

State: Pennsylvania **Filing Company:** CMFG Life Insurance Company
TOI/Sub-TOI: LTC03I Individual Long Term Care/LTC03I.001 Qualified
Product Name: 2002 LTC Product
Project Name/Number: 2019 LTC Rate Increase/

Filing at a Glance

Company: CMFG Life Insurance Company
 Product Name: 2002 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-131998791
 SERFF Status: Assigned
 State Tr Num: CUNA-131998791
 State Status: Received Review in Progress
 Co Tr Num: 2002-LTC-FAC(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 28.8% increase (15% increase effective 6/1/2020 and an additional 12% rate increase 1 year later) on 467 policyholders of CMFG Life forms 2002-LTC-FAC(PA) and 2002-LTCR-HCC(PA).

State: Pennsylvania **Filing Company:** CMFG Life Insurance Company
TOI/Sub-TOI: LTC03I Individual Long Term Care/LTC03I.001 Qualified
Product Name: 2002 LTC Product
Project Name/Number: 2019 LTC Rate Increase/

General Information

Project Name: 2019 LTC Rate Increase
Project Number:
Requested Filing Mode: Review & Approval
Explanation for Combination/Other:
Submission Type: New Submission
Overall Rate Impact:
Deemer Date:
Submitted By: Hanna Wienke

Status of Filing in Domicile:
Date Approved in Domicile:
Domicile Status Comments:
Market Type: Individual
Individual Market Type:
Filing Status Changed: 07/16/2019
State Status Changed: 07/17/2019
Created By: Evan Pollock
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 2002-LTC-FAC(PA), 2002-LTCR-HCC(PA), and associated riders, which were approved by the Department on December 16, 2003. The Company is requesting a 15% rate increase effective 6/1/2020 and an additional 12% 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 15% increase applied and then the additional 12% 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

State: Pennsylvania **Filing Company:** CMFG Life Insurance Company
TOI/Sub-TOI: LTC03I Individual Long Term Care/LTC03I.001 Qualified
Product Name: 2002 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 | |

Filing Fees

Fee Required? No
Retaliatory? No
Fee Explanation:

SERFF Tracking #:

CUNA-131998791

State Tracking #:

CUNA-131998791

Company Tracking #:

2002-LTC-FAC(PA)

State: Pennsylvania**Filing Company:**

CMFG Life Insurance Company

TOI/Sub-TOI: LTC03I Individual Long Term Care/LTC03I.001 Qualified**Product Name:** 2002 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-131998791

State Tracking #:

CUNA-131998791

Company Tracking #:

2002-LTC-FAC(PA)

State: Pennsylvania

Filing Company: CMFG Life Insurance Company

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

Product Name: 2002 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 | |
|---|---|
| Satisfied - Item: | Actuarial Memorandum and Explanatory Information (A&H) |
| Comments: | |
| Attachment(s): | PA Act Memo - 2002.pdf PA Rate Basis - 2002.pdf PA Rate Basis - 2002.xlsx |
| <i>Previous Version</i> | |
| Satisfied - Item: | <i>Actuarial Memorandum and Explanatory Information (A&H)</i> |
| Comments: | |
| Attachment(s): | <i>PA Act Memo - 2002.pdf PA Rate Basis - 2002.pdf</i> |

State: Pennsylvania **Filing Company:** CMFG Life Insurance Company
TOI/Sub-TOI: LTC031 Individual Long Term Care/LTC031.001 Qualified
Product Name: 2002 LTC Product
Project Name/Number: 2019 LTC Rate Increase/

Note To Filer

Created By:

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

Last Edited By:

Valerie Leonard

Submitted On:

07/17/2019 09:08 AM

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.

State: Pennsylvania **Filing Company:** CMFG Life Insurance Company
TOI/Sub-TOI: LTC03I Individual Long Term Care/LTC03I.001 Qualified
Product Name: 2002 LTC Product
Project Name/Number: 2019 LTC Rate Increase/

Note To Filer

Created By:

Jim Lavery on 07/16/2019 11:19 AM

Last Edited By:

Jim Lavery

Submitted On:

07/16/2019 11:19 AM

Subject:

Excel

Comments:

Please submit appendix A - D in Excel.

State: Pennsylvania **Filing Company:** CMFG Life Insurance Company
TOI/Sub-TOI: LTC03I Individual Long Term Care/LTC03I.001 Qualified
Product Name: 2002 LTC Product
Project Name/Number: 2019 LTC Rate Increase/

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: 06/01/2019
Filing Method of Last Filing: Review & Approval
SERFF Tracking Number of Last Filing: CUNA-131583467

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 | % | 28.800% | \$622 | 467 | \$1,008,457 | 28.800% | 28.800% |

SERFF Tracking #:

CUNA-131998791

State Tracking #:

CUNA-131998791

Company Tracking #:

2002-LTC-FAC(PA)

State:

Pennsylvania

Filing Company:

CMFG Life Insurance Company

TOI/Sub-TOI:

LTC03I Individual Long Term Care/LTC03I.001 Qualified

Product Name:

2002 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 | 2002-LTC-FAC(PA), 2002-LTCR-HCC(PA) | New | | PA LTC 2002 New Rates 10+10+15+15+10+10+15+12.pdf, |

CMFG Life Insurance Company

Individual Long Term Care

Form 2002-LTC-FAC (PA) & 2002-LTCR-HCC(PA)

MODAL PREMIUM FACTORS

| <u>Premium Mode</u> | <u>Factor</u> |
|--|----------------------|
| Annual | 1.0000 |
| Semi-Annual | 0.5200 |
| Quarterly | 0.2700 |
| Quarterly (Credit Union Deductions Only) | 0.2350 |
| Monthly | 0.0900 |
| Semi-Monthly | 0.0450 |
| Bi-Weekly | 0.0415 |

Level modal premiums are obtained by multiplying the level annual premiums by the appropriate factor given above. Modal factors are derived using interest and lapsation.

SUBSTANDARD PREMIUM RATE FACTORS

Underwriting selection is primarily on an accept or decline basis. However, there are certain medical conditions that will be accepted on a substandard basis. The extra gross premium charged will be either an additional 25, 50 or 100 percent of the standard premium. Full protection will be provided; there will be no waiver of any condition.

**Nursing Facility Only Coverage
90 Day Elimination Period**

ANNUAL PREMIUMS PER \$10 OF MAXIMUM DAILY BENEFIT

| <u>Issue Age</u> | <u>1 Year</u> | <u>2 Year</u> | <u>3 Year</u> | <u>4 Year</u> | <u>5 Year</u> | <u>Lifetime</u> |
|------------------|---------------|---------------|---------------|---------------|---------------|-----------------|
| 18-29 | \$14.96 | \$17.46 | \$19.95 | \$22.45 | \$22.45 | \$32.42 |
| 30-34 | 17.46 | 22.45 | 27.43 | 29.93 | 32.42 | 44.89 |
| 35-39 | 19.95 | 27.43 | 32.42 | 37.41 | 39.90 | 57.36 |
| 40-44 | 24.94 | 34.91 | 39.90 | 44.89 | 49.88 | 72.32 |
| 45 | 27.43 | 37.41 | 47.38 | 52.37 | 57.36 | 79.81 |
| 46 | 27.43 | 39.90 | 47.38 | 54.87 | 59.85 | 84.79 |
| 47 | 29.93 | 42.40 | 49.88 | 57.36 | 62.35 | 87.29 |
| 48 | 29.93 | 42.40 | 52.37 | 59.85 | 64.84 | 89.78 |
| 49 | 29.93 | 44.89 | 54.87 | 62.35 | 67.34 | 94.77 |
| 50 | 32.42 | 47.38 | 57.36 | 64.84 | 69.83 | 97.26 |
| 51 | 32.42 | 47.38 | 59.85 | 67.34 | 72.32 | 102.25 |
| 52 | 34.91 | 49.88 | 62.35 | 69.83 | 74.82 | 107.24 |
| 53 | 34.91 | 52.37 | 64.84 | 72.32 | 79.81 | 112.23 |
| 54 | 37.41 | 54.87 | 67.34 | 77.31 | 84.79 | 117.21 |
| 55 | 39.90 | 59.85 | 72.32 | 82.30 | 89.78 | 124.70 |
| 56 | 42.40 | 62.35 | 77.31 | 87.29 | 94.77 | 134.67 |
| 57 | 44.89 | 67.34 | 84.79 | 94.77 | 104.74 | 144.65 |
| 58 | 47.38 | 74.82 | 92.27 | 102.25 | 112.23 | 157.12 |
| 59 | 52.37 | 79.81 | 97.26 | 112.23 | 122.20 | 169.59 |
| 60 | 54.87 | 84.79 | 107.24 | 119.71 | 132.18 | 184.55 |
| 61 | 59.85 | 92.27 | 114.72 | 129.68 | 139.66 | 197.02 |
| 62 | 62.35 | 97.26 | 122.20 | 137.17 | 149.64 | 209.49 |
| 63 | 64.84 | 102.25 | 129.68 | 147.14 | 159.61 | 224.45 |
| 64 | 69.83 | 109.73 | 139.66 | 157.12 | 172.08 | 239.42 |
| 65 | 74.82 | 119.71 | 149.64 | 169.59 | 184.55 | 256.87 |
| 66 | 82.30 | 129.68 | 162.10 | 184.55 | 202.01 | 279.32 |
| 67 | 87.29 | 139.66 | 174.57 | 199.51 | 216.97 | 301.76 |
| 68 | 94.77 | 152.13 | 189.54 | 216.97 | 236.92 | 326.70 |
| 69 | 104.74 | 164.60 | 207.00 | 236.92 | 256.87 | 351.64 |
| 70 | 112.23 | 179.56 | 224.45 | 256.87 | 276.82 | 381.57 |
| 71 | 122.20 | 192.03 | 241.91 | 276.82 | 299.27 | 411.50 |
| 72 | 129.68 | 207.00 | 261.86 | 299.27 | 324.21 | 441.42 |
| 73 | 139.66 | 224.45 | 281.81 | 321.72 | 349.15 | 473.84 |
| 74 | 152.13 | 241.91 | 304.26 | 346.65 | 376.58 | 508.76 |
| 75 | 164.60 | 261.86 | 331.69 | 376.58 | 409.00 | 548.66 |
| 76 | 177.07 | 284.31 | 356.63 | 406.51 | 438.93 | 591.06 |
| 77 | 189.54 | 304.26 | 384.06 | 436.44 | 471.35 | 630.96 |
| 78 | 204.50 | 329.20 | 413.99 | 471.35 | 508.76 | 678.35 |
| 79 | 221.96 | 356.63 | 451.40 | 511.25 | 551.16 | 733.21 |
| 80 | 246.90 | 394.04 | 496.29 | 561.13 | 606.02 | 803.04 |
| 81 | 274.33 | 438.93 | 551.16 | 623.48 | 673.36 | 890.33 |
| 82 | 304.26 | 488.81 | 613.50 | 695.80 | 750.67 | 990.09 |
| 83 | 339.17 | 543.67 | 683.33 | 773.11 | 832.97 | 1,099.82 |
| 84 | 376.58 | 606.02 | 758.15 | 857.91 | 922.75 | 1,217.03 |
| 85 | 418.98 | 668.37 | 837.96 | 945.20 | 1,017.52 | 1,341.73 |
| 86 | 461.37 | 735.71 | 917.76 | 1,032.48 | 1,112.29 | 1,466.42 |
| 87 | 508.76 | 803.04 | 997.57 | 1,122.26 | 1,207.06 | 1,593.61 |
| 88 | 556.14 | 875.37 | 1,084.85 | 1,217.03 | 1,309.31 | 1,730.78 |
| 89 | 611.01 | 957.66 | 1,182.12 | 1,321.78 | 1,424.03 | 1,880.41 |
| 90 | 673.36 | 1,047.45 | 1,289.36 | 1,438.99 | 1,548.72 | 2,050.00 |

DISCOUNTS:

Spousal/ Partner: Multiply by .75 for two or .9 for one
 Preferred: Multiply by .9
 Employer Group: Multiply by .9

ELIMINATION PERIOD FACTORS:

