# Filing at a Glance

| | |
|---|---|
| Company: | Genworth Life Insurance Company |
| Product Name: | 2020 PCS II (RS) |
| 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: | 12/15/2020 |
| SERFF Tr Num: | GEFA-132633895 |
| SERFF Status: | Assigned |
| State Tr Num: | GEFA-132633895 |
| State Status: | Received Review in Progress |
| Co Tr Num: | 2020 PCS II (RS) |
| Effective Date Requested: | On Approval |
| Author(s): | Richard Cromwell, Ronald Jackson, Camisha Jones |
| Reviewer(s): | Jim Laverty (primary) |
| Disposition Date: | |
| Disposition Status: | |
| Effective Date: | |

State Filing Description:

Proposed 32.1% rate increase (45.5% for policies with lifetime benefits and 24% for policies with limited benefits) on 53 PA policyholders of Genworth form 7032. Applies to Policies Issued on or After 9/16/2002.

**State:** *Pennsylvania* **Filing Company:** *Genworth Life Insurance Company*
**TOI/Sub-TOI:** *LTC03I Individual Long Term Care/LTC03I.001 Qualified*
**Product Name:** *2020 PCS II (RS)*
**Project Name/Number:** *2020 PCS II (RS)/2020 PCS II (RS)*

## General Information

Project Name: 2020 PCS II (RS)
Project Number: 2020 PCS II (RS)
Requested Filing Mode: Review & Approval
Explanation for Combination/Other:
Submission Type: New Submission
Overall Rate Impact: 32.1%

Deemer Date:
Submitted By: Ronald Jackson

Status of Filing in Domicile: Authorized
Date Approved in Domicile: 08/18/2020
Domicile Status Comments: N/A
Market Type: Individual
Individual Market Type:
Filing Status Changed: 12/16/2020
State Status Changed: 12/16/2020
Created By: Richard Cromwell
Corresponding Filing Tracking Number: GEFA-132634005; GEFA-132649277
State TOI: LTC03I Individual Long Term Care

Filing Description:
RE:Genworth Life Insurance Company (GLIC)
Company NAIC No: 70025
Policy Forms: 7032 et al
Applies to Policies Issued on or After 9/16/2002

The referenced filing is a Long Term Care (LTC) rate schedule change request submitted for your review and applies to the referenced policy forms.

In this filing, GLIC requests a premium rate increase of 45.5% for policies with lifetime benefits and 24% for policies with limited benefits on the above-mentioned policy forms. In the submitted actuarial memorandum, we include detailed rate increase justification and we demonstrate that this premium rate increase satisfies Long Term Care regulatory requirements of Pennsylvania and the Rate Stability regulation.

GLIC will offer insureds affected by the premium increase several alternative options to change their benefits in order to maintain a premium rate level reasonably similar to what they were paying prior to the rate increase. The benefit and rate combinations are consistent with the rate tables approved by the Department. Details on the available alternative options are presented in section 6 of the Actuarial Memorandum.

Thank you for your assistance in reviewing this filing.

## Company and Contact

### Filing Contact Information

Ronald N. Jackson, Contract Analyst
Product Compliance
P O Box 27601
Richmond, VA 23261-7601

ronald.jackson@genworth.com
804-289-6725 [Phone]
804-281-6916 [FAX]

| | | | |
|---|---|---|---|
| ***State:*** | *Pennsylvania* | ***Filing Company:*** | *Genworth Life Insurance Company* |
| ***TOI/Sub-TOI:*** | *LTC03I Individual Long Term Care/LTC03I.001 Qualified* | | |
| ***Product Name:*** | *2020 PCS II (RS)* | | |
| ***Project Name/Number:*** | *2020 PCS II (RS)/2020 PCS II (RS)* | | |

## Filing Company Information

| | | |
|---|---|---|
| Genworth Life Insurance Company | CoCode: 70025 | State of Domicile: Delaware |
| 6610 W Broad Street | Group Code: 4011 | Company Type: LifeHealth & Annuity |
| Richmond, VA 23230 | Group Name: | |
| (804) 281-6600 ext. [Phone] | FEIN Number: 91-6027719 | State ID Number: |

**State:** *Pennsylvania* **Filing Company:** *Genworth Life Insurance Company*
**TOI/Sub-TOI:** *LTC03I Individual Long Term Care/LTC03I.001 Qualified*
**Product Name:** *2020 PCS II (RS)*
**Project Name/Number:** *2020 PCS II (RS)/2020 PCS II (RS)*

# Filing Fees

## State Fees

Fee Required? Yes

Fee Amount: $100.00

Retaliatory? Yes

Fee Explanation: DE, the domiciliary state, requires $100 for a rate filing.

Per Company: Yes

| Company | Amount | Date Processed | Transaction # |
|---|---|---|---|
| Genworth Life Insurance Company | $100.00 | 12/15/2020 07:52 PM | 190897557 |
| **EFT Total** | **$100.00** | | |

**State:** Pennsylvania **Filing Company:** Genworth Life Insurance Company
**TOI/Sub-TOI:** LTC03I Individual Long Term Care/LTC03I.001 Qualified
**Product Name:** 2020 PCS II (RS)
**Project Name/Number:** 2020 PCS II (RS)/2020 PCS II (RS)

## Rate Information

Rate data applies to filing.

| | |
|---|---|
| **Filing Method:** | SERFF |
| **Rate Change Type:** | Increase |
| **Overall Percentage of Last Rate Revision:** | 10.700% |
| **Effective Date of Last Rate Revision:** | 06/03/2020 |
| **Filing Method of Last Filing:** | SERFF |
| **SERFF Tracking Number of Last Filing:** | GEFA-132167815 |

### 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): |
|---|---|---|---|---|---|---|---|
| Genworth Life Insurance Company | 32.100% | 32.100% | $31,389 | 53 | $97,668 | 45.500% | 24.000% |

**State:** *Pennsylvania* **Filing Company:** *Genworth Life Insurance Company*
**TOI/Sub-TOI:** *LTC03I Individual Long Term Care/LTC03I.001 Qualified*
**Product Name:** *2020 PCS II (RS)*
**Project Name/Number:** *2020 PCS II (RS)/2020 PCS II (RS)*

## 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 | 7030 et al, 7032 et al | Revised | Previous State Filing Number: GEFA-132167815<br>Percent Rate Change Request: 32.1 | PA PCS II RS Rate Tables Appendix A 20201204.pdf, PA PCS II RS Rate Tables Appendix B 20201204.pdf, |

# Appendix A

Genworth Life Insurance Company
Current-Year Premiums
Applies to policies issued after or on 09/16/2002

Form: 7032 et al
Annual Premium per $10 Daily Benefit

Individual

730 x Daily Maximum

| | No BIO | | 5% Simple BIO | | 5% Compound BIO | |
|---|---|---|---|---|---|---|
| Age | 20 EP | 100 EP | 20 EP | 100 EP | 20 EP | 100 EP |
| 18-24 | 40.31 | 30.27 | 67.23 | 50.43 | 87.36 | 63.86 |
| 25-29 | 47.05 | 33.61 | 77.32 | 57.12 | 97.47 | 70.57 |
| 30-34 | 53.78 | 40.31 | 90.73 | 67.23 | 114.27 | 80.68 |
| 35-39 | 63.86 | 43.71 | 100.82 | 77.32 | 127.69 | 94.07 |
| 40-45 | 70.57 | 50.43 | 117.62 | 90.73 | 147.89 | 107.54 |
| 46 | 70.57 | 53.78 | 124.34 | 97.47 | 151.24 | 117.62 |
| 47 | 73.96 | 53.78 | 127.69 | 97.47 | 161.31 | 121.00 |
| 48 | 73.96 | 53.78 | 127.69 | 97.47 | 161.31 | 121.00 |
| 49 | 73.96 | 53.78 | 127.69 | 97.47 | 164.68 | 124.34 |
| 50 | 77.32 | 57.12 | 131.07 | 100.82 | 168.05 | 137.79 |
| 51 | 77.32 | 57.12 | 141.14 | 104.18 | 171.40 | 141.14 |
| 52 | 87.36 | 67.23 | 144.51 | 107.54 | 184.85 | 144.51 |
| 53 | 90.73 | 70.57 | 147.89 | 114.27 | 188.19 | 147.89 |
| 54 | 90.73 | 70.57 | 151.24 | 117.62 | 194.92 | 147.89 |
| 55 | 97.47 | 77.32 | 164.68 | 124.34 | 211.71 | 164.68 |
| 56 | 107.54 | 80.68 | 178.11 | 131.07 | 235.28 | 171.40 |
| 57 | 117.62 | 94.07 | 191.57 | 147.89 | 245.34 | 191.57 |
| 58 | 131.07 | 100.82 | 205.02 | 161.31 | 265.48 | 205.02 |
| 59 | 144.51 | 107.54 | 228.54 | 178.11 | 289.02 | 221.82 |
| 60 | 164.68 | 121.00 | 258.76 | 194.92 | 322.65 | 245.34 |
| 61 | 174.76 | 137.79 | 275.59 | 211.71 | 346.16 | 272.23 |
| 62 | 194.92 | 151.24 | 312.53 | 241.97 | 393.22 | 302.46 |
| 63 | 221.82 | 164.68 | 342.80 | 252.09 | 433.53 | 319.27 |
| 64 | 252.09 | 184.85 | 389.87 | 289.02 | 490.70 | 362.97 |
| 65 | 272.23 | 201.66 | 416.73 | 309.19 | 531.01 | 389.87 |
| 66 | 302.46 | 221.82 | 460.43 | 336.09 | 578.07 | 420.13 |
| 67 | 332.72 | 241.97 | 490.70 | 356.24 | 618.38 | 443.60 |
| 68 | 362.97 | 268.85 | 537.73 | 396.57 | 672.14 | 490.70 |
| 69 | 396.57 | 292.38 | 578.07 | 420.13 | 725.92 | 527.65 |
| 70 | 430.17 | 319.27 | 618.38 | 463.78 | 769.62 | 574.71 |
| 71 | 470.50 | 349.51 | 675.50 | 494.03 | 830.10 | 611.65 |
| 72 | 510.84 | 379.76 | 729.32 | 537.73 | 883.90 | 651.99 |
| 73 | 557.91 | 416.73 | 776.32 | 584.78 | 934.29 | 702.41 |
| 74 | 611.65 | 460.43 | 846.92 | 635.18 | 1,001.51 | 749.47 |
| 75 | 675.50 | 494.03 | 930.91 | 685.62 | 1,075.45 | 796.49 |
| 76 | 746.12 | 551.16 | 1,014.95 | 749.47 | 1,166.19 | 856.99 |
| 77 | 826.76 | 615.02 | 1,115.77 | 830.10 | 1,250.23 | 934.29 |
| 78 | 907.43 | 678.89 | 1,213.23 | 904.08 | 1,347.69 | 1,004.88 |
| 79 | 994.79 | 739.38 | 1,317.42 | 978.00 | 1,438.41 | 1,088.92 |
| 80 | 1,088.92 | 806.57 | 1,414.90 | 1,051.92 | 1,539.24 | 1,166.19 |
| 81 | 1,189.71 | 883.90 | 1,532.50 | 1,139.29 | 1,660.22 | 1,260.32 |
| 82 | 1,293.87 | 964.54 | 1,640.06 | 1,223.30 | 1,781.22 | 1,357.76 |
| 83 | 1,414.90 | 1,051.92 | 1,777.84 | 1,320.79 | 1,919.04 | 1,458.58 |
| 84 | 1,539.24 | 1,149.38 | 1,908.92 | 1,428.34 | 2,066.90 | 1,566.12 |
| 85 | 1,616.52 | 1,206.52 | 2,006.38 | 1,498.90 | 2,171.07 | 1,646.77 |
| 86 | 1,697.20 | 1,267.00 | 2,107.22 | 1,572.86 | 2,278.60 | 1,727.45 |
| 87 | 1,781.22 | 1,330.88 | 2,211.38 | 1,650.14 | 2,392.89 | 1,814.84 |
| 88 | 1,871.94 | 1,398.09 | 2,322.30 | 1,734.19 | 2,510.49 | 1,905.56 |
| 89 | 1,966.07 | 1,468.65 | 2,436.58 | 1,821.54 | 2,638.22 | 1,999.68 |
| 90 | 2,063.52 | 1,542.61 | 2,560.91 | 1,912.31 | 2,769.31 | 2,100.50 |
| 91 | 2,167.69 | 1,619.89 | 2,688.61 | 2,006.38 | 2,907.12 | 2,204.70 |
| 92 | 2,275.27 | 1,700.56 | 2,823.07 | 2,107.22 | 3,051.60 | 2,315.57 |
| 93 | 2,389.49 | 1,784.57 | 2,964.21 | 2,214.75 | 3,206.18 | 2,429.86 |
| 94 | 2,507.14 | 1,871.94 | 3,112.06 | 2,325.66 | 3,364.15 | 2,554.20 |

# Appendix A

Genworth Life Insurance Company
Current-Year Premiums
Applies to policies issued after or on 09/16/2002

Form: 7032 et al
Annual Premium per $10 Daily Benefit

Individual

1095 x Daily Maximum

| | No BIO | | 5% Simple BIO | | 5% Compound BIO | |
|---|---|---|---|---|---|---|
| Age | 20 EP | 100 EP | 20 EP | 100 EP | 20 EP | 100 EP |
| 18-24 | 43.71 | 33.61 | 77.32 | 57.12 | 97.47 | 70.57 |
| 25-29 | 50.43 | 40.31 | 90.73 | 67.23 | 114.27 | 80.68 |
| 30-34 | 57.12 | 43.71 | 104.18 | 77.32 | 127.69 | 94.07 |
| 35-39 | 67.23 | 50.43 | 121.00 | 90.73 | 147.89 | 107.54 |
| 40-45 | 77.32 | 57.12 | 141.14 | 100.82 | 171.40 | 124.34 |
| 46 | 87.36 | 63.86 | 144.51 | 104.18 | 184.85 | 137.79 |
| 47 | 87.36 | 63.86 | 147.89 | 114.27 | 188.19 | 141.14 |
| 48 | 90.73 | 63.86 | 151.24 | 114.27 | 194.92 | 141.14 |
| 49 | 90.73 | 67.23 | 151.24 | 117.62 | 194.92 | 144.51 |
| 50 | 94.07 | 67.23 | 161.31 | 117.62 | 198.31 | 144.51 |
| 51 | 97.47 | 73.96 | 164.68 | 121.00 | 205.02 | 161.31 |
| 52 | 97.47 | 73.96 | 168.05 | 124.34 | 215.11 | 164.68 |
| 53 | 107.54 | 77.32 | 174.76 | 127.69 | 225.19 | 171.40 |
| 54 | 114.27 | 77.32 | 184.85 | 137.79 | 228.54 | 171.40 |
| 55 | 117.62 | 87.36 | 194.92 | 144.51 | 248.71 | 184.85 |
| 56 | 127.69 | 94.07 | 211.71 | 161.31 | 268.85 | 198.31 |
| 57 | 141.14 | 104.18 | 221.82 | 168.05 | 289.02 | 218.46 |
| 58 | 151.24 | 114.27 | 248.71 | 184.85 | 315.90 | 235.28 |
| 59 | 171.40 | 124.34 | 268.85 | 201.66 | 346.16 | 252.09 |
| 60 | 188.19 | 144.51 | 292.38 | 225.19 | 373.04 | 285.67 |
| 61 | 205.02 | 164.68 | 325.98 | 258.76 | 410.03 | 312.53 |
| 62 | 225.19 | 174.76 | 356.24 | 272.23 | 446.99 | 342.80 |
| 63 | 258.76 | 201.66 | 406.66 | 319.27 | 510.84 | 396.57 |
| 64 | 285.67 | 218.46 | 443.60 | 339.46 | 561.27 | 430.17 |
| 65 | 312.53 | 248.71 | 483.95 | 383.12 | 604.92 | 480.58 |
| 66 | 339.46 | 265.48 | 510.84 | 396.57 | 638.54 | 497.38 |
| 67 | 373.04 | 289.02 | 557.91 | 430.17 | 702.41 | 541.09 |
| 68 | 416.73 | 325.98 | 611.65 | 483.95 | 762.88 | 608.30 |
| 69 | 463.78 | 359.61 | 675.50 | 520.91 | 836.84 | 651.99 |
| 70 | 507.50 | 393.22 | 739.38 | 567.98 | 917.52 | 705.76 |
| 71 | 554.53 | 423.46 | 796.49 | 611.65 | 974.62 | 752.84 |
| 72 | 615.02 | 480.58 | 877.17 | 678.89 | 1,062.01 | 820.03 |
| 73 | 685.62 | 537.73 | 964.54 | 752.84 | 1,159.48 | 904.08 |
| 74 | 752.84 | 584.78 | 1,045.20 | 820.03 | 1,233.42 | 964.54 |
| 75 | 833.47 | 641.91 | 1,152.73 | 887.26 | 1,334.24 | 1,031.78 |
| 76 | 924.23 | 709.13 | 1,256.93 | 967.88 | 1,441.76 | 1,105.68 |
| 77 | 1,041.86 | 809.95 | 1,408.16 | 1,092.28 | 1,586.31 | 1,233.42 |
| 78 | 1,162.84 | 900.70 | 1,542.61 | 1,196.45 | 1,720.72 | 1,330.88 |
| 79 | 1,250.23 | 978.00 | 1,653.49 | 1,293.87 | 1,821.54 | 1,421.61 |
| 80 | 1,357.76 | 1,051.92 | 1,761.07 | 1,367.84 | 1,942.50 | 1,508.98 |
| 81 | 1,458.58 | 1,135.94 | 1,882.04 | 1,465.30 | 2,066.90 | 1,609.80 |
| 82 | 1,569.50 | 1,219.97 | 2,003.03 | 1,562.76 | 2,208.04 | 1,714.00 |
| 83 | 1,673.67 | 1,300.62 | 2,120.66 | 1,653.49 | 2,329.02 | 1,811.47 |
| 84 | 1,771.12 | 1,371.20 | 2,231.57 | 1,734.19 | 2,439.92 | 1,902.20 |
| 85 | 1,858.50 | 1,441.76 | 2,342.45 | 1,821.54 | 2,560.91 | 1,996.28 |
| 86 | 1,952.61 | 1,512.34 | 2,460.06 | 1,912.31 | 2,692.00 | 2,097.15 |
| 87 | 2,050.09 | 1,589.66 | 2,581.09 | 2,009.73 | 2,826.42 | 2,201.30 |
| 88 | 2,150.88 | 1,666.95 | 2,712.14 | 2,107.22 | 2,967.55 | 2,312.22 |
| 89 | 2,258.46 | 1,750.97 | 2,846.58 | 2,214.75 | 3,115.43 | 2,426.50 |
| 90 | 2,372.71 | 1,838.35 | 2,987.72 | 2,325.66 | 3,270.07 | 2,550.83 |
| 91 | 2,490.33 | 1,932.46 | 3,138.95 | 2,439.92 | 3,434.72 | 2,678.53 |
| 92 | 2,614.67 | 2,026.54 | 3,293.55 | 2,564.30 | 3,606.12 | 2,809.61 |
| 93 | 2,745.76 | 2,127.37 | 3,458.24 | 2,692.00 | 3,787.60 | 2,950.76 |
| 94 | 2,883.53 | 2,234.92 | 3,632.98 | 2,826.42 | 3,975.80 | 3,098.64 |

# Appendix A

Genworth Life Insurance Company
Current-Year Premiums
Applies to policies issued after or on 09/16/2002

Form: 7032 et al
Annual Premium per $10 Daily Benefit

Individual

1460 x Daily Maximum

| | No BIO | | 5% Simple BIO | | 5% Compound BIO | |
|---|---|---|---|---|---|---|
| Age | 20 EP | 100 EP | 20 EP | 100 EP | 20 EP | 100 EP |
| 18-24 | 50.43 | 40.31 | 90.73 | 67.23 | 114.27 | 80.68 |
| 25-29 | 57.12 | 43.71 | 104.18 | 77.32 | 127.69 | 94.07 |
| 30-34 | 67.23 | 50.43 | 121.00 | 90.73 | 147.89 | 107.54 |
| 35-39 | 77.32 | 57.12 | 141.14 | 100.82 | 171.40 | 124.34 |
| 40-45 | 90.73 | 67.23 | 161.31 | 117.62 | 198.31 | 144.51 |
| 46 | 94.07 | 70.57 | 164.68 | 121.00 | 205.02 | 151.24 |
| 47 | 97.47 | 70.57 | 168.05 | 121.00 | 215.11 | 154.58 |
| 48 | 97.47 | 70.57 | 168.05 | 124.34 | 215.11 | 154.58 |
| 49 | 97.47 | 73.96 | 171.40 | 131.07 | 218.46 | 161.31 |
| 50 | 104.18 | 73.96 | 178.11 | 131.07 | 221.82 | 161.31 |
| 51 | 107.54 | 80.68 | 184.85 | 141.14 | 241.97 | 174.76 |
| 52 | 114.27 | 80.68 | 188.19 | 141.14 | 248.71 | 178.11 |
| 53 | 117.62 | 87.36 | 194.92 | 144.51 | 248.71 | 184.85 |
| 54 | 124.34 | 90.73 | 201.66 | 147.89 | 258.76 | 191.57 |
| 55 | 131.07 | 97.47 | 218.46 | 161.31 | 285.67 | 205.02 |
| 56 | 144.51 | 107.54 | 238.62 | 174.76 | 299.11 | 225.19 |
| 57 | 154.58 | 117.62 | 248.71 | 191.57 | 319.27 | 241.97 |
| 58 | 171.40 | 127.69 | 275.59 | 201.66 | 346.16 | 258.76 |
| 59 | 188.19 | 137.79 | 299.11 | 218.46 | 383.12 | 275.59 |
| 60 | 211.71 | 161.31 | 325.98 | 252.09 | 413.39 | 315.90 |
| 61 | 228.54 | 184.85 | 366.31 | 289.02 | 460.43 | 362.97 |
| 62 | 258.76 | 194.92 | 406.66 | 309.19 | 497.38 | 399.94 |
| 63 | 285.67 | 225.19 | 443.60 | 349.51 | 561.27 | 443.60 |
| 64 | 315.90 | 241.97 | 490.70 | 379.76 | 625.09 | 480.58 |
| 65 | 349.51 | 282.28 | 537.73 | 423.46 | 675.50 | 537.73 |
| 66 | 373.04 | 292.38 | 567.98 | 446.99 | 715.85 | 561.27 |
| 67 | 416.73 | 322.65 | 618.38 | 480.58 | 779.69 | 601.57 |
| 68 | 460.43 | 362.97 | 678.89 | 534.35 | 846.92 | 672.14 |
| 69 | 510.84 | 396.57 | 749.47 | 581.43 | 934.29 | 725.92 |
| 70 | 564.62 | 436.88 | 823.40 | 635.18 | 1,021.68 | 789.76 |
| 71 | 618.38 | 480.58 | 887.26 | 685.62 | 1,095.60 | 846.92 |
| 72 | 685.62 | 531.01 | 971.26 | 752.84 | 1,176.27 | 910.77 |
| 73 | 759.53 | 591.48 | 1,062.01 | 833.47 | 1,270.36 | 998.15 |
| 74 | 833.47 | 655.35 | 1,162.84 | 910.77 | 1,371.20 | 1,075.45 |
| 75 | 930.91 | 722.58 | 1,287.19 | 994.79 | 1,488.83 | 1,149.38 |
| 76 | 1,038.50 | 799.89 | 1,408.16 | 1,088.92 | 1,623.25 | 1,246.86 |
| 77 | 1,159.48 | 900.70 | 1,562.76 | 1,216.62 | 1,761.07 | 1,367.84 |
| 78 | 1,283.80 | 994.79 | 1,707.28 | 1,320.79 | 1,898.85 | 1,472.03 |
| 79 | 1,391.38 | 1,095.60 | 1,841.69 | 1,441.76 | 2,016.47 | 1,576.22 |
| 80 | 1,519.09 | 1,193.09 | 1,979.48 | 1,549.33 | 2,154.26 | 1,680.39 |
| 81 | 1,660.22 | 1,293.87 | 2,147.52 | 1,666.95 | 2,312.22 | 1,787.91 |
| 82 | 1,804.73 | 1,411.54 | 2,292.06 | 1,787.91 | 2,470.17 | 1,915.65 |
| 83 | 1,976.13 | 1,535.88 | 2,486.98 | 1,939.15 | 2,655.02 | 2,050.09 |
| 84 | 2,140.81 | 1,663.57 | 2,658.38 | 2,063.52 | 2,833.14 | 2,191.23 |
| 85 | 2,248.37 | 1,747.62 | 2,792.80 | 2,164.33 | 2,974.28 | 2,302.13 |
| 86 | 2,359.28 | 1,834.99 | 2,930.63 | 2,275.27 | 3,125.52 | 2,416.42 |
| 87 | 2,476.89 | 1,925.72 | 3,078.49 | 2,386.15 | 3,280.11 | 2,537.39 |
| 88 | 2,601.26 | 2,023.19 | 3,233.09 | 2,507.14 | 3,444.80 | 2,661.73 |
| 89 | 2,732.31 | 2,124.00 | 3,394.41 | 2,631.48 | 3,616.19 | 2,796.17 |
| 90 | 2,866.74 | 2,231.57 | 3,562.42 | 2,762.58 | 3,797.68 | 2,937.33 |
| 91 | 3,011.26 | 2,342.45 | 3,740.55 | 2,900.37 | 3,989.25 | 3,081.85 |
| 92 | 3,162.47 | 2,460.06 | 3,928.76 | 3,048.24 | 4,187.51 | 3,236.45 |
| 93 | 3,320.45 | 2,581.09 | 4,123.66 | 3,199.46 | 4,395.89 | 3,397.75 |
| 94 | 3,485.10 | 2,712.14 | 4,332.05 | 3,360.79 | 4,617.72 | 3,569.15 |

# Appendix A

Genworth Life Insurance Company
Current-Year Premiums
Applies to policies issued after or on 09/16/2002

