mortality study are provided in the attached file called "**Mortality Analysis Details**". Exhibits provide the number of exposures and *total terminations* for the entire LTC block of four products, by policy duration, by attained age, by gender, by product (for each of the four products), and by marital status. "Actual to Expected" mortality ratios are shown alongside the actual and expected mortality rates on each exhibit. As noted above, also included is a file called "**Total Persistency Comparisons (App D)**", which contains a persistency summary. It shows a comparison of actual persistency experience to what was assumed in original pricing and to our current assumptions -- in total and by LTC plan.

### ***Morbidity Study Details***

A claim experience analysis was performed on all of the Company's LTC business in order to develop appropriate morbidity assumptions for the loss ratio projections. Projection assumptions are based on a combination of CMFG Life's LTC historical claim experience, Milliman's 2017 LTC *Guidelines* and judgment. The *Guidelines* provide a flexible, but consistent, basis for the determination of claim costs for a wide variety of long term care benefit packages and are based directly on 800,000 claims representing nearly \$50 billion of incurred claims and 49 million life years of exposure. In addition to the information provided in this section, please see the file called "**Morbidity Analysis Details**", included with this response.

CMFG Life's claim experience was analyzed by incidence, severity, and incurred claims. The primary finding from the claim analysis was that the Company's overall claim experience fit reasonably well to the *Guidelines*. Limited adjustments were then made to the *Guidelines*, to develop a better fit to actual experience by product.

### **Claim Reserve Review**

As the majority of incurred claims is derived from the claim reserve (\$115 million incurred claims is made up of approximately \$60 million paid claims and \$55 remaining claim reserve), any assessment of the Company's incurred claims would be heavily impacted by the accuracy of the claim reserves. Therefore, a high level retrospective test was conducted to review the claim reserves. Historical reserve balances, along with historical claim payment amounts, were used.

Over the ten prior year-ends tested (2007 - 2017), the claim reserve has been sufficient in all years. Please see the file called "Claim Reserve Retro Test" for further details. Given the level of sufficiency of the reserves, we dampened the reported reserves by 10% for the purposes of setting product factors.

Claim Analysis Approach

The approach to developing a set of morbidity assumptions for projections was first to establish initial Baseline Expectations, based on the underwriting, claim management practices, and benefit design for each of CMFG Life's products. The starting assumptions were based on Milliman's *Guidelines*. Next, factors were established for each of our products.

More specifically, Baseline Expectations were comprised of the following factors:

- 1) Ultimate Claim Costs – Claim costs were generated using Milliman's claim cost model which reflected differences in benefit design, age, and gender.
- 2) Selection Factors – The underwriting for each product was aligned to one of Milliman's underwriting categories. Underwriting for the 1993 and 1997 products was approximately done at the "Moderate" level. Underwriting for the 2002 and 2006 products was a blend of "Tight" and "Moderate" levels, with higher proportions of "Tight" as issue ages increased.
- 3) Salvage Factors – Salvage factors were used to reflect that the CMFG Life maximum benefits will not be paid out, depending on the benefit design. An LTC inflation rate of 5.0% was assumed in determining the rate at which LTC expenses increase (and resulting salvage values).
- 4) Claim Management Factor – Based on the level of claim management CMFG Life conducts, a 5% reduction to claims was assumed.
- 5) Area Factors – For each product, the actual utilization differences by state were determined and a composite area factor was developed.
- 6) Risk Class Factors – The morbidity difference for each risk class was reflected in the risk class factor. Outside of the substandard factors, the risk class factors composite approximately to 1.00.
- 7) Additional Rider Factors – Several products have riders which include benefits above what is normally included in the *Guidelines*. The general approach was to apply a claim cost factor equal to the premium loads for the rider.

Table 1 shows that, overall, CMFG Life's claim experience (01/01/02 – 12/31/18) fits reasonably well to the Baseline Expectations. (Note that incurred claims on Waiver of Premium are not included in the Table 1 numbers.)

**Table 1**  
**CMFG Life LTC Products – Actual to "Baseline Expected" Claims**

	<u>Actual</u>	<u>Baseline Expected*</u>	<u>Actual to Expected</u>
Life Yrs of Exposure	388,340	N/A	N/A
Count of Claims	1,271	1,285	99%
Severity per Claim	\$90,806	\$91,631	99%
Incurred Claims	\$115.5 million	\$117.7 million	98%

\* The Baseline Expected is based on Milliman's LTC Guidelines without any Product fitting factors.

Table 2 provides additional insights about the variability of experience by product. (Note that incurred claims on Waiver of Premium are not included in the Table 2 numbers.)

**Table 2**  
**CMFG Life LTC Products – Actual to “Baseline Expected” Claims**

<u>Product</u>	<u>Actual Incurred Claims</u>	<u>Baseline Expected* Incurred Claims</u>	<u>Actual to Expected</u>
1993	\$ 9.1 Million	\$ 9.4 Million	98%
1997	20.7	17.6	117%
2002	61.4	65.4	94%
2006	24.2	25.4	96%
Total	\$115.5 Million	\$117.7 Million	98%

\* The Baseline Expected is based on Milliman's LTC Guidelines without any Product fitting factors.

Please note that the expected claims in Tables 1 and 2 do not include any Product fitting factors. The expected claims shown in the file “**Morbidity Analysis Details**” do include the Product fitting factors.

8) Product Factors – The final step of the claim analysis was to review the experience by product. Since the experience of each product was not credible by itself, judgment, along with the experience on each product, was considered. The 1993 Product has very little credibility and experience in recent years has been fairly close to the “baseline expectations”, so a constant factor of 1.00 was selected. The 1997 Product has significantly worse experience, although not fully credible. It is anticipated that over time, the experience will trend back towards the Guidelines. However, the experience likely will remain at an elevated level. Therefore, the product factor for 1997 Product starts at 1.20 and grades down to 1.10 by 2022. The 2002 Product has lower actual claims than expected, although the majority of the experience is in the underwriting select period. Therefore, a product factor of 0.75 was selected for 2010 and prior years, grading up to 0.85 by 2022. The 2006 Product shows volatility in recent years. Therefore a product factor of 1.00 was selected.



**Exhibit 8**  
**CMFG Life Insurance Company**  
**Long Term Care Insurance**  
**Claim Reserve Retrospective Test**

Test Valuation Date	IBNR	IBNR / Total	DLR + ICOS	Starting Claim Reserve	Claims Paid										Present Value Of Paid Claims	Present Value of Remaining Claim Reserve	Percent Remaining	Retrospective Test Reserve	Amount of Excess / (Deficiency)	Percent Excess / (Deficiency)		
					2007	2008	2009	2010	2011	2012	2013	2014	2015	2016							2017	2018
12/31/2006	1,470,000	27%	3,878,364	5,348,364	951,410	939,676	778,788	586,465	464,525	244,800	232,705	193,091	104,975	87,650	42,506	-	4,169,102	0%	4,169,102	1,179,262	22%	
12/31/2007	1,156,000	16%	6,253,520	7,409,520		1,409,626	1,125,668	800,959	575,368	301,229	294,061	258,659	150,871	131,363	77,618	43,146	4,708,583	2%	4,860,756	2,548,764	34%	
12/31/2008	960,000	12%	6,914,698	7,874,698			1,801,588	1,334,797	985,909	588,569	517,664	404,755	250,485	229,214	153,496	120,211	5,822,055	6%	6,267,999	1,606,698	20%	
12/31/2009	1,027,000	11%	8,208,685	9,235,685				2,275,882	1,830,489	1,253,359	1,023,998	721,124	444,130	301,666	193,177	199,157	7,557,804	8%	8,342,451	893,235	10%	
12/31/2010	566,000	5%	10,914,592	11,480,592					2,764,753	2,134,209	1,727,007	1,151,957	739,426	473,358	268,061	281,900	8,807,720	9%	9,853,749	1,626,843	14%	
12/31/2011	559,000	4%	14,925,454	15,484,454						3,724,289	3,078,596	2,200,346	1,412,832	954,248	418,456	404,245	11,343,076	10%	12,826,575	2,657,879	17%	
12/31/2012	721,000	4%	18,086,848	18,807,848							4,727,111	3,846,450	2,640,672	1,639,715	848,093	744,615	13,518,975	15%	16,286,761	2,521,087	13%	
12/31/2013	3,181,950	12%	22,536,617	25,718,568								5,663,726	4,439,831	3,138,395	1,769,263	1,457,429	15,480,405	18%	20,122,852	5,595,715	22%	
12/31/2014	3,744,020	11%	29,919,291	33,663,311									6,754,640	4,894,977	3,247,511	2,423,209	16,416,451	22%	23,973,249	9,690,062	29%	
12/31/2015	4,197,630	13%	27,579,852	31,777,482										7,517,511	5,829,991	4,708,653	17,246,709	40%	29,903,987	1,873,495	6%	
12/31/2016	4,856,223	12%	36,880,396	41,736,619											9,060,416	7,738,534	16,255,240	47%	35,771,463	5,965,157	14%	
12/31/2017	5,495,815	11%	46,749,430	52,245,245												11,950,046	11,746,254	32,992,520	63%	44,738,774	7,506,470	14%
																				Average (2006 - 2017) =	3,638,722	18%
																				Average (2007 - 2017) =	3,862,310	18%

- Notes:
- 1) Starting Claim Reserve is made up of ICOS, DLR, and IBNR.
  - 2) Claims Paid include only claim payments for claims incurred before the test valuation date.
  - 3) Present Value of Paid Claims assume middle of year payment and are discounted back to the test valuation date.
  - 4) Remaining Claim Reserve as of 12/31/2018 for claims incurred prior to the test valuation date, discounted back to the test valuation date.
  - 5) Present values calculated at 3.50% (both paid claims and remaining claim reserve).
  - 6) Retrospective Test Reserve is the sum of present value of paid claim plus the present value of remaining claim reserve.
  - 7) A minor inconsistency exists between claim incurred dates. The claim reserves are based on CMFG Life's incurred date while the paid claims are based on Milliman's date.



**Exhibit 2A**  
**CMFG Life Insurance Company**  
**Distribution of Inforce Business as of December 31, 2018**  
**All Policies - Nationwide**

	1993 Product				1997 Product			
	Count	% of Count	Premium	% of Premium	Count	% of Count	Premium	% of Premium
<b>Inflation Protection</b>								
None	84	38.2%	107,849	33.0%	648	32.2%	681,424	24.9%
Future Purchase Option	41	18.6%	76,136	23.3%	82	4.1%	167,566	6.1%
5% Simple - Twenty Years	0	0.0%	0	0.0%	219	10.9%	395,782	14.4%
5% Simple - Lifetime	0	0.0%	0	0.0%	261	13.0%	348,434	12.7%
5% Compound - Twenty Years	77	35.0%	112,463	34.4%	112	5.6%	275,043	10.0%
5% Compound - Lifetime	18	8.2%	30,642	9.4%	688	34.2%	873,143	31.9%
<b>Total</b>	<b>220</b>	<b>100.0%</b>	<b>327,089</b>	<b>100.0%</b>	<b>2,010</b>	<b>100.0%</b>	<b>2,741,391</b>	<b>100.0%</b>
<b>Other Optional Riders</b>								
Return of Premium	5	2.3%	4,218	1.3%	100	5.0%	110,372	4.0%
Nonforfeiture Rider	0	0.0%	0	0.0%	71	3.5%	64,794	2.4%
<b>Limited Payment Options</b>								
Single Pay	0	0.0%	0	0.0%	2	0.1%	111,929	4.1%
10 Pay	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Paid up 65	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Lifetime	220	100.0%	327,089	100.0%	2,008	99.9%	2,629,463	95.9%
<b>Total</b>	<b>220</b>	<b>100.0%</b>	<b>327,089</b>	<b>100.0%</b>	<b>2,010</b>	<b>100.0%</b>	<b>2,741,391</b>	<b>100.0%</b>
<b>Elimination Period</b>								
0	0	0.0%	0	0.0%	442	22.0%	397,167	14.5%
10	0	0.0%	0	0.0%	29	1.4%	50,273	1.8%
20	0	0.0%	0	0.0%	559	27.8%	672,952	24.5%
30	106	48.2%	158,052	48.3%	0	0.0%	0	0.0%
60	0	0.0%	0	0.0%	327	16.3%	543,042	19.8%
90	89	40.5%	124,606	38.1%	570	28.4%	978,278	35.7%
180	25	11.4%	44,432	13.6%	83	4.1%	99,679	3.6%
<b>Total</b>	<b>220</b>	<b>100.0%</b>	<b>327,089</b>	<b>100.0%</b>	<b>2,010</b>	<b>100.0%</b>	<b>2,741,391</b>	<b>100.0%</b>
<b>Benefit Period</b>								
730	13	5.9%	17,061	5.2%	128	6.4%	120,993	4.4%
1095	0	0.0%	0	0.0%	18	0.9%	29,165	1.1%
1460	56	25.5%	75,529	23.1%	392	19.5%	502,438	18.3%
2190	32	14.5%	44,469	13.6%	677	33.7%	679,061	24.8%
Lifetime	119	54.1%	190,030	58.1%	795	39.6%	1,409,734	51.4%
<b>Total</b>	<b>220</b>	<b>100.0%</b>	<b>327,089</b>	<b>100.0%</b>	<b>2,010</b>	<b>100.0%</b>	<b>2,741,391</b>	<b>100.0%</b>
<b>Marital Status</b>								
Single	220	100.0%	327,089	100.0%	772	38.4%	1,308,976	47.7%
Married 1-insured	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Married 2-insureds	0	0.0%	0	0.0%	1,238	61.6%	1,432,415	52.3%
<b>Total</b>	<b>220</b>	<b>100.0%</b>	<b>327,089</b>	<b>100.0%</b>	<b>2,010</b>	<b>100.0%</b>	<b>2,741,391</b>	<b>100.0%</b>

**Exhibit 2A**  
**CMFG Life Insurance Company**  
**Distribution of Inforce Business as of December 31, 2018**  
**All Policies - Nationwide**

Issue Year	2002 Product				2006 Product			
	Count	% of Count	Premium	% of Premium	Count	% of Count	Premium	% of Premium
2002	2	0.0%	2,583	0.0%	0	0.0%	0	0.0%
2003	912	7.0%	2,344,706	8.2%	0	0.0%	0	0.0%
2004	1,948	14.9%	4,531,048	15.8%	0	0.0%	0	0.0%
2005	2,756	21.0%	5,884,773	20.5%	0	0.0%	0	0.0%
2006	3,750	28.6%	7,936,087	27.7%	4	0.0%	10,008	0.0%
2007	2,718	20.8%	5,784,609	20.2%	1,929	15.0%	3,684,267	16.0%
2008	969	7.4%	2,105,056	7.3%	3,199	24.9%	6,365,398	27.7%
2009	41	0.3%	79,864	0.3%	3,968	30.9%	6,754,345	29.4%
2010	0	0.0%	0	0.0%	3,739	29.1%	6,188,808	26.9%
2011	0	0.0%	0	0.0%	2	0.0%	3,153	0.0%
<b>Total</b>	<b>13,096</b>	<b>100.0%</b>	<b>28,668,727</b>	<b>100.0%</b>	<b>12,841</b>	<b>100.0%</b>	<b>23,005,979</b>	<b>100.0%</b>