30 Day 1.12
 60 Days 1.05
 90 Days 1.00
 180 Days 0.89

**Nursing Facility with 50% Home Health Care Coverage
90 Day Elimination Period**

ANNUAL PREMIUMS PER \$10 OF MAXIMUM DAILY BENEFIT

| <u>Issue Age</u> | <u>1 Year</u> | <u>2 Year</u> | <u>3 Year</u> | <u>4 Year</u> | <u>5 Year</u> | <u>Lifetime</u> |
|------------------|---------------|---------------|---------------|---------------|---------------|-----------------|
| 18-29 | \$17.46 | \$22.45 | \$24.94 | \$27.43 | \$29.93 | \$42.40 |
| 30-34 | 22.45 | 29.93 | 34.91 | 37.41 | 42.40 | 59.85 |
| 35-39 | 27.43 | 37.41 | 42.40 | 49.88 | 52.37 | 77.31 |
| 40-44 | 32.42 | 44.89 | 54.87 | 62.35 | 67.34 | 97.26 |
| 45 | 34.91 | 49.88 | 62.35 | 69.83 | 77.31 | 112.23 |
| 46 | 37.41 | 52.37 | 64.84 | 74.82 | 79.81 | 117.21 |
| 47 | 37.41 | 54.87 | 67.34 | 77.31 | 84.79 | 122.20 |
| 48 | 39.90 | 57.36 | 69.83 | 79.81 | 87.29 | 127.19 |
| 49 | 39.90 | 59.85 | 74.82 | 84.79 | 92.27 | 132.18 |
| 50 | 42.40 | 62.35 | 77.31 | 89.78 | 94.77 | 139.66 |
| 51 | 44.89 | 64.84 | 82.30 | 92.27 | 99.76 | 144.65 |
| 52 | 47.38 | 67.34 | 84.79 | 97.26 | 104.74 | 152.13 |
| 53 | 47.38 | 72.32 | 89.78 | 102.25 | 109.73 | 157.12 |
| 54 | 49.88 | 74.82 | 94.77 | 107.24 | 117.21 | 167.09 |
| 55 | 52.37 | 79.81 | 99.76 | 114.72 | 124.70 | 177.07 |
| 56 | 57.36 | 87.29 | 107.24 | 122.20 | 134.67 | 192.03 |
| 57 | 62.35 | 92.27 | 117.21 | 134.67 | 144.65 | 209.49 |
| 58 | 67.34 | 102.25 | 127.19 | 144.65 | 157.12 | 226.95 |
| 59 | 72.32 | 109.73 | 137.17 | 157.12 | 172.08 | 246.90 |
| 60 | 77.31 | 119.71 | 149.64 | 169.59 | 184.55 | 266.85 |
| 61 | 82.30 | 127.19 | 159.61 | 184.55 | 199.51 | 286.80 |
| 62 | 87.29 | 137.17 | 172.08 | 197.02 | 214.48 | 306.75 |
| 63 | 94.77 | 147.14 | 184.55 | 211.98 | 231.93 | 329.20 |
| 64 | 102.25 | 157.12 | 199.51 | 229.44 | 249.39 | 356.63 |
| 65 | 109.73 | 172.08 | 216.97 | 249.39 | 271.84 | 386.56 |
| 66 | 119.71 | 187.04 | 236.92 | 271.84 | 296.78 | 421.47 |
| 67 | 129.68 | 204.50 | 259.37 | 299.27 | 324.21 | 461.37 |
| 68 | 142.15 | 224.45 | 284.31 | 326.70 | 354.14 | 503.77 |
| 69 | 157.12 | 244.40 | 311.74 | 356.63 | 386.56 | 548.66 |
| 70 | 172.08 | 269.34 | 341.67 | 391.55 | 423.97 | 598.54 |
| 71 | 187.04 | 294.28 | 371.59 | 426.46 | 463.87 | 650.91 |
| 72 | 202.01 | 319.22 | 404.01 | 463.87 | 501.28 | 705.78 |
| 73 | 219.46 | 346.65 | 438.93 | 503.77 | 546.17 | 763.14 |
| 74 | 239.42 | 379.08 | 478.83 | 548.66 | 596.05 | 830.47 |
| 75 | 261.86 | 416.48 | 526.22 | 603.53 | 653.41 | 907.79 |
| 76 | 286.80 | 453.89 | 576.10 | 658.39 | 713.26 | 990.09 |
| 77 | 311.74 | 493.80 | 625.97 | 718.25 | 775.61 | 1,072.39 |
| 78 | 341.67 | 541.18 | 685.83 | 783.09 | 845.44 | 1,169.65 |
| 79 | 376.58 | 598.54 | 758.15 | 865.39 | 935.22 | 1,291.85 |
| 80 | 423.97 | 673.36 | 850.43 | 970.13 | 1,047.45 | 1,448.97 |
| 81 | 478.83 | 763.14 | 967.64 | 1,102.31 | 1,184.61 | 1,643.49 |
| 82 | 543.67 | 870.38 | 1,099.82 | 1,251.95 | 1,346.72 | 1,870.44 |
| 83 | 616.00 | 987.59 | 1,246.96 | 1,419.04 | 1,523.78 | 2,124.82 |
| 84 | 695.80 | 1,114.78 | 1,409.06 | 1,598.60 | 1,715.82 | 2,401.64 |
| 85 | 780.60 | 1,251.95 | 1,581.14 | 1,790.63 | 1,920.32 | 2,700.91 |
| 86 | 870.38 | 1,394.10 | 1,755.72 | 1,985.16 | 2,127.31 | 3,007.67 |
| 87 | 962.65 | 1,541.24 | 1,937.77 | 2,187.17 | 2,341.79 | 3,329.38 |
| 88 | 1,062.41 | 1,703.35 | 2,134.79 | 2,401.64 | 2,573.72 | 3,676.04 |
| 89 | 1,177.13 | 1,882.91 | 2,356.75 | 2,646.05 | 2,830.60 | 4,070.08 |
| 90 | 1,306.81 | 2,089.90 | 2,608.64 | 2,922.87 | 3,124.88 | 4,521.47 |

DISCOUNTS:

Spousal/ Partner: Multiply by .75 for two or .9 for one
 Preferred: Multiply by .9
 Employer Group: Multiply by .9

ELIMINATION PERIOD FACTORS:

30 Day 1.12
 60 Days 1.05
 90 Days 1.00
 180 Days 0.89

**Nursing Facility with 75% Home Health Care Coverage
90 Day Elimination Period**

ANNUAL PREMIUMS PER \$10 OF MAXIMUM DAILY BENEFIT

| <u>Issue Age</u> | <u>1 Year</u> | <u>2 Year</u> | <u>3 Year</u> | <u>4 Year</u> | <u>5 Year</u> | <u>Lifetime</u> |
|------------------|---------------|---------------|---------------|---------------|---------------|-----------------|
| 18-29 | \$17.46 | \$22.45 | \$27.43 | \$29.93 | \$32.42 | \$44.89 |
| 30-34 | 22.45 | 29.93 | 37.41 | 39.90 | 44.89 | 64.84 |
| 35-39 | 27.43 | 37.41 | 47.38 | 52.37 | 57.36 | 84.79 |
| 40-44 | 32.42 | 47.38 | 59.85 | 67.34 | 72.32 | 107.24 |
| 45 | 37.41 | 54.87 | 67.34 | 77.31 | 84.79 | 124.70 |
| 46 | 39.90 | 57.36 | 69.83 | 79.81 | 87.29 | 129.68 |
| 47 | 39.90 | 59.85 | 72.32 | 84.79 | 92.27 | 134.67 |
| 48 | 42.40 | 62.35 | 77.31 | 87.29 | 97.26 | 139.66 |
| 49 | 42.40 | 64.84 | 79.81 | 92.27 | 99.76 | 147.14 |
| 50 | 44.89 | 67.34 | 84.79 | 97.26 | 104.74 | 154.62 |
| 51 | 47.38 | 69.83 | 87.29 | 102.25 | 109.73 | 159.61 |
| 52 | 49.88 | 72.32 | 92.27 | 104.74 | 114.72 | 167.09 |
| 53 | 49.88 | 77.31 | 97.26 | 109.73 | 122.20 | 174.57 |
| 54 | 52.37 | 79.81 | 102.25 | 117.21 | 127.19 | 184.55 |
| 55 | 57.36 | 87.29 | 107.24 | 124.70 | 137.17 | 197.02 |
| 56 | 59.85 | 92.27 | 117.21 | 134.67 | 147.14 | 214.48 |
| 57 | 64.84 | 99.76 | 127.19 | 147.14 | 159.61 | 231.93 |
| 58 | 69.83 | 109.73 | 137.17 | 159.61 | 174.57 | 251.89 |
| 59 | 77.31 | 117.21 | 149.64 | 172.08 | 189.54 | 274.33 |
| 60 | 82.30 | 127.19 | 162.10 | 187.04 | 204.50 | 296.78 |
| 61 | 87.29 | 137.17 | 174.57 | 202.01 | 221.96 | 319.22 |
| 62 | 94.77 | 147.14 | 187.04 | 216.97 | 239.42 | 344.16 |
| 63 | 99.76 | 159.61 | 202.01 | 234.43 | 256.87 | 371.59 |
| 64 | 107.24 | 172.08 | 219.46 | 254.38 | 279.32 | 401.52 |
| 65 | 117.21 | 187.04 | 239.42 | 276.82 | 304.26 | 436.44 |
| 66 | 127.19 | 204.50 | 261.86 | 304.26 | 334.19 | 476.34 |
| 67 | 139.66 | 221.96 | 286.80 | 331.69 | 364.11 | 521.23 |
| 68 | 154.62 | 244.40 | 311.74 | 364.11 | 399.03 | 571.11 |
| 69 | 169.59 | 266.85 | 344.16 | 399.03 | 438.93 | 625.97 |
| 70 | 184.55 | 294.28 | 376.58 | 438.93 | 478.83 | 683.33 |
| 71 | 202.01 | 321.72 | 411.50 | 478.83 | 523.72 | 745.68 |
| 72 | 219.46 | 349.15 | 448.91 | 521.23 | 571.11 | 808.03 |
| 73 | 236.92 | 379.08 | 488.81 | 566.12 | 620.99 | 875.37 |
| 74 | 259.37 | 416.48 | 533.70 | 620.99 | 678.35 | 952.68 |
| 75 | 284.31 | 456.39 | 588.56 | 683.33 | 745.68 | 1,047.45 |
| 76 | 311.74 | 501.28 | 645.92 | 748.18 | 818.01 | 1,144.71 |
| 77 | 339.17 | 546.17 | 703.29 | 815.51 | 892.82 | 1,246.96 |
| 78 | 371.59 | 598.54 | 770.62 | 895.32 | 977.62 | 1,364.17 |
| 79 | 411.50 | 663.38 | 855.41 | 992.58 | 1,082.36 | 1,511.31 |
| 80 | 463.87 | 748.18 | 962.65 | 1,117.28 | 1,217.03 | 1,703.35 |
| 81 | 526.22 | 850.43 | 1,097.32 | 1,269.40 | 1,384.12 | 1,940.27 |
| 82 | 596.05 | 970.13 | 1,251.95 | 1,448.97 | 1,578.65 | 2,217.09 |
| 83 | 675.85 | 1,102.31 | 1,424.03 | 1,645.99 | 1,793.13 | 2,526.34 |
| 84 | 763.14 | 1,246.96 | 1,611.07 | 1,860.46 | 2,025.06 | 2,863.02 |
| 85 | 855.41 | 1,399.09 | 1,808.09 | 2,087.41 | 2,269.47 | 3,229.62 |
| 86 | 952.68 | 1,558.70 | 2,010.10 | 2,316.85 | 2,521.35 | 3,606.21 |
| 87 | 1,052.43 | 1,723.30 | 2,219.59 | 2,556.27 | 2,778.23 | 3,997.75 |
| 88 | 1,162.17 | 1,900.37 | 2,446.53 | 2,810.65 | 3,055.05 | 4,424.21 |
| 89 | 1,284.37 | 2,099.88 | 2,700.91 | 3,097.45 | 3,364.30 | 4,908.03 |
| 90 | 1,426.52 | 2,329.32 | 2,992.70 | 3,426.64 | 3,720.93 | 5,464.18 |

DISCOUNTS:

Spousal/ Partner: Multiply by .75 for two or .9 for one
 Preferred: Multiply by .9
 Employer Group: Multiply by .9

ELIMINATION PERIOD FACTORS:

30 Day 1.12
 60 Days 1.05
 90 Days 1.00
 180 Days 0.89

**Nursing Facility with 100% Home Health Care Coverage
90 Day Elimination Period**

ANNUAL PREMIUMS PER \$10 OF MAXIMUM DAILY BENEFIT

| <u>Issue Age</u> | <u>1 Year</u> | <u>2 Year</u> | <u>3 Year</u> | <u>4 Year</u> | <u>5 Year</u> | <u>Lifetime</u> |
|------------------|---------------|---------------|---------------|---------------|---------------|-----------------|
| 18-29 | \$17.46 | \$24.94 | \$27.43 | \$32.42 | \$34.91 | \$49.88 |
| 30-34 | 24.94 | 32.42 | 37.41 | 44.89 | 47.38 | 72.32 |
| 35-39 | 29.93 | 39.90 | 49.88 | 57.36 | 62.35 | 94.77 |
| 40-44 | 34.91 | 49.88 | 62.35 | 72.32 | 79.81 | 119.71 |
| 45 | 39.90 | 57.36 | 72.32 | 84.79 | 92.27 | 139.66 |
| 46 | 39.90 | 59.85 | 74.82 | 87.29 | 97.26 | 144.65 |
| 47 | 42.40 | 62.35 | 79.81 | 92.27 | 99.76 | 152.13 |
| 48 | 44.89 | 64.84 | 82.30 | 94.77 | 104.74 | 157.12 |
| 49 | 44.89 | 69.83 | 87.29 | 99.76 | 109.73 | 164.60 |
| 50 | 47.38 | 72.32 | 89.78 | 104.74 | 114.72 | 172.08 |
| 51 | 49.88 | 74.82 | 94.77 | 109.73 | 122.20 | 179.56 |
| 52 | 52.37 | 77.31 | 99.76 | 114.72 | 127.19 | 187.04 |
| 53 | 54.87 | 82.30 | 104.74 | 119.71 | 132.18 | 197.02 |
| 54 | 57.36 | 87.29 | 109.73 | 127.19 | 139.66 | 209.49 |
| 55 | 59.85 | 92.27 | 117.21 | 137.17 | 149.64 | 221.96 |
| 56 | 64.84 | 99.76 | 127.19 | 147.14 | 162.10 | 239.42 |
| 57 | 69.83 | 107.24 | 137.17 | 159.61 | 177.07 | 261.86 |
| 58 | 74.82 | 117.21 | 149.64 | 174.57 | 192.03 | 284.31 |
| 59 | 82.30 | 127.19 | 162.10 | 189.54 | 207.00 | 309.25 |
| 60 | 87.29 | 137.17 | 174.57 | 204.50 | 226.95 | 334.19 |
| 61 | 94.77 | 147.14 | 189.54 | 221.96 | 244.40 | 361.62 |
| 62 | 99.76 | 159.61 | 204.50 | 239.42 | 264.36 | 389.05 |
| 63 | 107.24 | 169.59 | 219.46 | 256.87 | 284.31 | 421.47 |
| 64 | 114.72 | 184.55 | 239.42 | 279.32 | 309.25 | 456.39 |
| 65 | 124.70 | 202.01 | 259.37 | 304.26 | 336.68 | 496.29 |
| 66 | 137.17 | 219.46 | 284.31 | 334.19 | 369.10 | 546.17 |
| 67 | 149.64 | 241.91 | 311.74 | 366.61 | 406.51 | 598.54 |
| 68 | 164.60 | 264.36 | 341.67 | 401.52 | 446.41 | 655.90 |
| 69 | 179.56 | 289.29 | 376.58 | 441.42 | 488.81 | 720.74 |
| 70 | 197.02 | 319.22 | 413.99 | 486.31 | 536.19 | 790.57 |
| 71 | 216.97 | 349.15 | 451.40 | 531.20 | 588.56 | 860.40 |
| 72 | 234.43 | 379.08 | 493.80 | 578.59 | 640.94 | 935.22 |
| 73 | 256.87 | 413.99 | 536.19 | 630.96 | 698.30 | 1,015.02 |
| 74 | 279.32 | 453.89 | 588.56 | 693.31 | 763.14 | 1,109.79 |
| 75 | 306.75 | 498.78 | 648.42 | 763.14 | 842.94 | 1,222.02 |
| 76 | 336.68 | 548.66 | 713.26 | 840.45 | 927.74 | 1,339.23 |
| 77 | 369.10 | 598.54 | 780.60 | 917.76 | 1,012.53 | 1,463.93 |
| 78 | 404.01 | 658.39 | 857.91 | 1,010.04 | 1,112.29 | 1,606.08 |
| 79 | 448.91 | 730.72 | 952.68 | 1,122.26 | 1,236.98 | 1,788.14 |
| 80 | 503.77 | 822.99 | 1,074.88 | 1,266.91 | 1,396.59 | 2,022.57 |
| 81 | 571.11 | 937.71 | 1,227.01 | 1,443.98 | 1,593.61 | 2,316.85 |
| 82 | 650.91 | 1,069.89 | 1,404.08 | 1,650.97 | 1,820.56 | 2,656.02 |
| 83 | 738.20 | 1,217.03 | 1,598.60 | 1,882.91 | 2,074.94 | 3,035.10 |
| 84 | 832.97 | 1,379.14 | 1,810.58 | 2,132.30 | 2,349.27 | 3,454.08 |
| 85 | 935.22 | 1,548.72 | 2,037.53 | 2,394.16 | 2,638.57 | 3,905.48 |
| 86 | 1,039.96 | 1,723.30 | 2,264.48 | 2,661.01 | 2,932.85 | 4,371.84 |
| 87 | 1,149.70 | 1,905.35 | 2,501.40 | 2,935.34 | 3,234.61 | 4,858.15 |
| 88 | 1,266.91 | 2,099.88 | 2,755.78 | 3,232.12 | 3,561.32 | 5,391.85 |
| 89 | 1,399.09 | 2,319.34 | 3,042.58 | 3,563.81 | 3,927.92 | 5,992.89 |
| 90 | 1,553.71 | 2,573.72 | 3,371.78 | 3,945.38 | 4,349.39 | 6,693.68 |

DISCOUNTS:

Spousal/ Partner: Multiply by .75 for two or .9 for one
 Preferred: Multiply by .9
 Employer Group: Multiply by .9

ELIMINATION PERIOD FACTORS:

30 Day 1.12
 60 Days 1.05
 90 Days 1.00
 180 Days 0.89

**Nursing Facility with 125% Home Health Care Coverage
90 Day Elimination Period**

ANNUAL PREMIUMS PER \$10 OF MAXIMUM DAILY BENEFIT

| <u>Issue Age</u> | <u>1 Year</u> | <u>2 Year</u> | <u>3 Year</u> | <u>4 Year</u> | <u>5 Year</u> | <u>Lifetime</u> |
|------------------|---------------|---------------|---------------|---------------|---------------|-----------------|
| 18-29 | \$19.95 | \$24.94 | \$29.93 | \$32.42 | \$34.91 | \$54.87 |
| 30-34 | 24.94 | 34.91 | 39.90 | 47.38 | 49.88 | 79.81 |
| 35-39 | 29.93 | 42.40 | 52.37 | 59.85 | 67.34 | 104.74 |
| 40-44 | 37.41 | 54.87 | 67.34 | 77.31 | 87.29 | 134.67 |
| 45 | 42.40 | 62.35 | 77.31 | 89.78 | 99.76 | 157.12 |
| 46 | 42.40 | 64.84 | 82.30 | 94.77 | 104.74 | 164.60 |
| 47 | 44.89 | 67.34 | 84.79 | 99.76 | 109.73 | 169.59 |
| 48 | 47.38 | 69.83 | 89.78 | 102.25 | 114.72 | 177.07 |
| 49 | 49.88 | 72.32 | 92.27 | 107.24 | 119.71 | 184.55 |
| 50 | 49.88 | 77.31 | 97.26 | 114.72 | 124.70 | 194.53 |
| 51 | 52.37 | 79.81 | 102.25 | 119.71 | 132.18 | 204.50 |
| 52 | 54.87 | 84.79 | 107.24 | 124.70 | 137.17 | 211.98 |
| 53 | 57.36 | 87.29 | 112.23 | 129.68 | 144.65 | 224.45 |
| 54 | 59.85 | 92.27 | 117.21 | 137.17 | 154.62 | 236.92 |
| 55 | 64.84 | 97.26 | 124.70 | 147.14 | 164.60 | 251.89 |
| 56 | 67.34 | 104.74 | 134.67 | 159.61 | 177.07 | 271.84 |
| 57 | 74.82 | 114.72 | 147.14 | 172.08 | 192.03 | 296.78 |
| 58 | 79.81 | 124.70 | 159.61 | 189.54 | 209.49 | 321.72 |
| 59 | 87.29 | 134.67 | 174.57 | 204.50 | 226.95 | 351.64 |
| 60 | 92.27 | 147.14 | 189.54 | 221.96 | 246.90 | 381.57 |
| 61 | 99.76 | 157.12 | 204.50 | 241.91 | 269.34 | 413.99 |
| 62 | 107.24 | 169.59 | 219.46 | 259.37 | 289.29 | 446.41 |
| 63 | 114.72 | 182.06 | 236.92 | 281.81 | 314.23 | 481.33 |
| 64 | 124.70 | 199.51 | 259.37 | 306.75 | 341.67 | 523.72 |
| 65 | 134.67 | 216.97 | 281.81 | 334.19 | 374.09 | 573.60 |
| 66 | 147.14 | 236.92 | 309.25 | 366.61 | 409.00 | 628.47 |
| 67 | 162.10 | 259.37 | 339.17 | 404.01 | 448.91 | 690.82 |
| 68 | 177.07 | 284.31 | 371.59 | 441.42 | 493.80 | 758.15 |
| 69 | 194.53 | 311.74 | 409.00 | 486.31 | 543.67 | 835.46 |
| 70 | 214.48 | 344.16 | 451.40 | 536.19 | 598.54 | 917.76 |
| 71 | 234.43 | 376.58 | 493.80 | 586.07 | 655.90 | 1,002.56 |
| 72 | 254.38 | 411.50 | 538.69 | 640.94 | 713.26 | 1,089.84 |
| 73 | 276.82 | 448.91 | 588.56 | 698.30 | 780.60 | 1,187.11 |
| 74 | 304.26 | 491.30 | 645.92 | 768.13 | 855.41 | 1,299.33 |
| 75 | 334.19 | 543.67 | 713.26 | 847.93 | 945.20 | 1,434.00 |
| 76 | 366.61 | 598.54 | 785.58 | 935.22 | 1,042.46 | 1,581.14 |
| 77 | 401.52 | 653.41 | 860.40 | 1,022.51 | 1,142.21 | 1,730.78 |
| 78 | 441.42 | 718.25 | 947.69 | 1,127.25 | 1,256.94 | 1,905.35 |
| 79 | 488.81 | 800.55 | 1,054.93 | 1,256.94 | 1,401.58 | 2,129.81 |
| 80 | 551.16 | 902.80 | 1,192.09 | 1,421.53 | 1,586.13 | 2,421.60 |
| 81 | 625.97 | 1,029.99 | 1,361.68 | 1,626.03 | 1,815.57 | 2,783.21 |
| 82 | 713.26 | 1,177.13 | 1,561.19 | 1,862.96 | 2,079.93 | 3,202.19 |
| 83 | 808.03 | 1,341.73 | 1,780.66 | 2,127.31 | 2,376.70 | 3,673.54 |
| 84 | 912.77 | 1,518.80 | 2,020.07 | 2,414.11 | 2,695.93 | 4,192.28 |
| 85 | 1,025.00 | 1,708.33 | 2,271.96 | 2,713.38 | 3,032.61 | 4,755.90 |
| 86 | 1,142.21 | 1,902.86 | 2,528.83 | 3,020.14 | 3,376.77 | 5,341.97 |
| 87 | 1,261.92 | 2,099.88 | 2,793.19 | 3,334.37 | 3,728.41 | 5,952.98 |
| 88 | 1,391.61 | 2,316.85 | 3,077.50 | 3,671.05 | 4,107.48 | 6,623.85 |
| 89 | 1,536.25 | 2,558.76 | 3,399.21 | 4,052.62 | 4,533.94 | 7,384.49 |
| 90 | 1,703.35 | 2,838.08 | 3,768.31 | 4,489.05 | 5,025.25 | 8,274.82 |