Form: 7032 et al
Annual Premium per $10 Daily Benefit

Individual

2190 x Daily Maximum

| | No BIO | | 5% Simple BIO | | 5% Compound BIO | |
|---|---|---|---|---|---|---|
| Age | 20 EP | 100 EP | 20 EP | 100 EP | 20 EP | 100 EP |
| 18-24 | 63.86 | 47.05 | 114.27 | 87.36 | 144.51 | 104.18 |
| 25-29 | 70.57 | 53.78 | 127.69 | 97.47 | 168.05 | 121.00 |
| 30-34 | 80.68 | 63.86 | 147.89 | 114.27 | 191.57 | 141.14 |
| 35-39 | 94.07 | 70.57 | 171.40 | 127.69 | 218.46 | 161.31 |
| 40-45 | 107.54 | 80.68 | 198.31 | 147.89 | 248.71 | 184.85 |
| 46 | 117.62 | 90.73 | 205.02 | 154.58 | 262.14 | 194.92 |
| 47 | 117.62 | 90.73 | 211.71 | 154.58 | 265.48 | 194.92 |
| 48 | 121.00 | 90.73 | 215.11 | 161.31 | 268.85 | 198.31 |
| 49 | 121.00 | 94.07 | 215.11 | 164.68 | 272.23 | 201.66 |
| 50 | 127.69 | 94.07 | 221.82 | 164.68 | 275.59 | 205.02 |
| 51 | 131.07 | 97.47 | 228.54 | 174.76 | 292.38 | 218.46 |
| 52 | 141.14 | 100.82 | 238.62 | 178.11 | 302.46 | 225.19 |
| 53 | 144.51 | 104.18 | 245.34 | 184.85 | 312.53 | 235.28 |
| 54 | 151.24 | 114.27 | 258.76 | 191.57 | 325.98 | 245.34 |
| 55 | 168.05 | 124.34 | 275.59 | 211.71 | 359.61 | 268.85 |
| 56 | 178.11 | 137.79 | 302.46 | 228.54 | 386.51 | 295.74 |
| 57 | 194.92 | 147.89 | 322.65 | 248.71 | 413.39 | 315.90 |
| 58 | 215.11 | 164.68 | 356.24 | 265.48 | 446.99 | 342.80 |
| 59 | 238.62 | 174.76 | 386.51 | 289.02 | 490.70 | 366.31 |
| 60 | 265.48 | 201.66 | 420.13 | 332.72 | 534.35 | 416.73 |
| 61 | 289.02 | 235.28 | 470.50 | 383.12 | 591.48 | 477.23 |
| 62 | 322.65 | 248.71 | 527.65 | 399.94 | 648.62 | 531.01 |
| 63 | 359.61 | 289.02 | 578.07 | 463.78 | 729.32 | 584.78 |
| 64 | 399.94 | 312.53 | 638.54 | 497.38 | 809.95 | 631.84 |
| 65 | 443.60 | 359.61 | 699.06 | 561.27 | 877.17 | 709.13 |
| 66 | 480.58 | 379.76 | 739.38 | 591.48 | 934.29 | 746.12 |
| 67 | 531.01 | 416.73 | 809.95 | 638.54 | 1,018.30 | 799.89 |
| 68 | 581.43 | 470.50 | 883.90 | 712.49 | 1,102.34 | 887.26 |
| 69 | 651.99 | 510.84 | 978.00 | 772.97 | 1,219.97 | 957.81 |
| 70 | 722.58 | 564.62 | 1,075.45 | 846.92 | 1,334.24 | 1,048.57 |
| 71 | 786.42 | 618.38 | 1,162.84 | 910.77 | 1,428.34 | 1,122.48 |
| 72 | 870.46 | 682.23 | 1,267.00 | 1,001.51 | 1,535.88 | 1,213.23 |
| 73 | 964.54 | 762.88 | 1,388.02 | 1,105.68 | 1,660.22 | 1,324.14 |
| 74 | 1,062.01 | 846.92 | 1,515.69 | 1,209.90 | 1,787.91 | 1,428.34 |
| 75 | 1,176.27 | 927.56 | 1,677.03 | 1,317.42 | 1,942.50 | 1,529.16 |
| 76 | 1,314.07 | 1,028.39 | 1,841.69 | 1,441.76 | 2,113.91 | 1,656.88 |
| 77 | 1,465.30 | 1,162.84 | 2,039.99 | 1,613.17 | 2,295.41 | 1,818.18 |
| 78 | 1,626.61 | 1,277.07 | 2,224.85 | 1,754.33 | 2,476.89 | 1,955.96 |
| 79 | 1,764.42 | 1,408.16 | 2,402.97 | 1,915.65 | 2,624.76 | 2,090.43 |
| 80 | 1,929.12 | 1,535.88 | 2,584.46 | 2,056.81 | 2,796.17 | 2,221.50 |
| 81 | 2,103.84 | 1,666.95 | 2,802.87 | 2,214.75 | 2,987.72 | 2,359.28 |
| 82 | 2,288.66 | 1,818.18 | 2,994.46 | 2,372.71 | 3,186.04 | 2,517.24 |
| 83 | 2,507.14 | 1,979.48 | 3,246.52 | 2,567.66 | 3,414.56 | 2,695.34 |
| 84 | 2,712.14 | 2,140.81 | 3,468.31 | 2,735.69 | 3,639.71 | 2,870.10 |
| 85 | 2,849.94 | 2,248.37 | 3,643.07 | 2,873.46 | 3,824.56 | 3,011.26 |
| 86 | 2,991.06 | 2,359.28 | 3,824.56 | 3,017.99 | 4,012.77 | 3,162.47 |
| 87 | 3,142.33 | 2,476.89 | 4,016.14 | 3,169.21 | 4,214.42 | 3,320.45 |
| 88 | 3,296.91 | 2,601.26 | 4,217.78 | 3,327.17 | 4,426.15 | 3,488.49 |
| 89 | 3,461.59 | 2,732.31 | 4,429.53 | 3,491.85 | 4,647.94 | 3,663.25 |
| 90 | 3,636.36 | 2,866.74 | 4,651.31 | 3,666.61 | 4,879.88 | 3,844.73 |
| 91 | 3,817.83 | 3,011.26 | 4,883.21 | 3,851.46 | 5,125.21 | 4,036.29 |
| 92 | 4,009.41 | 3,162.47 | 5,125.21 | 4,043.03 | 5,380.61 | 4,237.96 |
| 93 | 4,207.69 | 3,320.45 | 5,383.97 | 4,244.69 | 5,649.44 | 4,449.68 |
| 94 | 4,419.44 | 3,485.10 | 5,652.83 | 4,456.39 | 5,931.78 | 4,674.84 |

# Appendix A

Genworth Life Insurance Company
Current-Year Premiums
Applies to policies issued after or on 09/16/2002

Form: 7032 et al
Annual Premium per $10 Daily Benefit

Individual

Unlimited

| | No BIO | | 5% Simple BIO | | 5% Compound BIO | |
|---|---|---|---|---|---|---|
| Age | 20 EP | 100 EP | 20 EP | 100 EP | 20 EP | 100 EP |
| 18-24 | 88.54 | 67.46 | 164.43 | 126.46 | 210.79 | 155.96 |
| 25-29 | 101.20 | 80.11 | 189.71 | 147.53 | 244.51 | 181.27 |
| 30-34 | 118.01 | 88.54 | 219.22 | 164.43 | 278.26 | 210.79 |
| 35-39 | 134.90 | 101.20 | 252.95 | 189.71 | 324.60 | 240.29 |
| 40-45 | 155.96 | 118.01 | 295.13 | 219.22 | 370.96 | 274.03 |
| 46 | 172.86 | 130.67 | 307.77 | 236.08 | 392.04 | 295.13 |
| 47 | 172.86 | 130.67 | 311.98 | 236.08 | 396.29 | 295.13 |
| 48 | 177.03 | 130.67 | 324.60 | 240.29 | 404.72 | 303.54 |
| 49 | 177.03 | 134.90 | 324.60 | 244.51 | 408.93 | 307.77 |
| 50 | 185.50 | 134.90 | 328.82 | 244.51 | 417.36 | 311.98 |
| 51 | 189.71 | 143.34 | 341.46 | 257.19 | 430.00 | 328.82 |
| 52 | 206.59 | 151.76 | 358.34 | 269.84 | 451.11 | 341.46 |
| 53 | 210.79 | 155.96 | 366.77 | 278.26 | 467.95 | 354.10 |
| 54 | 223.43 | 172.86 | 387.86 | 286.69 | 493.25 | 370.96 |
| 55 | 248.76 | 185.50 | 421.60 | 324.60 | 543.82 | 408.93 |
| 56 | 265.58 | 206.59 | 459.50 | 354.10 | 585.97 | 459.50 |
| 57 | 286.69 | 223.43 | 493.25 | 379.43 | 636.59 | 489.06 |
| 58 | 324.60 | 248.76 | 543.82 | 408.93 | 691.39 | 531.20 |
| 59 | 358.34 | 269.84 | 590.19 | 451.11 | 754.61 | 573.33 |
| 60 | 396.29 | 307.77 | 645.02 | 510.14 | 822.08 | 645.02 |
| 61 | 434.22 | 354.10 | 725.14 | 590.19 | 910.60 | 737.76 |
| 62 | 489.06 | 375.19 | 805.19 | 619.73 | 990.70 | 822.08 |
| 63 | 543.82 | 438.44 | 889.53 | 720.93 | 1,125.61 | 910.60 |
| 64 | 607.08 | 476.38 | 986.49 | 775.69 | 1,247.89 | 982.27 |
| 65 | 670.31 | 548.02 | 1,075.03 | 876.90 | 1,353.29 | 1,104.53 |
| 66 | 729.34 | 577.56 | 1,142.49 | 919.06 | 1,445.99 | 1,159.36 |
| 67 | 800.99 | 636.59 | 1,252.06 | 999.12 | 1,568.28 | 1,247.89 |
| 68 | 881.10 | 725.14 | 1,365.94 | 1,112.98 | 1,707.38 | 1,386.97 |
| 69 | 990.70 | 784.11 | 1,517.69 | 1,201.49 | 1,888.66 | 1,496.62 |
| 70 | 1,096.10 | 868.44 | 1,661.00 | 1,319.54 | 2,057.30 | 1,639.92 |
| 71 | 1,197.30 | 948.56 | 1,800.15 | 1,424.92 | 2,204.89 | 1,753.77 |
| 72 | 1,315.32 | 1,045.53 | 1,960.33 | 1,564.09 | 2,377.72 | 1,897.11 |
| 73 | 1,462.86 | 1,171.97 | 2,145.84 | 1,724.26 | 2,571.65 | 2,074.15 |
| 74 | 1,610.42 | 1,294.25 | 2,348.19 | 1,888.66 | 2,769.77 | 2,230.15 |
| 75 | 1,783.29 | 1,416.49 | 2,592.72 | 2,057.30 | 3,001.66 | 2,390.35 |
| 76 | 1,994.09 | 1,580.94 | 2,849.84 | 2,255.44 | 3,267.23 | 2,588.48 |
| 77 | 2,225.91 | 1,779.10 | 3,153.43 | 2,525.24 | 3,549.68 | 2,841.43 |
| 78 | 2,466.23 | 1,960.33 | 3,444.31 | 2,744.47 | 3,827.93 | 3,056.45 |
| 79 | 2,681.25 | 2,158.49 | 3,718.32 | 2,989.01 | 4,055.61 | 3,267.23 |
| 80 | 2,929.94 | 2,352.42 | 4,000.78 | 3,216.65 | 4,304.32 | 3,461.16 |
| 81 | 3,199.79 | 2,558.98 | 4,333.79 | 3,461.16 | 4,590.97 | 3,671.96 |
| 82 | 3,473.82 | 2,782.41 | 4,637.38 | 3,709.87 | 4,886.07 | 3,912.24 |
| 83 | 3,802.64 | 3,035.36 | 5,025.24 | 4,013.42 | 5,235.96 | 4,186.27 |
| 84 | 4,123.04 | 3,279.83 | 5,370.93 | 4,274.82 | 5,581.71 | 4,451.86 |
| 85 | 4,329.59 | 3,444.31 | 5,636.49 | 4,489.83 | 5,859.93 | 4,671.07 |
| 86 | 4,544.60 | 3,617.12 | 5,918.96 | 4,713.26 | 6,150.82 | 4,907.17 |
| 87 | 4,772.25 | 3,798.42 | 6,214.08 | 4,949.33 | 6,458.57 | 5,151.70 |
| 88 | 5,012.53 | 3,988.13 | 6,526.02 | 5,193.82 | 6,783.19 | 5,408.82 |
| 89 | 5,261.30 | 4,186.27 | 6,854.86 | 5,455.22 | 7,120.44 | 5,678.64 |
| 90 | 5,522.67 | 4,397.04 | 7,196.36 | 5,729.24 | 7,478.80 | 5,965.33 |
| 91 | 5,800.92 | 4,616.29 | 7,554.66 | 6,015.90 | 7,849.76 | 6,260.42 |
| 92 | 6,091.79 | 4,848.14 | 7,934.08 | 6,315.23 | 8,246.05 | 6,576.62 |
| 93 | 6,395.33 | 5,088.45 | 8,330.37 | 6,631.43 | 8,654.97 | 6,905.45 |
| 94 | 6,715.72 | 5,345.63 | 8,747.76 | 6,960.26 | 9,089.23 | 7,246.94 |

# Appendix B

Genworth Life Insurance Company
24% Increase to Current-Year Premiums
Applies to policies issued after or on 09/16/2002

Form: 7032 et al
Annual Premium per $10 Daily Benefit

Individual

730 x Daily Maximum

| | No BIO | | 5% Simple BIO | | 5% Compound BIO | |
|---|---|---|---|---|---|---|
| Age | 20 EP | 100 EP | 20 EP | 100 EP | 20 EP | 100 EP |
| 18-24 | 49.98 | 37.53 | 83.37 | 62.53 | 108.33 | 79.19 |
| 25-29 | 58.34 | 41.68 | 95.88 | 70.83 | 120.86 | 87.51 |
| 30-34 | 66.69 | 49.98 | 112.51 | 83.37 | 141.69 | 100.04 |
| 35-39 | 79.19 | 54.20 | 125.02 | 95.88 | 158.34 | 116.65 |
| 40-45 | 87.51 | 62.53 | 145.85 | 112.51 | 183.38 | 133.35 |
| 46 | 87.51 | 66.69 | 154.18 | 120.86 | 187.54 | 145.85 |
| 47 | 91.71 | 66.69 | 158.34 | 120.86 | 200.02 | 150.04 |
| 48 | 91.71 | 66.69 | 158.34 | 120.86 | 200.02 | 150.04 |
| 49 | 91.71 | 66.69 | 158.34 | 120.86 | 204.20 | 154.18 |
| 50 | 95.88 | 70.83 | 162.53 | 125.02 | 208.38 | 170.86 |
| 51 | 95.88 | 70.83 | 175.01 | 129.18 | 212.54 | 175.01 |
| 52 | 108.33 | 83.37 | 179.19 | 133.35 | 229.21 | 179.19 |
| 53 | 112.51 | 87.51 | 183.38 | 141.69 | 233.36 | 183.38 |
| 54 | 112.51 | 87.51 | 187.54 | 145.85 | 241.70 | 183.38 |
| 55 | 120.86 | 95.88 | 204.20 | 154.18 | 262.52 | 204.20 |
| 56 | 133.35 | 100.04 | 220.86 | 162.53 | 291.75 | 212.54 |
| 57 | 145.85 | 116.65 | 237.55 | 183.38 | 304.22 | 237.55 |
| 58 | 162.53 | 125.02 | 254.22 | 200.02 | 329.20 | 254.22 |
| 59 | 179.19 | 133.35 | 283.39 | 220.86 | 358.38 | 275.06 |
| 60 | 204.20 | 150.04 | 320.86 | 241.70 | 400.09 | 304.22 |
| 61 | 216.70 | 170.86 | 341.73 | 262.52 | 429.24 | 337.57 |
| 62 | 241.70 | 187.54 | 387.54 | 300.04 | 487.59 | 375.05 |
| 63 | 275.06 | 204.20 | 425.07 | 312.59 | 537.58 | 395.89 |
| 64 | 312.59 | 229.21 | 483.44 | 358.38 | 608.47 | 450.08 |
| 65 | 337.57 | 250.06 | 516.75 | 383.40 | 658.45 | 483.44 |
| 66 | 375.05 | 275.06 | 570.93 | 416.75 | 716.81 | 520.96 |
| 67 | 412.57 | 300.04 | 608.47 | 441.74 | 766.79 | 550.06 |
| 68 | 450.08 | 333.37 | 666.79 | 491.75 | 833.45 | 608.47 |
| 69 | 491.75 | 362.55 | 716.81 | 520.96 | 900.14 | 654.29 |
| 70 | 533.41 | 395.89 | 766.79 | 575.09 | 954.33 | 712.64 |
| 71 | 583.42 | 433.39 | 837.62 | 612.60 | 1,029.32 | 758.45 |
| 72 | 633.44 | 470.90 | 904.36 | 666.79 | 1,096.04 | 808.47 |
| 73 | 691.81 | 516.75 | 962.64 | 725.13 | 1,158.52 | 870.99 |
| 74 | 758.45 | 570.93 | 1,050.18 | 787.62 | 1,241.87 | 929.34 |
| 75 | 837.62 | 612.60 | 1,154.33 | 850.17 | 1,333.56 | 987.65 |
| 76 | 925.19 | 683.44 | 1,258.54 | 929.34 | 1,446.08 | 1,062.67 |
| 77 | 1,025.18 | 762.62 | 1,383.55 | 1,029.32 | 1,550.29 | 1,158.52 |
| 78 | 1,125.21 | 841.82 | 1,504.41 | 1,121.06 | 1,671.14 | 1,246.05 |
| 79 | 1,233.54 | 916.83 | 1,633.60 | 1,212.72 | 1,783.63 | 1,350.26 |
| 80 | 1,350.26 | 1,000.15 | 1,754.48 | 1,304.38 | 1,908.66 | 1,446.08 |
| 81 | 1,475.24 | 1,096.04 | 1,900.30 | 1,412.72 | 2,058.67 | 1,562.80 |
| 82 | 1,604.40 | 1,196.03 | 2,033.67 | 1,516.89 | 2,208.71 | 1,683.62 |
| 83 | 1,754.48 | 1,304.38 | 2,204.52 | 1,637.78 | 2,379.61 | 1,808.64 |
| 84 | 1,908.66 | 1,425.23 | 2,367.06 | 1,771.14 | 2,562.96 | 1,941.99 |
| 85 | 2,004.48 | 1,496.08 | 2,487.91 | 1,858.64 | 2,692.13 | 2,041.99 |
| 86 | 2,104.53 | 1,571.08 | 2,612.95 | 1,950.35 | 2,825.46 | 2,142.04 |
| 87 | 2,208.71 | 1,650.29 | 2,742.11 | 2,046.17 | 2,967.18 | 2,250.40 |
| 88 | 2,321.21 | 1,733.63 | 2,879.65 | 2,150.40 | 3,113.01 | 2,362.89 |
| 89 | 2,437.93 | 1,821.13 | 3,021.36 | 2,258.71 | 3,271.39 | 2,479.60 |
| 90 | 2,558.76 | 1,912.84 | 3,175.53 | 2,371.26 | 3,433.94 | 2,604.62 |
| 91 | 2,687.94 | 2,008.66 | 3,333.88 | 2,487.91 | 3,604.83 | 2,733.83 |
| 92 | 2,821.33 | 2,108.69 | 3,500.61 | 2,612.95 | 3,783.98 | 2,871.31 |
| 93 | 2,962.97 | 2,212.87 | 3,675.62 | 2,746.29 | 3,975.66 | 3,013.03 |
| 94 | 3,108.85 | 2,321.21 | 3,858.95 | 2,883.82 | 4,171.55 | 3,167.21 |

# Appendix B

Genworth Life Insurance Company
24% Increase to Current-Year Premiums
Applies to policies issued after or on 09/16/2002

Form: 7032 et al
Annual Premium per $10 Daily Benefit

Individual

1095 x Daily Maximum

| | No BIO | | 5% Simple BIO | | 5% Compound BIO | |
|---|---|---|---|---|---|---|
| Age | 20 EP | 100 EP | 20 EP | 100 EP | 20 EP | 100 EP |
| 18-24 | 54.20 | 41.68 | 95.88 | 70.83 | 120.86 | 87.51 |
| 25-29 | 62.53 | 49.98 | 112.51 | 83.37 | 141.69 | 100.04 |
| 30-34 | 70.83 | 54.20 | 129.18 | 95.88 | 158.34 | 116.65 |
| 35-39 | 83.37 | 62.53 | 150.04 | 112.51 | 183.38 | 133.35 |
| 40-45 | 95.88 | 70.83 | 175.01 | 125.02 | 212.54 | 154.18 |
| 46 | 108.33 | 79.19 | 179.19 | 129.18 | 229.21 | 170.86 |
| 47 | 108.33 | 79.19 | 183.38 | 141.69 | 233.36 | 175.01 |
| 48 | 112.51 | 79.19 | 187.54 | 141.69 | 241.70 | 175.01 |
| 49 | 112.51 | 83.37 | 187.54 | 145.85 | 241.70 | 179.19 |
| 50 | 116.65 | 83.37 | 200.02 | 145.85 | 245.90 | 179.19 |
| 51 | 120.86 | 91.71 | 204.20 | 150.04 | 254.22 | 200.02 |
| 52 | 120.86 | 91.71 | 208.38 | 154.18 | 266.74 | 204.20 |
| 53 | 133.35 | 95.88 | 216.70 | 158.34 | 279.24 | 212.54 |
| 54 | 141.69 | 95.88 | 229.21 | 170.86 | 283.39 | 212.54 |
| 55 | 145.85 | 108.33 | 241.70 | 179.19 | 308.40 | 229.21 |
| 56 | 158.34 | 116.65 | 262.52 | 200.02 | 333.37 | 245.90 |
| 57 | 175.01 | 129.18 | 275.06 | 208.38 | 358.38 | 270.89 |
| 58 | 187.54 | 141.69 | 308.40 | 229.21 | 391.72 | 291.75 |
| 59 | 212.54 | 154.18 | 333.37 | 250.06 | 429.24 | 312.59 |
| 60 | 233.36 | 179.19 | 362.55 | 279.24 | 462.57 | 354.23 |
| 61 | 254.22 | 204.20 | 404.22 | 320.86 | 508.44 | 387.54 |
| 62 | 279.24 | 216.70 | 441.74 | 337.57 | 554.27 | 425.07 |
| 63 | 320.86 | 250.06 | 504.26 | 395.89 | 633.44 | 491.75 |
| 64 | 354.23 | 270.89 | 550.06 | 420.93 | 695.97 | 533.41 |
| 65 | 387.54 | 308.40 | 600.10 | 475.07 | 750.10 | 595.92 |
| 66 | 420.93 | 329.20 | 633.44 | 491.75 | 791.79 | 616.75 |
| 67 | 462.57 | 358.38 | 691.81 | 533.41 | 870.99 | 670.95 |
| 68 | 516.75 | 404.22 | 758.45 | 600.10 | 945.97 | 754.29 |
| 69 | 575.09 | 445.92 | 837.62 | 645.93 | 1,037.68 | 808.47 |
| 70 | 629.30 | 487.59 | 916.83 | 704.30 | 1,137.72 | 875.14 |
| 71 | 687.62 | 525.09 | 987.65 | 758.45 | 1,208.53 | 933.52 |
| 72 | 762.62 | 595.92 | 1,087.69 | 841.82 | 1,316.89 | 1,016.84 |
| 73 | 850.17 | 666.79 | 1,196.03 | 933.52 | 1,437.76 | 1,121.06 |
| 74 | 933.52 | 725.13 | 1,296.05 | 1,016.84 | 1,529.44 | 1,196.03 |
| 75 | 1,033.50 | 795.97 | 1,429.39 | 1,100.20 | 1,654.46 | 1,279.41 |
| 76 | 1,146.05 | 879.32 | 1,558.59 | 1,200.17 | 1,787.78 | 1,371.04 |
| 77 | 1,291.91 | 1,004.34 | 1,746.12 | 1,354.43 | 1,967.02 | 1,529.44 |
| 78 | 1,441.92 | 1,116.87 | 1,912.84 | 1,483.60 | 2,133.69 | 1,650.29 |
| 79 | 1,550.29 | 1,212.72 | 2,050.33 | 1,604.40 | 2,258.71 | 1,762.80 |
| 80 | 1,683.62 | 1,304.38 | 2,183.73 | 1,696.12 | 2,408.70 | 1,871.14 |
| 81 | 1,808.64 | 1,408.57 | 2,333.73 | 1,816.97 | 2,562.96 | 1,996.15 |
| 82 | 1,946.18 | 1,512.76 | 2,483.76 | 1,937.82 | 2,737.97 | 2,125.36 |
| 83 | 2,075.35 | 1,612.77 | 2,629.62 | 2,050.33 | 2,887.98 | 2,246.22 |
| 84 | 2,196.19 | 1,700.29 | 2,767.15 | 2,150.40 | 3,025.50 | 2,358.73 |
| 85 | 2,304.54 | 1,787.78 | 2,904.64 | 2,258.71 | 3,175.53 | 2,475.39 |
| 86 | 2,421.24 | 1,875.30 | 3,050.47 | 2,371.26 | 3,338.08 | 2,600.47 |
| 87 | 2,542.11 | 1,971.18 | 3,200.55 | 2,492.07 | 3,504.76 | 2,729.61 |
| 88 | 2,667.09 | 2,067.02 | 3,363.05 | 2,612.95 | 3,679.76 | 2,867.15 |
| 89 | 2,800.49 | 2,171.20 | 3,529.76 | 2,746.29 | 3,863.13 | 3,008.86 |
| 90 | 2,942.16 | 2,279.55 | 3,704.77 | 2,883.82 | 4,054.89 | 3,163.03 |
| 91 | 3,088.01 | 2,396.25 | 3,892.30 | 3,025.50 | 4,259.05 | 3,321.38 |
| 92 | 3,242.19 | 2,512.91 | 4,084.00 | 3,179.73 | 4,471.59 | 3,483.92 |
| 93 | 3,404.74 | 2,637.94 | 4,288.22 | 3,338.08 | 4,696.62 | 3,658.94 |
| 94 | 3,575.58 | 2,771.30 | 4,504.90 | 3,504.76 | 4,929.99 | 3,842.31 |

# Appendix B

Genworth Life Insurance Company
24% Increase to Current-Year Premiums
Applies to policies issued after or on 09/16/2002