Issue Age	Count	% of Count	Premium	% of Premium	Count	% of Count	Premium	% of Premium
20-25	14	0.1%	9,545	0.0%	2	0.0%	949	0.0%
25-30	9	0.1%	6,134	0.0%	7	0.1%	4,045	0.0%
30-35	28	0.2%	23,076	0.1%	13	0.1%	13,806	0.1%
35-40	50	0.4%	59,184	0.2%	42	0.3%	48,683	0.2%
40-45	152	1.2%	200,725	0.7%	86	0.7%	116,038	0.5%
45-50	854	6.5%	1,346,014	4.7%	581	4.5%	760,528	3.3%
50-55	2,685	20.5%	4,541,162	15.8%	2,171	16.9%	3,085,066	13.4%
55-60	3,881	29.6%	7,991,205	27.9%	3,527	27.5%	5,674,564	24.7%
60-65	3,105	23.7%	7,588,471	26.5%	3,741	29.1%	6,988,262	30.4%
65-70	1,531	11.7%	4,175,291	14.6%	1,942	15.1%	4,277,720	18.6%
70-75	643	4.9%	2,130,497	7.4%	630	4.9%	1,684,778	7.3%
75-80	139	1.1%	570,512	2.0%	94	0.7%	333,140	1.4%
80-85	5	0.0%	26,911	0.1%	5	0.0%	18,401	0.1%
<b>Total</b>	<b>13,096</b>	<b>100.0%</b>	<b>28,668,727</b>	<b>100.0%</b>	<b>12,841</b>	<b>100.0%</b>	<b>23,005,979</b>	<b>100.0%</b>

Average Age 58.3 59.4

Attained Age	Count	% of Count	Premium	% of Premium	Count	% of Count	Premium	% of Premium
20-25	0	0.0%	0	0.0%	0	0.0%	0	0.0%
25-30	1	0.0%	293	0.0%	0	0.0%	0	0.0%
30-35	12	0.1%	8,733	0.0%	3	0.0%	2,850	0.0%
35-40	4	0.0%	1,879	0.0%	6	0.0%	2,144	0.0%
40-45	17	0.1%	11,987	0.0%	16	0.1%	15,171	0.1%
45-50	40	0.3%	38,959	0.1%	44	0.3%	59,524	0.3%
50-55	92	0.7%	110,382	0.4%	125	1.0%	160,503	0.7%
55-60	385	2.9%	596,779	2.1%	807	6.3%	1,042,853	4.5%
60-65	1,818	13.9%	2,988,481	10.4%	2,330	18.1%	3,313,276	14.4%
65-70	3,382	25.8%	6,216,236	21.7%	3,636	28.3%	5,959,788	25.9%
70-75	3,602	27.5%	8,055,929	28.1%	3,562	27.7%	6,861,228	29.8%
75-80	2,327	17.8%	6,127,089	21.4%	1,700	13.2%	3,780,955	16.4%
80-85	1,416	10.8%	4,511,979	15.7%	612	4.8%	1,807,686	7.9%
<b>Total</b>	<b>13,096</b>	<b>100.0%</b>	<b>28,668,727</b>	<b>100.0%</b>	<b>12,841</b>	<b>100.0%</b>	<b>23,005,979</b>	<b>100.0%</b>

Average Attained Age 70.7 68.6

Gender	Count	% of Count	Premium	% of Premium	Count	% of Count	Premium	% of Premium
Male	5,301	40.5%	11,786,851	41.1%	5,348	41.6%	9,584,790	41.7%
Female	7,795	59.5%	16,881,876	58.9%	7,493	58.4%	13,421,189	58.3%
<b>Total</b>	<b>13,096</b>	<b>100.0%</b>	<b>28,668,727</b>	<b>100.0%</b>	<b>12,841</b>	<b>100.0%</b>	<b>23,005,979</b>	<b>100.0%</b>

**Exhibit 2A**  
**CMFG Life Insurance Company**  
**Distribution of Inforce Business as of December 31, 2018**  
**All Policies - Nationwide**

	2002 Product				2006 Product			
	Count	% of Count	Premium	% of Premium	Count	% of Count	Premium	% of Premium
<b>Inflation Protection</b>								
None	1,495	11.4%	2,987,789	10.4%	1,750	13.6%	2,891,673	12.6%
3% Compound - Lifetime	5,286	40.4%	10,735,971	37.4%	5,032	39.2%	8,740,894	38.0%
5% Simple - Lifetime	0	0.0%	0	0.0%	3,346	26.1%	5,960,542	25.9%
5% Compound - Fifteen Years	411	3.1%	1,023,505	3.6%	0	0.0%	0	0.0%
5% Compound - Twenty Years	73	0.6%	133,496	0.5%	0	0.0%	0	0.0%
5% Compound - Lifetime	5,831	44.5%	13,787,965	48.1%	2,713	21.1%	5,412,869	23.5%
<b>Total</b>	<b>13,096</b>	<b>100.0%</b>	<b>28,668,727</b>	<b>100.0%</b>	<b>12,841</b>	<b>100.0%</b>	<b>23,005,979</b>	<b>100.0%</b>
<b>Other Optional Riders</b>								
Return of Premium	126	1.0%	216,066	0.8%	90	0.7%	145,321	0.6%
Nonforfeiture Rider	54	0.4%	129,775	0.5%	46	0.4%	101,069	0.4%
HHEP 10 Day	2,766	21.1%	6,223,699	21.7%	4,331	33.7%	8,102,944	35.2%
Restoration of Benefits	2,563	19.6%	5,507,583	19.2%	2,536	19.7%	4,605,729	20.0%
Shared Extended Expense	2,742	20.9%	5,812,780	20.3%	1,760	13.7%	3,167,259	13.8%
Surviving Spousal	8,568	65.4%	17,563,929	61.3%	1,393	10.8%	2,338,963	10.2%
Living at Home	0	0.0%	0	0.0%	981	7.6%	1,989,071	8.6%
<b>Limited Payment Options</b>								
Single Pay	0	0.0%	0	0.0%	0	0.0%	0	0.0%
10 Pay	1,081	8.3%	3,433,045	12.0%	61	0.5%	220,351	1.0%
Paid up 65	780	6.0%	1,432,117	5.0%	56	0.4%	201,643	0.9%
Lifetime	11,235	85.8%	23,803,565	83.0%	12,724	99.1%	22,583,985	98.2%
<b>Total</b>	<b>13,096</b>	<b>100.0%</b>	<b>28,668,727</b>	<b>100.0%</b>	<b>12,841</b>	<b>100.0%</b>	<b>23,005,979</b>	<b>100.0%</b>
<b>Elimination Period</b>								
30	3,696	28.2%	8,397,635	29.3%	1,086	8.5%	2,042,542	8.9%
60	1,795	13.7%	4,162,221	14.5%	1,880	14.6%	3,460,259	15.0%
90	7,389	56.4%	15,623,182	54.5%	7,736	60.2%	13,826,905	60.1%
100	0	0.0%	0	0.0%	1,900	14.8%	3,261,108	14.2%
180	216	1.6%	485,690	1.7%	239	1.9%	415,163	1.8%
<b>Total</b>	<b>13,096</b>	<b>100.0%</b>	<b>28,668,727</b>	<b>100.0%</b>	<b>12,841</b>	<b>100.0%</b>	<b>23,005,979</b>	<b>100.0%</b>
<b>Benefit Period</b>								
365	200	1.5%	220,609	0.8%	189	1.5%	141,053	0.6%
730	1,344	10.3%	2,361,358	8.2%	2,057	16.0%	2,994,955	13.0%
1095	5,059	38.6%	10,022,291	35.0%	6,104	47.5%	10,395,421	45.2%
1460	1,809	13.8%	4,078,545	14.2%	1,828	14.2%	3,648,318	15.9%
1825	3,131	23.9%	7,324,841	25.5%	2,058	16.0%	4,237,850	18.4%
Lifetime	1,553	11.9%	4,661,082	16.3%	605	4.7%	1,588,381	6.9%
<b>Total</b>	<b>13,096</b>	<b>100.0%</b>	<b>28,668,727</b>	<b>100.0%</b>	<b>12,841</b>	<b>100.0%</b>	<b>23,005,979</b>	<b>100.0%</b>
<b>Marital Status</b>								
Single	2,282	17.4%	5,815,782	20.3%	1,954	15.2%	4,337,368	18.9%
Married 1-insured	2,248	17.2%	5,292,902	18.5%	2,247	17.5%	4,643,770	20.2%
Married 2-insureds	8,566	65.4%	17,560,043	61.3%	8,640	67.3%	14,024,841	61.0%
<b>Total</b>	<b>13,096</b>	<b>100.0%</b>	<b>28,668,727</b>	<b>100.0%</b>	<b>12,841</b>	<b>100.0%</b>	<b>23,005,979</b>	<b>100.0%</b>

CMFG Life Insurance Company Number of Policyholders as of December 31, 2018					
State	Product Series				Total
	1993	1997*	2002	2006	
AL	4	5	23	137	169
AK	1	7	8	2	18
AZ	9	60	633	329	1,031
AR	-	2	13	3	18
CA	7	30	2,344	1,122	3,503
CO	20	17	30	247	314
CT	-	1	664	521	1,186
DE	-	5	110	211	326
DC	-	4	89	49	142
FL	-	88	1,142	1,373	2,603
GA	11	38	612	469	1,130
HI	3	19	9	11	42
ID	-	23	18	2	43
IL	12	65	379	642	1,098
IN	1	7	9	22	39
IA	12	157	209	146	524
KS	2	22	135	247	406
KY	-	5	20	9	34
LA	5	5	13	57	80
ME	-	-	-	-	-
MD	-	20	814	761	1,595
MA	-	5	177	229	411
MI	6	86	500	676	1,268
MN	-	40	317	238	595
MS	-	-	6	4	10
MO	1	48	276	433	758
MT	1	9	1	-	11
NE	1	2	6	1	10
NV	1	26	29	6	62
NH	-	2	11	49	62
NJ	-	9	217	405	631
NM	-	11	91	45	147
NY	-	-	-	-	-
NC	-	28	453	520	1,001
ND	3	-	-	-	3
OH	33	84	23	26	166
OK	3	17	7	2	29
OR	8	97	99	2	206
PA	11	93	467	908	1,479
RI	-	-	31	30	61
SC	-	47	209	559	815
SD	-	-	-	-	-
TN	8	82	99	19	208
TX	22	135	768	1,099	2,024
UT	8	25	28	37	98
VT	1	22	16	-	39
VA	11	73	1,795	1,116	2,995
WA	11	40	103	30	184
WV	-	-	4	11	15
WI	4	447	80	32	563
WY	-	-	9	4	13
Total	220	2,008	13,096	12,841	28,165

\*Excludes policies with single-pay premium option

CMFG Life Insurance Company					
Annualized Premium as of December 31, 2018					
State	Product Series				Total
	1993	1997*	2002	2006	
AL	3,625	7,295	48,960	226,014	285,894
AK	2,700	9,863	42,804	4,177	59,544
AZ	10,849	98,812	1,433,151	645,015	2,187,827
AR	-	1,790	12,730	2,468	16,988
CA	7,693	34,686	4,896,043	1,887,745	6,826,167
CO	38,568	35,880	91,741	455,841	622,030
CT	-	2,147	1,394,379	1,022,375	2,418,901
DE	-	6,310	259,986	302,319	568,615
DC	-	8,015	191,707	95,721	295,443
FL	-	101,969	2,312,851	2,848,526	5,263,346
GA	16,083	59,554	1,715,261	1,469,289	3,260,186
HI	4,826	36,439	17,293	17,988	76,546
ID	-	29,638	22,609	1,066	53,314
IL	22,522	126,731	859,887	1,015,469	2,024,609
IN	569	9,999	13,687	40,312	64,567
IA	11,346	148,948	440,562	216,002	816,858
KS	4,285	34,587	220,480	389,917	649,269
KY	-	3,227	46,028	21,472	70,727
LA	5,451	5,632	21,029	73,848	105,959
ME	-	-	-	-	-
MD	-	40,588	1,696,532	1,244,803	2,981,924
MA	-	7,794	378,227	431,233	817,254
MI	7,203	153,880	1,159,391	1,207,922	2,528,396
MN	-	65,741	673,842	399,931	1,139,515
MS	-	-	14,487	5,558	20,045
MO	590	58,502	467,714	561,600	1,088,406
MT	1,603	9,893	3,232	-	14,729
NE	2,742	972	28,571	2,246	34,531
NV	1,437	52,853	69,194	13,342	136,826
NH	-	3,267	22,075	79,287	104,630
NJ	-	16,415	660,527	764,755	1,441,697
NM	-	14,503	214,111	81,348	309,962
NY	-	-	-	-	-
NC	-	39,131	794,577	878,067	1,711,775
ND	8,563	-	-	-	8,563
OH	45,285	108,289	32,425	47,012	233,011
OK	4,238	26,852	19,350	1,125	51,566
OR	12,651	170,301	221,780	7,561	412,292
PA	20,506	159,900	1,008,457	1,384,997	2,573,861
RI	-	-	59,959	56,175	116,135
SC	-	60,404	427,031	919,965	1,407,399
SD	-	-	-	-	-
TN	8,140	82,147	267,164	74,010	431,461
TX	34,663	238,929	1,896,495	1,824,360	3,994,446
UT	7,901	45,921	67,941	58,802	180,565
VT	792	22,083	36,383	-	59,258
VA	15,859	110,086	3,897,399	2,042,011	6,065,355
WA	18,230	72,447	220,360	51,689	362,726
WV	-	-	10,697	20,673	31,370
WI	8,169	307,042	257,868	97,874	670,952
WY	-	-	21,750	14,072	35,822
Total	327,089	2,629,463	28,668,727	23,005,979	54,631,258