DISCOUNTS:

Spousal/ Partner: Multiply by .75 for two or .9 for one
 Preferred: Multiply by .9
 Employer Group: Multiply by .9

ELIMINATION PERIOD FACTORS:

30 Day 1.12
 60 Days 1.05
 90 Days 1.00
 180 Days 0.89

**Nursing Facility with 150% Home Health Care Coverage
90 Day Elimination Period**

ANNUAL PREMIUMS PER \$10 OF MAXIMUM DAILY BENEFIT

| <u>Issue Age</u> | <u>1 Year</u> | <u>2 Year</u> | <u>3 Year</u> | <u>4 Year</u> | <u>5 Year</u> | <u>Lifetime</u> |
|------------------|---------------|---------------|---------------|---------------|---------------|-----------------|
| 18-29 | \$19.95 | \$24.94 | \$29.93 | \$34.91 | \$37.41 | \$59.85 |
| 30-34 | 24.94 | 34.91 | 42.40 | 49.88 | 54.87 | 87.29 |
| 35-39 | 32.42 | 44.89 | 54.87 | 64.84 | 69.83 | 114.72 |
| 40-44 | 37.41 | 57.36 | 69.83 | 82.30 | 92.27 | 149.64 |
| 45 | 42.40 | 64.84 | 82.30 | 94.77 | 107.24 | 172.08 |
| 46 | 44.89 | 67.34 | 84.79 | 99.76 | 112.23 | 182.06 |
| 47 | 47.38 | 69.83 | 89.78 | 104.74 | 117.21 | 189.54 |
| 48 | 49.88 | 74.82 | 92.27 | 109.73 | 122.20 | 197.02 |
| 49 | 49.88 | 77.31 | 97.26 | 114.72 | 127.19 | 207.00 |
| 50 | 52.37 | 79.81 | 102.25 | 119.71 | 134.67 | 216.97 |
| 51 | 54.87 | 84.79 | 107.24 | 124.70 | 142.15 | 226.95 |
| 52 | 57.36 | 87.29 | 112.23 | 132.18 | 147.14 | 236.92 |
| 53 | 59.85 | 92.27 | 117.21 | 137.17 | 154.62 | 249.39 |
| 54 | 62.35 | 97.26 | 124.70 | 147.14 | 164.60 | 261.86 |
| 55 | 67.34 | 102.25 | 132.18 | 157.12 | 174.57 | 281.81 |
| 56 | 72.32 | 112.23 | 142.15 | 169.59 | 189.54 | 304.26 |
| 57 | 77.31 | 119.71 | 154.62 | 182.06 | 207.00 | 329.20 |
| 58 | 82.30 | 129.68 | 167.09 | 199.51 | 224.45 | 359.12 |
| 59 | 89.78 | 142.15 | 182.06 | 216.97 | 244.40 | 391.55 |
| 60 | 97.26 | 154.62 | 199.51 | 236.92 | 264.36 | 426.46 |
| 61 | 104.74 | 167.09 | 214.48 | 256.87 | 289.29 | 461.37 |
| 62 | 112.23 | 179.56 | 231.93 | 276.82 | 311.74 | 498.78 |
| 63 | 119.71 | 192.03 | 251.89 | 299.27 | 336.68 | 538.69 |
| 64 | 129.68 | 209.49 | 271.84 | 324.21 | 366.61 | 586.07 |
| 65 | 142.15 | 229.44 | 296.78 | 356.63 | 401.52 | 643.43 |
| 66 | 154.62 | 249.39 | 326.70 | 391.55 | 441.42 | 705.78 |
| 67 | 169.59 | 274.33 | 359.12 | 428.95 | 483.82 | 778.10 |
| 68 | 184.55 | 301.76 | 394.04 | 471.35 | 531.20 | 855.41 |
| 69 | 204.50 | 331.69 | 433.94 | 518.74 | 586.07 | 942.70 |
| 70 | 224.45 | 364.11 | 476.34 | 571.11 | 645.92 | 1,037.47 |
| 71 | 244.40 | 399.03 | 523.72 | 625.97 | 708.27 | 1,134.73 |
| 72 | 266.85 | 436.44 | 571.11 | 683.33 | 773.11 | 1,234.49 |
| 73 | 291.79 | 476.34 | 623.48 | 745.68 | 842.94 | 1,344.22 |
| 74 | 319.22 | 521.23 | 685.83 | 818.01 | 925.24 | 1,473.91 |
| 75 | 351.64 | 576.10 | 758.15 | 905.29 | 1,025.00 | 1,631.02 |
| 76 | 386.56 | 633.46 | 835.46 | 1,000.06 | 1,129.75 | 1,798.12 |
| 77 | 421.47 | 695.80 | 915.27 | 1,094.83 | 1,239.48 | 1,972.69 |
| 78 | 463.87 | 763.14 | 1,007.54 | 1,207.06 | 1,366.67 | 2,179.68 |
| 79 | 513.75 | 850.43 | 1,122.26 | 1,346.72 | 1,523.78 | 2,439.05 |
| 80 | 578.59 | 960.16 | 1,269.40 | 1,523.78 | 1,725.79 | 2,778.23 |
| 81 | 658.39 | 1,094.83 | 1,451.46 | 1,743.25 | 1,977.68 | 3,197.20 |
| 82 | 748.18 | 1,251.95 | 1,663.44 | 2,000.12 | 2,269.47 | 3,686.01 |
| 83 | 850.43 | 1,426.52 | 1,897.87 | 2,284.43 | 2,593.68 | 4,234.67 |
| 84 | 960.16 | 1,616.06 | 2,152.25 | 2,591.18 | 2,942.82 | 4,838.20 |
| 85 | 1,079.87 | 1,818.07 | 2,419.10 | 2,912.90 | 3,311.92 | 5,496.60 |
| 86 | 1,199.57 | 2,022.57 | 2,690.94 | 3,239.60 | 3,686.01 | 6,179.93 |
| 87 | 1,326.76 | 2,232.06 | 2,970.26 | 3,576.28 | 4,067.58 | 6,893.19 |
| 88 | 1,461.44 | 2,459.00 | 3,272.02 | 3,935.40 | 4,481.57 | 7,673.79 |
| 89 | 1,613.57 | 2,715.88 | 3,608.70 | 4,339.42 | 4,942.95 | 8,564.12 |
| 90 | 1,788.14 | 3,010.16 | 3,997.75 | 4,803.29 | 5,476.65 | 9,604.08 |

DISCOUNTS:

Spousal/ Partner: Multiply by .75 for two or .9 for one
 Preferred: Multiply by .9
 Employer Group: Multiply by .9

ELIMINATION PERIOD FACTORS:

30 Day 1.12
 60 Days 1.05
 90 Days 1.00
 180 Days 0.89

**Nursing Facility with 200% Home Health Care Coverage
90 Day Elimination Period**

ANNUAL PREMIUMS PER \$10 OF MAXIMUM DAILY BENEFIT

| <u>Issue Age</u> | <u>1 Year</u> | <u>2 Year</u> | <u>3 Year</u> | <u>4 Year</u> | <u>5 Year</u> | <u>Lifetime</u> |
|------------------|---------------|---------------|---------------|---------------|---------------|-----------------|
| 18-29 | \$19.95 | \$27.43 | \$32.42 | \$37.41 | \$39.90 | \$67.34 |
| 30-34 | 27.43 | 37.41 | 44.89 | 52.37 | 57.36 | 99.76 |
| 35-39 | 32.42 | 47.38 | 57.36 | 67.34 | 74.82 | 134.67 |
| 40-44 | 39.90 | 59.85 | 74.82 | 87.29 | 97.26 | 174.57 |
| 45 | 44.89 | 67.34 | 87.29 | 102.25 | 114.72 | 204.50 |
| 46 | 47.38 | 72.32 | 89.78 | 107.24 | 119.71 | 211.98 |
| 47 | 49.88 | 74.82 | 94.77 | 112.23 | 124.70 | 221.96 |
| 48 | 52.37 | 77.31 | 99.76 | 117.21 | 132.18 | 231.93 |
| 49 | 52.37 | 79.81 | 102.25 | 122.20 | 137.17 | 241.91 |
| 50 | 54.87 | 84.79 | 107.24 | 127.19 | 144.65 | 254.38 |
| 51 | 57.36 | 89.78 | 112.23 | 134.67 | 152.13 | 266.85 |
| 52 | 59.85 | 92.27 | 117.21 | 142.15 | 159.61 | 279.32 |
| 53 | 62.35 | 97.26 | 124.70 | 147.14 | 167.09 | 291.79 |
| 54 | 64.84 | 102.25 | 132.18 | 157.12 | 177.07 | 309.25 |
| 55 | 69.83 | 109.73 | 139.66 | 167.09 | 189.54 | 331.69 |
| 56 | 74.82 | 117.21 | 152.13 | 182.06 | 204.50 | 359.12 |
| 57 | 79.81 | 127.19 | 164.60 | 197.02 | 221.96 | 389.05 |
| 58 | 87.29 | 137.17 | 179.56 | 214.48 | 241.91 | 423.97 |
| 59 | 94.77 | 149.64 | 194.53 | 231.93 | 264.36 | 461.37 |
| 60 | 102.25 | 162.10 | 211.98 | 254.38 | 286.80 | 503.77 |
| 61 | 109.73 | 174.57 | 229.44 | 274.33 | 311.74 | 546.17 |
| 62 | 117.21 | 189.54 | 246.90 | 296.78 | 336.68 | 593.55 |
| 63 | 127.19 | 204.50 | 266.85 | 321.72 | 364.11 | 643.43 |
| 64 | 137.17 | 221.96 | 289.29 | 349.15 | 396.53 | 700.79 |
| 65 | 149.64 | 241.91 | 316.73 | 384.06 | 436.44 | 768.13 |
| 66 | 162.10 | 264.36 | 349.15 | 421.47 | 478.83 | 845.44 |
| 67 | 179.56 | 289.29 | 381.57 | 461.37 | 526.22 | 930.23 |
| 68 | 197.02 | 319.22 | 418.98 | 508.76 | 578.59 | 1,027.49 |
| 69 | 214.48 | 349.15 | 461.37 | 558.64 | 635.95 | 1,129.75 |
| 70 | 236.92 | 386.56 | 508.76 | 616.00 | 700.79 | 1,246.96 |
| 71 | 259.37 | 423.97 | 558.64 | 675.85 | 768.13 | 1,366.67 |
| 72 | 281.81 | 461.37 | 608.52 | 738.20 | 840.45 | 1,486.38 |
| 73 | 306.75 | 503.77 | 665.88 | 805.54 | 917.76 | 1,621.05 |
| 74 | 336.68 | 553.65 | 730.72 | 885.34 | 1,007.54 | 1,780.66 |
| 75 | 371.59 | 611.01 | 808.03 | 980.11 | 1,117.28 | 1,972.69 |
| 76 | 409.00 | 673.36 | 892.82 | 1,079.87 | 1,232.00 | 2,182.18 |
| 77 | 446.41 | 738.20 | 977.62 | 1,184.61 | 1,351.70 | 2,399.15 |
| 78 | 491.30 | 810.52 | 1,077.37 | 1,306.81 | 1,491.36 | 2,651.04 |
| 79 | 543.67 | 902.80 | 1,199.57 | 1,456.45 | 1,663.44 | 2,972.75 |
| 80 | 613.50 | 1,020.01 | 1,356.69 | 1,648.48 | 1,882.91 | 3,391.73 |
| 81 | 695.80 | 1,162.17 | 1,551.22 | 1,885.40 | 2,157.24 | 3,910.46 |
| 82 | 793.07 | 1,326.76 | 1,775.67 | 2,162.23 | 2,473.97 | 4,509.00 |
| 83 | 900.30 | 1,511.31 | 2,025.06 | 2,466.49 | 2,825.61 | 5,184.86 |
| 84 | 1,015.02 | 1,710.83 | 2,294.41 | 2,795.68 | 3,204.69 | 5,925.55 |
| 85 | 1,139.72 | 1,920.32 | 2,576.22 | 3,137.35 | 3,598.72 | 6,731.09 |
| 86 | 1,264.42 | 2,132.30 | 2,860.52 | 3,484.00 | 3,997.75 | 7,566.55 |
| 87 | 1,396.59 | 2,351.77 | 3,152.31 | 3,835.65 | 4,406.75 | 8,434.43 |
| 88 | 1,536.25 | 2,586.19 | 3,464.05 | 4,217.22 | 4,843.19 | 9,384.62 |
| 89 | 1,695.86 | 2,850.55 | 3,815.70 | 4,638.69 | 5,334.49 | 10,469.47 |
| 90 | 1,877.92 | 3,154.81 | 4,217.22 | 5,125.00 | 5,898.12 | 11,733.89 |