Form: 7032 et al
Annual Premium per $10 Daily Benefit

Individual

1460 x Daily Maximum

| | No BIO | | 5% Simple BIO | | 5% Compound BIO | |
|---|---|---|---|---|---|---|
| Age | 20 EP | 100 EP | 20 EP | 100 EP | 20 EP | 100 EP |
| 18-24 | 62.53 | 49.98 | 112.51 | 83.37 | 141.69 | 100.04 |
| 25-29 | 70.83 | 54.20 | 129.18 | 95.88 | 158.34 | 116.65 |
| 30-34 | 83.37 | 62.53 | 150.04 | 112.51 | 183.38 | 133.35 |
| 35-39 | 95.88 | 70.83 | 175.01 | 125.02 | 212.54 | 154.18 |
| 40-45 | 112.51 | 83.37 | 200.02 | 145.85 | 245.90 | 179.19 |
| 46 | 116.65 | 87.51 | 204.20 | 150.04 | 254.22 | 187.54 |
| 47 | 120.86 | 87.51 | 208.38 | 150.04 | 266.74 | 191.68 |
| 48 | 120.86 | 87.51 | 208.38 | 154.18 | 266.74 | 191.68 |
| 49 | 120.86 | 91.71 | 212.54 | 162.53 | 270.89 | 200.02 |
| 50 | 129.18 | 91.71 | 220.86 | 162.53 | 275.06 | 200.02 |
| 51 | 133.35 | 100.04 | 229.21 | 175.01 | 300.04 | 216.70 |
| 52 | 141.69 | 100.04 | 233.36 | 175.01 | 308.40 | 220.86 |
| 53 | 145.85 | 108.33 | 241.70 | 179.19 | 308.40 | 229.21 |
| 54 | 154.18 | 112.51 | 250.06 | 183.38 | 320.86 | 237.55 |
| 55 | 162.53 | 120.86 | 270.89 | 200.02 | 354.23 | 254.22 |
| 56 | 179.19 | 133.35 | 295.89 | 216.70 | 370.90 | 279.24 |
| 57 | 191.68 | 145.85 | 308.40 | 237.55 | 395.89 | 300.04 |
| 58 | 212.54 | 158.34 | 341.73 | 250.06 | 429.24 | 320.86 |
| 59 | 233.36 | 170.86 | 370.90 | 270.89 | 475.07 | 341.73 |
| 60 | 262.52 | 200.02 | 404.22 | 312.59 | 512.60 | 391.72 |
| 61 | 283.39 | 229.21 | 454.22 | 358.38 | 570.93 | 450.08 |
| 62 | 320.86 | 241.70 | 504.26 | 383.40 | 616.75 | 495.93 |
| 63 | 354.23 | 279.24 | 550.06 | 433.39 | 695.97 | 550.06 |
| 64 | 391.72 | 300.04 | 608.47 | 470.90 | 775.11 | 595.92 |
| 65 | 433.39 | 350.03 | 666.79 | 525.09 | 837.62 | 666.79 |
| 66 | 462.57 | 362.55 | 704.30 | 554.27 | 887.65 | 695.97 |
| 67 | 516.75 | 400.09 | 766.79 | 595.92 | 966.82 | 745.95 |
| 68 | 570.93 | 450.08 | 841.82 | 662.59 | 1,050.18 | 833.45 |
| 69 | 633.44 | 491.75 | 929.34 | 720.97 | 1,158.52 | 900.14 |
| 70 | 700.13 | 541.73 | 1,021.02 | 787.62 | 1,266.88 | 979.30 |
| 71 | 766.79 | 595.92 | 1,100.20 | 850.17 | 1,358.54 | 1,050.18 |
| 72 | 850.17 | 658.45 | 1,204.36 | 933.52 | 1,458.57 | 1,129.35 |
| 73 | 941.82 | 733.44 | 1,316.89 | 1,033.50 | 1,575.25 | 1,237.71 |
| 74 | 1,033.50 | 812.63 | 1,441.92 | 1,129.35 | 1,700.29 | 1,333.56 |
| 75 | 1,154.33 | 896.00 | 1,596.12 | 1,233.54 | 1,846.15 | 1,425.23 |
| 76 | 1,287.74 | 991.86 | 1,746.12 | 1,350.26 | 2,012.83 | 1,546.11 |
| 77 | 1,437.76 | 1,116.87 | 1,937.82 | 1,508.61 | 2,183.73 | 1,696.12 |
| 78 | 1,591.91 | 1,233.54 | 2,117.03 | 1,637.78 | 2,354.57 | 1,825.32 |
| 79 | 1,725.31 | 1,358.54 | 2,283.70 | 1,787.78 | 2,500.42 | 1,954.51 |
| 80 | 1,883.67 | 1,479.43 | 2,454.56 | 1,921.17 | 2,671.28 | 2,083.68 |
| 81 | 2,058.67 | 1,604.40 | 2,662.92 | 2,067.02 | 2,867.15 | 2,217.01 |
| 82 | 2,237.87 | 1,750.31 | 2,842.15 | 2,217.01 | 3,063.01 | 2,375.41 |
| 83 | 2,450.40 | 1,904.49 | 3,083.86 | 2,404.55 | 3,292.22 | 2,542.11 |
| 84 | 2,654.60 | 2,062.83 | 3,296.39 | 2,558.76 | 3,513.09 | 2,717.13 |
| 85 | 2,787.98 | 2,167.05 | 3,463.07 | 2,683.77 | 3,688.11 | 2,854.64 |
| 86 | 2,925.51 | 2,275.39 | 3,633.98 | 2,821.33 | 3,875.64 | 2,996.36 |
| 87 | 3,071.34 | 2,387.89 | 3,817.33 | 2,958.83 | 4,067.34 | 3,146.36 |
| 88 | 3,225.56 | 2,508.76 | 4,009.03 | 3,108.85 | 4,271.55 | 3,300.55 |
| 89 | 3,388.06 | 2,633.76 | 4,209.07 | 3,263.04 | 4,484.08 | 3,467.25 |
| 90 | 3,554.76 | 2,767.15 | 4,417.40 | 3,425.60 | 4,709.12 | 3,642.29 |
| 91 | 3,733.96 | 2,904.64 | 4,638.28 | 3,596.46 | 4,946.67 | 3,821.49 |
| 92 | 3,921.46 | 3,050.47 | 4,871.66 | 3,779.82 | 5,192.51 | 4,013.20 |
| 93 | 4,117.36 | 3,200.55 | 5,113.34 | 3,967.33 | 5,450.90 | 4,213.21 |
| 94 | 4,321.52 | 3,363.05 | 5,371.74 | 4,167.38 | 5,725.97 | 4,425.75 |

# Appendix B

Genworth Life Insurance Company
24% Increase to Current-Year Premiums
Applies to policies issued after or on 09/16/2002

Form: 7032 et al
Annual Premium per $10 Daily Benefit

Individual

2190 x Daily Maximum

| | No BIO | | 5% Simple BIO | | 5% Compound BIO | |
|---|---|---|---|---|---|---|
| Age | 20 EP | 100 EP | 20 EP | 100 EP | 20 EP | 100 EP |
| 18-24 | 79.19 | 58.34 | 141.69 | 108.33 | 179.19 | 129.18 |
| 25-29 | 87.51 | 66.69 | 158.34 | 120.86 | 208.38 | 150.04 |
| 30-34 | 100.04 | 79.19 | 183.38 | 141.69 | 237.55 | 175.01 |
| 35-39 | 116.65 | 87.51 | 212.54 | 158.34 | 270.89 | 200.02 |
| 40-45 | 133.35 | 100.04 | 245.90 | 183.38 | 308.40 | 229.21 |
| 46 | 145.85 | 112.51 | 254.22 | 191.68 | 325.05 | 241.70 |
| 47 | 145.85 | 112.51 | 262.52 | 191.68 | 329.20 | 241.70 |
| 48 | 150.04 | 112.51 | 266.74 | 200.02 | 333.37 | 245.90 |
| 49 | 150.04 | 116.65 | 266.74 | 204.20 | 337.57 | 250.06 |
| 50 | 158.34 | 116.65 | 275.06 | 204.20 | 341.73 | 254.22 |
| 51 | 162.53 | 120.86 | 283.39 | 216.70 | 362.55 | 270.89 |
| 52 | 175.01 | 125.02 | 295.89 | 220.86 | 375.05 | 279.24 |
| 53 | 179.19 | 129.18 | 304.22 | 229.21 | 387.54 | 291.75 |
| 54 | 187.54 | 141.69 | 320.86 | 237.55 | 404.22 | 304.22 |
| 55 | 208.38 | 154.18 | 341.73 | 262.52 | 445.92 | 333.37 |
| 56 | 220.86 | 170.86 | 375.05 | 283.39 | 479.27 | 366.72 |
| 57 | 241.70 | 183.38 | 400.09 | 308.40 | 512.60 | 391.72 |
| 58 | 266.74 | 204.20 | 441.74 | 329.20 | 554.27 | 425.07 |
| 59 | 295.89 | 216.70 | 479.27 | 358.38 | 608.47 | 454.22 |
| 60 | 329.20 | 250.06 | 520.96 | 412.57 | 662.59 | 516.75 |
| 61 | 358.38 | 291.75 | 583.42 | 475.07 | 733.44 | 591.77 |
| 62 | 400.09 | 308.40 | 654.29 | 495.93 | 804.29 | 658.45 |
| 63 | 445.92 | 358.38 | 716.81 | 575.09 | 904.36 | 725.13 |
| 64 | 495.93 | 387.54 | 791.79 | 616.75 | 1,004.34 | 783.48 |
| 65 | 550.06 | 445.92 | 866.83 | 695.97 | 1,087.69 | 879.32 |
| 66 | 595.92 | 470.90 | 916.83 | 733.44 | 1,158.52 | 925.19 |
| 67 | 658.45 | 516.75 | 1,004.34 | 791.79 | 1,262.69 | 991.86 |
| 68 | 720.97 | 583.42 | 1,096.04 | 883.49 | 1,366.90 | 1,100.20 |
| 69 | 808.47 | 633.44 | 1,212.72 | 958.48 | 1,512.76 | 1,187.68 |
| 70 | 896.00 | 700.13 | 1,333.56 | 1,050.18 | 1,654.46 | 1,300.23 |
| 71 | 975.16 | 766.79 | 1,441.92 | 1,129.35 | 1,771.14 | 1,391.88 |
| 72 | 1,079.37 | 845.97 | 1,571.08 | 1,241.87 | 1,904.49 | 1,504.41 |
| 73 | 1,196.03 | 945.97 | 1,721.14 | 1,371.04 | 2,058.67 | 1,641.93 |
| 74 | 1,316.89 | 1,050.18 | 1,879.46 | 1,500.28 | 2,217.01 | 1,771.14 |
| 75 | 1,458.57 | 1,150.17 | 2,079.52 | 1,633.60 | 2,408.70 | 1,896.16 |
| 76 | 1,629.45 | 1,275.20 | 2,283.70 | 1,787.78 | 2,621.25 | 2,054.53 |
| 77 | 1,816.97 | 1,441.92 | 2,529.59 | 2,000.33 | 2,846.31 | 2,254.54 |
| 78 | 2,017.00 | 1,583.57 | 2,758.81 | 2,175.37 | 3,071.34 | 2,425.39 |
| 79 | 2,187.88 | 1,746.12 | 2,979.68 | 2,375.41 | 3,254.70 | 2,592.13 |
| 80 | 2,392.11 | 1,904.49 | 3,204.73 | 2,550.44 | 3,467.25 | 2,754.66 |
| 81 | 2,608.76 | 2,067.02 | 3,475.56 | 2,746.29 | 3,704.77 | 2,925.51 |
| 82 | 2,837.94 | 2,254.54 | 3,713.13 | 2,942.16 | 3,950.69 | 3,121.38 |
| 83 | 3,108.85 | 2,454.56 | 4,025.68 | 3,183.90 | 4,234.05 | 3,342.22 |
| 84 | 3,363.05 | 2,654.60 | 4,300.70 | 3,392.26 | 4,513.24 | 3,558.92 |
| 85 | 3,533.93 | 2,787.98 | 4,517.41 | 3,563.09 | 4,742.45 | 3,733.96 |
| 86 | 3,708.91 | 2,925.51 | 4,742.45 | 3,742.31 | 4,975.83 | 3,921.46 |
| 87 | 3,896.49 | 3,071.34 | 4,980.01 | 3,929.82 | 5,225.88 | 4,117.36 |
| 88 | 4,088.17 | 3,225.56 | 5,230.05 | 4,125.69 | 5,488.43 | 4,325.73 |
| 89 | 4,292.37 | 3,388.06 | 5,492.62 | 4,329.89 | 5,763.45 | 4,542.43 |
| 90 | 4,509.09 | 3,554.76 | 5,767.62 | 4,546.60 | 6,051.05 | 4,767.47 |
| 91 | 4,734.11 | 3,733.96 | 6,055.18 | 4,775.81 | 6,355.26 | 5,005.00 |
| 92 | 4,971.67 | 3,921.46 | 6,355.26 | 5,013.36 | 6,671.96 | 5,255.07 |
| 93 | 5,217.54 | 4,117.36 | 6,676.12 | 5,263.42 | 7,005.31 | 5,517.60 |
| 94 | 5,480.11 | 4,321.52 | 7,009.51 | 5,525.92 | 7,355.41 | 5,796.80 |

# Appendix B

Genworth Life Insurance Company
45.5% Increase to Current-Year Premiums
Applies to policies issued after or on 09/16/2002

Form: 7032 et al
Annual Premium per $10 Daily Benefit

Individual

Unlimited

| | No BIO | | 5% Simple BIO | | 5% Compound BIO | |
|---|---|---|---|---|---|---|
| Age | 20 EP | 100 EP | 20 EP | 100 EP | 20 EP | 100 EP |
| 18-24 | 128.83 | 98.15 | 239.25 | 184.00 | 306.70 | 226.92 |
| 25-29 | 147.25 | 116.56 | 276.03 | 214.66 | 355.76 | 263.75 |
| 30-34 | 171.70 | 128.83 | 318.97 | 239.25 | 404.87 | 306.70 |
| 35-39 | 196.28 | 147.25 | 368.04 | 276.03 | 472.29 | 349.62 |
| 40-45 | 226.92 | 171.70 | 429.41 | 318.97 | 539.75 | 398.71 |
| 46 | 251.51 | 190.12 | 447.81 | 343.50 | 570.42 | 429.41 |
| 47 | 251.51 | 190.12 | 453.93 | 343.50 | 576.60 | 429.41 |
| 48 | 257.58 | 190.12 | 472.29 | 349.62 | 588.87 | 441.65 |
| 49 | 257.58 | 196.28 | 472.29 | 355.76 | 594.99 | 447.81 |
| 50 | 269.90 | 196.28 | 478.43 | 355.76 | 607.26 | 453.93 |
| 51 | 276.03 | 208.56 | 496.82 | 374.21 | 625.65 | 478.43 |
| 52 | 300.59 | 220.81 | 521.38 | 392.62 | 656.37 | 496.82 |
| 53 | 306.70 | 226.92 | 533.65 | 404.87 | 680.87 | 515.22 |
| 54 | 325.09 | 251.51 | 564.34 | 417.13 | 717.68 | 539.75 |
| 55 | 361.95 | 269.90 | 613.43 | 472.29 | 791.26 | 594.99 |
| 56 | 386.42 | 300.59 | 668.57 | 515.22 | 852.59 | 668.57 |
| 57 | 417.13 | 325.09 | 717.68 | 552.07 | 926.24 | 711.58 |
| 58 | 472.29 | 361.95 | 791.26 | 594.99 | 1,005.97 | 772.90 |
| 59 | 521.38 | 392.62 | 858.73 | 656.37 | 1,097.96 | 834.20 |
| 60 | 576.60 | 447.81 | 938.50 | 742.25 | 1,196.13 | 938.50 |
| 61 | 631.79 | 515.22 | 1,055.08 | 858.73 | 1,324.92 | 1,073.44 |
| 62 | 711.58 | 545.90 | 1,171.55 | 901.71 | 1,441.47 | 1,196.13 |
| 63 | 791.26 | 637.93 | 1,294.27 | 1,048.95 | 1,637.76 | 1,324.92 |
| 64 | 883.30 | 693.13 | 1,435.34 | 1,128.63 | 1,815.68 | 1,429.20 |
| 65 | 975.30 | 797.37 | 1,564.17 | 1,275.89 | 1,969.04 | 1,607.09 |
| 66 | 1,061.19 | 840.35 | 1,662.32 | 1,337.23 | 2,103.92 | 1,686.87 |
| 67 | 1,165.44 | 926.24 | 1,821.75 | 1,453.72 | 2,281.85 | 1,815.68 |
| 68 | 1,282.00 | 1,055.08 | 1,987.44 | 1,619.39 | 2,484.24 | 2,018.04 |
| 69 | 1,441.47 | 1,140.88 | 2,208.24 | 1,748.17 | 2,748.00 | 2,177.58 |
| 70 | 1,594.83 | 1,263.58 | 2,416.76 | 1,919.93 | 2,993.37 | 2,386.08 |
| 71 | 1,742.07 | 1,380.15 | 2,619.22 | 2,073.26 | 3,208.11 | 2,551.74 |
| 72 | 1,913.79 | 1,521.25 | 2,852.28 | 2,275.75 | 3,459.58 | 2,760.30 |
| 73 | 2,128.46 | 1,705.22 | 3,122.20 | 2,508.80 | 3,741.75 | 3,017.89 |
| 74 | 2,343.16 | 1,883.13 | 3,416.62 | 2,748.00 | 4,030.02 | 3,244.87 |
| 75 | 2,594.69 | 2,060.99 | 3,772.41 | 2,993.37 | 4,367.42 | 3,477.96 |
| 76 | 2,901.40 | 2,300.27 | 4,146.52 | 3,281.67 | 4,753.82 | 3,766.24 |
| 77 | 3,238.70 | 2,588.59 | 4,588.24 | 3,674.22 | 5,164.78 | 4,134.28 |
| 78 | 3,588.36 | 2,852.28 | 5,011.47 | 3,993.20 | 5,569.64 | 4,447.13 |
| 79 | 3,901.22 | 3,140.60 | 5,410.16 | 4,349.01 | 5,900.91 | 4,753.82 |
| 80 | 4,263.06 | 3,422.77 | 5,821.13 | 4,680.23 | 6,262.79 | 5,035.99 |
| 81 | 4,655.69 | 3,723.32 | 6,305.66 | 5,035.99 | 6,679.86 | 5,342.70 |
| 82 | 5,054.41 | 4,048.41 | 6,747.39 | 5,397.86 | 7,109.23 | 5,692.31 |
| 83 | 5,532.84 | 4,416.45 | 7,311.72 | 5,839.53 | 7,618.32 | 6,091.02 |
| 84 | 5,999.02 | 4,772.15 | 7,814.70 | 6,219.86 | 8,121.39 | 6,477.46 |
| 85 | 6,299.55 | 5,011.47 | 8,201.09 | 6,532.70 | 8,526.20 | 6,796.41 |
| 86 | 6,612.39 | 5,262.91 | 8,612.09 | 6,857.79 | 8,949.44 | 7,139.93 |
| 87 | 6,943.62 | 5,526.70 | 9,041.49 | 7,201.28 | 9,397.22 | 7,495.72 |
| 88 | 7,293.23 | 5,802.73 | 9,495.36 | 7,557.01 | 9,869.54 | 7,869.83 |
| 89 | 7,655.19 | 6,091.02 | 9,973.82 | 7,937.35 | 10,360.24 | 8,262.42 |
| 90 | 8,035.48 | 6,397.69 | 10,470.70 | 8,336.04 | 10,881.65 | 8,679.56 |
| 91 | 8,440.34 | 6,716.70 | 10,992.03 | 8,753.13 | 11,421.40 | 9,108.91 |
| 92 | 8,863.55 | 7,054.04 | 11,544.09 | 9,188.66 | 11,998.00 | 9,568.98 |
| 93 | 9,305.21 | 7,403.69 | 12,120.69 | 9,648.73 | 12,592.98 | 10,047.43 |
| 94 | 9,771.37 | 7,777.89 | 12,727.99 | 10,127.18 | 13,224.83 | 10,544.30 |

**State:** Pennsylvania **Filing Company:** Genworth Life Insurance Company
**TOI/Sub-TOI:** LTC03I Individual Long Term Care/LTC03I.001 Qualified
**Product Name:** 2020 PCS II (RS)
**Project Name/Number:** 2020 PCS II (RS)/2020 PCS II (RS)

## Supporting Document Schedules

| | |
|---|---|
| **Satisfied - Item:** | Transmittal Letter (A&H) |
| **Comments:** | |
| **Attachment(s):** | PA PCS II RS Cover Letter 20201204.pdf |
| **Item Status:** | |
| **Status Date:** | |

| | |
|---|---|
| **Satisfied - Item:** | Actuarial Certification (A&H) |
| **Comments:** | The certification is in the Actuarial Memorandum |
| **Attachment(s):** | |
| **Item Status:** | |
| **Status Date:** | |

| | |
|---|---|
| **Satisfied - Item:** | Actuarial Memorandum and Explanatory Information (A&H) |
| **Comments:** | |
| **Attachment(s):** | PA PCS II RS Confidential Memo 20201204.pdf<br>PA PCS II RS Memo Exhibits 20201204.xlsx<br>PA PCS II RS Additional Exhibits 20201204.pdf<br>PA PCS II RS Additional Exhibits 20201204.xlsx |
| **Item Status:** | |
| **Status Date:** | |

| | |
|---|---|
| **Bypassed - Item:** | Advertisements (A&H) |
| **Bypass Reason:** | N/A to this filing. |
| **Attachment(s):** | |
| **Item Status:** | |
| **Status Date:** | |

| | |
|---|---|
| **Bypassed - Item:** | Authorization to File (A&H) |
| **Bypass Reason:** | N/A to this filing. |
| **Attachment(s):** | |
| **Item Status:** | |
| **Status Date:** | |

| | |
|---|---|
| **Bypassed - Item:** | Insert Page Explanation (A&H) |
| **Bypass Reason:** | N/A to this filing. |
| **Attachment(s):** | |

**State:** Pennsylvania **Filing Company:** Genworth Life Insurance Company
**TOI/Sub-TOI:** LTC03I Individual Long Term Care/LTC03I.001 Qualified
**Product Name:** 2020 PCS II (RS)
**Project Name/Number:** 2020 PCS II (RS)/2020 PCS II (RS)

| | |
|---|---|
| **Item Status:** | |
| **Status Date:** | |

| | |
|---|---|
| **Satisfied - Item:** | Rate Table (A&H) |
| **Comments:** | The Rate Tables are attached to the Rate/Rule Schedule tab. |
| **Attachment(s):** | |
| **Item Status:** | |
| **Status Date:** | |

| | |
|---|---|
| **Bypassed - Item:** | Replacement Form with Highlighted Changes (A&H) |
| **Bypass Reason:** | N/A to this filing. |
| **Attachment(s):** | |
| **Item Status:** | |
| **Status Date:** | |

| | |
|---|---|
| **Bypassed - Item:** | Advertisement Compliance Certification |
| **Bypass Reason:** | N/A to this filing. |
| **Attachment(s):** | |
| **Item Status:** | |
| **Status Date:** | |

| | |
|---|---|
| **Bypassed - Item:** | Reserve Calculation (A&H) |
| **Bypass Reason:** | Any applicable reserve calculations are included in the actuarial memorandum and/or supplements. |
| **Attachment(s):** | |
| **Item Status:** | |
| **Status Date:** | |

| | |
|---|---|
| **Bypassed - Item:** | Variability Explanation (A&H) |
| **Bypass Reason:** | N/A to this filing. |
| **Attachment(s):** | |
| **Item Status:** | |
| **Status Date:** | |

| | |
|---|---|
| **Satisfied - Item:** | Actuarial Memorandum (Public) |
| **Comments:** | |
| **Attachment(s):** | PA PCS II RS Public Memo 20201204.pdf |
| **Item Status:** | |

**State:** Pennsylvania
**Filing Company:** Genworth Life Insurance Company
**TOI/Sub-TOI:** LTC03I Individual Long Term Care/LTC03I.001 Qualified
**Product Name:** 2020 PCS II (RS)
**Project Name/Number:** 2020 PCS II (RS)/2020 PCS II (RS)

| Status Date: | |
|---|---|

| | | | |
|---|---|---|---|
| **State:** | Pennsylvania | **Filing Company:** | Genworth Life Insurance Company |
| **TOI/Sub-TOI:** | LTC03I Individual Long Term Care/LTC03I.001 Qualified | | |
| **Product Name:** | 2020 PCS II (RS) | | |
| **Project Name/Number:** | 2020 PCS II (RS)/2020 PCS II (RS) | | |

***Attachment PA PCS II RS Memo Exhibits 20201204.xlsx is not a PDF document and cannot be reproduced here.***

***Attachment PA PCS II RS Additional Exhibits 20201204.xlsx is not a PDF document and cannot be reproduced here.***

6620 W Broad St
Richmond, VA 23230

12/04/2020

Pennsylvania Department of Insurance

RE: Genworth Life Insurance Company (GLIC)
Company NAIC No: 70025
SERFF Tracking No: GEFA-132633895
Policy Forms: 7032 et al
Applies to Policies Issued on or After 9/16/2002

The referenced filing is a Long Term Care (LTC) rate schedule change request submitted for your review and applies to the referenced policy forms.

In this filing, GLIC requests a premium rate increase of 45.5% for policies with lifetime benefits and 24% for policies with limited benefits on the above-mentioned policy forms. In the submitted actuarial memorandum, we include detailed rate increase justification and we demonstrate that this premium rate increase satisfies Long Term Care regulatory requirements of Pennsylvania and the Rate Stability regulation.

GLIC will offer insureds affected by the premium increase several alternative options to change their benefits in order to maintain a premium rate level reasonably similar to what they were paying prior to the rate increase. The benefit and rate combinations are consistent with the rate tables approved by the Department. Details on the available alternative options are presented in section 6 of the Actuarial Memorandum.

The following electronic items are included in this submission:

- This Cover Letter;
- Confidential Actuarial Memorandum;
- Public Actuarial Memorandum;
- Confidential Exhibits (Excel version);
- Additional Exhibits (PDF and Excel versions); and
- Current and Proposed Rate Schedules.

Any applicable fees will be submitted as an EFT payment via SERFF.



CONFIDENTIAL - GENWORTH ONLY

The contact person for this filing is:

Matthew Haladay, FSA, MAAA
Assistant Vice President & Actuary
Genworth Life Insurance Company
6620 W Broad Street
Richmond, VA 23230
Phone: (804) 484-3826
Matthew.Haladay@genworth.com

Thank you for your assistance in reviewing this filing.