\*Excludes policies with single-pay premium option

**Exhibit 3A - Voluntary Lapse Study  
CMFG Life Insurance Company  
Experience by Policy Duration  
All Business**

Policy Duration	Total Lives	Total Terminations		Mortality Rate		Voluntary Lapse Rate		
		Count	Rate	Actual	Expected	Actual	Implied	"Current"
1	37,465	2,337	6.2%	0.1%	0.1%	6.1%	6.1%	6.0%
2	35,128	1,441	4.1%	0.2%	0.2%	3.9%	3.9%	4.0%
3	33,687	983	2.9%	0.3%	0.3%	2.7%	2.7%	3.0%
4	32,704	840	2.6%	0.3%	0.3%	2.3%	2.2%	2.0%
5	31,862	718	2.3%	0.3%	0.4%	1.9%	1.9%	2.0%
6	31,144	653	2.1%	0.5%	0.5%	1.6%	1.6%	1.5%
7	30,489	631	2.1%	0.6%	0.6%	1.5%	1.5%	1.5%
8	29,838	575	1.9%	0.6%	0.7%	1.3%	1.2%	1.5%
9	24,815	465	1.9%	0.6%	0.9%	1.2%	1.0%	1.0%
10	20,357	581	2.9%	0.7%	1.0%	2.2%	1.8%	1.0%
11	15,506	500	3.2%	0.8%	1.2%	2.4%	2.0%	1.0%
12	10,307	354	3.4%	1.1%	1.4%	2.4%	2.0%	1.0%
13	6,353	200	3.1%	1.2%	1.6%	1.9%	1.5%	1.0%
14	4,349	141	3.2%	1.3%	1.8%	1.9%	1.4%	1.0%
15	3,108	98	3.2%	1.3%	1.8%	1.8%	1.3%	1.0%
16	2,401	67	2.8%	1.3%	1.9%	1.5%	0.9%	1.0%
17	1,967	66	3.4%	1.8%	2.1%	1.6%	1.3%	1.0%
18	1,515	83	5.5%	2.8%	2.3%	2.7%	3.2%	1.0%
19	1,056	21	2.0%	1.3%	2.5%	0.7%	-0.5%	1.0%
20	490	29	5.9%	2.9%	3.9%	3.1%	2.0%	1.0%
21	259	15	5.8%	4.2%	5.2%	1.5%	0.6%	1.0%
22	194	17	8.8%	8.2%	5.6%	0.5%	3.2%	1.0%
23	122	11	9.0%	9.0%	6.1%	0.0%	3.0%	1.0%
24	47	1	2.1%	2.1%	6.0%	0.0%	-3.9%	1.0%
25	15	1	6.7%	6.7%	6.5%	0.0%	0.2%	1.0%
Total	355,178	10,828	3.0%	0.5%	0.6%	2.5%	2.4%	

Weighted Average Lapse Rate Durations 6+ =>	1.7%	1.5%
Weighted Average Lapse Rate Durations 8+ =>	1.8%	1.5%
Weighted Average Lapse Rate Durations 10+ =>	2.1%	1.8%

**Notes:**

- 1) Experience from inception through December 31, 2018
- 2) Actual Mortality Rate based on either match to Death Master File or termination reason coded as "death"
- 3) Expected Mortality Rate based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rate is the set provided by CMFG Life Insurance Company
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)



**Exhibit 3B - Voluntary Lapse Study  
CMFG Life Insurance Company  
Experience by Policy Duration  
Female**

Policy Duration	Total Lives	Total Terminations		Mortality Rate		Voluntary Lapse Rate		
		Count	Rate	Actual	Expected	Actual	Implied	"Current"
1	22,094	1,460	6.6%	0.1%	0.1%	6.5%	6.5%	6.0%
2	20,634	864	4.2%	0.2%	0.2%	4.0%	4.0%	4.0%
3	19,770	604	3.1%	0.2%	0.2%	2.8%	2.9%	3.0%
4	19,166	476	2.5%	0.2%	0.3%	2.3%	2.2%	2.0%
5	18,689	409	2.2%	0.2%	0.3%	2.0%	1.9%	2.0%
6	18,280	351	1.9%	0.4%	0.4%	1.6%	1.5%	1.5%
7	17,927	358	2.0%	0.5%	0.5%	1.5%	1.5%	1.5%
8	17,555	307	1.7%	0.4%	0.6%	1.3%	1.2%	1.5%
9	14,677	243	1.7%	0.4%	0.7%	1.2%	1.0%	1.0%
10	12,066	327	2.7%	0.5%	0.8%	2.2%	1.9%	1.0%
11	9,260	296	3.2%	0.7%	1.0%	2.5%	2.2%	1.0%
12	6,208	201	3.2%	0.7%	1.2%	2.5%	2.0%	1.0%
13	3,879	112	2.9%	1.0%	1.4%	1.9%	1.5%	1.0%
14	2,679	82	3.1%	1.0%	1.6%	2.1%	1.5%	1.0%
15	1,926	58	3.0%	1.3%	1.6%	1.7%	1.4%	1.0%
16	1,476	31	2.1%	0.9%	1.7%	1.2%	0.4%	1.0%
17	1,212	38	3.1%	1.4%	1.9%	1.7%	1.3%	1.0%
18	932	52	5.6%	2.6%	2.0%	3.0%	3.6%	1.0%
19	648	13	2.0%	1.4%	2.3%	0.6%	-0.3%	1.0%
20	305	13	4.3%	1.6%	3.5%	2.6%	0.8%	1.0%
21	173	10	5.8%	4.6%	4.9%	1.2%	0.9%	1.0%
22	125	7	5.6%	5.6%	5.3%	0.0%	0.3%	1.0%
23	82	8	9.8%	9.8%	5.9%	0.0%	3.9%	1.0%
24	33	1	3.0%	3.0%	5.9%	0.0%	-2.8%	1.0%
25	9	1	11.1%	11.1%	6.4%	0.0%	4.7%	1.0%
Total	209,805	6,322	3.0%	0.4%	0.5%	2.6%	2.5%	

Weighted Average Lapse Rate Durations 6+ =>	1.7%	1.5%
Weighted Average Lapse Rate Durations 8+ =>	1.8%	1.5%
Weighted Average Lapse Rate Durations 10+ =>	2.2%	1.8%

**Notes:**

- 1) Experience from inception through December 31, 2018
- 2) Actual Mortality Rate based on either match to Death Master File or termination reason coded as "death"
- 3) Expected Mortality Rate based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rate is the set provided by CMFG Life Insurance Company
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

**Exhibit 3C - Voluntary Lapse Study  
CMFG Life Insurance Company  
Experience by Policy Duration  
Male**

Policy Duration	Total Lives	Total Terminations		Mortality Rate		Voluntary Lapse Rate		
		Count	Rate	Actual	Expected	Actual	Implied	"Current"
1	15,371	877	5.7%	0.2%	0.2%	5.5%	5.6%	6.0%
2	14,494	577	4.0%	0.4%	0.3%	3.6%	3.7%	4.0%
3	13,917	379	2.7%	0.4%	0.3%	2.4%	2.4%	3.0%
4	13,538	364	2.7%	0.4%	0.4%	2.3%	2.3%	2.0%
5	13,173	309	2.3%	0.5%	0.5%	1.9%	1.8%	2.0%
6	12,864	302	2.3%	0.7%	0.6%	1.7%	1.7%	1.5%
7	12,562	273	2.2%	0.7%	0.8%	1.5%	1.4%	1.5%
8	12,283	268	2.2%	0.8%	0.9%	1.4%	1.2%	1.5%
9	10,138	222	2.2%	0.9%	1.1%	1.2%	1.1%	1.0%
10	8,291	254	3.1%	0.9%	1.3%	2.2%	1.8%	1.0%
11	6,246	204	3.3%	1.0%	1.5%	2.3%	1.7%	1.0%
12	4,099	153	3.7%	1.6%	1.8%	2.1%	1.9%	1.0%
13	2,474	88	3.6%	1.6%	2.0%	1.9%	1.5%	1.0%
14	1,670	59	3.5%	1.8%	2.2%	1.7%	1.4%	1.0%
15	1,182	40	3.4%	1.4%	2.1%	2.0%	1.2%	1.0%
16	925	36	3.9%	2.1%	2.2%	1.8%	1.7%	1.0%
17	755	28	3.7%	2.4%	2.5%	1.3%	1.2%	1.0%
18	583	31	5.3%	3.1%	2.7%	2.2%	2.6%	1.0%
19	408	8	2.0%	1.2%	3.0%	0.7%	-1.0%	1.0%
20	185	16	8.6%	4.9%	4.7%	3.8%	4.0%	1.0%
21	86	5	5.8%	3.5%	5.8%	2.3%	0.0%	1.0%
22	69	10	14.5%	13.0%	6.0%	1.4%	8.5%	1.0%
23	40	3	7.5%	7.5%	6.4%	0.0%	1.1%	1.0%
24	14	0	0.0%	0.0%	6.3%	0.0%	-6.3%	1.0%
25	6	0	0.0%	0.0%	6.5%	0.0%	-6.5%	1.0%
Total	145,373	4,506	3.1%	0.7%	0.8%	2.4%	2.3%	

Weighted Average Lapse Rate Durations 6+ =>	1.7%	1.5%
Weighted Average Lapse Rate Durations 8+ =>	1.7%	1.5%
Weighted Average Lapse Rate Durations 10+ =>	2.1%	1.7%

**Notes:**

- 1) Experience from inception through December 31, 2018
- 2) Actual Mortality Rate based on either match to Death Master File or termination reason coded as "death"
- 3) Expected Mortality Rate based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rate is the set provided by CMFG Life Insurance Company
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

**Exhibit 3D - Voluntary Lapse Study**  
**CMFG Life Insurance Company**  
**Experience by Policy Duration**  
**1993 Product**

Policy Duration	Total Lives	Total Terminations		Mortality Rate		Voluntary Lapse Rate		
		Count	Rate	Actual	Expected	Actual	Implied	"Current"
1	547	22	4.0%	0.5%	0.2%	3.5%	3.8%	6.0%
2	525	15	2.9%	0.4%	0.3%	2.5%	2.6%	4.0%
3	510	11	2.2%	1.0%	0.4%	1.2%	1.7%	3.0%
4	499	14	2.8%	2.0%	0.6%	0.8%	2.2%	2.0%
5	485	5	1.0%	0.4%	0.8%	0.6%	0.2%	2.0%
6	480	4	0.8%	0.8%	1.0%	0.0%	-0.2%	1.5%
7	476	11	2.3%	1.5%	1.3%	0.8%	1.0%	1.5%
8	465	4	0.9%	0.9%	1.6%	0.0%	-0.7%	1.5%
9	461	16	3.5%	2.6%	1.9%	0.9%	1.6%	1.0%
10	445	9	2.0%	1.3%	2.1%	0.7%	-0.1%	1.0%
11	436	16	3.7%	2.5%	2.3%	1.1%	1.4%	1.0%
12	420	13	3.1%	1.2%	2.5%	1.9%	0.6%	1.0%
13	407	17	4.2%	2.5%	2.7%	1.7%	1.4%	1.0%
14	390	13	3.3%	2.8%	3.0%	0.5%	0.4%	1.0%
15	377	18	4.8%	2.9%	3.2%	1.9%	1.6%	1.0%
16	359	11	3.1%	1.9%	3.5%	1.1%	-0.4%	1.0%
17	348	13	3.7%	2.9%	3.8%	0.9%	0.0%	1.0%
18	337	35	10.4%	6.8%	4.1%	3.6%	6.3%	1.0%
19	302	9	3.0%	1.7%	4.4%	1.3%	-1.4%	1.0%
20	291	18	6.2%	3.8%	4.7%	2.4%	1.4%	1.0%
21	253	14	5.5%	4.0%	5.2%	1.6%	0.3%	1.0%
22	194	17	8.8%	8.2%	5.6%	0.5%	3.2%	1.0%
23	122	11	9.0%	9.0%	6.1%	0.0%	3.0%	1.0%
24	47	1	2.1%	2.1%	6.0%	0.0%	-3.9%	1.0%
25	15	1	6.7%	6.7%	6.5%	0.0%	0.2%	1.0%
Total	9,191	318	3.5%	2.2%	2.2%	1.3%	1.2%	

Weighted Average Lapse Rate Durations 6+ =>	1.1%	0.9%
Weighted Average Lapse Rate Durations 8+ =>	1.3%	0.9%
Weighted Average Lapse Rate Durations 10+ =>	1.4%	1.0%

**Notes:**

- 1) Experience from inception through December 31, 2018
- 2) Actual Mortality Rate based on either match to Death Master File or termination reason coded as "death"
- 3) Expected Mortality Rate based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rate is the set provided by CMFG Life Insurance Company
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

**Exhibit 3E - Voluntary Lapse Study  
CMFG Life Insurance Company  
Experience by Policy Duration  
1997 Product**

Policy Duration	Total Lives	Total Terminations		Mortality Rate		Voluntary Lapse Rate		
		Count	Rate	Actual	Expected	Actual	Implied	"Current"
1	3,333	135	4.1%	0.2%	0.1%	3.9%	4.0%	6.0%
2	3,198	98	3.1%	0.3%	0.1%	2.7%	2.9%	4.0%
3	3,100	80	2.6%	0.2%	0.2%	2.4%	2.4%	3.0%
4	3,020	68	2.3%	0.3%	0.3%	2.0%	2.0%	2.0%
5	2,950	63	2.1%	0.4%	0.4%	1.7%	1.8%	2.0%
6	2,887	55	1.9%	0.6%	0.5%	1.4%	1.4%	1.5%
7	2,831	69	2.4%	0.7%	0.6%	1.7%	1.8%	1.5%
8	2,762	62	2.2%	0.7%	0.7%	1.6%	1.5%	1.5%
9	2,700	60	2.2%	0.7%	0.9%	1.5%	1.3%	1.0%
10	2,640	60	2.3%	0.5%	1.0%	1.8%	1.3%	1.0%
11	2,580	57	2.2%	0.6%	1.1%	1.6%	1.1%	1.0%
12	2,523	72	2.9%	0.7%	1.2%	2.2%	1.7%	1.0%
13	2,451	74	3.0%	1.1%	1.3%	1.9%	1.7%	1.0%
14	2,377	69	2.9%	1.0%	1.4%	1.9%	1.5%	1.0%
15	2,295	64	2.8%	1.0%	1.5%	1.7%	1.3%	1.0%
16	2,042	56	2.7%	1.2%	1.6%	1.5%	1.1%	1.0%
17	1,619	53	3.3%	1.5%	1.7%	1.7%	1.5%	1.0%
18	1,178	48	4.1%	1.6%	1.7%	2.5%	2.3%	1.0%
19	754	12	1.6%	1.2%	1.8%	0.4%	-0.2%	1.0%
20	199	11	5.5%	1.5%	2.7%	4.0%	2.8%	1.0%
21	6	1	16.7%	16.7%	4.4%	0.0%	12.3%	1.0%
Total	47,445	1,267	2.7%	0.7%	0.8%	2.0%	1.8%	