DISCOUNTS:

Spousal/ Partner: Multiply by .75 for two or .9 for one
 Preferred: Multiply by .9
 Employer Group: Multiply by .9

ELIMINATION PERIOD FACTORS:

30 Day 1.12
 60 Days 1.05
 90 Days 1.00
 180 Days 0.89

**MULTIPLICATIVE PREMIUM FACTORS FOR
RETURN OF PREMIUM, NONFORFEITURE & PAID UP AT 65 OR TEN PAY OPTIONS**

| <u>Issue Age</u> | <u>Return of Premium at Death Factors</u> | <u>Nonforfeiture at Lapse Factors</u> | <u>Paid Up at 65 or Ten Pay Factors</u> |
|------------------|---|---|---|
| 18-29 | 1.05 | 1.08 | 1.27 |
| 30-34 | 1.07 | 1.09 | 1.27 |
| 35-39 | 1.08 | 1.10 | 1.27 |
| 40-44 | 1.09 | 1.11 | 1.28 |
| 45 | 1.10 | 1.12 | 1.28 |
| 46 | 1.10 | 1.12 | 1.29 |
| 47 | 1.10 | 1.12 | 1.29 |
| 48 | 1.10 | 1.12 | 1.31 |
| 49 | 1.09 | 1.12 | 1.34 |
| 50 | 1.09 | 1.12 | 1.37 |
| 51 | 1.09 | 1.12 | 1.41 |
| 52 | 1.09 | 1.12 | 1.45 |
| 53 | 1.09 | 1.12 | 1.48 |
| 54 | 1.08 | 1.13 | 1.51 |
| 55 | 1.08 | 1.13 | 1.52 |
| 56 | 1.08 | 1.13 | 1.53 |
| 57 | 1.07 | 1.14 | 1.52 |
| 58 | 1.07 | 1.14 | 1.5 |
| 59 | 1.07 | 1.14 | 1.46 |
| 60 | 1.06 | 1.14 | 1.43 |
| 61 | 1.05 | 1.14 | 1.38 |
| 62 | 1.04 | 1.14 | 1.34 |
| 63 | 1.04 | 1.13 | 1.3 |
| 64 | 1.03 | 1.13 | 1.26 |
| 65 | 1.02 | 1.13 | 1.24 |
| 66 | 1.02 | 1.13 | 1.21 |
| 67 | 1.01 | 1.13 | 1.19 |
| 68 | 1.01 | 1.13 | 1.18 |
| 69 | 1.01 | 1.13 | 1.16 |
| 70 | N/A | 1.13 | 1.15 |
| 71 | N/A | 1.13 | 1.14 |
| 72 | N/A | 1.13 | 1.13 |
| 73 | N/A | 1.13 | 1.11 |
| 74 | N/A | 1.13 | 1.1 |
| 75 | N/A | 1.13 | 1.09 |
| 76 | N/A | 1.12 | 1.08 |
| 77 | N/A | 1.12 | 1.08 |
| 78 | N/A | 1.12 | 1.07 |
| 79 | N/A | 1.12 | 1.06 |
| 80 | N/A | 1.12 | 1.06 |
| 81 | N/A | 1.12 | 1.05 |
| 82 | N/A | 1.12 | 1.04 |
| 83 | N/A | 1.12 | 1.04 |
| 84 | N/A | 1.12 | 1.03 |
| 85 | N/A | 1.12 | 1.03 |
| 86 | N/A | 1.11 | 1.02 |
| 87 | N/A | 1.11 | 1.02 |
| 88 | N/A | 1.11 | 1.01 |
| 89 | N/A | 1.11 | 1.01 |
| 90 | N/A | 1.11 | 1 |

**MULTIPLICATIVE PREMIUM FACTORS FOR
INFLATION PROTECTION RIDERS**

| <u>Issue Age</u> | <u>5% CIPO</u> | <u>5% CIPO for 15 years</u> |
|------------------|----------------|-----------------------------|
| 18-29 | 3.40 | 1.50 |
| 30-34 | 3.29 | 1.57 |
| 35-39 | 3.10 | 1.61 |
| 40-44 | 2.91 | 1.63 |
| 45 | 2.80 | 1.64 |
| 46 | 2.76 | 1.65 |
| 47 | 2.72 | 1.65 |
| 48 | 2.69 | 1.66 |
| 49 | 2.65 | 1.67 |
| 50 | 2.61 | 1.68 |
| 51 | 2.57 | 1.69 |
| 52 | 2.54 | 1.70 |
| 53 | 2.50 | 1.71 |
| 54 | 2.46 | 1.72 |
| 55 | 2.40 | 1.72 |
| 56 | 2.34 | 1.72 |
| 57 | 2.28 | 1.72 |
| 58 | 2.22 | 1.71 |
| 59 | 2.16 | 1.71 |
| 60 | 2.10 | 1.71 |
| 61 | 2.06 | 1.71 |
| 62 | 2.02 | 1.72 |
| 63 | 1.98 | 1.72 |
| 64 | 1.94 | 1.72 |
| 65 | 1.89 | 1.71 |
| 66 | 1.84 | 1.71 |
| 67 | 1.79 | 1.70 |
| 68 | 1.75 | 1.68 |
| 69 | 1.70 | 1.67 |
| 70 | 1.65 | 1.64 |
| 71 | 1.60 | 1.60 |
| 72 | 1.56 | 1.56 |
| 73 | 1.51 | 1.51 |
| 74 | 1.47 | 1.47 |
| 75 | 1.43 | 1.43 |
| 76 | 1.40 | 1.40 |
| 77 | 1.37 | 1.37 |
| 78 | 1.35 | 1.35 |
| 79 | 1.32 | 1.32 |
| 80 | 1.29 | 1.29 |
| 81 | 1.26 | 1.26 |
| 82 | 1.23 | 1.23 |
| 83 | 1.21 | 1.21 |
| 84 | 1.19 | 1.19 |
| 85 | 1.17 | 1.17 |
| 86 | 1.15 | 1.15 |
| 87 | 1.13 | 1.13 |
| 88 | 1.11 | 1.11 |
| 89 | 1.10 | 1.10 |
| 90 | 1.08 | 1.08 |

**MULTIPLICATIVE PREMIUM FACTORS FOR
SHARED EXTENDED EXPENSE BENEFIT, RESTORATION OF BENEFITS AND
HOME HEALTH CARE 10 DAY ELIMINATION PERIOD RIDERS**

| <u>Shared Benefit Amount</u> | <u>Factors</u> |
|-------------------------------------|-----------------------|
| 1 Year | 1.44 |
| 2 Years | 1.35 |
| 3 Years | 1.27 |
| 4 Years | 1.19 |
| 5 Years | 1.13 |

| <u>Restoration of Benefits</u> | <u>Factors</u> |
|---------------------------------------|-----------------------|
| 1 Year | 1.10 |
| 2 Years | 1.08 |
| 3 Years | 1.06 |
| 4 Years | 1.04 |
| 5 Years | 1.02 |

| <u>Home Health Care 10 Day Elimination Period</u> | <u>Factors</u> |
|--|-----------------------|
| 30 Days | 1.05 |
| 60 Days | 1.08 |
| 90 Days | 1.11 |
| 180 Days | 1.18 |

SERFF Tracking #:

CUNA-131998791

State Tracking #:

CUNA-131998791

Company Tracking #:

2002-LTC-FAC(PA)

State: Pennsylvania

Filing Company:

CMFG Life Insurance Company

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

Product Name: 2002 LTC Product

Project Name/Number: 2019 LTC Rate Increase/

Supporting Document Schedules

| | |
|--------------------------|------------------------------|
| Satisfied - Item: | Transmittal Letter (A&H) |
| Comments: | |
| Attachment(s): | PA LTC 2002 Cover Letter.pdf |
| Item Status: | |
| Status Date: | |

| | |
|-------------------------|-------------------------------|
| Bypassed - Item: | Actuarial Certification (A&H) |
| Bypass Reason: | N/A - not filing new forms |
| Attachment(s): | |
| Item Status: | |
| Status Date: | |

| | |
|--------------------------|---|
| Satisfied - Item: | Actuarial Memorandum and Explanatory Information (A&H) |
| Comments: | |
| Attachment(s): | PA Act Memo - 2002.pdf PA Rate Basis - 2002.pdf PA Rate Basis - 2002.xlsx |
| Item Status: | |
| Status Date: | |

| | |
|-------------------------|----------------------|
| Bypassed - Item: | Advertisements (A&H) |
| Bypass Reason: | N/A |
| Attachment(s): | |
| Item Status: | |
| Status Date: | |

| | |
|--------------------------|-----------------------------|
| Satisfied - Item: | Authorization to File (A&H) |
| Comments: | |
| Attachment(s): | Authorization.pdf |
| Item Status: | |
| Status Date: | |

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

SERFF Tracking #:

CUNA-131998791

State Tracking #:

CUNA-131998791

Company Tracking #:

2002-LTC-FAC(PA)

State: Pennsylvania

Filing Company:

CMFG Life Insurance Company

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

Product Name: 2002 LTC Product

Project Name/Number: 2019 LTC Rate Increase/

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

State: Pennsylvania Filing Company: CMFG Life Insurance Company
 TOI/Sub-TOI: LTC03I Individual Long Term Care/LTC03I.001 Qualified
 Product Name: 2002 LTC Product
 Project Name/Number: 2019 LTC Rate Increase/

| | |
|--------------------------|--|
| Satisfied - Item: | Supplemental Exhibits |
| Comments: | |
| Attachment(s): | 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 |
| Item Status: | |
| Status Date: | |

| | | | | | |
|--------------------------|----------------|--------------------------|----------------|----------------------------|------------------|
| SERFF Tracking #: | CUNA-131998791 | State Tracking #: | CUNA-131998791 | Company Tracking #: | 2002-LTC-FAC(PA) |
|--------------------------|----------------|--------------------------|----------------|----------------------------|------------------|

| | | | |
|-----------------------------|---|------------------------|-----------------------------|
| State: | Pennsylvania | Filing Company: | CMFG Life Insurance Company |
| TOI/Sub-TOI: | LTC03I Individual Long Term Care/LTC03I.001 Qualified | | |
| Product Name: | 2002 LTC Product | | |
| Project Name/Number: | 2019 LTC Rate Increase/ | | |

Attachment PA Rate Basis - 2002.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, 13th 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), 2002-LTCR-HCC(PA)
SERFF Tracking Number: CUNA-131998791

Dear Sir or Madam:

The purpose of this filing is to request a rate increase on our Long Term Care insurance policy form 2002-LTC-FAC(PA), 2002-LTCR-HCC(PA), and associated riders, which were approved by the Department on December 16, 2003, SERFF Tracking #. The Company is requesting a 15% rate increase effective 6/1/2020 and an additional 12% 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 15% increase applied and then the additional 12% 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
2002 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 2002-LTC-FAC, 2002-LTCR-HCC and associated riders. This product is referred to as the 2002 Product. (Some riders may not be available in all states.)

This product was sold nationwide from 2002 to 2009 and is no longer being marketed in any state.

The Company is requesting two rounds of rate increases. The first round is a 15% rate increase followed by an additional 12% 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 long-term care coverage on an expense reimbursement basis up to policy limits. Depending on the state, the product provides either facility only coverage with the option to add a home and community care service rider or comprehensive coverage (providing both facility coverage and home and community care coverage). A benefit period, elimination period, daily 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 forms 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 2002 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 2002 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 2002 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 4.22% 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 15% is assumed effective June 1, 2020 (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 June 1, 2020). The second rate increase of 12% is assumed effective June 1, 2021.

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.