Respectfully,

Jamala Arland, FSA, MAAA
Vice President & Actuary, LTC Inforce Management
Genworth Life Insurance Company



CONFIDENTIAL - GENWORTH ONLY

**Genworth Life Insurance Company**
**Address: 6620 West Broad Street, Richmond, VA 23230**
**Company NAIC No: 70025**

**Actuarial Memorandum**
**December 2020**

**CONFIDENTIAL**

**Policy Form 7032 et al**
**Applies to Policies Issued on or After 9/16/2002**

## 1. Scope of this Filing

This filing applies to the referenced policy forms issued in Pennsylvania between September 2002 and February 2004. These forms are also referred to by Genworth Life Insurance Company ("GLIC") as PCS II and are no longer being sold.

For all the policies issued in Pennsylvania to which the current filing applies, the following table shows the number of exposed lives by policies issued and policies inforce as of December 31, 2019.

| | Lifetime Benefit | Limited Benefit | Total Lives |
|---|---|---|---|
| **Issued Lives** | 22 | 118 | 140 |
| **Inforce Lives** | 9 | 44 | 53 |

## 2. Purpose of this Filing

This actuarial memorandum has been prepared to request and support the approval of a premium rate increase in your state.

We demonstrate that the proposed premium rate increase satisfies the minimum requirements of Pennsylvania and the Rate Stability regulation. This actuarial memorandum may not be suitable for other purposes.

### 2.1 Multi-Year Rate Action Plan (MYRAP) Overview

GLIC's 2019 Cash Flow Testing (CFT) includes an assumption for future rate increases for PCS II based upon a cumulative premium rate increase of 163% over the period of three to six years for policyholders with lifetime benefits (72% in 2017 and 53% in 2020) and 95% over the period of three to six years for policyholders with limited benefits (55% in 2017 and 26% in 2020). This assumption regarding future PCS II premium rate increases is part of GLIC's Multi-Year Rate Action Plan.

Starting in 2017, GLIC submitted an initial nationwide filing (first round of MYRAP) requesting a premium rate increase of 72% for policies with lifetime benefits and 55% for policies with limited benefits, with plans for submitting a future filing in 2020 (second round of MYRAP).

In the current filing GLIC's goal is to submit the second round of MYRAP, requesting a premium rate increase of 53% for policies with lifetime benefits and 26% for policies with limited benefits, adjusted by any balance from prior filings.

## 2.2 Proposed Premium Rate Increase

In this filing, GLIC proposes a premium rate increase of 45.5% for policies with lifetime benefits and 24% for policies with limited benefits, applicable to the base rates and associated riders of all inforce policies referenced in Section 1 of this actuarial memorandum.

## 3. Justification of the Premium Rate Increase

From the time these policy forms were originally priced, GLIC has monitored and analyzed the impact of its experience on the projections and lifetime loss ratios. As new experience has emerged, GLIC has observed that it continued to unfold unfavorably and assumptions and methodologies have been adjusted to that effect. These updates have resulted in increases in the Disabled Life Reserves (DLR) and the continued need for premium rate increases.

A key driver for these increases has been lower than expected active life terminations. As voluntary lapse and active life mortality remained lower than anticipated, policyholders stayed in force longer to ages at which claims were more likely to occur.

In addition to policyholders persisting to longer policy durations and lower mortality rates, claim costs, driven by the combination of claim incidence, claim continuance and benefit utilization rates, have emerged higher than originally expected. Updated claim severity assumptions have led to the significant strengthening of GLIC's DLR in 2014, 2016 and 2018.

The table below summarizes the assumption updates made since 2014 that have had the biggest impact in the premium rate increases:

| Year | Update in Assumptions Due To |
|---|---|
| 2014 | Lower Claim Termination Rates (CTR) in later durations<br>Higher Benefit Utilization Rate (BUR) in later durations |
| 2015 | Lower Voluntary Lapse<br>Lower Active Life Mortality |
| 2016 | Lower CTR<br>BUR methodology change |
| 2017 | Incidence differential for Lifetime and Non-Lifetime benefit periods |
| 2018 | BUR methodology change<br>Lower CTR |
| 2019 | Unfavorable BUR experience/annual update |

## 4. Marketing Method and Underwriting Description

Policies were primarily sold by captive agents that were provided leads from mass mailing responses.

The underwriting process included an assessment of functional and cognitive abilities at issue ages considered by GLIC to be appropriate. Various underwriting tools were used in accordance with our underwriting requirements, including an application, medical records, an attending physician's statement, telephone interview and/or face-to-face assessment.

## 5. Description of Benefits

These comprehensive long term care insurance policy forms:

- Are federally tax qualified, individually underwritten policies.
- Reimburse expenses incurred by the insured(s) subject to the amount of coverage purchased. Home health care expenses may be subject to the prevailing expense limit.
- Allow for premium payments to be waived during facility stays, after the elimination period has been satisfied. For form 7030, this benefit could apply to home care benefits as well if certain requirements have been met.
- May include a survivorship benefit which waives future premium payments upon the death of one spouse if both spouses are insured, have the survivorship benefit, and have met certain requirements.
- Optional nonforfeiture benefit and restoration of benefit riders may have been offered.
- Form 7030 can cover either one individual or two married people. The joint policy, covering two married people, operates like two individual policies except that the two insureds draw from one shared benefit period under the policy.
- These forms have benefit eligibility requirements which involve ADL (Activities of Daily Living) deficiencies or cognitive impairment.

Applicants selected the following at issue:

- Daily Payment Maximum (DPM);
- Benefit Period; and
- Elimination Period.

In addition, the policyholder selected the Benefit Increase Option (BIO) to determine how the DPM should be increased:

- No Increase – the DPM stays level.
- Simple Increase – the DPM increases each year by 5% of the original DPM, starting in the second policy year and continuing for the life of the policy unless terminated earlier by the insured.

- Compound Increase – the DPM increases each year by 5% of the prior year DPM, starting in the second policy year and continuing for the life of the policy unless terminated earlier by the insured.

## 6. Alternatives to the Proposed Rate Increase

GLIC will offer insureds impacted by rate filings several options for mitigating the impact of the rate increase. These options will be provided in the policyholder notification letter. In addition, policyholders will have the ability to call a dedicated team of customer service representatives that can assist with providing customized quotes for any number of other benefit adjustments.

*Reduced Benefit Options.* As with prior rate increases, insureds can change a number of benefit features or coverage limits in order to maintain reasonably equivalent pre- and post-rate increase premium levels, and the optimal balance of coverage and cost based on their specific needs. The available benefit and rate combinations are consistent with the combinations presented in the rate tables approved by the Department as part of the original filing. To balance coverage and cost considerations, GLIC will offer policyholders, subject to rate increases on their long term care policies, customized options to adjust their benefits, which may include any of the following options (where available):

1. Reduction in Daily Payment Maximum;
2. Reduction in Benefit Period;
3. Reduction or elimination of the BIO;
4. Increases in Elimination Period; and
5. Elimination of policy riders.

If a policyholder elects to reduce or eliminate the BIO, they would retain any prior increases to their daily or monthly payment maximums.

*Other options.* GLIC will continue to offer the applicable nonforfeiture option to each policyholder. Policyholders that are eligible for the Contingent Nonforfeiture Option will be presented with that as an option in their notification letter. Policyholders that have a nonforfeiture (NFO) rider with their policy, may elect that option. For those policyholders that do not have either the Contingent Nonforfeiture or NFO rider available, GLIC will continue to offer its Optional Limited Benefit, which provides a paid-up benefit equal to the total of premium paid, less any claims paid.

## 7. Premiums

### 7.1 Renewability

These policies are guaranteed renewable for life, subject to policy terms and conditions.

### 7.2 Area Factors

Geographic area factors are not used in rating these policies.

### 7.3 Premium Classes

Premium rates are unisex, level (with the exception of approved rate increases) and payable for life. Premiums vary by issue age, daily payment maximum, benefit period, elimination period, BIO, and any applicable riders selected.

### 7.4 Modalization Rules

The following table shows the modal factors that are applied to the annual premium for policies, and the percentage of insureds selecting each premium mode.

| Premium Mode | Modal Factor | State Distribution* | | Nationwide Distribution | |
|---|---|---|---|---|---|
| | | Lifetime | Limited | Lifetime | Limited |
| **Annual** | 1 | 22.2% | 40.9% | 47.4% | 41.6% |
| **Semi-Annual** | 0.51 | 11.1% | 9.1% | 9.1% | 10.0% |
| **Quarterly** | 0.26 | 22.2% | 13.6% | 13.7% | 16.1% |
| **Monthly** | 0.09 | 44.4% | 36.4% | 29.8% | 32.3% |

*Based on PA policies issued on or after 9/16/2002

### 7.5 History of Previous Rate Revisions

An 11% rate increase for policies with lifetime benefits and an 11% rate increase for policies with limited benefits was accepted in Pennsylvania on 7/1/2008.
An 18% rate increase for policies with lifetime benefits and an 18% rate increase for policies with limited benefits was accepted in Pennsylvania on 5/27/2011.
A 20% rate increase for policies with lifetime benefits and a 20% rate increase for policies with limited benefits was accepted in Pennsylvania on 3/8/2013.
A 20% rate increase for policies with lifetime benefits and a 20% rate increase for policies with limited benefits was accepted in Pennsylvania on 12/29/2014.
A 30% rate increase for policies with lifetime benefits and a 15% rate increase for policies with limited benefits was accepted in Pennsylvania on 4/26/2016.
A 20% rate increase for policies with lifetime benefits and a 20% rate increase for policies with limited benefits was accepted in Pennsylvania on 12/5/2017.
A 20% rate increase for policies with lifetime benefits and a 20% rate increase for policies with limited benefits was accepted in Pennsylvania on 12/27/2018.
A 19.4% rate increase for policies with lifetime benefits and a 7.6% rate increase for policies with limited benefits was accepted in Pennsylvania on 6/3/2020.

A cumulative rate increase of 322% for policies with lifetime benefits and of 236% for policies with limited benefits has been approved in your state.

### 7.6 Rate Schedule

Current rate tables reflecting any prior approved rate increase have been included in Appendix A. Corresponding rate tables reflecting any prior approved and the proposed rate increase have been included in Appendix B, attached separately. Please note that actual rates implemented may vary slightly from those set forth in Appendices A and B due to implementation rounding algorithms.

### 7.7 Proposed Effective Date

This rate increase will apply to policies on their billing anniversary date, following a minimum 60-day policyholder notification period.

## 8. Actuarial Assumptions

This filing's assumptions, with the exception of claim situs mix, are based on actual Genworth nationwide experience with adjustments as considered appropriate for future projections, based on expected differences in experience due to either policy characteristics, policyholder characteristics or underwriting criteria. The claim situs mix assumption is based on GLIC nationwide data. Best Estimate assumptions, described below, for voluntary lapse, mortality and morbidity do not include any provision for contingency or risk margin. Beginning with 2016 CFT, GLIC converted from a total lives model to a first principles healthy lives model in which the experience is split between healthy lives and disabled lives.

The actuarial assumptions used to support actuarially justified rate increase filings in Pennsylvania are consistent with those used for GLIC's 2019 CFT, prior to additional Provisions for Adverse Deviation. While base voluntary lapse, mortality and morbidity assumptions are consistent, some modeling features, such as estimates of policyholder behavior (nonforfeiture elections and benefit reductions), are not identical.

The best estimate assumptions were developed by Genworth's Long Term Care Experience Studies team in collaboration with other Genworth actuaries. Genworth's Assumption Review Committee approved these assumptions. Genworth reviews experience and all assumptions every year in connection with CFT and may obtain third-party reviews when, for example, management considers changes to be material.

Note: GLIC nationwide data includes all the states' data except New York. Genworth nationwide data refers to GLIC nationwide data plus New York data.

A. Voluntary Lapse Rates

Original Filing: The termination rates vary by durations 1 to 4, with an ultimate lapse rate of 3.5%.

Prior - 2012 Filing: Varied by duration as developed from actual experience through 2011.

Current Filing: The assumption for expected voluntary termination rates is derived from actual Genworth nationwide Long Term Care voluntary termination experience through fourth quarter of 2018, with a 6-month lag, excluding the experience of recent partial policy years.

The voluntary lapse assumption is developed in three segments: 1) durations 1-10, 2) durations 11+ with attained ages up to 79, and 3) durations 11+ with attained ages 80+. The second segment has ultimate rates of approximately 0.5% to 1.0%. The third segment has increasing lapse rates by attained age consistent with Genworth experience.

For durations 1-10, PCS II lapse rates are based solely on the PCS II experience. For durations 11+, PCS II lapse rates are based on total Genworth nationwide experience, with a product adjustment factor. Lapse rates vary by product, issue age, duration, BIO, marital status, underwriting class and benefit period. The assumptions setting process involves credibility weighting actual historical experience for the product with a long-term baseline assumption. This methodology reduces volatility in the assumption from year-to-year, especially in policy durations with limited experience. In 2019, the credibility weighting procedure was changed to put somewhat higher weight on emerging experience. The PCS II Actual/Expected ratio of 99.7% shows a very good fit of the assumption to the inception-to-date historical experience. Experience is still emerging at the later durations and later ages, which may cause the assumption to change over time.

The following table is a sample of the current lapse rate assumptions for cells with a lifetime benefit period, married status and compound BIO.

| Sample Voluntary Lapse Rate Assumption | | | | | | |
|---|---|---|---|---|---|---|
| **UW Discount** | **No** | **No** | **No** | **Yes** | **Yes** | **Yes** |
| **Issue Age** | **45** | **55** | **62** | **45** | **55** | **62** |
| **Duration** | | | | | | |
| 1 | 9.59% | 5.42% | 5.59% | 8.39% | 4.73% | 4.88% |
| 2 | 5.11% | 2.73% | 2.82% | 4.46% | 2.38% | 2.45% |
| 3 | 3.74% | 1.74% | 1.92% | 3.26% | 1.51% | 1.67% |
| 4 | 2.67% | 1.24% | 1.19% | 2.32% | 1.08% | 1.04% |
| 5 | 2.10% | 0.94% | 0.91% | 1.83% | 0.81% | 0.79% |
| 6 | 1.79% | 0.75% | 0.74% | 1.56% | 0.66% | 0.65% |
| 7 | 1.51% | 0.75% | 0.70% | 1.31% | 0.65% | 0.61% |
| 8 | 1.44% | 0.87% | 0.84% | 1.26% | 0.75% | 0.73% |
| 9 | 1.36% | 0.84% | 0.97% | 1.18% | 0.73% | 0.85% |
| 10 | 1.29% | 0.73% | 0.82% | 1.12% | 0.64% | 0.72% |
| 11 | 0.72% | 0.46% | 0.62% | 0.62% | 0.39% | 0.53% |
| 12 | 0.68% | 0.43% | 0.58% | 0.58% | 0.37% | 0.50% |
| 13 | 0.65% | 0.41% | 0.56% | 0.55% | 0.35% | 0.48% |
| 14 | 0.62% | 0.39% | 0.53% | 0.53% | 0.33% | 0.46% |
| 15 | 0.64% | 0.42% | 0.55% | 0.56% | 0.37% | 0.48% |
| 16 | 0.68% | 0.47% | 0.60% | 0.60% | 0.42% | 0.54% |
| 17 | 0.69% | 0.49% | 0.63% | 0.62% | 0.45% | 0.57% |
| 18 | 0.69% | 0.52% | 0.66% | 0.63% | 0.48% | 0.61% |
| 19 | 0.69% | 0.55% | 0.70% | 0.64% | 0.52% | 0.66% |
| 20 | 0.69% | 0.58% | 0.74% | 0.65% | 0.56% | 0.71% |
| 21 | 0.68% | 0.61% | 0.81% | 0.65% | 0.59% | 0.78% |
| 22 | 0.68% | 0.64% | 0.90% | 0.66% | 0.63% | 0.88% |
| 23 | 0.67% | 0.70% | 0.99% | 0.66% | 0.69% | 0.99% |
| 24 | 0.66% | 0.75% | 1.10% | 0.66% | 0.75% | 1.10% |
| 25 | 0.65% | 0.78% | 1.17% | 0.65% | 0.78% | 1.17% |

B. Mortality:

Original Filing: 1983 Individual Annuitant Mortality Table.

Prior - 2012 Filing: 1983 IAM Table, with selection grading from 29% in year 1 to 95% in years 18 and later, as indicated by actual experience through 2011.

Current Filing: The current best estimate assumptions for expected mortality rates for healthy lives are derived from actual Genworth nationwide Long Term Care mortality experience through fourth quarter of 2018, with a 1-year reporting lag. Healthy lives mortality assumptions vary by product, issue age, policy duration, gender, marital status, underwriting class, BIO and benefit period. The assumptions setting process involves credibility weighting actual historical experience for the product with a long-term baseline assumption. This methodology reduces volatility in the assumption from year-to-year, especially in policy durations with limited experience. In 2019, the credibility weighting procedure was changed to put somewhat higher weight on emerging experience. The PCS II Actual/Expected ratio of 100.8% shows a very good fit of the assumption to the inception-to-date historical experience. Experience is still emerging at the later durations and later ages, which may cause the assumption to change over time.

A mortality improvement assumption for healthy lives is applied to the first 10 projection years at a compound rate of 1% per year. Remaining projection years use the accumulated improvement of 10 years. This assumption is based on Genworth experience data and is supported by statistical testing.

The following table is a sample of the current mortality rate assumptions before improvements, for cells with a limited benefit period, married status, standard risk class, no BIO and issue age 65.

| Gender | M | F |
|---|---|---|
| Duration | | |
| 1 | 0.41% | 0.22% |
| 2 | 0.67% | 0.36% |
| 3 | 0.83% | 0.45% |
| 4 | 0.97% | 0.52% |
| 5 | 1.09% | 0.60% |
| 6 | 1.22% | 0.67% |
| 7 | 1.35% | 0.76% |
| 8 | 1.50% | 0.85% |
| 9 | 1.66% | 0.94% |
| 10 | 1.83% | 1.06% |
| 11 | 2.03% | 1.18% |
| 12 | 2.23% | 1.31% |
| 13 | 2.43% | 1.44% |
| 14 | 2.66% | 1.59% |
| 15 | 2.92% | 1.75% |
| 16 | 3.20% | 1.91% |
| 17 | 3.51% | 2.11% |
| 18 | 3.99% | 2.40% |
| 19 | 4.46% | 2.70% |
| 20 | 4.99% | 3.06% |
| 21 | 5.39% | 3.40% |
| 22 | 5.73% | 3.80% |
| 23 | 5.95% | 4.22% |
| 24 | 6.00% | 4.54% |
| 25 | 6.05% | 4.81% |
| 26 | 6.12% | 5.24% |
| 27 | 6.50% | 5.74% |
| 28 | 6.79% | 6.18% |
| 29 | 6.79% | 6.33% |
| 30 | 6.79% | 6.46% |

C. Morbidity:

The morbidity assumption is composed of three main parts - incidence, benefit utilization and claim termination rates (sometimes described as claim continuance). The latter two assumptions constitute claim severity. Claim incidence rates measure the likelihood of a policyholder going on claim. Benefit utilization rates measure the proportion of contractually available benefits that a policyholder uses while on claim, once eligibility requirements have been met (for example, for a given day a policyholder might submit a claim for the reimbursement of expenses which are only 50% of the DPM). Claim termination rates refer to the length of time until a claimant leaves their claim status, once benefit eligibility requirements have been met, and are applied from the loss date of the claim. Because the benefit utilization and claim termination assumptions vary by original care situs, the morbidity assumption also includes a claim situs mix assumption to split newly incurred claims between Nursing Home (NH), Assisted Living Facility (ALF) and Home Care (HC) settings.

Prior to 2016, these assumptions were combined into total claim costs for use in the total life modeling approach. With the total life approach, an explicit assumption was needed to reflect policy terminations related to benefit exhaustions. Beginning in 2016, all projections were performed from first principles (i.e., incidence, benefit utilization and claim termination rates are individually reflected in the projection model) and benefit exhaustions were implicitly recognized.

Original Filing: Used experience of the nursing home business sold and statistics from 1985 National Nursing Home Survey published by the National Center for Health Statistics to develop nursing home benefits. Similarly, home care and community care benefits used company experience and results from 1982-1984 National Long Term Care Surveys for the first two years. For periods after two years, additional data from 1985 National Nursing Home Survey was incorporated.

Prior - 2012 Filing: Expected Claim Costs were the product of attained age frequency rates and continuance curves (1 minus claim termination rates), adjusted by utilization rates and underwriting selection factors based on actual experience through 2011.

Current Filing: The three main components of morbidity - incidence, benefit utilization and claim termination rates - and claim situs mix are described below.

1. Incidence Rates

The current best estimate assumption for expected incidence rates is derived from actual Genworth nationwide Long Term Care claim incidence experience through fourth quarter of 2018, with a 1-year reporting lag. Incidence rates vary by issue age, policy duration, gender, marital status, underwriting class and benefit period.

The incidence assumptions setting process involves credibility weighting actual historical experience for the product with a long-term baseline assumption. This methodology reduces volatility in the assumption from year-to-year, especially in policy durations with limited experience. In the 2019 development of the

incidence assumption, a Generalized Linear Model (GLM) was used to better fit the assumption across all of the explanatory variables when evaluating actual historical experience. In 2019, the baseline curves were not changed, but the credibility weighting procedure was changed to put somewhat higher weight on emerging experience (as evaluated by the GLM). The 2019 incidence assumption development was peer reviewed by a national actuarial consulting firm. The PCS II Actual/Expected ratio of 100.4% shows a very good fit of the assumption to the inception-to-date historical experience. Experience is still emerging at the later durations and later ages, which may cause the assumption to change over time.

A morbidity improvement assumption for healthy lives is applied to the first 10 projection years at a compound rate of 1.6% per year. Remaining projection years use the accumulated improvement of 10 years. This assumption is based on Genworth experience data and supported by statistical testing.

The following table is a sample of claim incidence rate assumptions for a married insured, issue ages 55 and 65, for lifetime benefit plans:

| Claim Incidence Rates | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| **Gender** | **M** | **M** | **M** | **M** | **F** | **F** | **F** | **F** |
| **UW Discount** | **No** | **No** | **Yes** | **Yes** | **No** | **No** | **Yes** | **Yes** |
| **Issue Age** | **55** | **65** | **55** | **65** | **55** | **65** | **55** | **65** |
| **Duration** | | | | | | | | |
| **1** | 0.07% | 0.18% | 0.05% | 0.14% | 0.14% | 0.31% | 0.07% | 0.17% |
| **2** | 0.10% | 0.27% | 0.07% | 0.20% | 0.20% | 0.45% | 0.09% | 0.25% |
| **3** | 0.12% | 0.36% | 0.08% | 0.27% | 0.24% | 0.59% | 0.11% | 0.32% |
| **4** | 0.14% | 0.46% | 0.10% | 0.33% | 0.28% | 0.73% | 0.13% | 0.40% |
| **5** | 0.16% | 0.57% | 0.11% | 0.41% | 0.32% | 0.89% | 0.15% | 0.49% |
| **6** | 0.19% | 0.69% | 0.13% | 0.50% | 0.36% | 1.07% | 0.17% | 0.60% |
| **7** | 0.22% | 0.85% | 0.14% | 0.61% | 0.41% | 1.28% | 0.19% | 0.72% |
| **8** | 0.25% | 1.03% | 0.16% | 0.74% | 0.46% | 1.53% | 0.21% | 0.87% |
| **9** | 0.29% | 1.25% | 0.18% | 0.90% | 0.52% | 1.82% | 0.24% | 1.05% |
| **10** | 0.33% | 1.53% | 0.21% | 1.09% | 0.59% | 2.17% | 0.27% | 1.26% |
| **11** | 0.38% | 1.85% | 0.24% | 1.33% | 0.68% | 2.58% | 0.31% | 1.52% |
| **12** | 0.44% | 2.25% | 0.28% | 1.61% | 0.77% | 3.07% | 0.35% | 1.82% |
| **13** | 0.52% | 2.73% | 0.32% | 1.95% | 0.89% | 3.63% | 0.41% | 2.19% |
| **14** | 0.61% | 3.30% | 0.38% | 2.37% | 1.03% | 4.29% | 0.48% | 2.62% |
| **15** | 0.72% | 3.88% | 0.44% | 2.78% | 1.19% | 5.01% | 0.55% | 3.09% |
| **16** | 0.83% | 4.43% | 0.51% | 3.23% | 1.35% | 5.67% | 0.64% | 3.58% |
| **17** | 0.97% | 4.99% | 0.60% | 3.76% | 1.57% | 6.37% | 0.76% | 4.24% |
| **18** | 1.14% | 5.62% | 0.72% | 4.37% | 1.81% | 7.15% | 0.91% | 5.02% |
| **19** | 1.34% | 6.30% | 0.83% | 5.06% | 2.09% | 8.02% | 1.07% | 5.86% |
| **20** | 1.53% | 7.01% | 0.96% | 5.76% | 2.38% | 8.98% | 1.26% | 6.78% |
| **21** | 1.72% | 7.75% | 1.09% | 6.46% | 2.68% | 10.04% | 1.45% | 7.69% |
| **22** | 2.06% | 8.68% | 1.32% | 7.39% | 3.17% | 11.09% | 1.77% | 8.86% |
| **23** | 2.41% | 9.66% | 1.61% | 8.35% | 3.70% | 12.23% | 2.12% | 10.11% |
| **24** | 2.76% | 10.67% | 1.91% | 9.46% | 4.26% | 13.48% | 2.48% | 11.53% |
| **25** | 3.17% | 11.97% | 2.23% | 10.75% | 4.87% | 14.85% | 2.86% | 13.13% |
| **26** | 3.59% | 13.35% | 2.55% | 12.13% | 5.50% | 16.39% | 3.25% | 14.77% |
| **27** | 4.33% | 14.67% | 3.24% | 13.42% | 6.39% | 17.99% | 4.08% | 16.41% |
| **28** | 5.10% | 16.03% | 3.94% | 14.75% | 7.34% | 19.77% | 4.95% | 18.24% |
| **29** | 5.91% | 17.43% | 4.67% | 16.27% | 8.35% | 21.88% | 5.87% | 20.43% |
| **30** | 6.75% | 18.55% | 5.44% | 17.35% | 9.45% | 23.97% | 6.87% | 22.59% |

2. Benefit Utilization Rates (BUR)

The BUR is based on a rolling 12 months of paid claim data. The 2019 CFT assumption is consistent with our Disabled Life Reserving assumption used in 3Q2019, except it collapses the variables of diagnosis and daily maximum benefit amount due to modeling constraints.

The current best estimate assumption for expected benefit utilization rates is derived from actual Genworth nationwide Long Term Care paid claim experience. The assumption used in GLIC's 2019 CFT is based on claim payment data from 4/1/2018 through 3/31/2019. The utilization rates are segmented by product type (indemnity or reimbursement), product, care situs, BIO, benefit period, age at disability and claim duration.