Weighted Average Lapse Rate Durations 6+ =>	1.7%	1.5%
Weighted Average Lapse Rate Durations 8+ =>	1.8%	1.4%
Weighted Average Lapse Rate Durations 10+ =>	1.8%	1.4%

**Notes:**

- 1) Experience from inception through December 31, 2018
- 2) Actual Mortality Rate based on either match to Death Master File or termination reason coded as "death"
- 3) Expected Mortality Rate based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rate is the set provided by CMFG Life Insurance Company
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

**Exhibit 3F - Voluntary Lapse Study  
CMFG Life Insurance Company  
Experience by Policy Duration  
2002 Product**

Policy Duration	Total Lives	Total Terminations		Mortality Rate		Voluntary Lapse Rate		
		Count	Rate	Actual	Expected	Actual	Implied	"Current"
1	16,663	1,136	6.8%	0.1%	0.1%	6.7%	6.7%	6.0%
2	15,527	682	4.4%	0.2%	0.2%	4.2%	4.2%	4.0%
3	14,845	479	3.2%	0.3%	0.3%	2.9%	3.0%	3.0%
4	14,366	400	2.8%	0.3%	0.3%	2.5%	2.5%	2.0%
5	13,966	325	2.3%	0.3%	0.4%	2.0%	1.9%	2.0%
6	13,641	293	2.1%	0.5%	0.5%	1.6%	1.7%	1.5%
7	13,348	284	2.1%	0.7%	0.6%	1.4%	1.5%	1.5%
8	13,064	233	1.8%	0.5%	0.7%	1.3%	1.1%	1.5%
9	12,831	211	1.6%	0.5%	0.8%	1.1%	0.8%	1.0%
10	12,421	333	2.7%	0.7%	1.0%	2.0%	1.7%	1.0%
11	10,987	364	3.3%	0.8%	1.2%	2.5%	2.1%	1.0%
12	7,364	269	3.7%	1.2%	1.4%	2.5%	2.2%	1.0%
13	3,495	109	3.1%	1.1%	1.8%	2.0%	1.3%	1.0%
14	1,582	59	3.7%	1.4%	2.2%	2.3%	1.6%	1.0%
15	436	16	3.7%	1.4%	2.3%	2.3%	1.4%	1.0%
Total	164,536	5,193	3.2%	0.5%	0.6%	2.7%	2.5%	

Notes:

- 1) Experience from inception through December 31, 2018
- 2) Actual Mortality Rate based on either match to Death Master File or termination reason coded as "death"
- 3) Expected Mortality Rate based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rate is the set provided by CMFG Life Insurance Company
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

**Exhibit 3G - Voluntary Lapse Study  
CMFG Life Insurance Company  
Experience by Policy Duration  
2006 Product**

Policy Duration	Total Lives	Total Terminations		Mortality Rate		Voluntary Lapse Rate		
		Count	Rate	Actual	Expected	Actual	Implied	"Current"
1	16,922	1,044	6.2%	0.1%	0.1%	6.1%	6.1%	6.0%
2	15,878	646	4.1%	0.2%	0.2%	3.8%	3.9%	4.0%
3	15,232	413	2.7%	0.2%	0.3%	2.5%	2.5%	3.0%
4	14,819	358	2.4%	0.2%	0.3%	2.2%	2.1%	2.0%
5	14,461	325	2.2%	0.3%	0.4%	1.9%	1.9%	2.0%
6	14,136	301	2.1%	0.4%	0.5%	1.7%	1.6%	1.5%
7	13,834	267	1.9%	0.4%	0.6%	1.5%	1.3%	1.5%
8	13,547	276	2.0%	0.6%	0.7%	1.4%	1.3%	1.5%
9	8,823	178	2.0%	0.7%	0.8%	1.4%	1.2%	1.0%
10	4,851	179	3.7%	0.7%	1.0%	3.0%	2.7%	1.0%
11	1,503	63	4.2%	1.2%	1.2%	3.0%	3.0%	1.0%
Total	134,006	4,050	3.0%	0.4%	0.4%	2.7%	2.6%	

Notes:

- 1) Experience from inception through December 31, 2018
- 2) Actual Mortality Rate based on either match to Death Master File or termination reason coded as "death"
- 3) Expected Mortality Rate based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rate is the set provided by CMFG Life Insurance Company
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

**Exhibit 3H - Voluntary Lapse Study  
CMFG Life Insurance Company  
Experience by Policy Duration  
Single**

Policy Duration	Total Lives	Total Terminations		Mortality Rate		Voluntary Lapse Rate		
		Count	Rate	Actual	Expected	Actual	Implied	"Current"
1	8,282	694	8.4%	0.2%	0.1%	8.2%	8.3%	6.0%
2	7,588	443	5.8%	0.2%	0.2%	5.6%	5.6%	4.0%
3	7,145	283	4.0%	0.3%	0.3%	3.7%	3.7%	3.0%
4	6,862	234	3.4%	0.3%	0.3%	3.1%	3.1%	2.0%
5	6,628	208	3.1%	0.4%	0.4%	2.7%	2.7%	2.0%
6	6,420	161	2.5%	0.6%	0.5%	1.9%	2.0%	1.5%
7	6,258	185	3.0%	0.9%	0.7%	2.1%	2.3%	1.5%
8	6,069	166	2.7%	0.7%	0.8%	2.1%	1.9%	1.5%
9	5,186	144	2.8%	0.9%	1.0%	1.9%	1.8%	1.0%
10	4,450	155	3.5%	0.7%	1.2%	2.8%	2.3%	1.0%
11	3,649	142	3.9%	1.1%	1.4%	2.8%	2.5%	1.0%
12	2,782	113	4.1%	1.0%	1.6%	3.1%	2.4%	1.0%
13	2,039	69	3.4%	1.7%	1.9%	1.7%	1.5%	1.0%
14	1,657	57	3.4%	1.4%	2.1%	2.0%	1.4%	1.0%
15	1,386	52	3.8%	1.9%	2.2%	1.8%	1.5%	1.0%
16	1,149	36	3.1%	1.5%	2.4%	1.7%	0.7%	1.0%
17	955	39	4.1%	2.4%	2.7%	1.7%	1.4%	1.0%
18	762	56	7.3%	4.3%	3.0%	3.0%	4.4%	1.0%
19	562	15	2.7%	1.6%	3.4%	1.1%	-0.7%	1.0%
20	360	23	6.4%	3.6%	4.5%	2.8%	1.9%	1.0%
21	254	15	5.9%	4.3%	5.2%	1.6%	0.7%	1.0%
22	194	17	8.8%	8.2%	5.6%	0.5%	3.2%	1.0%
23	122	11	9.0%	9.0%	6.1%	0.0%	3.0%	1.0%
24	47	1	2.1%	2.1%	6.0%	0.0%	-3.9%	1.0%
25	15	1	6.7%	6.7%	6.5%	0.0%	0.2%	1.0%
Total	80,821	3,320	4.1%	0.7%	0.8%	3.4%	3.3%	

Weighted Average Lapse Rate Durations 6+ =>	2.2%	2.0%
Weighted Average Lapse Rate Durations 8+ =>	2.2%	1.9%
Weighted Average Lapse Rate Durations 10+ =>	2.4%	2.0%

**Notes:**

- 1) Experience from inception through December 31, 2018
- 2) Actual Mortality Rate based on either match to Death Master File or termination reason coded as "death"
- 3) Expected Mortality Rate based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rate is the set provided by CMFG Life Insurance Company
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

**Exhibit 3I - Voluntary Lapse Study  
CMFG Life Insurance Company  
Experience by Policy Duration  
Married**

Policy Duration	Total Lives	Total Terminations		Mortality Rate		Voluntary Lapse Rate		
		Count	Rate	Actual	Expected	Actual	Implied	"Current"
1	29,183	1,643	5.6%	0.1%	0.1%	5.5%	5.5%	6.0%
2	27,540	998	3.6%	0.3%	0.2%	3.4%	3.4%	4.0%
3	26,542	700	2.6%	0.3%	0.2%	2.4%	2.4%	3.0%
4	25,842	606	2.3%	0.3%	0.3%	2.1%	2.0%	2.0%
5	25,234	510	2.0%	0.3%	0.4%	1.7%	1.6%	2.0%
6	24,724	492	2.0%	0.5%	0.5%	1.5%	1.5%	1.5%
7	24,231	446	1.8%	0.5%	0.6%	1.3%	1.3%	1.5%
8	23,769	409	1.7%	0.6%	0.7%	1.1%	1.0%	1.5%
9	19,629	321	1.6%	0.6%	0.8%	1.1%	0.8%	1.0%
10	15,907	426	2.7%	0.7%	1.0%	2.0%	1.7%	1.0%
11	11,857	358	3.0%	0.8%	1.2%	2.3%	1.9%	1.0%
12	7,525	241	3.2%	1.1%	1.4%	2.1%	1.8%	1.0%
13	4,314	131	3.0%	1.0%	1.5%	2.1%	1.5%	1.0%
14	2,692	84	3.1%	1.2%	1.6%	1.9%	1.5%	1.0%
15	1,722	46	2.7%	0.8%	1.5%	1.9%	1.2%	1.0%
16	1,252	31	2.5%	1.2%	1.4%	1.3%	1.0%	1.0%
17	1,012	27	2.7%	1.2%	1.5%	1.5%	1.1%	1.0%
18	753	27	3.6%	1.2%	1.6%	2.4%	2.0%	1.0%
19	494	6	1.2%	1.0%	1.6%	0.2%	-0.4%	1.0%
20	130	6	4.6%	0.8%	2.3%	3.8%	2.4%	1.0%
21	5	0	0.0%	0.0%	3.9%	0.0%	-3.9%	1.0%
Total	274,357	7,508	2.7%	0.4%	0.6%	2.3%	2.2%	

Weighted Average Lapse Rate Durations 6+ =>	1.5%	1.3%
Weighted Average Lapse Rate Durations 8+ =>	1.6%	1.3%
Weighted Average Lapse Rate Durations 10+ =>	2.0%	1.7%

**Notes:**

- 1) Experience from inception through December 31, 2018
- 2) Actual Mortality Rate based on either match to Death Master File or termination reason coded as "death"
- 3) Expected Mortality Rate based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rate is the set provided by CMFG Life Insurance Company
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)



**Exhibit 3K - Voluntary Lapse Study  
CMFG Life Insurance Company  
Experience by Policy Duration  
Policies without Inflation Protection**

Policy Duration	Total Lives	Total Terminations		Mortality Rate		Voluntary Lapse Rate		
		Count	Rate	Actual	Expected	Actual	Implied	"Current"
1	6,449	471	7.3%	0.2%	0.2%	7.1%	7.1%	6.0%
2	5,978	280	4.7%	0.4%	0.3%	4.2%	4.4%	4.0%
3	5,698	181	3.2%	0.6%	0.4%	2.6%	2.8%	3.0%
4	5,517	157	2.8%	0.6%	0.5%	2.3%	2.3%	2.0%
5	5,360	158	2.9%	0.6%	0.7%	2.4%	2.3%	2.0%
6	5,202	137	2.6%	0.8%	0.8%	1.8%	1.8%	1.5%
7	5,064	153	3.0%	1.0%	1.0%	2.0%	2.0%	1.5%
8	4,911	136	2.8%	1.3%	1.2%	1.5%	1.6%	1.5%
9	4,200	123	2.9%	1.3%	1.5%	1.6%	1.5%	1.0%
10	3,608	142	3.9%	1.1%	1.7%	2.8%	2.2%	1.0%
11	2,904	128	4.4%	1.8%	2.0%	2.6%	2.4%	1.0%
12	2,262	117	5.2%	2.0%	2.2%	3.2%	2.9%	1.0%
13	1,750	75	4.3%	2.3%	2.4%	1.9%	1.9%	1.0%
14	1,395	80	5.7%	2.5%	2.6%	3.2%	3.2%	1.0%
15	1,068	49	4.6%	2.3%	2.5%	2.2%	2.1%	1.0%
16	884	32	3.6%	1.9%	2.5%	1.7%	1.1%	1.0%
17	767	34	4.4%	2.5%	2.7%	2.0%	1.7%	1.0%
18	594	49	8.2%	4.5%	2.9%	3.7%	5.4%	1.0%
19	383	11	2.9%	2.3%	3.4%	0.5%	-0.5%	1.0%
20	201	18	9.0%	5.0%	4.9%	4.0%	4.1%	1.0%
21	108	8	7.4%	5.6%	6.0%	1.9%	1.4%	1.0%
22	78	11	14.1%	14.1%	6.7%	0.0%	7.4%	1.0%
23	45	5	11.1%	11.1%	7.5%	0.0%	3.6%	1.0%
24	19	1	5.3%	5.3%	7.5%	0.0%	-2.2%	1.0%
25	6	0	0.0%	0.0%	8.0%	0.0%	-8.0%	1.0%
Total	64,451	2,556	4.0%	1.1%	1.1%	2.9%	2.9%	

Weighted Average Lapse Rate Durations 6+ =>	2.1%	2.0%
Weighted Average Lapse Rate Durations 8+ =>	2.2%	2.1%
Weighted Average Lapse Rate Durations 10+ =>	2.6%	2.4%

**Notes:**

- 1) Experience from inception through December 31, 2018
- 2) Actual Mortality Rate based on either match to Death Master File or termination reason coded as "death"
- 3) Expected Mortality Rate based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rate is the set provided by CMFG Life Insurance Company
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

**Exhibit 3J - Voluntary Lapse Study  
CMFG Life Insurance Company  
Experience by Policy Duration  
Policies with Inflation Protection**

Policy Duration	Total Lives	Total Terminations		Mortality Rate		Voluntary Lapse Rate		
		Count	Rate	Actual	Expected	Actual	Implied	"Current"
1	31,016	1,866	6.0%	0.1%	0.1%	5.9%	5.9%	6.0%
2	29,150	1,161	4.0%	0.2%	0.2%	3.8%	3.8%	4.0%
3	27,989	802	2.9%	0.2%	0.2%	2.7%	2.6%	3.0%
4	27,187	683	2.5%	0.2%	0.3%	2.3%	2.2%	2.0%
5	26,502	560	2.1%	0.3%	0.3%	1.8%	1.8%	2.0%
6	25,942	516	2.0%	0.4%	0.4%	1.6%	1.6%	1.5%
7	25,425	478	1.9%	0.5%	0.5%	1.4%	1.4%	1.5%
8	24,927	439	1.8%	0.5%	0.6%	1.3%	1.1%	1.5%
9	20,615	342	1.7%	0.5%	0.7%	1.2%	0.9%	1.0%
10	16,749	439	2.6%	0.6%	0.9%	2.0%	1.7%	1.0%
11	12,602	372	3.0%	0.6%	1.0%	2.3%	1.9%	1.0%
12	8,045	237	2.9%	0.8%	1.2%	2.1%	1.7%	1.0%
13	4,603	125	2.7%	0.8%	1.4%	1.9%	1.4%	1.0%
14	2,954	61	2.1%	0.7%	1.5%	1.3%	0.6%	1.0%
15	2,040	49	2.4%	0.8%	1.5%	1.6%	0.9%	1.0%
16	1,517	35	2.3%	1.0%	1.5%	1.3%	0.8%	1.0%
17	1,200	32	2.7%	1.3%	1.7%	1.3%	1.0%	1.0%
18	921	34	3.7%	1.6%	1.9%	2.1%	1.8%	1.0%
19	673	10	1.5%	0.7%	2.0%	0.7%	-0.6%	1.0%
20	289	11	3.8%	1.4%	3.3%	2.4%	0.5%	1.0%
21	151	7	4.6%	3.3%	4.6%	1.3%	0.0%	1.0%
22	116	6	5.2%	4.3%	4.8%	0.9%	0.4%	1.0%
23	77	6	7.8%	7.8%	5.2%	0.0%	2.6%	1.0%
24	28	0	0.0%	0.0%	5.0%	0.0%	-5.0%	1.0%
25	9	1	11.1%	11.1%	5.4%	0.0%	5.7%	1.0%
Total	290,727	8,272	2.8%	0.4%	0.5%	2.5%	2.3%	

Weighted Average Lapse Rate Durations 6+ =>	1.6%	1.4%
Weighted Average Lapse Rate Durations 8+ =>	1.6%	1.3%
Weighted Average Lapse Rate Durations 10+ =>	2.0%	1.6%

**Notes:**

- 1) Experience from inception through December 31, 2018
- 2) Actual Mortality Rate based on either match to Death Master File or termination reason coded as "death"
- 3) Expected Mortality Rate based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rate is the set provided by CMFG Life Insurance Company
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

## General Model Framework

The formulas listed below describe the calculations used in the model to determine the lifetime loss ratio. The model makes further, more complex calculations in order to consider the timing related to different modal options. The assumptions and other methodologies are further described in the Actuarial Memorandum filed with the state.