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

**CMFG Life Insurance Company
2002 Product
Appendix A
State-Specific Information**

**CMFG Life Insurance Company
2002 Product
Appendix B
Historical and Projected Experience
Nationwide**

**CMFG Life Insurance Company
2002 Product
Appendix C
Historical and Projected Experience
State-Specific**

**CMFG Life Insurance Company
2002 Product
Appendix D
Comparison of actual total termination rates
to original pricing and current assumptions**

Appendix A
CMFG Life Insurance Company
2002 Product

Pennsylvania

Requested Rate Increase = 15% effective 6/1/2020 followed by 12% effective 6/1/2021

14. Average Annual Premium

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

| | |
|--------------|---------|
| Pennsylvania | \$2,159 |
| Nationwide | \$2,189 |

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

| | |
|--------------|---------|
| Pennsylvania | \$2,781 |
| Nationwide | \$2,820 |

19. Maximum Allowable Rate Increase

| | |
|--|----------|
| Rate Stabilization Date for Pennsylvania | 09/16/02 |
| Approach 1: 60% Minimum Loss Ratio | 260% |
| Approach 2: 58% Loss Ratio on Initial Premium / 85% on Increased Premium | 171% |
| Requested rate increase | 29% |

22. Lifetime Loss Ratio - Nationwide

| | |
|--|------|
| The Lifetime Loss Ratio for all policies without the requested rate increase is: | 130% |
| The Lifetime Loss Ratio for all policies with the requested rate increase is: | 118% |

23. History of Rate Adjustments

10% increase effective 6/1/2014, followed by a 10% increase effective 6/1/2015, followed by a 15% increase effective 6/1/2016, followed by a 15% increase effective 6/1/2017, followed by a 10% increase effective 6/1/2018, followed by a 10% increase effective 6/1/2019

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

| | All Policies | |
|--------------|--------------|--------------|
| | Policies | Premium |
| Pennsylvania | 467 | \$1,008,457 |
| Nationwide | 13,096 | \$28,668,727 |

Appendix B
CMFG Life Insurance Company
Historical and Projected Experience
Nationwide Experience
Pennsylvania Rate Basis
2002 Product

| Historical | | | | |
|---------------|-----------------|----------------|-----------------|----------------|
| Calendar Year | Beginning Lives | Earned Premium | Incurred Claims | Incurred Ratio |
| 2002 | 0 | 312 | 0 | 0% |
| 2003 | 4 | 712,519 | 3,952 | 1% |
| 2004 | 1,303 | 4,261,538 | 106,176 | 2% |
| 2005 | 4,084 | 9,273,223 | 302,516 | 3% |
| 2006 | 7,758 | 16,118,489 | 534,878 | 3% |
| 2007 | 12,763 | 22,909,360 | 963,042 | 4% |
| 2008 | 15,895 | 25,441,758 | 1,325,439 | 5% |
| 2009 | 16,595 | 25,518,640 | 1,462,850 | 6% |
| 2010 | 16,105 | 24,712,443 | 1,949,671 | 8% |
| 2011 | 15,658 | 24,238,330 | 2,798,473 | 12% |
| 2012 | 15,352 | 23,734,207 | 3,379,862 | 14% |
| 2013 | 15,058 | 22,066,665 | 3,358,144 | 15% |
| 2014 | 14,777 | 23,125,273 | 4,572,669 | 20% |
| 2015 | 14,542 | 22,964,749 | 6,121,592 | 27% |
| 2016 | 14,213 | 21,816,938 | 9,517,207 | 44% |
| 2017 | 13,896 | 26,362,857 | 10,618,252 | 40% |
| 2018 | 13,547 | 27,649,928 | 16,569,314 | 60% |

| Projection without Rate Increase* | | | | |
|-----------------------------------|-----------------|----------------|-----------------|----------------|
| Calendar Year | Beginning Lives | Earned Premium | Incurred Claims | Incurred Ratio |
| 2019 | 12,877 | 31,139,087 | 13,960,120 | 45% |
| 2020 | 12,557 | 32,366,572 | 16,314,663 | 50% |
| 2021 | 12,222 | 31,373,291 | 18,683,734 | 60% |
| 2022 | 11,875 | 29,944,281 | 21,287,951 | 71% |
| 2023 | 11,516 | 28,778,982 | 24,182,282 | 84% |
| 2024 | 11,145 | 27,606,553 | 27,375,860 | 99% |
| 2025 | 10,764 | 26,430,953 | 30,883,345 | 117% |
| 2026 | 10,371 | 25,244,063 | 34,697,832 | 137% |
| 2027 | 9,969 | 24,065,381 | 38,812,001 | 161% |
| 2028 | 9,557 | 22,865,017 | 43,239,263 | 189% |
| 2029 | 9,136 | 21,663,668 | 47,909,359 | 221% |
| 2030 | 8,708 | 20,463,244 | 52,773,676 | 258% |
| 2031 | 8,272 | 19,253,000 | 57,683,766 | 300% |
| 2032 | 7,830 | 18,045,154 | 62,521,715 | 346% |
| 2033 | 7,381 | 16,836,256 | 67,231,719 | 399% |
| 2034 | 6,927 | 15,626,697 | 71,698,139 | 459% |
| 2035 | 6,471 | 14,436,867 | 75,752,477 | 525% |
| 2036 | 6,015 | 13,267,840 | 79,201,487 | 597% |
| 2037 | 5,562 | 12,122,803 | 81,987,919 | 676% |
| 2038 | 5,115 | 11,013,510 | 84,053,432 | 763% |
| 2039 | 4,676 | 9,945,747 | 85,295,558 | 858% |
| 2040 | 4,248 | 8,924,113 | 85,598,515 | 959% |
| 2041 | 3,835 | 7,954,036 | 84,880,838 | 1067% |
| 2042 | 3,439 | 7,040,091 | 83,215,747 | 1182% |
| 2043 | 3,061 | 6,185,991 | 80,622,202 | 1303% |
| 2044 | 2,706 | 5,394,689 | 77,229,715 | 1432% |
| 2045 | 2,374 | 4,668,164 | 73,114,660 | 1566% |
| 2046 | 2,066 | 4,007,136 | 68,392,022 | 1707% |
| 2047 | 1,784 | 3,411,225 | 63,221,508 | 1853% |
| 2048 | 1,528 | 2,879,071 | 57,729,958 | 2005% |
| 2049 | 1,298 | 2,408,673 | 52,091,072 | 2163% |
| 2050 | 1,093 | 1,997,201 | 46,465,351 | 2327% |
| 2051 | 912 | 1,641,303 | 40,954,103 | 2495% |
| 2052 | 755 | 1,336,845 | 35,704,496 | 2671% |
| 2053 | 620 | 1,079,046 | 30,796,150 | 2854% |
| 2054 | 505 | 863,051 | 26,334,259 | 3051% |
| 2055 | 408 | 684,066 | 22,370,747 | 3270% |
| 2056 | 327 | 537,360 | 18,913,918 | 3520% |
| 2057 | 261 | 418,522 | 15,951,414 | 3811% |
| 2058 | 206 | 323,436 | 13,397,454 | 4142% |
| 2059 | 163 | 248,321 | 11,203,475 | 4512% |
| 2060 | 128 | 189,698 | 9,342,797 | 4958% |
| 2061 | 100 | 144,491 | 7,770,854 | 5378% |
| 2062 | 79 | 110,020 | 6,459,489 | 5871% |
| 2063 | 62 | 83,974 | 5,383,207 | 6411% |
| 2064 | 50 | 64,446 | 4,502,423 | 6986% |
| 2065 | 40 | 49,877 | 3,791,558 | 7602% |
| 2066 | 32 | 39,034 | 3,216,844 | 8241% |
| 2067 | 26 | 30,932 | 2,745,596 | 8876% |
| 2068 | 22 | 24,827 | 2,359,540 | 9504% |
| 2069 | 18 | 20,178 | 2,046,883 | 10144% |
| 2070 | 15 | 16,574 | 1,789,323 | 10796% |
| 2071 | 13 | 13,741 | 1,572,054 | 11440% |
| 2072 | 11 | 11,475 | 1,388,702 | 12102% |
| 2073 | 9 | 9,631 | 1,233,238 | 12805% |
| 2074 | 8 | 8,111 | 1,095,919 | 13512% |
| 2075 | 7 | 6,842 | 977,322 | 14284% |
| 2076 | 6 | 5,772 | 872,553 | 15117% |

| Projection with Rate Increase* | | | | |
|--------------------------------|-----------------|----------------|-----------------|----------------|
| Calendar Year | Beginning Lives | Earned Premium | Incurred Claims | Incurred Ratio |
| 2019 | 12,877 | 31,139,087 | 13,960,120 | 45% |
| 2020 | 12,557 | 34,697,184 | 16,389,714 | 47% |
| 2021 | 12,222 | 38,133,409 | 18,927,782 | 50% |
| 2022 | 11,875 | 38,548,111 | 21,634,703 | 56% |
| 2023 | 11,516 | 37,067,329 | 24,553,745 | 66% |
| 2024 | 11,145 | 35,557,240 | 27,770,798 | 78% |
| 2025 | 10,764 | 34,043,067 | 31,301,332 | 92% |
| 2026 | 10,371 | 32,514,354 | 35,138,052 | 108% |
| 2027 | 9,969 | 30,996,211 | 39,273,325 | 127% |
| 2028 | 9,557 | 29,450,142 | 43,710,296 | 148% |
| 2029 | 9,136 | 27,902,805 | 48,408,237 | 173% |
| 2030 | 8,708 | 26,356,659 | 53,287,880 | 202% |
| 2031 | 8,272 | 24,797,865 | 58,209,595 | 235% |
| 2032 | 7,830 | 23,242,159 | 63,054,931 | 271% |
| 2033 | 7,381 | 21,685,098 | 67,768,265 | 313% |
| 2034 | 6,927 | 20,127,186 | 72,233,453 | 359% |
| 2035 | 6,471 | 18,594,684 | 76,281,403 | 410% |
| 2036 | 6,015 | 17,088,978 | 79,718,452 | 466% |
| 2037 | 5,562 | 15,614,170 | 82,488,287 | 528% |
| 2038 | 5,115 | 14,185,401 | 84,533,557 | 596% |
| 2039 | 4,676 | 12,810,123 | 85,752,125 | 669% |
| 2040 | 4,248 | 11,494,258 | 86,028,193 | 748% |
| 2041 | 3,835 | 10,244,799 | 85,280,361 | 832% |
| 2042 | 3,439 | 9,067,637 | 83,583,009 | 922% |
| 2043 | 3,061 | 7,967,557 | 80,965,987 | 1016% |
| 2044 | 2,706 | 6,948,359 | 77,529,924 | 1116% |
| 2045 | 2,374 | 6,012,595 | 73,381,832 | 1220% |
| 2046 | 2,066 | 5,161,191 | 68,627,058 | 1330% |
| 2047 | 1,784 | 4,393,658 | 63,425,843 | 1444% |
| 2048 | 1,528 | 3,708,243 | 57,905,448 | 1562% |
| 2049 | 1,298 | 3,102,317 | 52,240,078 | 1684% |
| 2050 | 1,093 | 2,572,394 | 46,590,489 | 1811% |
| 2051 | 912 | 2,113,998 | 41,057,943 | 1942% |
| 2052 | 755 | 1,721,857 | 35,789,677 | 2079% |
| 2053 | 620 | 1,389,811 | 30,865,229 | 2221% |
| 2054 | 505 | 1,111,609 | 26,389,716 | 2374% |
| 2055 | 408 | 881,078 | 22,414,866 | 2544% |
| 2056 | 327 | 692,120 | 18,948,802 | 2738% |
| 2057 | 261 | 539,506 | 15,978,929 | 2964% |
| 2058 | 206 | 416,586 | 13,419,060 | 3221% |
| 2059 | 163 | 319,838 | 11,220,338 | 3508% |
| 2060 | 128 | 244,331 | 9,355,882 | 3829% |
| 2061 | 100 | 186,104 | 7,780,962 | 4181% |
| 2062 | 79 | 141,705 | 6,467,273 | 4564% |
| 2063 | 62 | 108,159 | 5,389,204 | 4983% |
| 2064 | 50 | 83,007 | 4,507,059 | 5430% |
| 2065 | 40 | 64,241 | 3,795,169 | 5908% |
| 2066 | 32 | 50,276 | 3,219,685 | 6404% |
| 2067 | 26 | 39,840 | 2,747,855 | 6897% |
| 2068 | 22 | 31,977 | 2,361,363 | 7385% |
| 2069 | 18 | 25,990 | 2,048,378 | 7882% |
| 2070 | 15 | 21,347 | 1,790,570 | 8388% |
| 2071 | 13 | 17,699 | 1,573,108 | 8888% |
| 2072 | 11 | 14,780 | 1,389,604 | 9402% |
| 2073 | 9 | 12,405 | 1,234,019 | 9948% |
| 2074 | 8 | 10,447 | 1,096,601 | 10497% |
| 2075 | 7 | 8,813 | 977,921 | 11097% |
| 2076 | 6 | 7,434 | 873,081 | 11744% |