The BUR assumption development uses a GLM method, which effectively captures interactions among the explanatory variables. The method also has a final true-up step, which ensures a 100% actual-to-expected fit by care situs, claim duration (1, 2, 3+) and benefit period (lifetime vs limited) for each product type. The GLM was subject to peer review by a national actuarial consulting firm in 2018.

A utilization trend assumption is used for reimbursement products. Long term trending is accomplished by inflating each of the assumed starting BURs by the applicable inflation assumption (ranging from 1.0% to 2.3%) and deflating it by the contractual BIO for the next 20 years into the future. Remaining projection years use the accumulated trending after 20 years. The trend assumption generally increases the future projected claim costs for No BIO policies and decreases the future projected claim costs for Simple and Compound BIO policies relative to recent actual experience.

The following table is a sample of base benefit utilization rate assumptions (i.e. before the application of the utilization trend assumption) for a reimbursement policy, limited benefit period (4+ years), and with compound BIO.

| **Benefit Utilization Factors** | | | | | | |
|---|---|---|---|---|---|---|
| **Age at Disability** | **81** | **81** | **81** | **86** | **86** | **86** |
| **Care Situs** | **ALF** | **HC** | **NH** | **ALF** | **HC** | **NH** |
| **Claim Duration in Years** | | | | | | |
| **1** | 62.65% | 37.75% | 69.10% | 62.77% | 39.20% | 70.36% |
| **2** | 67.09% | 49.51% | 74.94% | 66.58% | 50.90% | 75.55% |
| **3** | 69.96% | 55.76% | 75.33% | 68.98% | 56.97% | 75.48% |
| **4** | 68.76% | 59.24% | 72.39% | 67.60% | 60.34% | 72.31% |
| **5** | 65.33% | 58.85% | 67.54% | 64.24% | 59.97% | 67.48% |
| **6** | 61.32% | 55.87% | 62.52% | 60.52% | 57.15% | 62.70% |
| **7+** | 58.12% | 51.84% | 58.72% | 57.78% | 53.40% | 59.31% |

3. Claim Termination Rates (CTR)

The current best estimate assumption for expected claim termination rates is derived from actual Genworth nationwide Long Term Care experience for the period from inception through fourth quarter 2018 with a 6-month lag. For each product type, the claim termination rates are segmented by care situs, claim duration, age at disability, gender and benefit period.

High terminations in early claim durations are generally followed by a flattening of the curve as acute disabilities terminate due to death or recovery. The remaining lives are permanent, long-term disabilities where recovery is unlikely. Claim terminations at these longer durations are driven by disabled life mortality rates.

The 2018 CTR assumption was reviewed with the additional year of data, found to produce a good fit and was left unchanged. The Actual/Expected ratio of 99.7% for the combined reimbursement business has a very good fit to the inception-to-date historical experience. Experience is still emerging at the later claim durations and is changing at the earliest durations, which may cause the assumptions to change over time.

The following table is a sample of claim termination rate assumptions for ALF, female, limited benefit period, disability age 82, for the first 240 claim durations:

| Monthly Claim Termination Rates | | | | | | | |
|---|---|---|---|---|---|---|---|
| **Duration** | **Rate** | **Duration** | **Rate** | **Duration** | **Rate** | **Duration** | **Rate** |
| **1** | 0.91% | **37-48** | 1.76% | **86** | 2.33% | **103** | 2.53% |
| **2** | 0.66% | **49-60** | 2.25% | **87** | 2.34% | **104** | 2.54% |
| **3** | 0.57% | **61-67** | 2.34% | **88** | 2.35% | **105** | 2.55% |
| **4** | 1.19% | **68-72** | 2.33% | **89** | 2.36% | **106** | 2.57% |
| **5** | 1.63% | **73** | 2.24% | **90** | 2.37% | **107** | 2.58% |
| **6** | 1.51% | **74** | 2.25% | **91** | 2.38% | **108** | 2.59% |
| **7** | 1.45% | **75** | 2.26% | **92** | 2.40% | **109-120** | 2.71% |
| **8** | 1.42% | **76** | 2.27% | **93** | 2.41% | **121-132** | 2.79% |
| **9** | 1.36% | **77** | 2.28% | **94** | 2.42% | **133-144** | 2.96% |
| **10** | 1.34% | **78** | 2.29% | **95** | 2.43% | **145-156** | 3.10% |
| **11** | 1.32% | **79** | 2.30% | **96** | 2.44% | **157-168** | 3.23% |
| **12** | 1.22% | **80** | 2.31% | **97** | 2.45% | **169-180** | 3.33% |
| **13** | 1.48% | **81** | 2.32% | **98** | 2.47% | **181-192** | 3.41% |
| **14-24** | 1.47% | **82** | 2.33% | **99** | 2.48% | **193-204** | 3.63% |
| **25-30** | 1.62% | **83** | 2.34% | **100** | 2.49% | **205-216** | 3.77% |
| **31** | 1.61% | **84** | 2.35% | **101** | 2.50% | **217-228** | 3.82% |
| **32-36** | 1.62% | **85** | 2.32% | **102** | 2.52% | **229-240** | 4.00% |

4. Claim Situs Mix

A claim situs mix assumption is used to split the incidence rates among the care situses: NH, ALF and HC.

The current best estimate assumption for expected claim situs mix is derived from actual GLIC nationwide Long Term Care experience, using data from 2008 through 2018, with a 6-month lag. The study shows a significant difference between New York and nationwide experience, so the New York experience is excluded.

The situs assumption varies by product, age at disability and marital status. At the lower attained ages, first situs claims are more likely to be for home health care. At the higher attained ages, first situs claims are more evenly distributed between home care and facility.

The situs mix assumption development for 2019 had no significant changes.

The PCS II Actual/Expected ratio is 100.0% for HC, 100.0% for NH and 100.0% for ALF. This is a very good fit of the assumption to the experience used to set the assumption.

The following table is the claim situs mix assumption for GLIC for selected ages:

| Final GLIC Situs Mix Assumptions for Selected Attained Ages | | | | |
|---|---|---|---|---|
| **Block** | **Age at Disability** | **HC** | **ALF** | **NH** |
| **PCS II Married** | 60 | 93.7% | 3.0% | 3.3% |
| | 65 | 88.9% | 5.9% | 5.2% |
| | 70 | 84.1% | 9.1% | 6.8% |
| | 75 | 79.3% | 12.6% | 8.1% |
| | 80 | 74.5% | 16.4% | 9.1% |
| | 85 | 69.7% | 20.3% | 10.0% |
| | 90 | 65.0% | 24.3% | 10.8% |
| **PCS II Singles** | 60 | 84.1% | 9.7% | 6.2% |
| | 65 | 80.9% | 12.5% | 6.6% |
| | 70 | 75.5% | 17.0% | 7.6% |
| | 75 | 70.1% | 21.4% | 8.5% |
| | 80 | 64.6% | 25.7% | 9.6% |
| | 85 | 59.2% | 29.7% | 11.1% |
| | 90 | 53.7% | 33.7% | 12.5% |

D. Expenses:

Expenses do not affect the Lifetime Loss Ratio projections or the proposed rate increases shown in this memorandum. Expenses have not been explicitly projected.

E. Interest:

A 4% interest rate assumption is used to calculate historical, future and lifetime loss ratios. Note that the Loss Ratio regulation does not specify a discount rate.

## 9. Development of the Proposed Rate Increase

In developing the proposed premium rate increase, the following has been considered:

a) In order to ensure maximum credibility, exhibits are based on GLIC nationwide experience through December 31, 2019, for all the forms similar to the ones affected by this filing. Projected earned premiums and incurred claims are based on the assumptions described in Section 8 of this actuarial memorandum;

b) Although this block was priced under the Loss Ratio regulation, GLIC is not attempting to achieve a 61.5% loss ratio over the life of the block; in fact, the lifetime loss ratio after approval and implementation of this rate action will be substantially higher. This self-limited lifetime loss ratio does not imply that it represents either acceptable measures of profitability or minimum thresholds for future rate increase filings;
c) The nationwide premium has been restated at Pennsylvania level, only reflecting your state's approved rate increases, in order to avoid subsidization among states;
d) The proposed rate increase has been assumed to be implemented on August 1, 2021 in the projections;
e) Lifetime projections of earned premiums and incurred claims reflecting all the prior approved rate increases in Pennsylvania are set forth in Exhibits Ia, Ib and Ic. Lifetime projections of earned premiums and incurred claims reflecting all the prior approved rate increases in Pennsylvania and the proposed rate increase are set forth in Exhibits IIa, IIb and IIc;
f) Compliance of the 58%/85% premium test defined in the Rate Stability regulation has been verified, as demonstrated in Exhibit III;
g) Historical and projected earned premiums and incurred claims include provisions for waiver of premium;
h) One of the main purposes of MAE is to stabilize Long-Term Care premiums. The experience has deteriorated year after year such that it has been necessary for GLIC to request rate increases of higher amounts and more frequently than desired. To help avoid such frequent rate increases, GLIC is increasing the current 10% MAE to 15%;
i) The majority of policies are eligible for contingent benefit upon lapse. For this reason, we have provided Exhibit IV in accordance with the Pennsylvania Regulation 31 PA ADC 89a. 118 (g) (2); and
j) In accordance with the Rate Stability Regulation and the Long-Term Care Rate Stability Practice Note issued by the American Academy of Actuaries in 2012, there are significant differences between PCS II and the product form series GLIC currently offers for sale, Policy Form Number 8000R1, which sufficiently justify a rate level greater than the new business rates for some of the PCS II inforce policies in your State.

## 10. Active Life Reserves and Claim Liability Reserves

Active life reserves have not been used in this rate increase analysis. Claim reserves as of December 31, 2019, have been discounted to the date of incurral of each respective claim and included in historical incurred claims. Incurred but not reported reserve balances as of December 31, 2019, have been allocated to a calendar year of incurral and included in historic incurred claims. Discounting occurs at 4%.

## 11. Trend Assumptions

As this is not medical insurance, we have not included any explicit medical cost trends in the projections.

## 12. Future Rate Increases

GLIC intends to file any balance of the amounts requested but not approved on any rate increase filings made in Pennsylvania. The rate increase amounts to request in future filings pursuant to the Multi-Year Rate Action Plan are subject to change based on experience updates.

## 13. State Average Annual Premium Based on Exposed Lives*

| | Lifetime Benefit | Limited Benefit |
|---|---|---|
| **Before Proposed Rate Increase** | $4,108 | $1,379 |
| **After Proposed Rate Increase** | $5,977 | $1,711 |

*Based on PA policies issued on or after 9/16/2002

## 14. State and GLIC Nationwide Distribution of Business as of December 31, 2019 (Based on Exposed Lives)

By issue age:

| Issue Age | State* | | Nationwide | |
|---|---|---|---|---|
| | Lifetime | Limited | Lifetime | Limited |
| **<55** | 33.3% | 25.0% | 30.0% | 13.8% |
| **55-59** | 33.3% | 31.8% | 31.5% | 26.8% |
| **60-64** | 0.0% | 22.7% | 24.0% | 30.1% |
| **65-69** | 33.3% | 4.5% | 11.3% | 19.3% |
| **70-74** | 0.0% | 0.0% | 2.8% | 8.0% |
| **75-79** | 0.0% | 13.6% | 0.4% | 1.8% |
| **80+** | 0.0% | 2.3% | 0.0% | 0.1% |

By elimination period in days:

| Elimination Period | State* | | Nationwide | |
|---|---|---|---|---|
| | Lifetime | Limited | Lifetime | Limited |
| **0** | 0.0% | 0.0% | 1.6% | 0.9% |
| **20** | 11.1% | 15.9% | 0.8% | 0.8% |
| **30** | 0.0% | 0.0% | 1.4% | 0.9% |
| **50** | 0.0% | 0.0% | 15.3% | 9.6% |
| **90** | 0.0% | 0.0% | 11.7% | 9.2% |
| **100** | 88.9% | 84.1% | 69.3% | 78.0% |
| **180** | 0.0% | 0.0% | 0.0% | 0.6% |

By benefit period in years:

| Benefit Period | State* | | Nationwide | |
|---|---|---|---|---|
| | Lifetime | Limited | Lifetime | Limited |
| 1 | 0.0% | 0.0% | 0.0% | 0.1% |
| 2 | 0.0% | 34.1% | 0.0% | 10.6% |
| 3 | 0.0% | 38.6% | 0.0% | 22.9% |
| 4 | 0.0% | 25.0% | 0.0% | 35.1% |
| 6 | 0.0% | 2.3% | 0.0% | 17.6% |
| 8 | 0.0% | 0.0% | 0.0% | 12.6% |
| 12 | 0.0% | 0.0% | 0.0% | 1.3% |
| Lifetime | 100.0% | 0.0% | 100.0% | 0.0% |

By inflation option:

| Benefit Increase | State* | | Nationwide | |
|---|---|---|---|---|
| | Lifetime | Limited | Lifetime | Limited |
| None | 33.3% | 25.0% | 11.1% | 19.8% |
| Simple | 33.3% | 43.2% | 29.9% | 32.3% |
| Compound | 33.3% | 31.8% | 58.9% | 47.9% |

*Based on PA policies issued on or after 9/16/2002

## 15. State and GLIC Nationwide Exposed Lives and Annualized Premium

| | State** | | Nationwide | |
|---|---|---|---|---|
| | Lifetime | Limited | Lifetime | Limited |
| Number of Exposed Lives* | 9 | 44 | 43,179 | 94,348 |
| Inforce Annualized Premium | $36,971 | $60,697 | $137,851,546 | $199,921,485 |
| Average Issue Age | 58 | 60 | 58 | 61 |
| Average Attained Age | 75 | 77 | 77 | 81 |

*Paid-up Policies are included in the number of Exposed Lives

**Based on PA policies issued on or after 9/16/2002

## 16. Confidentiality

Pursuant to 65 P.S. § 67.101 et seq. (the “Right-to-Know Law”), Genworth Life Insurance Company (“GLIC”) respectfully requests that the following sections to be treated as confidential and not subject to disclosure:

**Genworth Life Insurance Company**
**Address: 6620 West Broad Street, Richmond, VA 23230**
**Company NAIC No: 70025**

**Actuarial Memorandum**
**December 2020**

**CONFIDENTIAL**

Section 3, 8, 14, Exhibits I, Exhibits II, and Exhibit III of the Actuarial Memorandum and all Additional Exhibits.

The materials sought to be maintained as confidential are referred to as the "GLIC Confidential Materials" herein.

The GLIC Confidential Materials are being filed in connection with GLIC's request for a rate increase on certain long term care insurance products. However, these materials contain GLIC's confidential trade secrets, and/or other confidential proprietary information, including but not limited to actuarial formulas, statistics and/or assumptions, which are not generally known to, or ascertainable by proper means by, persons or entities other than GLIC who could obtain economic value from their disclosure or use.

65 P.S. § 67.101(a) sets forth Pennsylvania's general rule that a public record should generally be available for inspection by members of the public. However, under 65 P.S. § 67.708(b)(11), "trade secrets" and "confidential proprietary information" are explicitly excluded from the list of records that are subject to public disclosure under the Right-to-Know Law. Specifically, § 67.708(b)(11) states as follows:

(b) Exceptions: Except as provided in subsections (c) and (d) [neither of which apply here], the following are exempt from access by a requester under this act:

(11) A record that constitutes or reveals a trade secret or confidential proprietary information.

In turn, 65 P.S. § 67.102 (the "Definitions" section of the Right-to-Know Law) defines the term "trade secret," in pertinent part, as follows:

Information, including a formula, drawing, pattern, compilation, including a customer list, program, device, method, technique or process that:

(1) derives independent economic value, actual or potential, from not being generally known to and not being readily ascertainable by proper means by other persons who can obtain economic value from its disclosure or use; and

(2) is the subject of efforts that are reasonable under the circumstances to maintain its secrecy.

Section 67.102 defines the term "confidential proprietary information" as follows:

Commercial or financial information received by an agency: (1) which is privileged or confidential; and (2) the disclosure of which would cause substantial harm to the competitive position of the person that submitted the information.

Pennsylvania's insurance laws recognize the confidential nature of actuarial reports, work papers, and other materials supporting an actuarial opinion, and provide that they are not subject to disclosure under the Right-to-Know Law. See 40 P.S. § 443(d)(1)(i).

The GLIC Confidential Materials fall squarely within the disclosure exemptions for "trade secrets" and "confidential proprietary information" embodied within § 67.708(b)(11). In Christopher M's Hand Poured Fudge, Inc. v. Hennon, 699 A.2d 1272 (Pa. Super. Ct. 1997), Pennsylvania's Superior Court set forth six factors that courts can consider in determining whether information qualifies as a trade secret, including:

(1) the extent to which the information is known outside the owner's business; (2) the extent to which it is known by employees and others involved in the owner's business; (3) the extent of measures taken by the owner to guard the secrecy of the information; (4) the value of the information to the owner and to his competitors; (5) the amount of effort or money expended by the owner in developing the information; and (6) the ease or difficulty with which the information could be properly acquired or duplicated by others.

Id. at 1275. Each of these factors, along with the "substantial harm" element of the "confidential proprietary information" definition weighs heavily in favor of maintaining the confidentiality of the GLIC Confidential Materials.

GLIC and its predecessors have been providing long-term care insurance coverage to policyholders for more than 35 years. GLIC's lengthy experience in the long-term care insurance business has placed it in a unique position in the long-term care insurance marketplace, in that no other long-term care insurance carrier has as much experience in that line of business as GLIC and its predecessors. Because GLIC has been marketing long-term care insurance products longer than its competitors, it has been able to accumulate experience-related data that its competitors have not been able to gather. GLIC takes active measures to maintain the secrecy of the information in the GLIC Confidential Materials. Among other measures, GLIC obtains non-disclosure agreements with potential reinsurers before providing those potential reinsurers with any experience-related data. Furthermore, access to the data is limited and available only to employees of GLIC who are deemed likely to need the information in the course of their duties; those employees are subject to non-disclosure agreements under which they agree not to share the information except in furtherance of the business of GLIC.

The GLIC Confidential Materials discuss, among other things, GLIC's assumptions in pricing certain long-term care insurance products, GLIC's proprietary persistency and incurred claims data, and GLIC's policy demographics. In addition to pricing long-term care insurance products, GLIC's extensive data also allows it to effectively manage its policies, by enabling it to accurately set reserves and conduct reliable asset tests. None of this information is available to GLIC's competitors or to the public generally, and it is plainly protectable under the statutes discussed above. See Giurintano v. Dep't of Gen. Servs., 20 A.3d 613, 615-17 & n.5 (Pa. Commw. Ct. 2011) (holding that the identities of interpreters hired by state contractor were excluded from public disclosure under 65 P.S. §67.708(b)(11) because the contractor (a) kept their identities confidential "to protect its investment," (b) the interpreters were "business assets," and (c) disclosing the identities "would cause substantial harm to the [contractor's] competitive position in the industry").

GLIC's accumulation of data over its long duration in the long-term care insurance business has come at a substantial cost. For numerous years, GLIC had to price and manage policies without having the benefit of the extensive data and experience that it now possesses. GLIC endured substantial losses on

many of those policies that did not perform as expected, and GLIC has incurred and will continue to incur billions of dollars of claims on these policies.

If the GLIC Confidential Materials are released to the public, GLIC would be deprived of its hard-earned competitive advantage, which would cause substantial harm to the company. GLIC's competitors could use GLIC's data and assumptions to price long-term care insurance policies as well as GLIC, without the work, time, expense, and (most significantly) the previous losses that GLIC incurred. If the GLIC Confidential Materials were disclosed, GLIC's competitors would be permitted to exploit GLIC's hard-earned, proprietary information for their own benefit, and to GLIC's competitive and economic disadvantage. See Smith Butz, LLC v. Pa. Dep't of Envtl. Prot., ___ A.3d ___, 2017 WL 1833472, at *9 (Pa. Commw. Ct. 2017) (finding that records that would enable the company's competitors to copy valuable and proprietary business methods constituted confidential proprietary information and/or trade secrets). For these reasons, GLIC respectfully submits that the GLIC Confidential Materials are exempt from disclosure pursuant to 65 P.S. §67.708(b)(11), and requests that they be treated as confidential by the Pennsylvania Insurance Department.

This submission contains the complete, unredacted, confidential version of GLIC's Actuarial Memorandum. GLIC has also filed a publicly available version of this Actuarial Memorandum and other exhibits referenced above, which redacts the GLIC Confidential Materials. Because the enclosed actuarial memorandum contains GLIC's actuarial formulas, statistics, and assumptions that are confidential, proprietary and competitively sensitive in nature, we request that it not be made available for public access.

## 17. Actuarial Certification

I am a Fellow of the Society of Actuaries and a Member of the American Academy of Actuaries, and I meet the American Academy of Actuaries' qualification standards for rendering this opinion and am familiar with the requirements for filing for increases in long-term care insurance premiums.

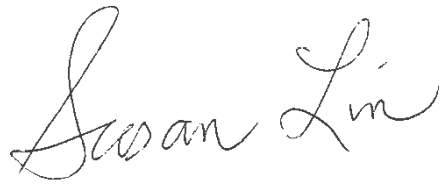
This memorandum has been prepared in conformity with all applicable Actuarial Standards of Practice, including ASOP No. 8, 18, 23, 25 and 41.

I have relied on historical cash flows and projections completed by GLIC's Inforce Actuarial Infrastructure team. All future projections included in this memorandum, while based on GLIC's best estimates, are uncertain and may not emerge as expected.

I have relied on statutory valuations as of December 31, 2019, for Claim Reserves (i.e., Disabled Life Reserves, Pending Claims reserves, Incurred But Not Reported reserves, and Dead But Not Reported reserves) provided by GLIC's Long Term Care Valuation team.

I have also relied on assumptions developed by GLIC's Long Term Care Experience Studies team in collaboration with other GLIC actuaries, which assumptions were approved by Genworth's Assumption Review Committee. The assumptions present the actuary's best judgement and are consistent with the issuer's business plan at the time of the filing.

I hereby certify that, to the best of my knowledge and judgment, this rate submission is in compliance with the applicable laws and regulations of Pennsylvania. In my opinion, the rates are not excessive or unfairly discriminatory.



Susan Lin, F.S.A., M.A.A.A.
Senior Pricing Actuary
Genworth Life Insurance Company
December 2020

**Genworth Life Insurance Company**
**Address: 6620 West Broad Street, Richmond, VA 23230**
**Company NAIC No: 70025**

**Actuarial Memorandum**
**December 2020**

**CONFIDENTIAL**

**Exhibit Ia: PCS II Policy Forms - Nationwide Experience**
**All Benefit Periods - With Pennsylvania Approved Rate Increase* without MAE**
**Applicable to Policies Issued on or After 9/16/2002**