### Lives Calculations

$$lx(t) = lx(t-1) * (1-qxd(t)) * (1-qxw(t)),$$

where,

$lx(t)$  is the number of lives at time  $t$   
 $x$  is the issue age of the policy  
 $qxd(t)$  is the mortality rate for time  $t$   
 $qxw(t)$  is the voluntary lapse rate for time  $t$

Note: Policies that exhaust benefits are also decremented from the population.

### Premium Calculation

$$PP(t) = lx(t-1) * modal\_premium * modal\_indicator$$
$$EP(t) = PP(t) + [UePR(t) - UePR(t-1)]$$

where,

$PP(t)$  is the paid premium in month  $t$ .  
 $modal\_indicator$  is a flag used to indicate if a premium is paid during the month, based on the bill mode of the policy.

$EP(t)$  is the earned premium in month  $t$ .

$UePR(t)$  is the unearned premium reserve at time  $t$ .

Note: Waived premium is included in the premium calculation

### Incurred Claim Calculation

$$IC(t) = lx(t-1) * CC(t) * SF(t) * salvage(t) * clm\_mgt * composite\_area * risk\_class * j\_prime(t) * DB(t) * WOP\_load * product\_factor$$

where,

$IC(t)$  is the incurred claims in month  $t$

$CC(t)$  is the claim cost per \$1 daily benefit at time  $t$  (based on the policy benefits and demographics such as product, benefit period, elimination period, type of coverage and various riders).

$SF(t)$  is the selection factor for month  $t$ .

$salvage(t)$  is the salvage factor for month  $t$  (reflects that the full daily benefits are not paid out).

$clm\_mgt$  is the claim management factor to reflect the level of claim management CUNA Mutual conducts.

$composite\_area$  is the composite area factor for a product to reflect the utilization differences by state (one composite factor is used for each product based on the distribution by state).

## General Model Framework

Risk\_class is the risk class factor which reflects the different morbidity levels for each risk class.

$j\text{-prime}(t)$  is the factor to convert all lives ( $l_x(t-1)$ ) to active, healthy lives. The claim cost assumptions should only be applied to those people not already on claim.

DB(t) is the current daily benefit at time t (i.e. daily benefit increased for any inflation benefit option).

WOP\_Load is the load to include waiver of premium costs in incurred claims.

product\_factor is an experience adjustment factor that varies by product.

### Lifetime Loss Ratio

$$LR = (\text{Accum\_IC} + \text{PV\_IC}) / (\text{Accum\_EP} + \text{PV\_EP}),$$

where,

LR is the lifetime loss ratio as of 12/31/2018.

Accum\_IC is the historical incurred claims accumulated with interest to 12/31/2018.

PV\_IC is the future incurred claims discounted with interest to 12/31/2018.

Accum\_EP is the historical earned premium accumulated with interest to 12/31/2018.

PV\_EP is the future earned premium discounted with interest to 12/31/2018.

For the purposes of accumulating and discounting, a middle of the year timing is assumed.

**Exhibit 1A - Claim Study**  
**CMFG Life Insurance Company**  
**Experience by Calendar Year**  
**All Business**

Calendar Year	Total Lives	2017 Long Term Care Guidelines						Credibility Measure	Actual to Expected				
		Count	Paid	Reserve	Severity	Incurred	Count		Severity	Incurred	Incidence	Severity	Incurred
2002	3,142	8	1,045,693	-	130,712	1,045,693	7	62,814	457,660	13%	110%	208%	228%
2003	3,930	16	527,034	-	32,940	527,034	9	65,523	605,586	14%	173%	50%	87%
2004	6,192	2	123,092	-	61,546	123,092	12	67,848	840,551	18%	16%	91%	15%
2005	9,240	15	1,616,597	-	107,773	1,616,597	16	70,045	1,153,101	21%	91%	154%	140%
2006	13,577	18	1,360,610	-	75,589	1,360,610	21	72,143	1,543,160	26%	84%	105%	88%
2007	19,106	28	1,452,693	131,715	56,586	1,584,408	28	73,737	2,060,683	31%	100%	77%	77%
2008	24,300	34	2,489,132	250,472	80,577	2,739,604	36	75,544	2,701,732	35%	95%	107%	101%
2009	28,667	46	3,466,029	284,493	81,533	3,750,522	45	77,618	3,481,714	38%	103%	105%	108%
2010	32,948	54	3,456,377	206,196	67,825	3,662,573	55	80,094	4,424,970	41%	98%	85%	83%
2011	33,606	82	5,365,661	357,161	69,791	5,722,822	67	83,089	5,532,793	41%	123%	84%	103%
2012	32,695	88	5,886,089	1,092,975	79,308	6,979,063	78	86,479	6,712,780	40%	113%	92%	104%
2013	32,012	91	6,547,766	1,582,356	89,342	8,130,122	90	90,277	8,149,494	40%	101%	99%	100%
2014	31,166	107	6,499,629	2,448,602	83,628	8,948,231	103	93,781	9,695,856	39%	103%	89%	92%
2015	30,573	118	7,527,038	4,344,099	100,603	11,871,137	120	97,332	11,644,589	39%	99%	103%	102%
2016	29,847	137	6,807,053	5,793,404	91,974	12,600,458	136	101,138	13,771,067	39%	101%	91%	91%
2017	29,112	183	5,132,247	11,588,853	91,372	16,721,100	154	105,403	16,199,334	38%	119%	87%	103%
2018	28,229	244	1,232,559	26,836,404	114,844	28,068,963	171	110,058	18,812,308	38%	143%	104%	149%
Total	388,340	1,271	60,535,298	54,916,730	90,806	115,452,029	1,149	93,820	107,787,379	100%	111%	97%	107%

**Notes:**

- 1) Experience from January 1, 2002 through December 31, 2018
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2017 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

**Exhibit 1B - Claim Study  
CMFG Life Insurance Company  
Experience by Product Series  
All Business**

<b>2017 Long Term Care Guidelines</b>													
Product Series	Total Lives	Count	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected		
			Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
1993	5,871	104	6,557,861	2,588,710	87,767	9,146,570	123	76,094	9,352,178	17%	85%	115%	98%
1997	43,081	216	13,431,958	7,247,697	95,581	20,679,655	217	96,560	20,951,604	46%	100%	99%	99%
2002	197,539	640	30,040,207	31,357,226	95,980	61,397,433	521	99,968	52,116,644	99%	123%	96%	118%
2006	141,849	311	10,505,273	13,723,098	77,869	24,228,371	288	88,184	25,366,953	84%	108%	88%	96%
<b>Total</b>	<b>388,340</b>	<b>1,271</b>	<b>60,535,298</b>	<b>54,916,730</b>	<b>90,806</b>	<b>115,452,029</b>	<b>1,149</b>	<b>93,820</b>	<b>107,787,379</b>	<b>100%</b>	<b>111%</b>	<b>97%</b>	<b>107%</b>

**Notes:**

- 1) Experience from January 1, 2002 through December 31, 2018
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2017 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

**Exhibit 1C - Claim Study**  
**CMFG Life Insurance Company**  
**Experience by Calendar Year**  
**Product Series: 1993**

<b>2017 Long Term Care Guidelines</b>														
Calendar Year	Total Lives	Actual Claims						Expected Claims			Credibility Measure	Actual to Expected		
		Count	Paid	Reserve	Severity	Incurred	Count	Severity	Incurred	Incidence		Severity	Incurred	
2002	462	6	581,029	-	96,838	581,029	4	58,102	219,583	5%	159%	167%	265%	
2003	450	5	112,377	-	22,475	112,377	4	59,632	258,686	5%	115%	38%	43%	
2004	443	0	-	-	-	-	5	61,524	314,288	5%	0%	0%	0%	
2005	433	4	247,713	-	61,928	247,713	6	63,264	374,815	5%	68%	98%	66%	
2006	415	2	137,255	-	68,627	137,255	6	65,041	420,244	5%	31%	106%	33%	
2007	398	2	156,622	-	78,311	156,622	7	67,051	467,702	4%	29%	117%	33%	
2008	388	2	16,609	-	8,304	16,609	7	68,480	502,893	4%	27%	12%	3%	
2009	376	11	1,038,077	-	94,371	1,038,077	8	70,030	544,587	4%	141%	135%	191%	
2010	356	2	225,132	-	112,566	225,132	8	72,960	582,794	4%	25%	154%	39%	
2011	337	8	392,372	-	49,046	392,372	8	76,028	619,920	4%	98%	65%	63%	
2012	315	11	943,542	-	85,777	943,542	8	77,896	645,566	4%	133%	110%	146%	
2013	291	8	726,953	235,559	120,314	962,513	8	82,252	674,880	4%	98%	146%	143%	
2014	274	3	454,354	51,895	168,750	506,249	8	84,280	697,951	4%	36%	200%	73%	
2015	260	12	994,176	677,619	139,316	1,671,796	9	85,132	739,205	4%	138%	164%	226%	
2016	242	6	214,796	99,461	52,376	314,258	9	86,128	751,569	3%	69%	61%	42%	
2017	225	13	275,446	468,049	57,192	743,495	9	89,242	765,050	3%	152%	64%	97%	
2018	206	9	41,407	1,056,125	119,107	1,097,532	8	93,087	772,442	3%	111%	128%	142%	
<b>Total</b>	<b>5,871</b>	<b>104</b>	<b>6,557,861</b>	<b>2,588,710</b>	<b>87,766.63</b>	<b>9,146,570</b>	<b>123</b>	<b>76,094</b>	<b>9,352,178</b>	<b>17%</b>	<b>85%</b>	<b>115%</b>	<b>98%</b>	

**Notes:**

- 1) Experience from January 1, 2002 through December 31, 2018
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2017 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

**Exhibit 1D - Claim Study**  
**CMFG Life Insurance Company**  
**Experience by Calendar Year**  
**Product Series: 1997**

Calendar Year	2017 Long Term Care Guidelines													
	Total Lives	Count	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected			
			Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred	
2002	2,680	2	464,663	-	232,332	464,663	4	67,894	238,044	12%	57%	342%	195%	
2003	2,999	9	410,840	-	45,649	410,840	5	71,102	331,317	12%	193%	64%	124%	
2004	2,989	1	20,568	-	20,568	20,568	6	73,755	430,680	12%	17%	28%	5%	
2005	2,916	5	1,076,771	-	215,354	1,076,771	7	76,200	531,290	12%	72%	283%	203%	
2006	2,827	9	706,872	-	78,541	706,872	8	78,328	638,729	12%	110%	100%	111%	
2007	2,757	11	497,863	-	45,260	497,863	9	79,800	756,493	12%	116%	57%	66%	
2008	2,691	10	1,123,875	146,460	127,034	1,270,336	11	82,085	885,894	12%	93%	155%	143%	
2009	2,633	12	944,221	284,493	102,393	1,228,714	12	84,624	1,027,117	11%	99%	121%	120%	
2010	2,581	16	905,115	-	56,570	905,115	13	87,562	1,179,449	11%	119%	65%	77%	
2011	2,526	13	1,029,275	-	79,175	1,029,275	15	90,626	1,349,581	11%	87%	87%	76%	
2012	2,414	12	1,103,572	136,432	103,334	1,240,004	15	94,925	1,469,647	11%	78%	109%	84%	
2013	2,338	15	1,713,391	572,089	152,365	2,285,480	16	99,146	1,623,900	11%	92%	154%	141%	
2014	2,271	20	1,041,890	633,410	83,765	1,675,300	17	101,689	1,730,191	11%	118%	82%	97%	
2015	2,216	15	1,183,169	853,138	135,754	2,036,307	18	105,830	1,907,628	11%	83%	128%	107%	
2016	2,145	17	626,251	380,847	59,241	1,007,098	19	109,517	2,065,137	10%	90%	54%	49%	
2017	2,083	21	532,366	1,156,952	80,444	1,689,319	20	113,839	2,274,501	10%	1.051051	71%	74%	
2018	2,014	28	51,256	3,083,876	110,554	3,135,132	21	117,723	2,512,006	10%	1.328985	94%	125%	
Total	43,081	216	13,431,958	7,247,697	95,580.57	20,679,655	217	96,560	20,951,604	46%	100%	99%	99%	

**Notes:**

- 1) Experience from January 1, 2002 through December 31, 2018
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2017 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors



**Exhibit 1E - Claim Study**  
**CMFG Life Insurance Company**  
**Experience by Calendar Year**  
**Product Series: 2002**