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

Loss Ratio Summaries

| | | | | | | |
|--|-------------|---------------|--------------------|---|---------------|------|
| Accumulated Value of Historical to December 31, 2018 | 428,018,592 | 73,958,077 | 17% | 428,018,592 | 73,958,077 | 17% |
| Present Value of Future to December 31, 2018 | 348,105,959 | 934,277,498 | 269% | 430,935,763 | 941,405,093 | 218% |
| Total Values (Discounted at 4.22%) | 776,124,551 | 1,008,685,574 | 130% | 858,954,355 | 1,015,363,169 | 118% |
| Projected Loss Ratio without Rate Increase | | 130% | | Projected Loss Ratio with Rate Increase | | 118% |
| Minimum Lifetime Loss Ratio | | 60% | | | | |
| Maximum Allowable Increase | | | | | | |
| Approach 1: 60% Minimum Loss Ratio | | 260% | | | | |
| Approach 2: 58% Loss Ratio on Initial Premium / 85% on Increased Premium | | 171% | | | | |
| Requested Rate Increase | | 15% | effective 6/1/2020 | | | |
| | | 12% | effective 6/1/2021 | | | |

Appendix C
CMFG Life Insurance Company
Historical and Projected Experience
Pennsylvania Experience
2002 Product

Historical

| Calendar Year | Beginning Lives | Earned Premium | Incurred Claims | Incurred Ratio |
|---------------|-----------------|----------------|-----------------|----------------|
| 2002 | 0 | 0 | 0 | |
| 2003 | 0 | 0 | 0 | |
| 2004 | 0 | 98,511 | 0 | 0% |
| 2005 | 153 | 394,397 | 0 | 0% |
| 2006 | 328 | 700,664 | 0 | 0% |
| 2007 | 520 | 948,964 | 0 | 0% |
| 2008 | 616 | 936,095 | 0 | 0% |
| 2009 | 598 | 910,849 | 0 | 0% |
| 2010 | 586 | 892,544 | 348,679 | 39% |
| 2011 | 573 | 882,617 | 18,844 | 2% |
| 2012 | 568 | 856,051 | 303,492 | 35% |
| 2013 | 550 | 833,075 | 0 | 0% |
| 2014 | 538 | 741,294 | 34,424 | 5% |
| 2015 | 517 | 699,238 | 383,714 | 55% |
| 2016 | 507 | 728,099 | 215,279 | 30% |
| 2017 | 498 | 789,609 | 12,222 | 2% |
| 2018 | 483 | 768,712 | 389,297 | 51% |

Projection without Rate Increase*

| Calendar Year | Beginning Lives | Earned Premium | Incurred Claims | Incurred Ratio |
|---------------|-----------------|----------------|-----------------|----------------|
| 2019 | 462 | 864,616 | 479,131 | 55% |
| 2020 | 450 | 896,445 | 559,921 | 62% |
| 2021 | 438 | 866,707 | 641,498 | 74% |
| 2022 | 426 | 825,482 | 732,355 | 89% |
| 2023 | 413 | 791,823 | 831,090 | 105% |
| 2024 | 399 | 756,890 | 940,036 | 124% |
| 2025 | 386 | 722,641 | 1,058,314 | 146% |
| 2026 | 372 | 689,959 | 1,186,181 | 172% |
| 2027 | 357 | 656,654 | 1,324,492 | 202% |
| 2028 | 342 | 612,399 | 1,472,813 | 240% |
| 2029 | 327 | 577,899 | 1,634,327 | 283% |
| 2030 | 312 | 545,328 | 1,805,359 | 331% |
| 2031 | 297 | 512,887 | 1,981,096 | 386% |
| 2032 | 281 | 480,539 | 2,160,267 | 450% |
| 2033 | 266 | 448,368 | 2,342,909 | 523% |
| 2034 | 250 | 412,299 | 2,523,472 | 612% |
| 2035 | 234 | 380,107 | 2,693,381 | 709% |
| 2036 | 218 | 349,416 | 2,847,213 | 815% |
| 2037 | 202 | 316,531 | 2,984,142 | 943% |
| 2038 | 186 | 287,020 | 3,102,981 | 1081% |
| 2039 | 170 | 259,193 | 3,193,239 | 1232% |
| 2040 | 155 | 232,584 | 3,240,076 | 1393% |
| 2041 | 141 | 207,342 | 3,247,672 | 1566% |
| 2042 | 126 | 183,559 | 3,223,360 | 1756% |
| 2043 | 113 | 161,308 | 3,164,908 | 1962% |
| 2044 | 100 | 140,668 | 3,066,142 | 2180% |
| 2045 | 88 | 121,690 | 2,929,144 | 2407% |
| 2046 | 77 | 104,408 | 2,767,096 | 2650% |
| 2047 | 66 | 88,813 | 2,592,739 | 2919% |
| 2048 | 57 | 74,890 | 2,407,120 | 3214% |
| 2049 | 48 | 62,584 | 2,211,877 | 3534% |
| 2050 | 41 | 51,820 | 2,008,573 | 3876% |
| 2051 | 34 | 42,524 | 1,808,580 | 4253% |
| 2052 | 28 | 34,583 | 1,619,691 | 4684% |
| 2053 | 23 | 27,869 | 1,445,208 | 5186% |
| 2054 | 19 | 22,246 | 1,285,363 | 5778% |
| 2055 | 16 | 17,581 | 1,141,734 | 6494% |
| 2056 | 12 | 13,758 | 1,013,935 | 7370% |
| 2057 | 10 | 10,668 | 903,218 | 8467% |
| 2058 | 8 | 8,200 | 806,809 | 9840% |
| 2059 | 6 | 6,255 | 721,036 | 11527% |
| 2060 | 5 | 4,745 | 643,895 | 13570% |
| 2061 | 4 | 3,584 | 568,519 | 15865% |
| 2062 | 3 | 2,695 | 499,225 | 18524% |
| 2063 | 2 | 2,017 | 437,835 | 21704% |
| 2064 | 2 | 1,503 | 379,444 | 25239% |
| 2065 | 1 | 1,114 | 326,204 | 29290% |
| 2066 | 1 | 817 | 278,135 | 34025% |
| 2067 | 1 | 594 | 234,607 | 39499% |
| 2068 | 1 | 425 | 195,519 | 45974% |
| 2069 | 1 | 298 | 160,859 | 53922% |
| 2070 | 0 | 204 | 129,751 | 63528% |
| 2071 | 0 | 135 | 102,012 | 75347% |
| 2072 | 0 | 86 | 78,358 | 90598% |
| 2073 | 0 | 53 | 58,651 | 110600% |
| 2074 | 0 | 31 | 42,364 | 135824% |
| 2075 | 0 | 17 | 29,526 | 170967% |
| 2076 | 0 | 9 | 19,726 | 219670% |

*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 | 462 | 864,616 | 479,131 | 55% |
| 2020 | 450 | 960,996 | 562,000 | 58% |
| 2021 | 438 | 1,053,459 | 648,240 | 62% |
| 2022 | 426 | 1,062,666 | 741,914 | 70% |
| 2023 | 413 | 1,019,868 | 841,311 | 82% |
| 2024 | 399 | 974,874 | 950,864 | 98% |
| 2025 | 386 | 930,762 | 1,069,742 | 115% |
| 2026 | 372 | 888,667 | 1,198,213 | 135% |
| 2027 | 357 | 845,770 | 1,337,080 | 158% |
| 2028 | 342 | 788,770 | 1,485,697 | 188% |
| 2029 | 327 | 744,333 | 1,647,635 | 221% |
| 2030 | 312 | 702,382 | 1,819,063 | 259% |
| 2031 | 297 | 660,598 | 1,995,104 | 302% |
| 2032 | 281 | 618,935 | 2,174,467 | 351% |
| 2033 | 266 | 577,498 | 2,357,198 | 408% |
| 2034 | 250 | 531,041 | 2,537,596 | 478% |
| 2035 | 234 | 489,577 | 2,707,307 | 553% |
| 2036 | 218 | 450,048 | 2,860,828 | 636% |
| 2037 | 202 | 407,692 | 2,997,207 | 735% |
| 2038 | 186 | 369,681 | 3,115,494 | 843% |
| 2039 | 170 | 333,840 | 3,205,137 | 960% |
| 2040 | 155 | 299,568 | 3,251,275 | 1085% |
| 2041 | 141 | 267,056 | 3,258,087 | 1220% |
| 2042 | 126 | 236,424 | 3,232,936 | 1367% |
| 2043 | 113 | 207,765 | 3,173,612 | 1528% |
| 2044 | 100 | 181,180 | 3,073,970 | 1697% |
| 2045 | 88 | 156,737 | 2,936,109 | 1873% |
| 2046 | 77 | 134,478 | 2,773,220 | 2062% |
| 2047 | 66 | 114,391 | 2,598,059 | 2271% |
| 2048 | 57 | 96,458 | 2,411,684 | 2500% |
| 2049 | 48 | 80,609 | 2,215,749 | 2749% |
| 2050 | 41 | 66,744 | 2,011,820 | 3014% |
| 2051 | 34 | 54,771 | 1,811,270 | 3307% |
| 2052 | 28 | 44,543 | 1,621,894 | 3641% |
| 2053 | 23 | 35,895 | 1,446,992 | 4031% |
| 2054 | 19 | 28,653 | 1,286,793 | 4491% |
| 2055 | 16 | 22,644 | 1,142,868 | 5047% |
| 2056 | 12 | 17,721 | 1,014,829 | 5727% |
| 2057 | 10 | 13,740 | 903,919 | 6579% |
| 2058 | 8 | 10,561 | 807,357 | 7645% |
| 2059 | 6 | 8,057 | 721,461 | 8955% |
| 2060 | 5 | 6,111 | 644,222 | 10541% |
| 2061 | 4 | 4,616 | 568,770 | 12323% |
| 2062 | 3 | 3,471 | 499,416 | 14388% |
| 2063 | 2 | 2,598 | 437,979 | 16856% |
| 2064 | 2 | 1,936 | 379,552 | 19601% |
| 2065 | 1 | 1,434 | 326,285 | 22746% |
| 2066 | 1 | 1,053 | 278,195 | 26422% |
| 2067 | 1 | 765 | 234,650 | 30673% |
| 2068 | 1 | 548 | 195,550 | 35700% |
| 2069 | 1 | 384 | 160,881 | 41870% |
| 2070 | 0 | 263 | 129,766 | 49329% |
| 2071 | 0 | 174 | 102,022 | 58505% |
| 2072 | 0 | 111 | 78,365 | 70346% |
| 2073 | 0 | 68 | 58,655 | 85876% |
| 2074 | 0 | 40 | 42,366 | 105460% |
| 2075 | 0 | 22 | 29,527 | 132745% |
| 2076 | 0 | 12 | 19,727 | 170559% |

Loss Ratio Summaries

| | | | | | | |
|---|------------|------------|------|------------|------------|------|
| Accumulated Value of Historical to 12/31/2018 | 15,133,696 | 2,052,238 | 14% | 15,133,696 | 2,052,238 | 14% |
| Present Value of Future to 12/31/2018 | 9,442,458 | 35,061,122 | 371% | 11,678,817 | 35,239,469 | 302% |
| Total Values (Discounted at 4.22%) | 24,576,154 | 37,113,360 | 151% | 26,812,513 | 37,291,706 | 139% |

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

Home Office:
2000 Heritage Way
Waverly, IA 60577
Telephone: 800.798.5433

June 11, 2019

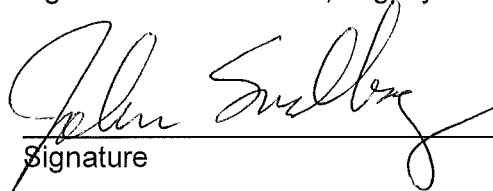
Re: CMFG Life Insurance Company
NAIC #: 62626-0306
FEIN #: 39-0230590
Long Term Care Product Filing Authorization