| Calendar Year | Earned Premium | Incurred Claims | Loss Ratio | 4% Discount Factor | Lives |
|---|---|---|---|---|---|
| 1997 | 896,057 | 964 | 0.1% | 2.4169 | 1,234 |
| 1998 | 18,465,388 | 329,632 | 1.8% | 2.3239 | 31,424 |
| 1999 | 109,904,040 | 9,557,244 | 8.7% | 2.2345 | 102,029 |
| 2000 | 248,482,653 | 30,320,718 | 12.2% | 2.1486 | 192,990 |
| 2001 | 389,811,552 | 59,020,192 | 15.1% | 2.0659 | 244,947 |
| 2002 | 420,799,799 | 78,857,503 | 18.7% | 1.9865 | 250,212 |
| 2003 | 419,137,516 | 106,236,026 | 25.3% | 1.9101 | 244,303 |
| 2004 | 406,126,195 | 130,291,811 | 32.1% | 1.8366 | 237,848 |
| 2005 | 394,167,264 | 157,457,662 | 39.9% | 1.7660 | 231,994 |
| 2006 | 382,373,977 | 180,539,861 | 47.2% | 1.6980 | 226,357 |
| 2007 | 371,248,259 | 205,764,770 | 55.4% | 1.6327 | 220,943 |
| 2008 | 364,200,928 | 259,959,284 | 71.4% | 1.5699 | 213,380 |
| 2009 | 366,191,208 | 288,263,265 | 78.7% | 1.5096 | 205,588 |
| 2010 | 355,242,400 | 339,356,174 | 95.5% | 1.4515 | 198,759 |
| 2011 | 344,672,270 | 384,150,065 | 111.5% | 1.3957 | 191,701 |
| 2012 | 349,214,486 | 437,142,380 | 125.2% | 1.3420 | 184,698 |
| 2013 | 360,609,994 | 482,867,328 | 133.9% | 1.2904 | 177,509 |
| 2014 | 374,196,972 | 499,021,059 | 133.4% | 1.2407 | 170,742 |
| 2015 | 377,669,718 | 561,760,466 | 148.7% | 1.1930 | 163,986 |
| 2016 | 390,990,463 | 619,313,621 | 158.4% | 1.1471 | 157,494 |
| 2017 | 415,093,454 | 687,082,085 | 165.5% | 1.1030 | 150,845 |
| 2018 | 423,499,911 | 732,220,947 | 172.9% | 1.0606 | 144,219 |
| 2019 | 448,496,480 | 819,325,985 | 182.7% | 1.0198 | 137,623 |
| 2020 | 440,371,235 | 1,038,539,601 | 235.8% | 0.9806 | 128,545 |
| 2021 | 452,089,652 | 1,023,407,232 | 226.4% | 0.9429 | 119,582 |
| 2022 | 420,232,339 | 1,006,567,705 | 239.5% | 0.9066 | 110,761 |
| 2023 | 388,724,271 | 988,576,029 | 254.3% | 0.8717 | 102,191 |
| 2024 | 357,950,611 | 965,350,347 | 269.7% | 0.8382 | 93,917 |
| 2025 | 328,103,035 | 937,733,888 | 285.8% | 0.8060 | 86,034 |
| 2026 | 299,631,390 | 908,144,939 | 303.1% | 0.7750 | 78,571 |
| 2027 | 272,634,421 | 879,637,290 | 322.6% | 0.7452 | 71,531 |
| 2028 | 247,116,797 | 847,119,181 | 342.8% | 0.7165 | 64,904 |
| 2029 | 223,203,906 | 808,804,758 | 362.4% | 0.6889 | 58,700 |
| 2030 | 200,899,400 | 783,685,451 | 390.1% | 0.6624 | 52,894 |
| 2031 | 180,085,491 | 768,307,060 | 426.6% | 0.6370 | 47,429 |
| 2032 | 160,639,663 | 746,009,428 | 464.4% | 0.6125 | 42,300 |
| 2033 | 142,510,287 | 716,984,697 | 503.1% | 0.5889 | 37,510 |
| 2034 | 125,719,767 | 681,925,202 | 542.4% | 0.5663 | 33,066 |
| 2035 | 110,253,612 | 640,792,465 | 581.2% | 0.5445 | 28,964 |
| 2036 | 96,072,570 | 594,646,273 | 619.0% | 0.5235 | 25,197 |
| 2037 | 83,135,779 | 545,177,469 | 655.8% | 0.5034 | 21,758 |
| 2038 | 71,402,162 | 495,444,813 | 693.9% | 0.4840 | 18,649 |
| 2039 | 60,862,805 | 447,402,635 | 735.1% | 0.4654 | 15,864 |
| 2040 | 51,479,279 | 400,009,014 | 777.0% | 0.4475 | 13,389 |
| 2041 | 43,198,409 | 352,995,618 | 817.1% | 0.4303 | 11,210 |
| 2042 | 35,948,453 | 306,779,722 | 853.4% | 0.4138 | 9,308 |
| 2043 | 29,664,076 | 262,591,523 | 885.2% | 0.3978 | 7,667 |
| 2044 | 24,272,777 | 221,755,904 | 913.6% | 0.3825 | 6,265 |
| 2045 | 19,695,218 | 184,694,454 | 937.8% | 0.3678 | 5,079 |
| 2046 | 15,850,073 | 152,141,600 | 959.9% | 0.3537 | 4,086 |
| 2047 | 12,653,022 | 124,458,796 | 983.6% | 0.3401 | 3,263 |
| 2048 | 10,021,522 | 101,495,356 | 1012.8% | 0.3270 | 2,588 |
| 2049 | 7,878,743 | 82,929,421 | 1052.6% | 0.3144 | 2,039 |
| 2050 | 6,152,276 | 67,884,649 | 1103.4% | 0.3023 | 1,597 |
| 2051 | 4,775,791 | 55,548,189 | 1163.1% | 0.2907 | 1,244 |
| 2052 | 3,688,647 | 45,278,151 | 1227.5% | 0.2795 | 965 |
| 2053 | 2,836,469 | 36,657,270 | 1292.4% | 0.2688 | 745 |
| 2054 | 2,172,468 | 29,449,693 | 1355.6% | 0.2584 | 573 |
| 2055 | 1,658,370 | 23,494,378 | 1416.7% | 0.2485 | 439 |
| 2056 | 1,262,869 | 18,696,867 | 1480.5% | 0.2389 | 336 |
| 2057 | 959,534 | 14,877,188 | 1550.5% | 0.2297 | 256 |
| 2058 | 727,086 | 11,837,852 | 1628.1% | 0.2209 | 194 |
| 2059 | 548,812 | 9,424,958 | 1717.3% | 0.2124 | 146 |
| 2060 | 412,671 | 7,474,203 | 1811.2% | 0.2042 | 110 |
| 2061 | 309,437 | 5,860,985 | 1894.1% | 0.1964 | 82 |
| 2062 | 230,979 | 4,441,117 | 1922.7% | 0.1888 | 61 |
| 2063 | 171,585 | 3,268,511 | 1904.9% | 0.1816 | 44 |
| 2064 | 126,799 | 2,371,580 | 1870.3% | 0.1746 | 32 |
| 2065 | 93,241 | 1,705,820 | 1829.5% | 0.1679 | 23 |
| 2066 | 67,811 | 1,212,197 | 1787.6% | 0.1614 | 17 |
| 2067 | 49,149 | 864,197 | 1758.3% | 0.1552 | 12 |
| 2068 | 35,842 | 616,753 | 1720.8% | 0.1492 | 8 |
| 2069 | 26,250 | 437,533 | 1666.8% | 0.1435 | 6 |
| 2070 | 19,283 | 307,683 | 1595.6% | 0.1380 | 4 |
| 2071 | 13,680 | 214,091 | 1565.0% | 0.1327 | 3 |
| 2072 | 9,648 | 148,572 | 1539.9% | 0.1276 | 2 |
| 2073 | 6,910 | 103,168 | 1493.0% | 0.1227 | 1 |
| 2074 | 4,945 | 71,491 | 1445.6% | 0.1179 | 1 |
| 2075 | 3,570 | 49,007 | 1372.9% | 0.1134 | 1 |
| 2076 | 2,601 | 33,375 | 1283.4% | 0.1090 | 0 |
| 2077 | 1,929 | 22,786 | 1181.1% | 0.1049 | 0 |
| 2078 | 1,435 | 15,169 | 1056.9% | 0.1008 | 0 |
| 2079 | 733 | 9,681 | 1321.3% | 0.0969 | 0 |

**Accumulated and Present Values as of 12/31/2019**

| | | | |
|---|---|---|---|
| **Past:** | 11,746,767,406 | 9,180,174,093 | 78.2% |
| **Future:** | 3,732,566,245 | 12,463,596,439 | 333.9% |
| **Lifetime:** | 15,479,333,651 | 21,643,770,532 | 139.8% |

*Includes all rate increases applicable to policies issued on or after 9/16/2002 approved in your state applied to all policies nationwide, but prior to the rate increase reque

**Genworth Life Insurance Company**
**Address: 6620 West Broad Street, Richmond, VA 23230**
**Company NAIC No: 70025**

**Actuarial Memorandum**
**December 2020**

**CONFIDENTIAL**

**Exhibit Ib: PCS II Policy Forms - Nationwide Experience**
**Lifetime Benefit Period - With Pennsylvania Approved Rate Increase* without MAE**
**Applicable to Policies Issued on or After 9/16/2002**

| Calendar Year | Earned Premium | Incurred Claims | Loss Ratio | 4% Discount Factor | Lives |
|---|---|---|---|---|---|
| 1997 | 255,119 | 0 | 0.0% | 2.4169 | 325 |
| 1998 | 4,857,964 | 27,542 | 0.6% | 2.3239 | 7,784 |
| 1999 | 29,259,745 | 3,677,162 | 12.6% | 2.2345 | 25,822 |
| 2000 | 69,104,760 | 12,525,414 | 18.1% | 2.1486 | 51,374 |
| 2001 | 113,244,832 | 20,663,976 | 18.2% | 2.0659 | 66,652 |
| 2002 | 122,866,694 | 30,326,842 | 24.7% | 1.9865 | 67,496 |
| 2003 | 121,537,951 | 43,394,002 | 35.7% | 1.9101 | 65,719 |
| 2004 | 118,082,581 | 41,966,487 | 35.5% | 1.8366 | 64,293 |
| 2005 | 115,506,485 | 50,643,407 | 43.8% | 1.7660 | 63,041 |
| 2006 | 112,984,924 | 58,393,913 | 51.7% | 1.6980 | 61,945 |
| 2007 | 110,602,224 | 70,547,379 | 63.8% | 1.6327 | 60,875 |
| 2008 | 109,625,173 | 91,874,931 | 83.8% | 1.5699 | 59,353 |
| 2009 | 111,884,180 | 90,350,462 | 80.8% | 1.5096 | 57,694 |
| 2010 | 110,165,601 | 119,840,191 | 108.8% | 1.4515 | 56,291 |
| 2011 | 108,448,179 | 141,231,740 | 130.2% | 1.3957 | 54,855 |
| 2012 | 112,058,819 | 156,352,732 | 139.5% | 1.3420 | 53,471 |
| 2013 | 118,402,622 | 187,846,678 | 158.7% | 1.2904 | 51,955 |
| 2014 | 126,145,850 | 182,357,402 | 144.6% | 1.2407 | 50,555 |
| 2015 | 130,469,903 | 223,721,137 | 171.5% | 1.1930 | 49,158 |
| 2016 | 140,657,695 | 231,184,598 | 164.4% | 1.1471 | 47,752 |
| 2017 | 162,589,110 | 278,071,824 | 171.0% | 1.1030 | 46,273 |
| 2018 | 170,100,284 | 295,674,458 | 173.8% | 1.0606 | 44,799 |
| 2019 | 185,714,648 | 319,693,632 | 172.1% | 1.0198 | 43,233 |
| 2020 | 182,852,404 | 387,976,668 | 212.2% | 0.9806 | 41,011 |
| 2021 | 199,984,227 | 393,343,519 | 196.7% | 0.9429 | 38,751 |
| 2022 | 188,535,549 | 394,892,202 | 209.5% | 0.9066 | 36,457 |
| 2023 | 176,896,009 | 395,357,619 | 223.5% | 0.8717 | 34,162 |
| 2024 | 165,187,621 | 392,950,807 | 237.9% | 0.8382 | 31,894 |
| 2025 | 153,576,076 | 388,515,918 | 253.0% | 0.8060 | 29,675 |
| 2026 | 142,185,663 | 383,357,751 | 269.6% | 0.7750 | 27,517 |
| 2027 | 131,104,253 | 378,858,949 | 289.0% | 0.7452 | 25,426 |
| 2028 | 120,386,311 | 371,888,316 | 308.9% | 0.7165 | 23,410 |
| 2029 | 110,093,657 | 361,385,322 | 328.3% | 0.6889 | 21,478 |
| 2030 | 100,277,650 | 356,303,773 | 355.3% | 0.6624 | 19,627 |
| 2031 | 90,924,123 | 355,314,828 | 390.8% | 0.6370 | 17,849 |
| 2032 | 82,025,403 | 351,381,514 | 428.4% | 0.6125 | 16,148 |
| 2033 | 73,598,307 | 344,018,717 | 467.4% | 0.5889 | 14,529 |
| 2034 | 65,668,325 | 333,354,323 | 507.6% | 0.5663 | 12,999 |
| 2035 | 58,252,980 | 318,858,559 | 547.4% | 0.5445 | 11,559 |
| 2036 | 51,350,151 | 300,711,654 | 585.6% | 0.5235 | 10,211 |
| 2037 | 44,954,808 | 279,949,611 | 622.7% | 0.5034 | 8,956 |
| 2038 | 39,071,220 | 258,267,245 | 661.0% | 0.4840 | 7,799 |
| 2039 | 33,706,298 | 236,949,526 | 703.0% | 0.4654 | 6,743 |
| 2040 | 28,857,805 | 215,106,568 | 745.4% | 0.4475 | 5,784 |
| 2041 | 24,512,071 | 192,648,601 | 785.9% | 0.4303 | 4,922 |
| 2042 | 20,650,871 | 169,927,733 | 822.9% | 0.4138 | 4,155 |
| 2043 | 17,254,486 | 147,508,788 | 854.9% | 0.3978 | 3,480 |
| 2044 | 14,298,155 | 126,262,299 | 883.1% | 0.3825 | 2,892 |
| 2045 | 11,751,719 | 106,541,918 | 906.6% | 0.3678 | 2,385 |
| 2046 | 9,580,852 | 88,909,546 | 928.0% | 0.3537 | 1,952 |
| 2047 | 7,749,527 | 73,715,727 | 951.2% | 0.3401 | 1,586 |
| 2048 | 6,219,892 | 60,973,826 | 980.3% | 0.3270 | 1,279 |
| 2049 | 4,955,875 | 50,570,569 | 1020.4% | 0.3144 | 1,025 |
| 2050 | 3,922,000 | 41,991,561 | 1070.7% | 0.3023 | 816 |
| 2051 | 3,084,978 | 34,797,279 | 1128.0% | 0.2907 | 646 |
| 2052 | 2,413,817 | 28,717,233 | 1189.7% | 0.2795 | 509 |
| 2053 | 1,879,897 | 23,524,170 | 1251.4% | 0.2688 | 399 |
| 2054 | 1,457,959 | 19,096,435 | 1309.8% | 0.2584 | 311 |
| 2055 | 1,126,616 | 15,377,307 | 1364.9% | 0.2485 | 242 |
| 2056 | 868,016 | 12,356,550 | 1423.5% | 0.2389 | 187 |
| 2057 | 666,974 | 9,929,895 | 1488.8% | 0.2297 | 144 |
| 2058 | 510,974 | 7,967,940 | 1559.4% | 0.2209 | 110 |
| 2059 | 390,021 | 6,395,400 | 1639.8% | 0.2124 | 84 |
| 2060 | 296,565 | 5,101,465 | 1720.2% | 0.2042 | 64 |
| 2061 | 224,694 | 4,014,797 | 1786.8% | 0.1964 | 48 |
| 2062 | 169,367 | 3,039,206 | 1794.5% | 0.1888 | 36 |
| 2063 | 127,020 | 2,240,111 | 1763.6% | 0.1816 | 27 |
| 2064 | 94,853 | 1,629,590 | 1718.0% | 0.1746 | 19 |
| 2065 | 70,576 | 1,173,718 | 1663.1% | 0.1679 | 14 |
| 2066 | 51,832 | 833,722 | 1608.5% | 0.1614 | 10 |
| 2067 | 37,930 | 593,500 | 1564.7% | 0.1552 | 7 |
| 2068 | 27,967 | 423,069 | 1512.7% | 0.1492 | 5 |
| 2069 | 20,729 | 299,960 | 1447.1% | 0.1435 | 4 |
| 2070 | 15,431 | 210,383 | 1363.4% | 0.1380 | 3 |
| 2071 | 11,016 | 145,891 | 1324.4% | 0.1327 | 2 |
| 2072 | 7,810 | 100,772 | 1290.3% | 0.1276 | 1 |
| 2073 | 5,635 | 69,757 | 1237.9% | 0.1227 | 1 |
| 2074 | 4,056 | 48,214 | 1188.6% | 0.1179 | 1 |
| 2075 | 2,946 | 32,899 | 1116.8% | 0.1134 | 0 |
| 2076 | 2,161 | 22,300 | 1032.1% | 0.1090 | 0 |
| 2077 | 1,618 | 15,218 | 940.4% | 0.1049 | 0 |
| 2078 | 1,225 | 10,078 | 822.6% | 0.1008 | 0 |
| 2079 | 599 | 6,355 | 1061.4% | 0.0969 | 0 |

**Accumulated and Present Values as of 12/31/2019**

| | | | |
|---|---|---|---|
| **Past:** | 3,707,322,648 | 3,410,470,746 | 92.0% |
| **Future:** | 1,759,132,913 | 5,513,486,801 | 313.4% |
| **Lifetime:** | 5,466,455,560 | 8,923,957,547 | 163.2% |

*Includes all rate increases applicable to policies issued on or after 9/16/2002 approved in your state applied to all policies nationwide, but prior to the rate increase reque

**Genworth Life Insurance Company**
**Address: 6620 West Broad Street, Richmond, VA 23230**
**Company NAIC No: 70025**

**Actuarial Memorandum**
**December 2020**

**CONFIDENTIAL**

**Exhibit Ic: PCS II Policy Forms - Nationwide Experience**
**Limited Benefit Period - With Pennsylvania Approved Rate Increase* without MAE**
**Applicable to Policies Issued on or After 9/16/2002**

| Calendar Year | Earned Premium | Incurred Claims | Loss Ratio | 4% Discount Factor | Lives |
|---|---|---|---|---|---|
| 1997 | 640,938 | 964 | 0.2% | 2.4169 | 909 |
| 1998 | 13,607,425 | 302,090 | 2.2% | 2.3239 | 23,640 |
| 1999 | 80,644,294 | 5,880,081 | 7.3% | 2.2345 | 76,207 |
| 2000 | 179,377,893 | 17,795,304 | 9.9% | 2.1486 | 141,616 |
| 2001 | 276,566,719 | 38,356,216 | 13.9% | 2.0659 | 178,295 |
| 2002 | 297,933,105 | 48,530,660 | 16.3% | 1.9865 | 182,716 |
| 2003 | 297,599,565 | 62,842,024 | 21.1% | 1.9101 | 178,584 |
| 2004 | 288,043,614 | 88,325,324 | 30.7% | 1.8366 | 173,555 |
| 2005 | 278,660,778 | 106,814,254 | 38.3% | 1.7660 | 168,953 |
| 2006 | 269,389,053 | 122,145,948 | 45.3% | 1.6980 | 164,412 |
| 2007 | 260,646,036 | 135,217,391 | 51.9% | 1.6327 | 160,068 |
| 2008 | 254,575,755 | 168,084,353 | 66.0% | 1.5699 | 154,027 |
| 2009 | 254,307,028 | 197,912,803 | 77.8% | 1.5096 | 147,894 |
| 2010 | 245,076,799 | 219,515,983 | 89.6% | 1.4515 | 142,468 |
| 2011 | 236,224,092 | 242,918,325 | 102.8% | 1.3957 | 136,846 |
| 2012 | 237,155,667 | 280,789,648 | 118.4% | 1.3420 | 131,227 |
| 2013 | 242,207,372 | 295,020,650 | 121.8% | 1.2904 | 125,554 |
| 2014 | 248,051,122 | 316,663,657 | 127.7% | 1.2407 | 120,187 |
| 2015 | 247,199,816 | 338,039,329 | 136.7% | 1.1930 | 114,828 |
| 2016 | 250,332,768 | 388,129,023 | 155.0% | 1.1471 | 109,742 |
| 2017 | 252,504,345 | 409,010,260 | 162.0% | 1.1030 | 104,572 |
| 2018 | 253,399,627 | 436,546,489 | 172.3% | 1.0606 | 99,420 |
| 2019 | 262,781,832 | 499,632,353 | 190.1% | 1.0198 | 94,390 |
| 2020 | 257,518,831 | 650,562,933 | 252.6% | 0.9806 | 87,534 |
| 2021 | 252,105,425 | 630,063,713 | 249.9% | 0.9429 | 80,831 |
| 2022 | 231,696,790 | 611,675,503 | 264.0% | 0.9066 | 74,304 |
| 2023 | 211,828,262 | 593,218,411 | 280.0% | 0.8717 | 68,029 |
| 2024 | 192,762,989 | 572,399,539 | 296.9% | 0.8382 | 62,023 |
| 2025 | 174,526,959 | 549,217,969 | 314.7% | 0.8060 | 56,359 |
| 2026 | 157,445,727 | 524,787,188 | 333.3% | 0.7750 | 51,055 |
| 2027 | 141,530,167 | 500,778,341 | 353.8% | 0.7452 | 46,105 |
| 2028 | 126,730,486 | 475,230,865 | 375.0% | 0.7165 | 41,493 |
| 2029 | 113,110,250 | 447,419,437 | 395.6% | 0.6889 | 37,222 |
| 2030 | 100,621,749 | 427,381,678 | 424.7% | 0.6624 | 33,267 |
| 2031 | 89,161,368 | 412,992,232 | 463.2% | 0.6370 | 29,580 |
| 2032 | 78,614,261 | 394,627,914 | 502.0% | 0.6125 | 26,152 |
| 2033 | 68,911,980 | 372,965,981 | 541.2% | 0.5889 | 22,981 |
| 2034 | 60,051,442 | 348,570,879 | 580.5% | 0.5663 | 20,067 |
| 2035 | 52,000,631 | 321,933,906 | 619.1% | 0.5445 | 17,405 |
| 2036 | 44,722,419 | 293,934,619 | 657.2% | 0.5235 | 14,986 |
| 2037 | 38,180,972 | 265,227,859 | 694.7% | 0.5034 | 12,802 |
| 2038 | 32,330,941 | 237,177,568 | 733.6% | 0.4840 | 10,849 |
| 2039 | 27,156,507 | 210,453,108 | 775.0% | 0.4654 | 9,121 |
| 2040 | 22,621,474 | 184,902,446 | 817.4% | 0.4475 | 7,606 |
| 2041 | 18,686,338 | 160,347,017 | 858.1% | 0.4303 | 6,287 |
| 2042 | 15,297,582 | 136,851,989 | 894.6% | 0.4138 | 5,153 |
| 2043 | 12,409,589 | 115,082,735 | 927.4% | 0.3978 | 4,186 |
| 2044 | 9,974,622 | 95,493,605 | 957.4% | 0.3825 | 3,372 |
| 2045 | 7,943,498 | 78,152,536 | 983.9% | 0.3678 | 2,694 |
| 2046 | 6,269,221 | 63,232,054 | 1008.6% | 0.3537 | 2,134 |
| 2047 | 4,903,494 | 50,743,070 | 1034.8% | 0.3401 | 1,678 |
| 2048 | 3,801,630 | 40,521,530 | 1065.9% | 0.3270 | 1,309 |
| 2049 | 2,922,867 | 32,358,852 | 1107.1% | 0.3144 | 1,014 |
| 2050 | 2,230,275 | 25,893,088 | 1161.0% | 0.3023 | 781 |
| 2051 | 1,690,813 | 20,750,910 | 1227.3% | 0.2907 | 598 |
| 2052 | 1,274,830 | 16,560,918 | 1299.1% | 0.2795 | 456 |
| 2053 | 956,572 | 13,133,100 | 1372.9% | 0.2688 | 347 |
| 2054 | 714,509 | 10,353,258 | 1449.0% | 0.2584 | 262 |
| 2055 | 531,755 | 8,117,071 | 1526.5% | 0.2485 | 198 |
| 2056 | 394,852 | 6,340,316 | 1605.7% | 0.2389 | 149 |
| 2057 | 292,560 | 4,947,293 | 1691.0% | 0.2297 | 112 |
| 2058 | 216,112 | 3,869,912 | 1790.7% | 0.2209 | 83 |
| 2059 | 158,791 | 3,029,558 | 1907.9% | 0.2124 | 62 |
| 2060 | 116,106 | 2,372,738 | 2043.6% | 0.2042 | 46 |
| 2061 | 84,743 | 1,846,188 | 2178.6% | 0.1964 | 34 |
| 2062 | 61,612 | 1,401,911 | 2275.4% | 0.1888 | 25 |
| 2063 | 44,564 | 1,028,400 | 2307.7% | 0.1816 | 18 |
| 2064 | 31,946 | 741,990 | 2322.7% | 0.1746 | 13 |
| 2065 | 22,665 | 532,102 | 2347.7% | 0.1679 | 9 |
| 2066 | 15,979 | 378,474 | 2368.6% | 0.1614 | 6 |
| 2067 | 11,219 | 270,697 | 2412.7% | 0.1552 | 5 |
| 2068 | 7,875 | 193,684 | 2459.6% | 0.1492 | 3 |
| 2069 | 5,522 | 137,573 | 2491.5% | 0.1435 | 2 |
| 2070 | 3,852 | 97,300 | 2525.8% | 0.1380 | 1 |
| 2071 | 2,664 | 68,200 | 2560.1% | 0.1327 | 1 |
| 2072 | 1,838 | 47,801 | 2600.8% | 0.1276 | 1 |
| 2073 | 1,275 | 33,411 | 2621.0% | 0.1227 | 0 |
| 2074 | 889 | 23,277 | 2618.2% | 0.1179 | 0 |
| 2075 | 624 | 16,108 | 2582.8% | 0.1134 | 0 |
| 2076 | 440 | 11,075 | 2518.3% | 0.1090 | 0 |
| 2077 | 311 | 7,568 | 2433.3% | 0.1049 | 0 |
| 2078 | 210 | 5,090 | 2423.8% | 0.1008 | 0 |
| 2079 | 134 | 3,327 | 2482.8% | 0.0969 | 0 |

**Accumulated and Present Values as of 12/31/2019**

| | | | |
|---|---|---|---|
| **Past:** | 8,039,444,759 | 5,769,703,347 | 71.8% |
| **Future:** | 1,973,433,332 | 6,950,109,638 | 352.2% |
| **Lifetime:** | 10,012,878,091 | 12,719,812,985 | 127.0% |

*Includes all rate increases applicable to policies issued on or after 9/16/2002 approved in your state applied to all policies nationwide, but prior to the rate increase reque