Calendar Year	2017 Long Term Care Guidelines												
	Total Lives	Actual Claims					Expected Claims			Credibility Measure	Actual to Expected		
		Count	Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
2002	0	0	-	-	-	-	0	54,910	32	0%	0%	0%	0%
2003	480	2	3,816	-	1,908	3,816	0	63,702	15,583	5%	818%	3%	24%
2004	2,760	1	102,525	-	102,525	102,525	1	66,331	95,582	12%	69%	155%	107%
2005	5,891	6	292,112	-	48,685	292,112	4	69,278	246,995	17%	168%	70%	118%
2006	10,335	7	516,484	-	73,783	516,484	7	71,471	484,167	23%	103%	103%	107%
2007	14,771	15	798,209	131,715	61,995	929,923	11	73,607	808,795	27%	137%	84%	115%
2008	16,286	18	1,175,846	104,012	71,103	1,279,858	15	76,454	1,169,253	29%	118%	93%	109%
2009	16,325	18	1,412,544	-	78,475	1,412,544	20	79,514	1,553,555	29%	92%	99%	91%
2010	15,831	26	1,882,623	-	72,409	1,882,623	24	82,762	1,977,896	28%	109%	87%	95%
2011	15,452	44	2,702,236	-	61,414	2,702,236	29	86,481	2,517,939	28%	151%	71%	107%
2012	15,124	38	2,547,032	716,599	85,885	3,263,631	35	90,409	3,181,382	27%	108%	95%	103%
2013	14,881	40	2,641,474	601,186	81,067	3,242,661	42	94,425	4,002,047	27%	94%	86%	81%
2014	14,530	57	3,243,940	1,171,478	77,463	4,415,419	50	98,342	4,891,354	27%	115%	79%	90%
2015	14,268	58	3,935,464	1,975,611	101,915	5,911,075	58	102,414	5,956,934	27%	100%	100%	99%
2016	13,927	82	4,882,484	4,307,435	112,072	9,189,918	67	106,850	7,112,494	26%	123%	105%	129%
2017	13,564	92	3,105,397	7,147,701	111,447	10,253,099	75	111,486	8,381,004	26%	122%	100%	122%
2018	13,115	136	798,021	15,201,488	117,910	15,999,509	83	116,765	9,721,632	26%	163%	101%	165%
<b>Total</b>	<b>197,539</b>	<b>640</b>	<b>30,040,207</b>	<b>31,357,226</b>	<b>95,979.61</b>	<b>61,397,433</b>	<b>521</b>	<b>99,968</b>	<b>52,116,644</b>	<b>99%</b>	<b>123%</b>	<b>96%</b>	<b>118%</b>

**Notes:**

- 1) Experience from January 1, 2002 through December 31, 2018
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2017 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

**Exhibit 1F - Claim Study**  
**CMFG Life Insurance Company**  
**Experience by Calendar Year**  
**Product Series: 2006**

Calendar Year	2017 Long Term Care Guidelines												
	Total Lives	Actual Claims					Expected Claims			Credibility Measure	Actual to Expected		
		Count	Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
2006	0	0	-	-	-	-	0	56,268	19	0%	0%	0%	0%
2007	1,180	0	-	-	-	-	1	55,032	27,694	8%	0%	0%	0%
2008	4,935	4	172,802	-	43,200	172,802	2	61,567	143,692	16%	171%	70%	120%
2009	9,333	5	71,188	-	14,238	71,188	5	65,947	356,455	22%	93%	22%	20%
2010	14,180	10	443,507	206,196	64,970	649,703	10	69,238	684,831	27%	101%	94%	95%
2011	15,291	17	1,241,778	357,161	94,055	1,598,939	14	72,453	1,045,352	28%	118%	130%	153%
2012	14,842	27	1,291,942	239,944	56,737	1,531,886	19	75,876	1,416,187	27%	145%	75%	108%
2013	14,502	28	1,465,948	173,521	58,552	1,639,469	23	79,327	1,848,668	27%	120%	74%	89%
2014	14,091	27	1,759,444	591,819	87,084	2,351,263	28	83,810	2,376,360	27%	95%	104%	99%
2015	13,830	33	1,414,229	837,730	68,241	2,251,960	35	87,470	3,040,823	26%	95%	78%	74%
2016	13,532	32	1,083,523	1,005,661	65,287	2,089,184	42	91,443	3,841,866	26%	76%	71%	54%
2017	13,239	57	1,219,038	2,816,150	70,793	4,035,188	50	95,649	4,778,778	26%	114%	74%	84%
2018	12,894	71	341,876	7,494,915	110,154	7,836,790	58	100,044	5,806,228	25%	123%	110%	135%
Total	141,849	311	10,505,273	13,723,098	77,868.76	24,228,371	288	88,184	25,366,953	84%	108%	88%	96%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2018
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2017 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

**Exhibit 1G - Claim Study**  
**CMFG Life Insurance Company**  
**Experience by Attained Age**  
**All Business**

<b>2017 Long Term Care Guidelines</b>													
Attained Age	Total Lives	Actual Claims					Expected Claims			Credibility Measure	Actual to Expected		
		Count	Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
<60	111,228	49	3,927,911	1,526,678	110,387	5,454,589	37	104,776	3,895,232	75%	133%	105%	140%
60 - 69	181,241	245	11,474,159	14,576,125	106,346	26,050,284	216	109,682	23,742,838	95%	113%	97%	110%
70 - 79	84,018	538	25,251,317	20,494,425	84,984	45,745,742	498	98,111	48,837,545	65%	108%	87%	94%
80 - 89	11,515	406	18,477,583	17,316,686	88,070	35,794,269	360	80,618	29,051,079	24%	113%	109%	123%
90 +	338	32	1,404,327	1,002,816	74,477	2,407,144	37	60,939	2,260,684	4%	87%	122%	106%
<b>Total</b>	<b>388,340</b>	<b>1,271</b>	<b>60,535,298</b>	<b>54,916,730</b>	<b>90,806</b>	<b>115,452,029</b>	<b>1,149</b>	<b>93,820</b>	<b>107,787,379</b>	<b>100%</b>	<b>111%</b>	<b>97%</b>	<b>107%</b>

Notes:

- 1) Experience from January 1, 2002 through December 31, 2018
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2017 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula =  $(\text{Total Lives} / 200,000) ^{0.5}$
- 8) Expected values include product fitting factors

**Exhibit 1H - Claim Study  
CMFG Life Insurance Company  
Experience by Policy Duration  
All Business**

<b>2017 Long Term Care Guidelines</b>													
Policy Duration	Total Lives	Count	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected		
			Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
1 - 3	104,552	90	5,339,854	615,399	66,169	5,955,252	70	72,159	5,045,888	72%	129%	92%	118%
4 - 6	99,525	195	11,258,038	1,486,288	65,355	12,744,326	162	81,252	13,123,425	71%	121%	80%	97%
7 - 9	92,996	290	15,741,717	10,600,749	90,762	26,342,466	290	91,156	26,431,805	68%	100%	100%	100%
10 - 12	59,825	332	13,873,674	16,683,691	92,040	30,557,365	310	100,312	31,079,501	55%	107%	92%	98%
13 +	31,442	364	14,322,016	25,530,604	109,434	39,852,620	318	101,077	32,106,761	40%	115%	108%	124%
<b>Total</b>	<b>388,340</b>	<b>1,271</b>	<b>60,535,298</b>	<b>54,916,730</b>	<b>90,806</b>	<b>115,452,029</b>	<b>1,149</b>	<b>93,820</b>	<b>107,787,379</b>	<b>100%</b>	<b>111%</b>	<b>97%</b>	<b>107%</b>

**Notes:**

- 1) Experience from January 1, 2002 through December 31, 2018
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2017 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula =  $(\text{Total Lives} / 200,000) ^{0.5}$
- 8) Expected values include product fitting factors

**Exhibit 1I - Claim Study**  
**CMFG Life Insurance Company**  
**Experience by Policy Duration**  
**Single Insureds**

<b>2017 Long Term Care Guidelines</b>													
Policy Duration	Total Lives	Count	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected		
			Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
1 - 3	20,296	28	2,950,184	430,062	120,723	3,380,246	27	69,279	1,891,819	32%	103%	174%	179%
4 - 6	19,579	73	4,695,651	351,889	69,144	5,047,540	59	77,503	4,589,979	31%	123%	89%	110%
7 - 9	18,601	87	5,755,363	2,307,497	93,118	8,062,860	101	84,569	8,533,168	30%	86%	110%	94%
10 - 12	13,006	116	6,233,915	4,789,773	95,354	11,023,688	113	91,880	10,399,381	26%	102%	104%	106%
13 +	11,286	209	10,365,245	10,712,390	100,680	21,077,636	194	93,613	18,172,782	24%	108%	108%	116%
<b>Total</b>	<b>82,767</b>	<b>513</b>	<b>30,000,358</b>	<b>18,591,611</b>	<b>94,805</b>	<b>48,591,969</b>	<b>495</b>	<b>88,100</b>	<b>43,587,128</b>	<b>64%</b>	<b>104%</b>	<b>108%</b>	<b>111%</b>

Notes:

- 1) Experience from January 1, 2002 through December 31, 2018
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2017 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula =  $(\text{Total Lives} / 200,000) ^{0.5}$
- 8) Expected values include product fitting factors

**Exhibit 1J - Claim Study**  
**CMFG Life Insurance Company**  
**Experience by Policy Duration**  
**Married Insureds**

<b>2017 Long Term Care Guidelines</b>													
Policy Duration	Total Lives	Count	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected		
			Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
1 - 3	84,256	62	2,389,669	185,337	41,532	2,575,006	43	74,005	3,154,069	65%	145%	56%	82%
4 - 6	79,946	122	6,562,387	1,134,399	63,088	7,696,786	102	83,423	8,533,446	63%	119%	76%	90%
7 - 9	74,395	204	9,986,354	8,293,252	89,761	18,279,606	189	94,671	17,898,637	61%	108%	95%	102%
10 - 12	46,819	216	7,639,759	11,893,918	90,269	19,533,677	197	105,166	20,680,120	48%	110%	86%	94%
13 +	20,156	155	3,956,771	14,818,213	121,272	18,774,984	124	112,809	13,933,979	32%	125%	108%	135%
<b>Total</b>	<b>305,573</b>	<b>759</b>	<b>30,534,940</b>	<b>36,325,119</b>	<b>88,106</b>	<b>66,860,059</b>	<b>654</b>	<b>98,146</b>	<b>64,200,251</b>	<b>100%</b>	<b>116%</b>	<b>90%</b>	<b>104%</b>

Notes:

- 1) Experience from January 1, 2002 through December 31, 2018
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2017 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula =  $(\text{Total Lives} / 200,000) ^{0.5}$
- 8) Expected values include product fitting factors

**Exhibit 1K - Claim Study**  
**CMFG Life Insurance Company**  
**Experience by Issue Age**  
**All Business**

<b>2017 Long Term Care Guidelines</b>													
Issue Age	Total Lives	Count	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected		
			Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
<=49	40,539	27	2,674,317	2,004,114	173,421	4,678,431	19	123,878	2,314,832	45%	144%	140%	202%
50-54	71,690	68	3,375,814	5,910,317	136,497	9,286,131	50	125,869	6,290,300	60%	136%	108%	148%
55-59	102,984	136	5,294,898	8,694,045	103,077	13,988,943	123	119,849	14,734,390	72%	110%	86%	95%
60-64	95,228	267	10,367,574	13,043,673	87,533	23,411,247	232	108,440	25,128,450	69%	115%	81%	93%
65-69	51,227	314	16,204,244	12,458,413	91,228	28,662,656	297	93,008	27,592,453	51%	106%	98%	104%
70-74	21,426	305	15,849,139	9,799,613	84,075	25,648,751	289	76,931	22,207,546	33%	106%	109%	115%
75-79	4,827	128	5,494,796	2,849,515	65,255	8,344,312	118	70,305	8,297,833	16%	108%	93%	101%
80+	419	26	1,274,517	157,040	54,847	1,431,557	22	55,067	1,221,575	5%	118%	100%	117%
<b>Total</b>	<b>388,340</b>	<b>1,271</b>	<b>60,535,298</b>	<b>54,916,730</b>	<b>90,806</b>	<b>115,452,029</b>	<b>1,149</b>	<b>93,820</b>	<b>107,787,379</b>	<b>100%</b>	<b>111%</b>	<b>97%</b>	<b>107%</b>

**Notes:**

- 1) Experience from January 1, 2002 through December 31, 2018
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2017 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

**Exhibit 1L - Claim Study  
CMFG Life Insurance Company  
Experience by Coverage Type  
All Business**

<b>2017 Long Term Care Guidelines</b>													
Coverage Type	Total Lives	Count	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected		
			Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
Home Care Only	6,472	13	549,016	658,521	90,742	1,207,537	26	72,878	1,898,878	18%	51%	125%	64%
Facility Only	15,132	60	3,482,003	2,468,118	99,396	5,950,121	67	100,889	6,761,480	28%	89%	99%	88%
Comprehensive	366,736	1,198	56,504,280	51,790,091	90,378	108,294,371	1,056	93,888	99,127,021	100%	113%	96%	109%
<b>Total</b>	<b>388,340</b>	<b>1,271</b>	<b>60,535,298</b>	<b>54,916,730</b>	<b>90,806</b>	<b>115,452,029</b>	<b>1,149</b>	<b>93,820</b>	<b>107,787,379</b>	<b>100%</b>	<b>111%</b>	<b>97%</b>	<b>107%</b>

**Notes:**

- 1) Experience from January 1, 2002 through December 31, 2018
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2017 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors



**Exhibit 1M - Claim Study  
CMFG Life Insurance Company  
Experience by Benefit Period  
All Business**

<b>2017 Long Term Care Guidelines</b>													
Benefit Period	Total Lives	Count	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected		
			Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
Lifetime	49,840	221	13,921,186	14,104,280	126,849	28,025,466	213	132,121	28,198,919	50%	104%	96%	99%
Non-Lifetime	338,501	1,050	46,614,113	40,812,450	83,226	87,426,563	935	85,081	79,588,460	100%	112%	98%	110%
Total	388,340	1,271	60,535,298	54,916,730	90,806	115,452,029	1,149	93,820	107,787,379	100%	111%	97%	107%

**Notes:**

- 1) Experience from January 1, 2002 through December 31, 2018
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2017 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula =  $(\text{Total Lives} / 200,000) ^{0.5}$
- 8) Expected values include product fitting factors