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 |
| Inflation Protection | | | | | | | | |
| 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% |
| Total | 220 | 100.0% | 327,089 | 100.0% | 2,010 | 100.0% | 2,741,391 | 100.0% |
| Other Optional Riders | | | | | | | | |
| 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% |
| Limited Payment Options | | | | | | | | |
| 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% |
| Total | 220 | 100.0% | 327,089 | 100.0% | 2,010 | 100.0% | 2,741,391 | 100.0% |
| Elimination Period | | | | | | | | |
| 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% |
| Total | 220 | 100.0% | 327,089 | 100.0% | 2,010 | 100.0% | 2,741,391 | 100.0% |
| Benefit Period | | | | | | | | |
| 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% |
| Total | 220 | 100.0% | 327,089 | 100.0% | 2,010 | 100.0% | 2,741,391 | 100.0% |
| Marital Status | | | | | | | | |
| 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% |
| Total | 220 | 100.0% | 327,089 | 100.0% | 2,010 | 100.0% | 2,741,391 | 100.0% |

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 |
| Inflation Protection | | | | | | | | |
| 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% |
| Total | 13,096 | 100.0% | 28,668,727 | 100.0% | 12,841 | 100.0% | 23,005,979 | 100.0% |
| Other Optional Riders | | | | | | | | |
| 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% |
| Limited Payment Options | | | | | | | | |
| 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% |
| Total | 13,096 | 100.0% | 28,668,727 | 100.0% | 12,841 | 100.0% | 23,005,979 | 100.0% |
| Elimination Period | | | | | | | | |
| 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% |
| Total | 13,096 | 100.0% | 28,668,727 | 100.0% | 12,841 | 100.0% | 23,005,979 | 100.0% |
| Benefit Period | | | | | | | | |
| 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% |
| Total | 13,096 | 100.0% | 28,668,727 | 100.0% | 12,841 | 100.0% | 23,005,979 | 100.0% |
| Marital Status | | | | | | | | |
| 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% |
| Total | 13,096 | 100.0% | 28,668,727 | 100.0% | 12,841 | 100.0% | 23,005,979 | 100.0% |

| 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**

| 2017 Long Term Care Guidelines | | | | | | | | | | | | | |
|---------------------------------------|----------------|--------------|-------------------|-------------------|---------------|--------------------|-----------------|---------------|--------------------|---------------------|--------------------|------------|-------------|
| 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% |
| 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 1C - Claim Study
CMFG Life Insurance Company
Experience by Calendar Year
Product Series: 1993

| 2017 Long Term Care Guidelines | | | | | | | | | | | | | | |
|--------------------------------|-------------|---------------|-----------|-----------|-----------|-----------|-------|-----------------|-----------|-----------|---------------------|--------------------|----------|--|
| 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% | |
| Total | 5,871 | 104 | 6,557,861 | 2,588,710 | 87,766.63 | 9,146,570 | 123 | 76,094 | 9,352,178 | 17% | 85% | 115% | 98% | |

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% |
| Total | 197,539 | 640 | 30,040,207 | 31,357,226 | 95,979.61 | 61,397,433 | 521 | 99,968 | 52,116,644 | 99% | 123% | 96% | 118% |

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**

| 2017 Long Term Care Guidelines | | | | | | | | | | | | | |
|---------------------------------------|----------------|---------------|-------------------|-------------------|---------------|--------------------|-----------------|---------------|--------------------|---------------------|--------------------|------------|-------------|
| 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% |
| 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 1H - Claim Study
CMFG Life Insurance Company
Experience by Policy Duration
All Business

| 2017 Long Term Care Guidelines | | | | | | | | | | | | | |
|---------------------------------------|----------------|--------------|-------------------|-------------------|---------------|--------------------|-----------------|---------------|--------------------|---------------------|--------------------|------------|-------------|
| 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% |
| 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 1I - Claim Study
CMFG Life Insurance Company
Experience by Policy Duration
Single Insureds

| 2017 Long Term Care Guidelines | | | | | | | | | | | | | |
|---------------------------------------|---------------|------------|-------------------|-------------------|---------------|-------------------|-----------------|---------------|-------------------|---------------------|--------------------|-------------|-------------|
| 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% |
| Total | 82,767 | 513 | 30,000,358 | 18,591,611 | 94,805 | 48,591,969 | 495 | 88,100 | 43,587,128 | 64% | 104% | 108% | 111% |

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

| 2017 Long Term Care Guidelines | | | | | | | | | | | | | |
|---------------------------------------|----------------|------------|-------------------|-------------------|---------------|-------------------|-----------------|---------------|-------------------|---------------------|--------------------|------------|-------------|
| 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% |
| Total | 305,573 | 759 | 30,534,940 | 36,325,119 | 88,106 | 66,860,059 | 654 | 98,146 | 64,200,251 | 100% | 116% | 90% | 104% |

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

| 2017 Long Term Care Guidelines | | | | | | | | | | | | | |
|---------------------------------------|----------------|--------------|-------------------|-------------------|---------------|--------------------|-----------------|---------------|--------------------|---------------------|--------------------|------------|-------------|
| 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% |
| 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 1L - Claim Study
CMFG Life Insurance Company
Experience by Coverage Type
All Business**

| 2017 Long Term Care Guidelines | | | | | | | | | | | | | |
|---------------------------------------|----------------|--------------|-------------------|-------------------|---------------|--------------------|-----------------|---------------|--------------------|---------------------|--------------------|------------|-------------|
| 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% |
| 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 1M - Claim Study
CMFG Life Insurance Company
Experience by Benefit Period
All Business**

| 2017 Long Term Care Guidelines | | | | | | | | | | | | | |
|---------------------------------------|-------------|-------|---------------|------------|----------|-------------|-----------------|----------|-------------|---------------------|--------------------|----------|----------|
| 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 = (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**

| 2017 Long Term Care Guidelines | | | | | | | | | | | | | |
|---------------------------------------|----------------|--------------|-------------------|-------------------|---------------|--------------------|-----------------|---------------|--------------------|---------------------|--------------------|------------|-------------|
| 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% |
| 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 10 - Claim Study
CMFG Life Insurance Company
Experience by Daily Benefit
All Business**

| 2017 Long Term Care Guidelines | | | | | | | | | | | | | | |
|---------------------------------------|----------------|--------------|-------------------|-------------------|---------------|--------------------|-----------------|---------------|--------------------|-------------|---------------------|--------------------|-------------|--|
| 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% | |
| 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 1P - Claim Study
CMFG Life Insurance Company
Experience by Inflation Protection Option
All Business

| 2017 Long Term Care Guidelines | | | | | | | | | | | | | |
|---------------------------------------|----------------|--------------|-------------------|-------------------|---------------|--------------------|-----------------|---------------|--------------------|---------------------|--------------------|------------|-------------|
| 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% |
| 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 1Q - Claim Study
CMFG Life Insurance Company
Experience by Home Health Percentage
All Business

| 2017 Long Term Care Guidelines | | | | | | | | | | | | | |
|---------------------------------------|-------------|-------|---------------|------------|----------|-------------|-----------------|----------|-------------|---------------------|--------------------|----------|----------|
| 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% |
| 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 1R - Claim Study
CMFG Life Insurance Company
Experience by Gender
All Business**

| 2017 Long Term Care Guidelines | | | | | | | | | | | | | |
|---------------------------------------|-------------|-------|---------------|------------|----------|-------------|-----------------|----------|-------------|---------------------|--------------------|----------|----------|
| 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

| 2017 Long Term Care Guidelines | | | | | | | | | | | | | |
|---------------------------------------|----------------|--------------|-------------------|-------------------|---------------|--------------------|-----------------|---------------|--------------------|---------------------|--------------------|------------|-------------|
| 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% |
| 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 1T - Claim Study
CMFG Life Insurance Company
Experience by Marital Status
All Business**

| 2017 Long Term Care Guidelines | | | | | | | | | | | | | |
|---------------------------------------|----------------|--------------|-------------------|-------------------|---------------|--------------------|-----------------|---------------|--------------------|---------------------|--------------------|------------|-------------|
| 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% |
| 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 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% |
| 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 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% |
| 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 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% | | 3,208 | 0.5% | 185 | 9.1% | 6.0% | 0.1% | 6.1% |
| 2 | 35,128 | 4.1% | | 2,453 | 0.6% | 206 | 7.6% | 4.0% | 0.2% | 4.2% |
| 3 | 33,687 | 2.9% | | 1,860 | 0.7% | 233 | 6.2% | 3.0% | 0.3% | 3.3% |
| 4 | 32,704 | 2.6% | | 1,470 | 0.8% | 265 | 5.3% | 2.0% | 0.3% | 2.3% |
| 5 | 31,862 | 2.3% | | 1,258 | 0.9% | 302 | 4.9% | 2.0% | 0.4% | 2.4% |
| 6 | 31,144 | 2.1% | | 1,024 | 1.1% | 344 | 4.4% | 1.5% | 0.5% | 2.0% |
| 7 | 30,489 | 2.1% | | 776 | 1.3% | 391 | 3.8% | 1.5% | 0.6% | 2.1% |
| 8 | 29,838 | 1.9% | | 683 | 1.5% | 442 | 3.8% | 1.5% | 0.7% | 2.2% |
| 9 | 24,815 | 1.9% | | 571 | 1.7% | 424 | 4.0% | 1.0% | 0.9% | 1.9% |
| 10 | 20,357 | 2.9% | | 486 | 1.9% | 389 | 4.3% | 1.0% | 1.0% | 2.0% |
| 11 | 15,506 | 3.2% | | 420 | 2.1% | 330 | 4.8% | 1.0% | 1.2% | 2.2% |
| 12 | 10,307 | 3.4% | | 328 | 2.4% | 244 | 5.5% | 1.0% | 1.4% | 2.4% |
| 13 | 6,353 | 3.1% | | 245 | 2.5% | 161 | 6.4% | 1.0% | 1.6% | 2.6% |
| 14 | 4,349 | 3.2% | | 201 | 2.6% | 113 | 7.2% | 1.0% | 1.8% | 2.8% |
| 15 | 3,108 | 3.2% | | 173 | 2.5% | 78 | 8.1% | 1.0% | 1.8% | 2.8% |
| 16 | 2,401 | 2.8% | | 148 | 2.6% | 62 | 8.7% | 1.0% | 1.9% | 2.9% |
| 17 | 1,967 | 3.4% | | 121 | 2.8% | 56 | 9.0% | 1.0% | 2.1% | 3.1% |
| 18 | 1,515 | 5.5% | | 94 | 3.0% | 46 | 9.2% | 1.0% | 2.3% | 3.3% |
| 19 | 1,056 | 2.0% | | 66 | 3.4% | 36 | 9.7% | 1.0% | 2.5% | 3.5% |
| 20 | 490 | 5.9% | | 32 | 5.1% | 25 | 11.7% | 1.0% | 3.9% | 4.9% |
| 21 | 259 | 5.8% | | 18 | 6.6% | 17 | 13.5% | 1.0% | 5.2% | 6.2% |
| 22 | 194 | 8.8% | | 14 | 7.1% | 14 | 14.0% | 1.0% | 5.6% | 6.6% |
| 23 | 122 | 9.0% | | 9 | 7.6% | 9 | 14.6% | 1.0% | 6.1% | 7.1% |
| 24 | 47 | 2.1% | | 3 | 7.5% | 4 | 14.5% | 1.0% | 6.0% | 7.0% |
| 25 | 15 | 6.7% | | 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 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-131998791

State Tracking #:

CUNA-131998791

Company Tracking #:

2002-LTC-FAC(PA)

State:

Pennsylvania

Filing Company:

CMFG Life Insurance Company

TOI/Sub-TOI:

LTC03I Individual Long Term Care/LTC03I.001 Qualified

Product Name:

2002 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) |
|---------------|----------------------|---------------------|--|---------------------------|--|
| 06/30/2019 | | Supporting Document | Actuarial Memorandum and Explanatory Information (A&H) | 07/17/2019 | PA Act Memo - 2002.pdf PA Rate Basis - 2002.pdf |