**Genworth Life Insurance Company**
**Address: 6620 West Broad Street, Richmond, VA 23230**
**Company NAIC No: 70025**

**Actuarial Memorandum**
**December 2020**

**CONFIDENTIAL**

**Exhibit IIa: PCS II Policy Forms - Nationwide Experience**
**All Benefit Periods - With Requested 45.5%/24% Rate Increase* with MAE**
**Applicable to Policies Issued on or After 9/16/2002**

| Calendar Year | Earned Premium | Incurred Claims | Loss Ratio | 4% Discount Factor | Lives |
|---|---|---|---|---|---|
| 1997 | 896,057 | 964 | 0.1% | 2.4169 | 1,234 |
| 1998 | 18,465,388 | 329,632 | 1.8% | 2.3239 | 31,424 |
| 1999 | 109,904,040 | 9,557,244 | 8.7% | 2.2345 | 102,029 |
| 2000 | 248,482,653 | 30,320,718 | 12.2% | 2.1486 | 192,990 |
| 2001 | 389,811,552 | 59,020,192 | 15.1% | 2.0659 | 244,947 |
| 2002 | 420,799,799 | 78,857,503 | 18.7% | 1.9865 | 250,212 |
| 2003 | 419,137,516 | 106,236,026 | 25.3% | 1.9101 | 244,303 |
| 2004 | 406,126,195 | 130,291,811 | 32.1% | 1.8366 | 237,848 |
| 2005 | 394,167,264 | 157,457,662 | 39.9% | 1.7660 | 231,994 |
| 2006 | 382,373,977 | 180,539,861 | 47.2% | 1.6980 | 226,357 |
| 2007 | 371,248,259 | 205,764,770 | 55.4% | 1.6327 | 220,943 |
| 2008 | 364,200,928 | 259,959,284 | 71.4% | 1.5699 | 213,380 |
| 2009 | 366,191,208 | 288,263,265 | 78.7% | 1.5096 | 205,588 |
| 2010 | 355,242,400 | 339,356,174 | 95.5% | 1.4515 | 198,759 |
| 2011 | 344,672,270 | 384,150,065 | 111.5% | 1.3957 | 191,701 |
| 2012 | 349,214,486 | 437,142,380 | 125.2% | 1.3420 | 184,698 |
| 2013 | 360,609,994 | 482,867,328 | 133.9% | 1.2904 | 177,509 |
| 2014 | 374,196,972 | 499,021,059 | 133.4% | 1.2407 | 170,742 |
| 2015 | 377,669,718 | 561,760,466 | 148.7% | 1.1930 | 163,986 |
| 2016 | 390,990,463 | 619,313,621 | 158.4% | 1.1471 | 157,494 |
| 2017 | 415,093,454 | 687,082,085 | 165.5% | 1.1030 | 150,845 |
| 2018 | 423,499,911 | 732,220,947 | 172.9% | 1.0606 | 144,219 |
| 2019 | 448,496,480 | 819,325,985 | 182.7% | 1.0198 | 137,623 |
| 2020 | 440,371,235 | 1,038,539,601 | 235.8% | 0.9806 | 128,545 |
| 2021 | 509,604,235 | 1,036,575,151 | 203.4% | 0.9429 | 119,582 |
| 2022 | 551,482,364 | 1,034,956,217 | 187.7% | 0.9066 | 110,761 |
| 2023 | 512,482,536 | 1,014,613,727 | 198.0% | 0.8717 | 102,191 |
| 2024 | 473,779,767 | 989,434,136 | 208.8% | 0.8382 | 93,917 |
| 2025 | 435,786,604 | 960,083,405 | 220.3% | 0.8060 | 86,034 |
| 2026 | 399,128,862 | 928,914,809 | 232.7% | 0.7750 | 78,571 |
| 2027 | 364,067,353 | 898,995,770 | 246.9% | 0.7452 | 71,531 |
| 2028 | 330,713,562 | 865,102,015 | 261.6% | 0.7165 | 64,904 |
| 2029 | 299,280,139 | 825,395,796 | 275.8% | 0.6889 | 58,700 |
| 2030 | 269,823,583 | 799,243,861 | 296.2% | 0.6624 | 52,894 |
| 2031 | 242,230,052 | 783,090,238 | 323.3% | 0.6370 | 47,429 |
| 2032 | 216,370,527 | 759,926,921 | 351.2% | 0.6125 | 42,300 |
| 2033 | 192,200,103 | 729,958,162 | 379.8% | 0.5889 | 37,510 |
| 2034 | 169,763,983 | 693,897,972 | 408.7% | 0.5663 | 33,066 |
| 2035 | 149,058,002 | 651,711,594 | 437.2% | 0.5445 | 28,964 |
| 2036 | 130,038,642 | 604,483,931 | 464.8% | 0.5235 | 25,197 |
| 2037 | 112,657,968 | 553,933,524 | 491.7% | 0.5034 | 21,758 |
| 2038 | 96,869,920 | 503,170,265 | 519.4% | 0.4840 | 18,649 |
| 2039 | 82,666,730 | 454,164,844 | 549.4% | 0.4654 | 15,864 |
| 2040 | 70,002,917 | 405,810,688 | 579.7% | 0.4475 | 13,389 |
| 2041 | 58,811,114 | 357,858,383 | 608.5% | 0.4303 | 11,210 |
| 2042 | 48,999,045 | 310,787,149 | 634.3% | 0.4138 | 9,308 |
| 2043 | 40,481,742 | 265,844,995 | 656.7% | 0.3978 | 7,667 |
| 2044 | 33,164,624 | 224,363,075 | 676.5% | 0.3825 | 6,265 |
| 2045 | 26,943,737 | 186,755,788 | 693.1% | 0.3678 | 5,079 |
| 2046 | 21,711,092 | 153,754,244 | 708.2% | 0.3537 | 4,086 |
| 2047 | 17,354,397 | 125,712,839 | 724.4% | 0.3401 | 3,263 |
| 2048 | 13,763,456 | 102,468,364 | 744.5% | 0.3270 | 2,588 |
| 2049 | 10,835,095 | 83,686,268 | 772.4% | 0.3144 | 2,039 |
| 2050 | 8,472,052 | 68,474,749 | 808.2% | 0.3023 | 1,597 |
| 2051 | 6,585,251 | 56,008,017 | 850.5% | 0.2907 | 1,244 |
| 2052 | 5,092,893 | 45,635,118 | 896.1% | 0.2795 | 965 |
| 2053 | 3,921,399 | 36,932,478 | 941.8% | 0.2688 | 745 |
| 2054 | 3,007,322 | 29,659,939 | 986.3% | 0.2584 | 573 |
| 2055 | 2,298,602 | 23,653,506 | 1029.0% | 0.2485 | 439 |
| 2056 | 1,752,581 | 18,816,939 | 1073.7% | 0.2389 | 336 |
| 2057 | 1,333,221 | 14,967,768 | 1122.7% | 0.2297 | 256 |
| 2058 | 1,011,446 | 11,906,133 | 1177.1% | 0.2209 | 194 |
| 2059 | 764,381 | 9,476,367 | 1239.7% | 0.2124 | 146 |
| 2060 | 575,473 | 7,512,719 | 1305.5% | 0.2042 | 110 |
| 2061 | 432,011 | 5,889,493 | 1363.3% | 0.1964 | 82 |
| 2062 | 322,827 | 4,461,444 | 1382.0% | 0.1888 | 61 |
| 2063 | 240,074 | 3,282,583 | 1367.3% | 0.1816 | 44 |
| 2064 | 177,624 | 2,381,195 | 1340.6% | 0.1746 | 32 |
| 2065 | 130,793 | 1,712,347 | 1309.2% | 0.1679 | 23 |
| 2066 | 95,230 | 1,216,591 | 1277.5% | 0.1614 | 17 |
| 2067 | 69,100 | 867,158 | 1254.9% | 0.1552 | 12 |
| 2068 | 50,457 | 618,747 | 1226.3% | 0.1492 | 8 |
| 2069 | 37,007 | 438,870 | 1185.9% | 0.1435 | 6 |
| 2070 | 27,228 | 308,571 | 1133.3% | 0.1380 | 4 |
| 2071 | 19,331 | 214,673 | 1110.5% | 0.1327 | 3 |
| 2072 | 13,643 | 148,953 | 1091.8% | 0.1276 | 2 |
| 2073 | 9,780 | 103,417 | 1057.4% | 0.1227 | 1 |
| 2074 | 7,004 | 71,653 | 1023.0% | 0.1179 | 1 |
| 2075 | 5,060 | 49,112 | 970.7% | 0.1134 | 1 |
| 2076 | 3,689 | 33,443 | 906.5% | 0.1090 | 0 |
| 2077 | 2,740 | 22,830 | 833.2% | 0.1049 | 0 |
| 2078 | 2,043 | 15,197 | 743.8% | 0.1008 | 0 |
| 2079 | 1,037 | 9,698 | 935.0% | 0.0969 | 0 |

**Accumulated and Present Values as of 12/31/2019**

| | | | |
|---|---|---|---|
| **Past:** | 11,746,767,406 | 9,180,174,093 | 78.2% |
| **Future:** | 4,744,243,565 | 12,694,170,225 | 267.6% |
| **Lifetime:** | 16,491,010,971 | 21,874,344,318 | 132.6% |

*Includes all rate increases applicable to policies issued on or after 9/16/2002 approved in your state applied to all policies nationwide, and the rate increase requested in

**Genworth Life Insurance Company**
**Address: 6620 West Broad Street, Richmond, VA 23230**
**Company NAIC No: 70025**

**Actuarial Memorandum**
**December 2020**

**CONFIDENTIAL**

**Exhibit IIb: PCS II Policy Forms - Nationwide Experience**
**Lifetime Benefit Period - With Requested 45.5% Rate Increase* with MAE**
**Applicable to Policies Issued on or After 9/16/2002**

| Calendar Year | Earned Premium | Incurred Claims | Loss Ratio | 4% Discount Factor | Lives |
|---|---|---|---|---|---|
| 1997 | 255,119 | 0 | 0.0% | 2.4169 | 325 |
| 1998 | 4,857,964 | 27,542 | 0.6% | 2.3239 | 7,784 |
| 1999 | 29,259,745 | 3,677,162 | 12.6% | 2.2345 | 25,822 |
| 2000 | 69,104,760 | 12,525,414 | 18.1% | 2.1486 | 51,374 |
| 2001 | 113,244,832 | 20,663,976 | 18.2% | 2.0659 | 66,652 |
| 2002 | 122,866,694 | 30,326,842 | 24.7% | 1.9865 | 67,496 |
| 2003 | 121,537,951 | 43,394,002 | 35.7% | 1.9101 | 65,719 |
| 2004 | 118,082,581 | 41,966,487 | 35.5% | 1.8366 | 64,293 |
| 2005 | 115,506,485 | 50,643,407 | 43.8% | 1.7660 | 63,041 |
| 2006 | 112,984,924 | 58,393,913 | 51.7% | 1.6980 | 61,945 |
| 2007 | 110,602,224 | 70,547,379 | 63.8% | 1.6327 | 60,875 |
| 2008 | 109,625,173 | 91,874,931 | 83.8% | 1.5699 | 59,353 |
| 2009 | 111,884,180 | 90,350,462 | 80.8% | 1.5096 | 57,694 |
| 2010 | 110,165,601 | 119,840,191 | 108.8% | 1.4515 | 56,291 |
| 2011 | 108,448,179 | 141,231,740 | 130.2% | 1.3957 | 54,855 |
| 2012 | 112,058,819 | 156,352,732 | 139.5% | 1.3420 | 53,471 |
| 2013 | 118,402,622 | 187,846,678 | 158.7% | 1.2904 | 51,955 |
| 2014 | 126,145,850 | 182,357,402 | 144.6% | 1.2407 | 50,555 |
| 2015 | 130,469,903 | 223,721,137 | 171.5% | 1.1930 | 49,158 |
| 2016 | 140,657,695 | 231,184,598 | 164.4% | 1.1471 | 47,752 |
| 2017 | 162,589,110 | 278,071,824 | 171.0% | 1.1030 | 46,273 |
| 2018 | 170,100,284 | 295,674,458 | 173.8% | 1.0606 | 44,799 |
| 2019 | 185,714,648 | 319,693,632 | 172.1% | 1.0198 | 43,233 |
| 2020 | 182,852,404 | 387,976,668 | 212.2% | 0.9806 | 41,011 |
| 2021 | 234,516,295 | 401,561,408 | 171.2% | 0.9429 | 38,751 |
| 2022 | 267,885,686 | 412,848,032 | 154.1% | 0.9066 | 36,457 |
| 2023 | 252,308,212 | 411,978,061 | 163.3% | 0.8717 | 34,162 |
| 2024 | 236,388,146 | 408,419,419 | 172.8% | 0.8382 | 31,894 |
| 2025 | 220,397,067 | 402,937,171 | 182.8% | 0.8060 | 29,675 |
| 2026 | 204,541,118 | 396,822,155 | 194.0% | 0.7750 | 27,517 |
| 2027 | 188,983,353 | 391,488,857 | 207.2% | 0.7452 | 25,426 |
| 2028 | 173,828,485 | 383,707,191 | 220.7% | 0.7165 | 23,410 |
| 2029 | 159,187,435 | 372,369,208 | 233.9% | 0.6889 | 21,478 |
| 2030 | 145,157,515 | 366,683,074 | 252.6% | 0.6624 | 19,627 |
| 2031 | 131,739,215 | 365,252,966 | 277.3% | 0.6370 | 17,849 |
| 2032 | 118,935,129 | 360,818,865 | 303.4% | 0.6125 | 16,148 |
| 2033 | 106,780,372 | 352,895,729 | 330.5% | 0.5889 | 14,529 |
| 2034 | 95,321,448 | 341,622,675 | 358.4% | 0.5663 | 12,999 |
| 2035 | 84,591,527 | 326,465,697 | 385.9% | 0.5445 | 11,559 |
| 2036 | 74,592,497 | 307,618,660 | 412.4% | 0.5235 | 10,211 |
| 2037 | 65,320,309 | 286,140,092 | 438.1% | 0.5034 | 8,956 |
| 2038 | 56,784,088 | 263,765,164 | 464.5% | 0.4840 | 7,799 |
| 2039 | 48,995,718 | 241,795,384 | 493.5% | 0.4654 | 6,743 |
| 2040 | 41,954,279 | 219,292,381 | 522.7% | 0.4475 | 5,784 |
| 2041 | 35,641,374 | 196,181,141 | 550.4% | 0.4303 | 4,922 |
| 2042 | 30,030,875 | 172,859,384 | 575.6% | 0.4138 | 4,155 |
| 2043 | 25,094,413 | 149,904,753 | 597.4% | 0.3978 | 3,480 |
| 2044 | 20,796,470 | 128,194,728 | 616.4% | 0.3825 | 2,892 |
| 2045 | 17,093,958 | 108,079,378 | 632.3% | 0.3678 | 2,385 |
| 2046 | 13,937,345 | 90,119,961 | 646.6% | 0.3537 | 1,952 |
| 2047 | 11,274,117 | 74,663,311 | 662.3% | 0.3401 | 1,586 |
| 2048 | 9,049,468 | 61,714,475 | 682.0% | 0.3270 | 1,279 |
| 2049 | 7,210,742 | 51,151,292 | 709.4% | 0.3144 | 1,025 |
| 2050 | 5,706,510 | 42,447,892 | 743.9% | 0.3023 | 816 |
| 2051 | 4,488,642 | 35,155,452 | 783.2% | 0.2907 | 646 |
| 2052 | 3,512,104 | 28,997,293 | 825.6% | 0.2795 | 509 |
| 2053 | 2,735,250 | 23,741,597 | 868.0% | 0.2688 | 399 |
| 2054 | 2,121,330 | 19,263,558 | 908.1% | 0.2584 | 311 |
| 2055 | 1,639,226 | 15,504,462 | 945.8% | 0.2485 | 242 |
| 2056 | 1,262,964 | 12,453,037 | 986.0% | 0.2389 | 187 |
| 2057 | 970,447 | 10,003,093 | 1030.8% | 0.2297 | 144 |
| 2058 | 743,468 | 8,023,377 | 1079.2% | 0.2209 | 110 |
| 2059 | 567,480 | 6,437,321 | 1134.4% | 0.2124 | 84 |
| 2060 | 431,501 | 5,132,980 | 1189.6% | 0.2042 | 64 |
| 2061 | 326,930 | 4,038,173 | 1235.2% | 0.1964 | 48 |
| 2062 | 246,429 | 3,055,870 | 1240.1% | 0.1888 | 36 |
| 2063 | 184,814 | 2,251,653 | 1218.3% | 0.1816 | 27 |
| 2064 | 138,012 | 1,637,479 | 1186.5% | 0.1746 | 19 |
| 2065 | 102,688 | 1,179,074 | 1148.2% | 0.1679 | 14 |
| 2066 | 75,416 | 837,326 | 1110.3% | 0.1614 | 10 |
| 2067 | 55,188 | 595,926 | 1079.8% | 0.1552 | 7 |
| 2068 | 40,692 | 424,703 | 1043.7% | 0.1492 | 5 |
| 2069 | 30,160 | 301,055 | 998.2% | 0.1435 | 4 |
| 2070 | 22,452 | 211,110 | 940.3% | 0.1380 | 3 |
| 2071 | 16,028 | 146,367 | 913.2% | 0.1327 | 2 |
| 2072 | 11,364 | 101,082 | 889.5% | 0.1276 | 1 |
| 2073 | 8,199 | 69,960 | 853.2% | 0.1227 | 1 |
| 2074 | 5,902 | 48,346 | 819.1% | 0.1179 | 1 |
| 2075 | 4,286 | 32,985 | 769.5% | 0.1134 | 0 |
| 2076 | 3,144 | 22,356 | 711.1% | 0.1090 | 0 |
| 2077 | 2,354 | 15,254 | 647.9% | 0.1049 | 0 |
| 2078 | 1,783 | 10,101 | 566.6% | 0.1008 | 0 |
| 2079 | 871 | 6,368 | 731.0% | 0.0969 | 0 |

**Accumulated and Present Values as of 12/31/2019**

| | | | |
|---|---|---|---|
| **Past:** | 3,707,322,648 | 3,410,470,746 | 92.0% |
| **Future:** | 2,402,200,977 | 5,665,733,843 | 235.9% |
| **Lifetime:** | 6,109,523,625 | 9,076,204,589 | 148.6% |

*Includes all rate increases applicable to policies issued on or after 9/16/2002 approved in your state applied to all policies nationwide, and the rate increase requested in

**Genworth Life Insurance Company**
**Address: 6620 West Broad Street, Richmond, VA 23230**
**Company NAIC No: 70025**

**Actuarial Memorandum**
**December 2020**

**CONFIDENTIAL**

**Exhibit IIc: PCS II Policy Forms - Nationwide Experience**
**Limited Benefit Period - With Requested 24% Rate Increase* with MAE**
**Applicable to Policies Issued on or After 9/16/2002**

| Calendar Year | Earned Premium | Incurred Claims | Loss Ratio | 4% Discount Factor | Lives |
|---|---|---|---|---|---|
| 1997 | 640,938 | 964 | 0.2% | 2.4169 | 909 |
| 1998 | 13,607,425 | 302,090 | 2.2% | 2.3239 | 23,640 |
| 1999 | 80,644,294 | 5,880,081 | 7.3% | 2.2345 | 76,207 |
| 2000 | 179,377,893 | 17,795,304 | 9.9% | 2.1486 | 141,616 |
| 2001 | 276,566,719 | 38,356,216 | 13.9% | 2.0659 | 178,295 |
| 2002 | 297,933,105 | 48,530,660 | 16.3% | 1.9865 | 182,716 |
| 2003 | 297,599,565 | 62,842,024 | 21.1% | 1.9101 | 178,584 |
| 2004 | 288,043,614 | 88,325,324 | 30.7% | 1.8366 | 173,555 |
| 2005 | 278,660,778 | 106,814,254 | 38.3% | 1.7660 | 168,953 |
| 2006 | 269,389,053 | 122,145,948 | 45.3% | 1.6980 | 164,412 |
| 2007 | 260,646,036 | 135,217,391 | 51.9% | 1.6327 | 160,068 |
| 2008 | 254,575,755 | 168,084,353 | 66.0% | 1.5699 | 154,027 |
| 2009 | 254,307,028 | 197,912,803 | 77.8% | 1.5096 | 147,894 |
| 2010 | 245,076,799 | 219,515,983 | 89.6% | 1.4515 | 142,468 |
| 2011 | 236,224,092 | 242,918,325 | 102.8% | 1.3957 | 136,846 |
| 2012 | 237,155,667 | 280,789,648 | 118.4% | 1.3420 | 131,227 |
| 2013 | 242,207,372 | 295,020,650 | 121.8% | 1.2904 | 125,554 |
| 2014 | 248,051,122 | 316,663,657 | 127.7% | 1.2407 | 120,187 |
| 2015 | 247,199,816 | 338,039,329 | 136.7% | 1.1930 | 114,828 |
| 2016 | 250,332,768 | 388,129,023 | 155.0% | 1.1471 | 109,742 |
| 2017 | 252,504,345 | 409,010,260 | 162.0% | 1.1030 | 104,572 |
| 2018 | 253,399,627 | 436,546,489 | 172.3% | 1.0606 | 99,420 |
| 2019 | 262,781,832 | 499,632,353 | 190.1% | 1.0198 | 94,390 |
| 2020 | 257,518,831 | 650,562,933 | 252.6% | 0.9806 | 87,534 |
| 2021 | 275,087,941 | 635,013,742 | 230.8% | 0.9429 | 80,831 |
| 2022 | 283,596,679 | 622,108,185 | 219.4% | 0.9066 | 74,304 |
| 2023 | 260,174,323 | 602,635,666 | 231.6% | 0.8717 | 68,029 |
| 2024 | 237,391,621 | 581,014,717 | 244.7% | 0.8382 | 62,023 |
| 2025 | 215,389,537 | 557,146,234 | 258.7% | 0.8060 | 56,359 |
| 2026 | 194,587,743 | 532,092,654 | 273.4% | 0.7750 | 51,055 |
| 2027 | 175,084,000 | 507,506,913 | 289.9% | 0.7452 | 46,105 |
| 2028 | 156,885,078 | 481,394,825 | 306.8% | 0.7165 | 41,493 |
| 2029 | 140,092,704 | 453,026,588 | 323.4% | 0.6889 | 37,222 |
| 2030 | 124,666,068 | 432,560,786 | 347.0% | 0.6624 | 33,267 |
| 2031 | 110,490,837 | 417,837,271 | 378.2% | 0.6370 | 29,580 |
| 2032 | 97,435,399 | 399,108,057 | 409.6% | 0.6125 | 26,152 |
| 2033 | 85,419,732 | 377,062,434 | 441.4% | 0.5889 | 22,981 |
| 2034 | 74,442,535 | 352,275,296 | 473.2% | 0.5663 | 20,067 |
| 2035 | 64,466,475 | 325,245,897 | 504.5% | 0.5445 | 17,405 |
| 2036 | 55,446,145 | 296,865,272 | 535.4% | 0.5235 | 14,986 |
| 2037 | 47,337,659 | 267,793,432 | 565.7% | 0.5034 | 12,802 |
| 2038 | 40,085,832 | 239,405,101 | 597.2% | 0.4840 | 10,849 |
| 2039 | 33,671,012 | 212,369,459 | 630.7% | 0.4654 | 9,121 |
| 2040 | 28,048,637 | 186,518,307 | 665.0% | 0.4475 | 7,606 |
| 2041 | 23,169,739 | 161,677,241 | 697.8% | 0.4303 | 6,287 |
| 2042 | 18,968,170 | 137,927,765 | 727.2% | 0.4138 | 5,153 |
| 2043 | 15,387,329 | 115,940,242 | 753.5% | 0.3978 | 4,186 |
| 2044 | 12,368,154 | 96,168,347 | 777.5% | 0.3825 | 3,372 |
| 2045 | 9,849,779 | 78,676,411 | 798.8% | 0.3678 | 2,694 |
| 2046 | 7,773,747 | 63,634,283 | 818.6% | 0.3537 | 2,134 |
| 2047 | 6,080,280 | 51,049,527 | 839.6% | 0.3401 | 1,678 |
| 2048 | 4,713,988 | 40,753,889 | 864.5% | 0.3270 | 1,309 |
| 2049 | 3,624,353 | 32,534,977 | 897.7% | 0.3144 | 1,014 |
| 2050 | 2,765,542 | 26,026,857 | 941.1% | 0.3023 | 781 |
| 2051 | 2,096,608 | 20,852,565 | 994.6% | 0.2907 | 598 |
| 2052 | 1,580,789 | 16,637,825 | 1052.5% | 0.2795 | 456 |
| 2053 | 1,186,149 | 13,190,881 | 1112.1% | 0.2688 | 347 |
| 2054 | 885,992 | 10,396,381 | 1173.4% | 0.2584 | 262 |
| 2055 | 659,376 | 8,149,044 | 1235.9% | 0.2485 | 198 |
| 2056 | 489,617 | 6,363,901 | 1299.8% | 0.2389 | 149 |
| 2057 | 362,774 | 4,964,676 | 1368.5% | 0.2297 | 112 |
| 2058 | 267,978 | 3,882,756 | 1448.9% | 0.2209 | 83 |
| 2059 | 196,901 | 3,039,046 | 1543.4% | 0.2124 | 62 |
| 2060 | 143,972 | 2,379,739 | 1652.9% | 0.2042 | 46 |
| 2061 | 105,081 | 1,851,320 | 1761.8% | 0.1964 | 34 |
| 2062 | 76,399 | 1,405,574 | 1839.8% | 0.1888 | 25 |
| 2063 | 55,260 | 1,030,930 | 1865.6% | 0.1816 | 18 |
| 2064 | 39,613 | 743,716 | 1877.5% | 0.1746 | 13 |
| 2065 | 28,105 | 533,273 | 1897.4% | 0.1679 | 9 |
| 2066 | 19,814 | 379,265 | 1914.1% | 0.1614 | 6 |
| 2067 | 13,912 | 271,231 | 1949.6% | 0.1552 | 5 |
| 2068 | 9,764 | 194,045 | 1987.3% | 0.1492 | 3 |
| 2069 | 6,847 | 137,815 | 2012.8% | 0.1435 | 2 |
| 2070 | 4,777 | 97,461 | 2040.3% | 0.1380 | 1 |
| 2071 | 3,303 | 68,306 | 2067.8% | 0.1327 | 1 |
| 2072 | 2,279 | 47,870 | 2100.4% | 0.1276 | 1 |
| 2073 | 1,581 | 33,457 | 2116.6% | 0.1227 | 0 |
| 2074 | 1,102 | 23,307 | 2114.2% | 0.1179 | 0 |
| 2075 | 773 | 16,128 | 2085.5% | 0.1134 | 0 |
| 2076 | 545 | 11,088 | 2033.2% | 0.1090 | 0 |
| 2077 | 386 | 7,576 | 1964.5% | 0.1049 | 0 |
| 2078 | 260 | 5,095 | 1956.7% | 0.1008 | 0 |
| 2079 | 166 | 3,330 | 2004.2% | 0.0969 | 0 |

**Accumulated and Present Values as of 12/31/2019**

| | | | |
|---|---|---|---|
| **Past:** | 8,039,444,759 | 5,769,703,347 | 71.8% |
| **Future:** | 2,342,042,587 | 7,028,436,383 | 300.1% |
| **Lifetime:** | 10,381,487,346 | 12,798,139,729 | 123.3% |

*Includes all rate increases applicable to policies issued on or after 9/16/2002 approved in your state applied to all policies nationwide, and the rate increase requested in

**Genworth Life Insurance Company**
**Address: 6620 West Broad Street, Richmond, VA 23230**
**Company NAIC No: 70025**

**Actuarial Memorandum**
**December 2020**

**CONFIDENTIAL**

**Exhibit III: PCS II Policy Forms - Nationwide Experience**
**All Benefit Periods - With Requested 45.5%/24% Rate Increase* with MAE**
**58/85 Test**
**Applicable to Policies Issued on or After 9/16/2002**

This exhibit demonstrates compliance with the model regulation which requires that on a lifetime present value basis, incurred claims are at least equal to 58% of original premiums and 85% of increased premiums. This test is satisfied if Line 11 is "True".

| Row | Description | Value |
|---|---|---|
| (1) | Accumulated Past Total Premiums Including Rate Increases (Exhibit IIa): | 11,746,767,406 |
| (2) | Accumulated Past Premiums on Original Rate Basis: | 10,714,795,067 |
| (3) | Accumulated Past Premiums Attributable to Rate Increases: (1) minus (2) | 1,031,972,340 |
| | | |
| (4) | PV Future Total Premiums Including Approved and Proposed Rate Increases (Exhibit IIa): | 4,744,243,565 |
| (5) | PV Future Premiums on Original Rate Basis: | 1,445,352,161 |
| (6) | PV Future Premiums Attributable to Rate Increases: (4) minus (5) | 3,298,891,404 |
| | | |
| (7) | Accumulated Past Incurred Claims (Exhibit IIa) | 9,180,174,093 |
| (8) | PV Future Incurred Claims (Exhibit IIa) | 12,694,170,225 |
| (9) | Total Incurred Claims: (7) + (8) | 21,874,344,318 |
| | | |
| (10) | 0.58 x [(2) + (5)] + 0.85 x [(3) + (6)] = | 10,734,119,574 |
| (11) | Test: Is (9) > (10)? | TRUE |

*Includes all rate increases applicable to policies issued on or after 9/16/2002 approved in your state applied to all policies nationwide, and the rate increase requested in this filing

**Genworth Life Insurance Company**
**Address: 6620 West Broad Street, Richmond, VA 23230**
**Company NAIC No: 70025**

**Additional Exhibits**
**December 2020**

**CONFIDENTIAL**

**Exhibit IV: PCS II Policy Forms - Nationwide Experience**
**All Benefit Periods - With Requested 45.5%/24% Rate Increase* with MAE**
**Applicable to Policies Issued on or After 9/16/2002**
**61.5/85 Test**
**According to Pennsylvania Regulation, 31 PA ADC 89a. 118 (g) (2)**

This exhibit demonstrates compliance with the model regulation which requires that on a lifetime present value basis, incurred claims are at least equal to 58% of original premiums and 85% of increased premiums. This test is satisfied if Line 11 is "True".

| Row | Description | Value |
|---|---|---|
| (1) | Accumulated Past Total Premiums Including Rate Increases (Exhibit IIa): | 11,746,767,406 |
| (2) | Accumulated Past Premiums on Original Rate Basis: | 10,714,795,067 |
| (3) | Accumulated Past Premiums Attributable to Rate Increases: (1) minus (2) | 1,031,972,340 |
| | | |
| (4) | PV Future Total Premiums Including Approved and Proposed Rate Increases (Exhibit IIa): | 4,744,243,565 |
| (5) | PV Future Premiums on Original Rate Basis: | 1,445,352,161 |
| (6) | PV Future Premiums Attributable to Rate Increases: (4) minus (5) | 3,298,891,404 |
| | | |
| (7) | Accumulated Past Incurred Claims (Exhibit IIa) | 9,180,174,093 |
| (8) | PV Future Incurred Claims (Exhibit IIa) | 12,694,170,225 |
| (9) | Total Incurred Claims: (7) + (8) | 21,874,344,318 |
| | | |
| (10) | 0.615 x [(2) + (5)] + 0.85 x [(3) + (6)] = | 11,159,724,727 |
| (11) | Test: Is (9) > (10)? | TRUE |

*Includes all rate increases applicable to policies issued on or after 9/16/2002 approved in your state applied to all policies nationwide, and the 45.5%/24% rate increase, in compliance with the Pennsylvania Regulation 31 PA ADC 89a. 118 (g) (2).