**Exhibit 1N - Claim Study  
CMFG Life Insurance Company  
Experience by Elimination Period  
All Business**

<b>2017 Long Term Care Guidelines</b>													
Elimination Period (days)	Total Lives	Count	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected		
			Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
0 and 30	91,287	300	14,786,032	12,722,233	91,696	27,508,265	313	88,257	27,612,882	68%	96%	104%	100%
31 to 90	266,943	854	41,175,913	37,655,224	92,328	78,831,138	739	97,178	71,792,638	100%	116%	95%	110%
91 +	30,111	118	4,573,353	4,539,273	77,491	9,112,626	97	86,204	8,381,859	39%	121%	90%	109%
<b>Total</b>	<b>388,340</b>	<b>1,271</b>	<b>60,535,298</b>	<b>54,916,730</b>	<b>90,806</b>	<b>115,452,029</b>	<b>1,149</b>	<b>93,820</b>	<b>107,787,379</b>	<b>100%</b>	<b>111%</b>	<b>97%</b>	<b>107%</b>

**Notes:**

- 1) Experience from January 1, 2002 through December 31, 2018
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2017 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

**Exhibit 10 - Claim Study  
CMFG Life Insurance Company  
Experience by Daily Benefit  
All Business**

<b>2017 Long Term Care Guidelines</b>														
Daily Benefit	Total Lives	Count	Actual Claims				Expected Claims				Credibility Measure	Actual to Expected		
			Paid	Reserve	Severity	Incurred	Count	Severity	Incurred	Incidence		Severity	Incurred	
0 to 99	48,904	296	13,620,353	8,178,919	73,693	21,799,272	300	62,636	18,769,158	49%	99%	118%	116%	
100 to 149	166,592	571	25,507,348	22,719,659	84,530	48,227,007	525	91,584	48,080,449	91%	109%	92%	100%	
150 +	172,844	405	21,407,597	24,018,151	112,145	45,425,749	324	126,260	40,937,771	93%	125%	89%	111%	
<b>Total</b>	<b>388,340</b>	<b>1,271</b>	<b>60,535,298</b>	<b>54,916,730</b>	<b>90,806</b>	<b>115,452,029</b>	<b>1,149</b>	<b>93,820</b>	<b>107,787,379</b>	<b>100%</b>	<b>111%</b>	<b>97%</b>	<b>107%</b>	

**Notes:**

- 1) Experience from January 1, 2002 through December 31, 2018
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2017 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula =  $(\text{Total Lives} / 200,000)^{0.5}$
- 8) Expected values include product fitting factors

**Exhibit 1P - Claim Study  
CMFG Life Insurance Company  
Experience by Inflation Protection Option  
All Business**

<b>2017 Long Term Care Guidelines</b>													
Inflation Type	Total Lives	Count	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected		
			Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
None	64,200	482	22,050,249	10,432,504	67,364	32,482,754	465	67,990	31,632,971	57%	104%	99%	103%
Simple	47,408	114	5,780,321	6,262,230	105,248	12,042,551	113	115,445	13,000,086	49%	102%	91%	93%
Compound	276,047	662	32,100,147	37,913,586	105,735	70,013,733	558	111,194	62,085,669	100%	119%	95%	113%
GPO	685	13	604,581	308,410	72,308	912,991	13	84,435	1,068,653	6%	100%	86%	85%
<b>Total</b>	<b>388,340</b>	<b>1,271</b>	<b>60,535,298</b>	<b>54,916,730</b>	<b>90,806</b>	<b>115,452,029</b>	<b>1,149</b>	<b>93,820</b>	<b>107,787,379</b>	<b>100%</b>	<b>111%</b>	<b>97%</b>	<b>107%</b>

**Notes:**

- 1) Experience from January 1, 2002 through December 31, 2018
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2017 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

**Exhibit 1Q - Claim Study**  
**CMFG Life Insurance Company**  
**Experience by Home Health Percentage**  
**All Business**

<b>2017 Long Term Care Guidelines</b>													
Home Health Percentage	Total Lives	Count	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected		
			Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
0 pct	15,132	60	3,482,003	2,468,118	99,396	5,950,121	67	100,889	6,761,480	28%	89%	99%	88%
1 to 99 pct	79,904	370	19,861,353	12,369,167	87,123	32,230,520	361	86,389	31,176,955	63%	103%	101%	103%
100 pct	277,747	762	34,368,512	38,536,715	95,662	72,905,227	665	97,525	64,864,789	100%	115%	98%	112%
101+ pct	15,557	79	2,823,430	1,542,730	54,925	4,366,161	56	89,230	4,984,154	28%	142%	62%	88%
<b>Total</b>	<b>388,340</b>	<b>1,271</b>	<b>60,535,298</b>	<b>54,916,730</b>	<b>90,806</b>	<b>115,452,029</b>	<b>1,149</b>	<b>93,820</b>	<b>107,787,379</b>	<b>100%</b>	<b>111%</b>	<b>97%</b>	<b>107%</b>

**Notes:**

- 1) Experience from January 1, 2002 through December 31, 2018
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2017 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

**Exhibit 1R - Claim Study  
CMFG Life Insurance Company  
Experience by Gender  
All Business**

<b>2017 Long Term Care Guidelines</b>													
Gender	Total Lives	Count	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected		
			Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
Female	229,005	805	40,963,088	38,407,409	98,539	79,370,497	745	99,187	73,919,426	100%	108%	99%	107%
Male	159,335	466	19,572,211	16,509,321	77,439	36,081,531	404	83,910	33,867,953	89%	115%	92%	107%
Total	388,340	1,271	60,535,298	54,916,730	90,806	115,452,029	1,149	93,820	107,787,379	100%	111%	97%	107%

**Notes:**

- 1) Experience from January 1, 2002 through December 31, 2018
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2017 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

**Exhibit 1S - Claim Study  
CMFG Life Insurance Company  
Experience by Risk Class  
All Business**

<b>2017 Long Term Care Guidelines</b>													
Risk Class	Total Lives	Count	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected		
			Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
Preferred	141,622	311	15,112,130	14,975,306	96,875	30,087,436	335	96,446	32,340,644	84%	93%	100%	93%
Standard	231,988	900	42,781,312	37,062,424	88,751	79,843,736	763	93,394	71,252,527	100%	118%	95%	112%
Sub Standard	14,730	61	2,641,856	2,879,000	90,219	5,520,857	51	82,844	4,194,207	27%	121%	109%	132%
<b>Total</b>	<b>388,340</b>	<b>1,271</b>	<b>60,535,298</b>	<b>54,916,730</b>	<b>90,806</b>	<b>115,452,029</b>	<b>1,149</b>	<b>93,820</b>	<b>107,787,379</b>	<b>100%</b>	<b>111%</b>	<b>97%</b>	<b>107%</b>

**Notes:**

- 1) Experience from January 1, 2002 through December 31, 2018
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2017 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

**Exhibit 1T - Claim Study  
CMFG Life Insurance Company  
Experience by Marital Status  
All Business**

<b>2017 Long Term Care Guidelines</b>													
Marital Status	Total Lives	Count	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected		
			Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
Single	82,767	513	30,000,358	18,591,611	94,805	48,591,969	495	88,100	43,587,128	64%	104%	108%	111%
Married - 1 Insured	60,999	218	9,543,005	9,893,905	89,072	19,436,910	207	90,406	18,721,885	55%	105%	99%	104%
Married - 2 Insureds	244,574	541	20,991,935	26,431,214	87,716	47,423,149	447	101,731	45,478,366	100%	121%	86%	104%
<b>Total</b>	<b>388,340</b>	<b>1,271</b>	<b>60,535,298</b>	<b>54,916,730</b>	<b>90,806</b>	<b>115,452,029</b>	<b>1,149</b>	<b>93,820</b>	<b>107,787,379</b>	<b>100%</b>	<b>111%</b>	<b>97%</b>	<b>107%</b>

Notes:

- 1) Experience from January 1, 2002 through December 31, 2018
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2017 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors



**Exhibit 2A - Mortality Study  
CMFG Life Insurance Company  
Experience by Policy Duration**

Policy Duration	Total Lives	Total Terminations	Actual Deaths	Expected Deaths	Mortality Rate		A:E
					Actual	Expected	
1 to 3	113,014	4,895	232	206	0.21%	0.18%	112%
4 to 6	102,133	2,294	361	405	0.35%	0.40%	89%
7 to 9	91,281	1,730	535	646	0.59%	0.71%	83%
10 to 12	51,904	1,466	400	594	0.77%	1.15%	67%
13+	24,928	762	360	482	1.44%	1.93%	75%
<b>Total</b>	<b>383,260</b>	<b>11,147</b>	<b>1,888</b>	<b>2,334</b>	<b>0.49%</b>	<b>0.61%</b>	<b>81%</b>

Notes:

- 1) Experience from inception through December 31, 2018
- 2) Actual Deaths based on either match to Death Master File or termination reason coded as "death"
- 3) Expected mortality based on Annuity 2000 table projected to 2009 along with selection factors

**Exhibit 2B - Mortality Study  
CMFG Life Insurance Company  
Experience by Attained Age**

Attained Age	Total Lives	Total Terminations	Actual Deaths	Expected Deaths	Mortality Rate		A:E
					Actual	Expected	
<=49	17,848	724	9	11	0.05%	0.06%	85%
50-54	31,966	1,189	36	33	0.11%	0.10%	108%
55-59	65,720	1,794	97	115	0.15%	0.17%	84%
60-64	91,697	2,196	183	267	0.20%	0.29%	68%
65-69	85,792	2,017	373	451	0.43%	0.53%	83%
70-74	53,823	1,514	378	520	0.70%	0.97%	73%
75-79	25,031	936	364	451	1.45%	1.80%	81%
80-84	8,859	504	280	305	3.16%	3.44%	92%
85-89	2,160	207	122	137	5.65%	6.36%	89%
90+	364	66	46	43	12.64%	11.79%	107%
<b>Total</b>	<b>383,260</b>	<b>11,147</b>	<b>1,888</b>	<b>2,334</b>	<b>0.49%</b>	<b>0.61%</b>	<b>81%</b>

Notes:

- 1) Experience from inception through December 31, 2018
- 2) Actual Deaths based on either match to Death Master File or termination reason coded as "death"
- 3) Expected mortality based on Annuity 2000 table projected to 2009 along with selection factors

**Exhibit 2C - Mortality Study  
CMFG Life Insurance Company  
Experience by Gender**

Gender	Total Lives	Total Terminations	Actual Deaths	Expected Deaths	Mortality Rate		A:E
					Actual	Expected	
Female	226,315	6,508	842	1,134	0.37%	0.50%	74%
Male	156,945	4,639	1,046	1,199	0.67%	0.76%	87%
Total	383,260	11,147	1,888	2,334	0.49%	0.61%	81%

Notes:

- 1) Experience from inception through December 31, 2018
- 2) Actual Deaths based on either match to Death Master File or termination reason coded as "death"
- 3) Expected mortality based on Annuity 2000 table projected to 2009 along with selection factors

**Exhibit 2D - Mortality Study  
CMFG Life Insurance Company  
Experience by Product**

Product	Total Lives	Total Terminations	Actual Deaths	Expected Deaths	Mortality Rate		A:E
					Actual	Expected	
2006	135,166	4,080	479	580	0.35%	0.43%	83%
2002	191,422	5,482	889	1,158	0.46%	0.61%	77%
1997	47,481	1,267	322	390	0.68%	0.82%	82%
1993	9,191	318	198	205	2.15%	2.23%	97%
Total	383,260	11,147	1,888	2,334	0.49%	0.61%	81%

Notes:

- 1) Experience from inception through December 31, 2018
- 2) Actual Deaths based on either match to Death Master File or termination reason coded as "death"
- 3) Expected mortality based on Annuity 2000 table projected to 2009 along with selection factors

**Exhibit 2E - Mortality Study  
CMFG Life Insurance Company  
Experience by Marital Status**

Marital Status	Total Lives	Total Terminations	Actual Deaths	Expected Deaths	Mortality Rate		A:E
					Actual	Expected	
Single	86,541	3,414	612	700	0.71%	0.81%	87%
Married - 1 Insured	59,205	2,436	267	353	0.45%	0.60%	76%
Married - 2 Insured	237,514	5,297	1,009	1,280	0.42%	0.54%	79%
Total	383,260	11,147	1,888	2,334	0.49%	0.61%	81%

Notes:

- 1) Experience from inception through December 31, 2018
- 2) Actual Deaths based on either match to Death Master File or termination reason coded as "death"
- 3) Expected mortality based on Annuity 2000 table projected to 2009 along with selection factors

**Exhibit 2F - Mortality Study  
CMFG Life Insurance Company  
Experience by Policy Duration**

Policy Duration	Mortality Rate - Actual to Expected				
	1993	1997	2002	2006	Total
1 to 3	210%	175%	112%	99%	112%
4 to 6	137%	117%	90%	79%	89%
7 to 9	104%	97%	81%	80%	83%
10 to 12	73%	53%	68%	77%	67%
13+	93%	79%	52%		75%
Total	97%	82%	77%	83%	81%

**Notes:**

- 1) Experience from inception through December 31, 2018
- 2) Actual Deaths based on either match to Death Master File or termination reason coded as "death"
- 3) Expected mortality based on Annuity 2000 table projected to 2009 along with selection factors

**Appendix D**  
**CMFG Life Insurance Company**  
**Policy Persistency Comparison**  
**Nationwide Experience**  
**All Products**

Policy Duration	Total Lives	Actual Results	Original Pricing Assumptions					Current Assumptions		
		Total Terminations	Lapse	Number of Expected Lapses	Mortality	Number of Expected Deaths	Total Terminations	Lapse	Mortality	Total Terminations
1	37,465	6.2%	8.6%	3,208	0.5%	185	9.1%	6.0%	0.1%	6.1%
2	35,128	4.1%	7.0%	2,453	0.6%	206	7.6%	4.0%	0.2%	4.2%
3	33,687	2.9%	5.5%	1,860	0.7%	233	6.2%	3.0%	0.3%	3.3%
4	32,704	2.6%	4.5%	1,470	0.8%	265	5.3%	2.0%	0.3%	2.3%
5	31,862	2.3%	3.9%	1,258	0.9%	302	4.9%	2.0%	0.4%	2.4%
6	31,144	2.1%	3.3%	1,024	1.1%	344	4.4%	1.5%	0.5%	2.0%
7	30,489	2.1%	2.5%	776	1.3%	391	3.8%	1.5%	0.6%	2.1%
8	29,838	1.9%	2.3%	683	1.5%	442	3.8%	1.5%	0.7%	2.2%
9	24,815	1.9%	2.3%	571	1.7%	424	4.0%	1.0%	0.9%	1.9%
10	20,357	2.9%	2.4%	486	1.9%	389	4.3%	1.0%	1.0%	2.0%
11	15,506	3.2%	2.7%	420	2.1%	330	4.8%	1.0%	1.2%	2.2%
12	10,307	3.4%	3.2%	328	2.4%	244	5.5%	1.0%	1.4%	2.4%
13	6,353	3.1%	3.9%	245	2.5%	161	6.4%	1.0%	1.6%	2.6%
14	4,349	3.2%	4.6%	201	2.6%	113	7.2%	1.0%	1.8%	2.8%
15	3,108	3.2%	5.6%	173	2.5%	78	8.1%	1.0%	1.8%	2.8%
16	2,401	2.8%	6.1%	148	2.6%	62	8.7%	1.0%	1.9%	2.9%
17	1,967	3.4%	6.2%	121	2.8%	56	9.0%	1.0%	2.1%	3.1%
18	1,515	5.5%	6.2%	94	3.0%	46	9.2%	1.0%	2.3%	3.3%
19	1,056	2.0%	6.3%	66	3.4%	36	9.7%	1.0%	2.5%	3.5%
20	490	5.9%	6.6%	32	5.1%	25	11.7%	1.0%	3.9%	4.9%
21	259	5.8%	6.9%	18	6.6%	17	13.5%	1.0%	5.2%	6.2%
22	194	8.8%	7.0%	14	7.1%	14	14.0%	1.0%	5.6%	6.6%
23	122	9.0%	7.0%	9	7.6%	9	14.6%	1.0%	6.1%	7.1%
24	47	2.1%	7.0%	3	7.5%	4	14.5%	1.0%	6.0%	7.0%
25	15	6.7%	7.0%	1	8.2%	1	15.2%	1.0%	6.5%	7.5%

Notes:

- 1) The results shown above include only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)
- 2) The "Actual Results" are the historical total policy termination rates observed by the Company.
- 3) The "Original Pricing Assumptions" are those assumptions originally used to price each product.
- 4) The "Current Assumptions" are those used in the projection for the current rate filing. The mortality assumptions are based on the Annuity 2000 table projected to 2009 (Scale G 100% Male, 50% Female, no smoothing), with selection factors.
- 5) Experience is through December 31, 2018

**Appendix D**  
**CMFG Life Insurance Company**  
**Policy Persistence Comparison**  
**Nationwide Experience**  
**1993 Product**

Policy Duration	Total Lives	Actual Results		Original Pricing Assumptions					Current Assumptions		
		Total Terminations		Lapse	Number of Expected Lapses	Mortality	Number of Expected Deaths	Total Terminations	Lapse	Mortality	Total Terminations
1	547		4.0%	22.4%	123	1.2%	7	23.6%	6.0%	0.2%	6.2%
2	525		2.9%	17.4%	91	1.3%	7	18.7%	4.0%	0.3%	4.3%
3	510		2.2%	13.5%	69	1.5%	7	14.9%	3.0%	0.4%	3.4%
4	499		2.8%	11.9%	60	1.6%	8	13.5%	2.0%	0.6%	2.6%
5	485		1.0%	10.4%	51	1.7%	8	12.2%	2.0%	0.8%	2.8%
6	480		0.8%	8.9%	43	1.9%	9	10.8%	1.5%	1.0%	2.5%
7	476		2.3%	8.4%	40	2.1%	10	10.5%	1.5%	1.3%	2.8%
8	465		0.9%	7.9%	37	2.3%	11	10.2%	1.5%	1.6%	3.1%
9	461		3.5%	7.5%	34	2.5%	12	10.0%	1.0%	1.9%	2.9%
10	445		2.0%	7.0%	31	2.7%	12	9.7%	1.0%	2.1%	3.1%
11	436		3.7%	7.0%	30	3.0%	13	10.0%	1.0%	2.3%	3.3%
12	420		3.1%	7.0%	29	3.3%	14	10.2%	1.0%	2.5%	3.5%
13	407		4.2%	7.0%	28	3.6%	14	10.5%	1.0%	2.7%	3.7%
14	390		3.3%	7.0%	27	3.8%	15	10.8%	1.0%	3.0%	4.0%
15	377		4.8%	7.0%	26	4.1%	16	11.1%	1.0%	3.2%	4.2%
16	359		3.1%	7.0%	25	4.5%	16	11.5%	1.0%	3.5%	4.5%
17	348		3.7%	7.0%	24	4.9%	17	11.9%	1.0%	3.8%	4.8%
18	337		10.4%	7.0%	23	5.3%	18	12.2%	1.0%	4.1%	5.1%
19	302		3.0%	7.0%	21	5.6%	17	12.6%	1.0%	4.4%	5.4%
20	291		6.2%	7.0%	20	6.1%	18	13.0%	1.0%	4.7%	5.7%
21	253		5.5%	7.0%	18	6.6%	17	13.6%	1.0%	5.2%	6.2%
22	194		8.8%	7.0%	14	7.1%	14	14.0%	1.0%	5.6%	6.6%
23	122		9.0%	7.0%	9	7.6%	9	14.6%	1.0%	6.1%	7.1%
24	47		2.1%	7.0%	3	7.5%	4	14.5%	1.0%	6.0%	7.0%
25	15		6.7%	7.0%	1	8.2%	1	15.2%	1.0%	6.5%	7.5%

Notes:

- 1) The results shown above include only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)
- 2) The "Actual Results" are the historical total policy termination rates observed by the Company.
- 3) The "Original Pricing Assumptions" are those assumptions originally used to price the product. The mortality assumptions are based on the 1983 IAM table.  
The original ultimate lapse assumption was 6.0% for issue ages 62 and younger and 8.0% for issue ages 63 and older.
- 4) The "Current Assumptions" are those used in the projection for the current rate filing. The mortality assumptions are based on the Annuity 2000 table projected to 2009 (Scale G 100% Male, 50% Female, no smoothing), with selection factors.
- 5) Experience is through December 31, 2018



**Appendix D**  
**CMFG Life Insurance Company**  
**Policy Persistency Comparison**  
**Nationwide Experience**  
**1997 Product**

Policy Duration	Total Lives	Actual Results		Original Pricing Assumptions					Current Assumptions		
		Total Terminations		Lapse	Number of Expected Lapses	Mortality	Number of Expected Deaths	Total Terminations	Lapse	Mortality	Total Terminations
1	3,333		4.1%	10.8%	359	0.5%	18	11.3%	6.0%	0.1%	6.1%
2	3,198		3.1%	8.8%	280	0.6%	19	9.4%	4.0%	0.1%	4.1%
3	3,100		2.6%	6.8%	210	0.7%	21	7.4%	3.0%	0.2%	3.2%
4	3,020		2.3%	6.6%	199	0.7%	22	7.3%	2.0%	0.3%	2.3%
5	2,950		2.1%	6.4%	188	0.8%	24	7.2%	2.0%	0.4%	2.4%
6	2,887		1.9%	6.2%	179	0.9%	26	7.1%	1.5%	0.5%	2.0%
7	2,831		2.4%	6.0%	170	1.0%	28	7.0%	1.5%	0.6%	2.1%
8	2,762		2.2%	6.0%	166	1.1%	31	7.1%	1.5%	0.7%	2.2%
9	2,700		2.2%	6.0%	162	1.2%	33	7.2%	1.0%	0.9%	1.9%
10	2,640		2.3%	6.0%	158	1.4%	36	7.4%	1.0%	1.0%	2.0%
11	2,580		2.2%	6.0%	155	1.5%	39	7.5%	1.0%	1.1%	2.1%
12	2,523		2.9%	6.0%	151	1.6%	41	7.6%	1.0%	1.2%	2.2%
13	2,451		3.0%	6.0%	147	1.8%	43	7.8%	1.0%	1.3%	2.3%
14	2,377		2.9%	6.0%	143	1.9%	46	7.9%	1.0%	1.4%	2.4%
15	2,295		2.8%	6.0%	138	2.1%	47	8.1%	1.0%	1.5%	2.5%
16	2,042		2.7%	6.0%	123	2.2%	45	8.2%	1.0%	1.6%	2.6%
17	1,619		3.3%	6.0%	97	2.4%	39	8.4%	1.0%	1.7%	2.7%
18	1,178		4.1%	6.0%	71	2.4%	28	8.4%	1.0%	1.7%	2.7%
19	754		1.6%	6.0%	45	2.5%	19	8.5%	1.0%	1.8%	2.8%
20	199		5.5%	6.0%	12	3.8%	8	9.8%	1.0%	2.7%	3.7%
21	6		16.7%	6.0%	0	5.9%	0	11.9%	1.0%	4.4%	5.4%

Notes:

- 1) The results shown above include only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)
- 2) The "Actual Results" are the historical total policy termination rates observed by the Company.
- 3) The "Original Pricing Assumptions" are those assumptions originally used to price the product. The mortality assumptions are based on the 1983 GAM table.  
The original ultimate lapse assumption was 6.0%.
- 4) The "Current Assumptions" are those used in the projection for the current rate filing. The mortality assumptions are based on the Annuity 2000 table projected to 2009 (Scale G 100% Male, 50% Female, no smoothing), with selection factors.
- 5) Experience is through December 31, 2018

**Appendix D**  
**CMFG Life Insurance Company**  
**Policy Persistency Comparison**  
**Nationwide Experience**  
**2002 Product**

Policy Duration	Total Lives	Actual Results		Original Pricing Assumptions					Current Assumptions		
		Total Terminations		Lapse	Number of Expected Lapses	Mortality	Number of Expected Deaths	Total Terminations	Lapse	Mortality	Total Terminations
1	16,663		6.8%	10.3%	1,711	0.8%	137	11.1%	6.0%	0.1%	6.1%
2	15,527		4.4%	8.3%	1,287	0.9%	142	9.2%	4.0%	0.2%	4.2%
3	14,845		3.2%	6.5%	972	1.0%	151	7.6%	3.0%	0.3%	3.3%
4	14,366		2.8%	5.3%	767	1.1%	162	6.5%	2.0%	0.3%	2.3%
5	13,966		2.3%	4.7%	657	1.2%	174	6.0%	2.0%	0.4%	2.4%
6	13,641		2.1%	4.3%	591	1.4%	189	5.7%	1.5%	0.5%	2.0%
7	13,348		2.1%	3.2%	428	1.5%	204	4.7%	1.5%	0.6%	2.1%
8	13,064		1.8%	2.6%	345	1.7%	219	4.3%	1.5%	0.7%	2.2%
9	12,831		1.6%	2.2%	287	1.8%	237	4.1%	1.0%	0.8%	1.8%
10	12,421		2.7%	2.0%	248	2.0%	253	4.0%	1.0%	1.0%	2.0%
11	10,987		3.3%	2.0%	220	2.3%	248	4.3%	1.0%	1.2%	2.2%
12	7,364		3.7%	2.0%	147	2.6%	189	4.6%	1.0%	1.4%	2.4%
13	3,495		3.1%	2.0%	70	2.9%	103	4.9%	1.0%	1.8%	2.8%
14	1,582		3.7%	2.0%	32	3.3%	53	5.3%	1.0%	2.2%	3.2%
15	436		3.7%	2.0%	9	3.5%	15	5.5%	1.0%	2.3%	3.3%

Notes:

- 1) The results shown above include only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)
- 2) The "Actual Results" are the historical total policy termination rates observed by the Company.
- 3) The "Original Pricing Assumptions" are those assumptions originally used to price the product. The mortality assumptions are based on the 1983 GAM table.  
The original ultimate lapse assumption reached 2.0% by duration 10.
- 4) The "Current Assumptions" are those used in the projection for the current rate filing. The mortality assumptions are based on the Annuity 2000 table projected to 2009 (Scale G 100% Male, 50% Female, no smoothing), with selection factors. The current assumed ultimate lapse rate is 1.0% starting in duration 9.
- 5) Experience is through December 31, 2018

Appendix D  
 CMFG Life Insurance Company  
 Policy Persistency Comparison  
 Nationwide Experience  
 2006 Product

Policy Duration	Total Lives	Actual Results		Original Pricing Assumptions					Current Assumptions		
		Total Terminations		Lapse	Number of Expected Lapses	Mortality	Number of Expected Deaths	Total Terminations	Lapse	Mortality	Total Terminations
1	16,922		6.2%	6.0%	1,015	0.1%	24	6.1%	6.0%	0.1%	6.1%
2	15,878		4.1%	5.0%	794	0.2%	38	5.2%	4.0%	0.2%	4.2%
3	15,232		2.7%	4.0%	609	0.4%	54	4.4%	3.0%	0.3%	3.3%
4	14,819		2.4%	3.0%	445	0.5%	73	3.5%	2.0%	0.3%	2.3%
5	14,461		2.2%	2.5%	362	0.7%	95	3.2%	2.0%	0.4%	2.4%
6	14,136		2.1%	1.5%	212	0.8%	120	2.3%	1.5%	0.5%	2.0%
7	13,834		1.9%	1.0%	138	1.1%	149	2.1%	1.5%	0.6%	2.1%
8	13,547		2.0%	1.0%	135	1.3%	181	2.3%	1.5%	0.7%	2.2%
9	8,823		2.0%	1.0%	88	1.6%	142	2.6%	1.0%	0.8%	1.8%
10	4,851		3.7%	1.0%	49	1.8%	89	2.8%	1.0%	1.0%	2.0%
11	1,503		4.2%	1.0%	15	2.0%	30	3.0%	1.0%	1.2%	2.2%

Notes:

- 1) The results shown above include only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)
- 2) The "Actual Results" are the historical total policy termination rates observed by the Company.
- 3) The "Original Pricing Assumptions" are those assumptions originally used to price the product. The mortality assumptions are based on the 1994 GAM table, projected to 2006. The original ultimate lapse assumption reached 1.0% by duration 7.
- 4) The "Current Assumptions" are those used in the projection for the current rate filing. The mortality assumptions are based on the Annuity 2000 table projected to 2009 (Scale G 100% Male, 50% Female, no smoothing), with selection factors. The current assumed ultimate lapse rate is 1.0% starting in duration 9.
- 5) Experience is through December 31, 2018

**SERFF Tracking #:**

CUNA-131998072

**State Tracking #:**

CUNA-131998072

**Company Tracking #:**

2006-LTC-COMP(PA)

**State:**

Pennsylvania

**Filing Company:**

CMFG Life Insurance Company

**TOI/Sub-TOI:**

LTC03I Individual Long Term Care/LTC03I.001 Qualified

**Product Name:**

2006 LTC Product

**Project Name/Number:**

2019 LTC Rate Increase/

## Superseded Schedule Items

Please note that all items on the following pages are items, which have been replaced by a newer version. The newest version is located with the appropriate schedule on previous pages. These items are in date order with most recent first.

Creation Date	Schedule Item Status	Schedule	Schedule Item Name	Replacement Creation Date	Attached Document(s)
06/28/2019		Supporting Document	Actuarial Memorandum and Explanatory Information (A&H)	07/17/2019	PA Act Memo - 2006.pdf PA Rate Basis - 2006.pdf