**Exhibit V**
**Genworth Life Insurance Company**
**Status of Filings as of October 31, 2020**
**All Jurisdictions in which these Forms are Active**
**PCS II Series Policy Forms**

| Jurisdiction | 2007 Rate Action: Requested Increase | 2007: Date Approved or Filed | 2007: Amount Approved or Filed | 2010 Rate Action: Requested Increase | 2010: Date Approved or Filed | 2010: Amount Approved or Filed |
|---|---|---|---|---|---|---|
| Alabama | 11% | 11/6/2007 | 11% | 18% | 4/12/2011 | 18% |
| Alaska | Filing Not Required. Implemented 11% increase. | | | Filing Not Required. Implemented 18% increase. | | |
| Arizona | 11% | 1/14/2008 | 11% | 18% | 3/15/2011 | 18% |
| Arkansas | 11% | 6/11/2008 | 11% | 10% | 2/8/2012 | 10% |
| California (Loss Ratio Non-Partnership) | 11% | 5/12/2008 | 11% | 18% | 10/3/2012 | 18% |
| California (Loss Ratio Partnership) | | | | 27% | 2/4/2014 | 27% |
| California (Rate Stability Non-Partnership) | | | | | | |
| California (Rate Stability Partnership) | | | | | | |
| Colorado | 11% | 12/11/2007 | 11% | 18% | 5/10/2011 | 18% |
| Connecticut | 11% | 12/10/2007 | 11% | 18% | 7/6/2011 | 18% |
| Delaware | 11% | 10/11/2007 | 11% | 18% | 8/16/2011 | 18% |
| Florida | 11%/10%[1] | 7/16/09 & 6/3/09 | 11%/10%[1] | 25% | 5/29/2012 | 25% |
| Georgia | 11% | 6/15/2009 | 11% | 18% | 6/21/2011 | 18% |
| Hawaii | 11% | 1/9/2008 | 11% | 18% | 8/24/2011 | 18% |
| Idaho | 11% | 10/25/2007 | 11% | 18% | 8/3/2011 | 18% |
| Illinois | 11% | 10/25/2007 | 11% | 18% | 3/29/2011 | 18% |
| Indiana | 11% | Disapproved | | 18% | Disapproved | |
| Indiana (Partnership) | 11% | Disapproved | | 18% | Disapproved | |
| Iowa | 11% | 4/25/2008 | 11% | 18% | 3/11/2011 | 18% |
| Kansas | 11% | 12/5/2007 | 11% | 15% | 10/11/2011 | 15% |
| Kentucky | 11% | 1/23/2008 | 11% | 18% | 6/15/2011 | 18% |
| Louisiana | 11% | 11/6/2007 | 11% | 18% | 3/18/2011 | 18% |
| Maine | 11% | 9/18/2007 | 11% | 18% | 8/18/2011 | 18% |
| Maryland | 11% | 10/20/2008 | 11% | 15% | 4/4/2011 | 15% |
| Massachusetts | 11% | Closed | | 18% | 11/29/2012 | 10% |
| Michigan | 11% | 10/1/2007 | 11% | 18% | 11/29/2010 | 18% |
| Minnesota | 11% | Closed | | 29%[3] | 9/8/2011 | 29%[3] |
| Mississippi | 11% | 3/20/2008 | 11% | 18% | 12/28/2010 | 18% |
| Missouri | 11% | 10/30/2007 | 11% | 18% | 1/26/2011 | 18% |
| Montana | 11% | 4/4/2008 | 11% | 18% | 1/7/2011 | 18% |
| Nebraska | 11% | 10/31/2007 | 11% | 18% | 7/22/2011 | 18% |
| Nevada | 11% | Closed | | 18% | 3/20/2012 | 18% |
| New Hampshire | 11% | 11/2/2007 | 11% | 18% | 2/25/2011 | 18% |
| New Jersey | 11% | 10/30/2007 | 11% | 18% | 4/12/2011[4] | 18%[4] |
| New Mexico | 11% | 9/17/2007 | 11% | 15% | Disapproved | |
| New York | 11% | Disapproved | | 15% | | |
| North Carolina | 11% | 1/24/2008 | 11% | 18% | 3/16/2011 | 18% |
| North Dakota | 11% | 10/9/2007 | 11% | 18% | 3/9/2012 | 12% |
| Ohio | 11% | 10/17/2007 | 11% | 18% | 4/26/2011 | 18% |
| Oklahoma | 11% | 7/16/2008 | 11% | 18% | 9/16/2011 | 18% |
| Oregon | 11% | 9/20/2007 | 11% | 18% | 4/12/2012 | 18% |
| Pennsylvania - Loss Ratio | 11% | 7/1/2008 | 11% | 18% | 5/27/2011 | 18% |
| Pennsylvania - Rate Stability | 11% | 7/1/2008 | 11% | 18% | 5/27/2011 | 18% |
| Rhode Island | 11% | 12/27/2007 | 11% | 18% | 9/15/2011 | 18% |
| South Carolina | 11% | 1/3/2008 | 11% | 18% | 4/20/2011 | 18% |
| South Dakota | 11% | 10/22/2007 | 11% | 18% | 2/2/2011 | 18% |
| Tennessee | 11% | 10/8/2007 | 11% | 18% | 8/29/2011 | 18% |
| Texas | 11% | 8/5/2008 | 11% | 18% | 6/10/2011 | 18% |
| Utah | 11% | 12/18/2008 | 11% | 18% | 3/6/2011 | 18% |
| Vermont | 11% | 11/26/2008 | 11% | 18% | | |
| Virginia | 11% | 4/25/2008 | 11% | 18% | 1/18/2012 | 18% |
| Washington | 11% | 6/24/2008 | 11% | 18% | 2/3/2011 | 18% |
| Washington, DC | 10% | 12/31/2007 | 10% | 15% | 9/27/2011 | 15% |
| West Virginia | 11% | 11/21/2007 | 11% | 18% | 3/1/2011 | 18% |
| Wisconsin | 11% | 10/31/2007 | 11% | 18% | 4/27/2011 | 18% |
| Wyoming | 11% | 8/24/2007 | 11% | 18% | 1/21/2011 | 18% |

| Jurisdiction | 2012 Rate Action: Requested Increase (Lifetime) | Requested Increase (Limited) | Date of Submission | Date Approved or Filed | Amount Approved or Filed (Lifetime) | Amount Approved or Filed (Limited) |
|---|---|---|---|---|---|---|
| Alabama | 78% | 63% | 11/2/2012 | 1/16/2013 | 78% | 63% |
| Alaska | Filing Not Required. Implementing 78% (lifetime) and 63% (limited) increase. | | | | | |
| Arizona | 78% | 63% | 12/7/2012 | 2/4/2013 | 25% | 25% |
| Arkansas | | | | | | |
| California (Loss Ratio Non-Partnership) | 78% | 63% | 10/31/2014 | 10/27/2015 | 30% | 30% |
| California (Loss Ratio Partnership) | | | | | | |
| California (Rate Stability Non-Partnership) | 26.6% | 26.6% | 12/19/2013 | 10/30/2015 | 20% | 20% |
| California (Rate Stability Partnership) | 34.8% | 34.8% | 2/20/2014 | 11/9/2015 | 9% | 9% |
| Colorado | 78% | 63% | 11/21/2012 | 10/25/2013 | 26% | 21% |
| Connecticut | 78% | 63% | 10/11/2012 | 1/25/2013 | 40% | 40% |
| Delaware | 78% | 63% | 9/14/2012 | 3/14/2013 | 78% | 63% |
| Florida | | | | | | |
| Georgia | 78% | 63% | 11/7/2012 | 9/6/2013 | 18% | 18% |
| Hawaii | 78% | 63% | 10/18/2012 | 5/31/2013 | 36% | 29% |
| Idaho | 78% | 63% | 11/9/2012 | 10/25/2013 | 40% | 25% |
| Illinois | 78% | 63% | 9/19/2012 | 12/24/2013 | 78% | 63% |
| Indiana | 133%[2] | 113%[2] | 12/27/2012 | 7/17/2014 | 20% | 17% |
| Indiana (Partnership) | 133%[2] | 113%[2] | 3/4/2013 | 9/4/2014 | 14% | 19% |
| Iowa | 78% | 63% | 10/10/2012 | 11/14/2013 | 78% | 63% |
| Kansas | 81%[2] | 66%[2] | 10/26/2012 | 10/13/2014 | 38% | 38% |
| Kentucky | 78% | 63% | 9/21/2012 | 5/29/2013 | 20.1%[6] | 20.1%[6] |
| Louisiana | 78% | 63% | 10/26/2012 | 5/27/2014 | 20% | 20% |
| Maine | 26%[5] | 17%[5] | 12/14/2012 | 5/2/2013 | 26% | 17% |
| Maryland | 81%[2] | 66%[2] | 11/16/2012 | 11/14/2013 | 15% | 15% |
| Massachusetts | 111%[2] | 94%[2] | 12/21/2012 | Disapproved | | |
| Michigan | 78% | 63% | 8/31/2012 | 10/15/2012 | 78% | 63% |
| Minnesota | 78% | 63% | 12/23/2012 | 10/31/2014 | 15% | 15% |
| Mississippi | 78% | 63% | 10/8/2012 | 2/12/2013 | 25% | 25% |
| Missouri | 78% | 63% | 10/9/2012 | 5/7/2013 | 78% | 63% |
| Montana | 78% | 63% | 9/17/2012 | 7/16/2013 | 25% | 20% |
| Nebraska | 78% | 63% | 8/31/2012 | 12/9/2013 | 78% | 63% |
| Nevada | 97%[2] | 80%[2] | 12/21/2012 | 8/14/2013 | 97% | 80% |
| New Hampshire | 78% | 63% | 11/11/2012 | Disapproved | | |
| New Jersey | | | | 1/16/2013[4] | 78%[4] | 63%[4] |
| New Mexico | 96%[2] | 81%[2] | 11/20/2012 | 5/16/2014 | 15% | 15% |
| New York | 109%[2] | 93%[2] | 12/27/2012 | 8/13/2013 | 10% | 10% |
| North Carolina | 78% | 63% | 12/14/2012 | 9/12/2013 | 47.5% | 24.4% |
| North Dakota | 87%[2] | 71%[2] | 12/19/2012 | 4/5/2013 | 20% | 20% |
| Ohio | 78% | 63% | 11/16/2012 | 12/19/2013 | 78% | 63% |
| Oklahoma | 78% | 63% | 9/17/2012 | 6/26/2013 | 25% | 25% |
| Oregon | 78% | 63% | 12/3/2012 | 12/13/2013 | 15% | 15% |
| Pennsylvania - Loss Ratio | 20%[5] | 20%[5] | 12/10/2012 | 3/8/2013 | 20% | 20% |
| Pennsylvania - Rate Stability | 20%[5] | 20%[5] | 12/10/2012 | 3/8/2013 | 20% | 20% |
| Rhode Island | 78% | 63% | 12/10/2012 | 10/14/2014 | 78% | 63% |
| South Carolina | 78% | 63% | 10/24/2012 | 4/16/2013 | 20% | 20% |
| South Dakota | 78% | 63% | 11/2/2012 | 12/21/2012 | 78% | 63% |
| Tennessee | 78% | 63% | 11/19/2012 | 5/29/2013 | 78% | 63% |
| Texas | 78% | 63% | 5/1/2013 | 7/18/2013 | 55% | 47% |
| Utah | 78% | 63% | 12/19/2012 | 6/26/2013 | 78% | 63% |
| Vermont | 110%[2] | 92%[2] | 12/18/2012 | Disapproved | | |
| Virginia | 78% | 63% | 10/31/2012 | 7/11/2013 | 78% | 63% |
| Washington | 78% | 63% | 10/26/2012 | 4/12/2013 | 78% | 63% |
| Washington, DC | 84%[2] | 68%[2] | 12/24/2012 | 5/29/2013 | 10% | 10% |
| West Virginia | 78% | 63% | 10/12/2012 | 11/6/2013 | 78% | 63% |
| Wisconsin | 78% | 63% | 12/13/2012 | 5/2/2013 | 78% | 63% |
| Wyoming | 78% | 63% | 10/23/2012 | 2/4/2013 | 78% | 63% |

| Jurisdiction | 2014 Rate Action: Requested Increase (Lifetime) | Requested Increase (Limited) | Date of Submission | Date Approved or Filed | Amount Approved or Filed (Lifetime) | Amount Approved or Filed (Limited) |
|---|---|---|---|---|---|---|
| Alabama | Approved full amount of 2012 ask; no 2014 filing expected | | | | | |
| Alaska | Approved full amount of 2012 ask; no 2014 filing expected | | | | | |
| Arizona | 48% | 36% | 10/10/2014 | 12/4/2014 | 19% | 19% |
| Arkansas | 99% | 83% | 1/16/2015 | 3/11/2015 | 25% | 25% |
| California (Loss Ratio Non-Partnership) | | | | | | |
| California (Loss Ratio Partnership) | | | | | | |
| California (Rate Stability Non-Partnership) | | | | | | |
| California (Rate Stability Partnership) | | | | | | |
| Colorado | 26% | 21% | 11/13/2014 | 1/15/2015 | 26% | 21% |
| Connecticut | 32% | 19.9% | 9/19/2014 | 1/5/2015 | 19% | 19% |
| Delaware | Approved full amount of 2012 ask; no 2014 filing expected | | | | | |
| Florida | 48.4% | 48.4% | 12/22/2014 | 4/16/2015 | 15.7%[6] | 15.7%[6] |
| Georgia | 57% | 44% | 9/11/2014 | 3/13/2015 | 15% | 15% |
| Hawaii | 36% | 32% | 10/1/2014 | 8/14/2017 | 22.6% | 21.2% |
| Idaho | 32% | 36% | 10/7/2014 | 1/30/2015 | 15% | 15% |
| Illinois | Approved full amount of 2012 ask; no 2014 filing expected | | | | | |
| Indiana | 100% | 88% | 11/4/2014 | | | |
| Indiana (Partnership) | 63.7% | 63.7% | 5/1/2015 | | | |
| Iowa | Approved full amount of 2012 ask; no 2014 filing expected | | | | | |
| Kansas | | | | | | |
| Kentucky | 54% | 42% | 10/23/2014 | | | |
| Louisiana | 54% | 42% | 9/25/2014 | 2/12/2016 | 20% | 20% |
| Maine | | | | | | |
| Maryland | 15% | 15% | 11/17/2014 | 2/12/2015 | 15% | 15% |
| Massachusetts | | | | | | |
| Michigan | Approved full amount of 2012 ask; no 2014 filing expected | | | | | |
| Minnesota | | | | | | |
| Mississippi | 25% | 25% | 9/19/2014 | 10/19/2014 | 25% | 25% |
| Missouri | Approved full amount of 2012 ask; no 2014 filing expected | | | | | |
| Montana | 48% | 42% | 10/2/2014 | 4/8/2015 | 19.3% | 8.8% |
| Nebraska | Approved full amount of 2012 ask; no 2014 filing expected | | | | | |
| Nevada | Approved full amount of 2012 ask; no 2014 filing expected | | | | | |
| New Hampshire | | | | | | |
| New Jersey | Approved full amount of 2012 ask; no 2014 filing expected | | | | | |
| New Mexico | 77% | 64% | 9/29/2014 | 7/26/2015 | 15% | 15% |
| New York | 53.8% | 53.8% | 10/22/2014 | 4/28/2015 | 53.8%[7] | 53.8%[7] |
| North Carolina | | | | | | |
| North Dakota | 62% | 48% | 10/1/2014 | 11/19/2014 | 15% | 15% |
| Ohio | Approved full amount of 2012 ask; no 2014 filing expected | | | | | |
| Oklahoma | 48% | 36% | 9/30/2014 | 3/13/2015 | 25% | 25% |
| Oregon | 61% | 48% | 10/2/2014 | 3/25/2015 | 25% | 25% |
| Pennsylvania - Loss Ratio | 20% | 20% | 9/23/2014 | 12/29/2014 | 20% | 20% |
| Pennsylvania - Rate Stability | 20% | 20% | 9/23/2014 | 12/29/2014 | 20% | 20% |
| Rhode Island | Approved full amount of 2012 ask; no 2014 filing expected | | | | | |
| South Carolina | 54% | 42% | 9/12/2014 | 12/11/2014 | 20% | 20% |
| South Dakota | Approved full amount of 2012 ask; no 2014 filing expected | | | | | |
| Tennessee | Approved full amount of 2012 ask; no 2014 filing expected | | | | | |
| Texas | | | | | | |
| Utah | Approved full amount of 2012 ask; no 2014 filing expected | | | | | |
| Vermont | 125% | 107% | 5/12/2015 | Disapproved | | |
| Virginia | Approved full amount of 2012 ask; no 2014 filing expected | | | | | |
| Washington | Approved full amount of 2012 ask; no 2014 filing expected | | | | | |
| Washington, DC | 10%[5] | 10%[5] | 10/9/2014 | 12/3/2014 | 10% | 10% |
| West Virginia | Approved full amount of 2012 ask; no 2014 filing expected | | | | | |
| Wisconsin | Approved full amount of 2012 ask; no 2014 filing expected | | | | | |
| Wyoming | Approved full amount of 2012 ask; no 2014 filing expected | | | | | |

| Jurisdiction | 2015/2016 Rate Action: Requested Increase (Lifetime) | Requested Increase (Limited) | Date of Submission | Date Approved or Filed | Amount Approved or Filed (Lifetime) | Amount Approved or Filed (Limited) |
|---|---|---|---|---|---|---|
| Alabama | Approved full amount of 2012 ask; no 2015 filing expected | | | | | |
| Alaska | Approved full amount of 2012 ask; no 2015 filing expected | | | | | |
| Arizona | 123% | 104% | 12/31/2015 | 4/28/2017 | 20% | 20% |
| Arkansas | 184% | 160% | 12/21/2015 | 8/16/2016 | 25% | 25% |
| California (Loss Ratio Non-Partnership) | 100% | 100% | 12/23/2016 | 1/31/2019 | 80% | 80% |
| California (Loss Ratio Partnership) | 40% | 40% | 1/13/2017 | 12/6/2018 | 40% | 40% |
| California (Rate Stability Non-Partnership) | 100% | 100% | 11/21/2016 | 1/31/2019 | 80% | 80% |
| California (Rate Stability Partnership) | | | | | | |
| Colorado | 109% | 107% | 8/31/2016 | | | |
| Connecticut | 99% | 82.0% | 12/30/2015 | 3/30/2016 | 47% | 47% |
| Delaware | Approved full amount of 2012 ask; no 2015 filing expected | | | | | |
| Florida | | | | | | |
| Georgia | 144% | 123% | 11/13/2015 | 5/16/2016 | 12% | 12% |
| Hawaii | | | | | | |
| Idaho | 106% | 111% | 12/7/2015 | 5/9/2016 | 15% | 15% |
| Illinois | Approved full amount of 2012 ask; no 2015 filing expected | | | | | |
| Indiana | 261% | 239% | 1/26/2016 | 6/30/2016 | 20% | 20% |
| Indiana (Partnership) | 261% | 239% | 1/7/2016 | 7/1/2016 | 20% | 20% |
| Iowa | Approved full amount of 2012 ask; no 2015 filing expected | | | | | |
| Kansas | | | | | | |
| Kentucky | 176% | 152% | 3/31/2016 | 10/4/2016 | 35% | 25% |
| Louisiana | | | | | | |
| Maine | | | | | | |
| Maryland | 15% | 15% | 12/21/2015 | 4/12/2016 | 15% | 15% |
| Massachusetts | | | | | | |
| Michigan | Approved full amount of 2012 ask; no 2015 filing expected | | | | | |
| Minnesota | 192% | 168% | 4/4/2016 | 9/15/2016 | 67% | 60% |
| Mississippi | 25% | 25% | 10/21/2015 | 2/8/2016 | 25% | 25% |
| Missouri | Approved full amount of 2012 ask; no 2015 filing expected | | | | | |
| Montana | 122% | 132% | 12/31/2015 | 1/23/2017 | 12.5% | 12.5% |
| Nebraska | Approved full amount of 2012 ask; no 2015 filing expected | | | | | |
| Nevada | Approved full amount of 2012 ask; no 2015 filing expected | | | | | |
| New Hampshire | | | | | | |
| New Jersey | Approved full amount of 2012 ask; no 2015 filing expected | | | | | |
| New Mexico | | | | | | |
| New York | 98.5%[8] | 98.5%[8] | 12/26/2016 | 5/30/2018 | 52.1% | 52.1% |
| North Carolina | | | | | | |
| North Dakota | 153% | 131% | 12/30/2015 | 1/12/2016 | 15% | 15% |
| Ohio | Approved full amount of 2012 ask; no 2015 filing expected | | | | | |
| Oklahoma | 112% | 94% | 12/16/2015 | 4/1/2016 | 10% | 10% |
| Oregon | 130% | 111% | 12/10/2015 | 4/26/2016 | 42% | 42% |
| Pennsylvania - Loss Ratio | 130% | 111% | 12/29/2015 | 4/26/2016 | 30% | 15% |
| Pennsylvania - Rate Stability | 130% | 111% | 12/29/2015 | 4/26/2016 | 30% | 15% |
| Rhode Island | Approved full amount of 2012 ask; no 2015 filing expected | | | | | |
| South Carolina | 130% | 111% | 11/13/2015 | 3/7/2016 | 20% | 20% |
| South Dakota | Approved full amount of 2012 ask; no 2015 filing expected | | | | | |
| Tennessee | Approved full amount of 2012 ask; no 2015 filing expected | | | | | |
| Texas | 114% | 106% | 12/9/2015 | 9/30/2016 | 70% | 56% |
| Utah | Approved full amount of 2012 ask; no 2015 filing expected | | | | | |
| Vermont | | | | | | |
| Virginia | Approved full amount of 2012 ask; no 2015 filing expected | | | | | |
| Washington | Approved full amount of 2012 ask; no 2015 filing expected | | | | | |
| Washington, DC | 10% | 10% | 10/30/2015 | 12/18/2015 | 10% | 10% |
| West Virginia | Approved full amount of 2012 ask; no 2015 filing expected | | | | | |
| Wisconsin | Approved full amount of 2012 ask; no 2015 filing expected | | | | | |
| Wyoming | Approved full amount of 2012 ask; no 2015 filing expected | | | | | |

| Jurisdiction | 2017 Rate Action: Requested Increase (Lifetime) | Requested Increase (Limited) | Date of Submission | Date Approved or Filed | Amount Approved or Filed (Lifetime) | Amount Approved or Filed (Limited) |
|---|---|---|---|---|---|---|
| Alabama | 72% | 55% | 9/22/2017 | 10/1/2018 | 72% | 55% |
| Alaska | 72.0% | 55% | 11/7/2017 | 11/28/2017 | 72.0% | 55.0% |
| Arizona | 72% | 55% | 12/14/2017 | 9/25/2018 | 38% | 4% |
| Arkansas | 110% | 73% | 8/9/2017 | 8/30/2017 | 25% | 25% |
| California (Loss Ratio Non-Partnership) | | | | | | |
| California (Loss Ratio Partnership) | | | | | | |
| California (Rate Stability Non-Partnership) | | | | | | |
| California (Rate Stability Partnership) | | | | | | |
| Colorado | 143% | 87% | 3/20/2018 | 6/27/2018 | 96.3% | 52.9% |
| Connecticut | 72% | 27.0% | 10/10/2017 | 11/28/2017 | 30.58% | 30.58% |
| Delaware | 78.3% | 58.7% | 11/3/2017 | 4/2/2018 | 78.3% | 58.7% |
| Florida | 81.4% | 81.4% | 7/17/2017 | 8/1/2018 | 91%[6] | 91%[6] |
| Georgia | 101% | 66% | 8/7/2017 | 9/21/2017 | 15% | 15% |
| Hawaii | | | | | | |
| Idaho | 72% | 55% | 8/28/2017 | 11/12/2019 | 20% | 10% |
| Illinois | 72% | 55% | 12/28/2017 | 10/10/2019 | 72% | 55% |
| Indiana | 178% | 132% | 12/26/2017 | Disapproved | | |
| Indiana (Partnership) | 178% | 132% | 12/27/2017 | Disapproved | | |
| Iowa | | | | | | |
| Kansas | 128% | 88% | 10/3/2017 | 12/13/2019 | 72% | 55% |
| Kentucky | 89% | 68% | 12/30/2017 | 10/9/2018 | 30% | 20% |
| Louisiana | 113% | 75% | 7/13/2017 | 2/23/2018 | 20% | 20% |
| Maine | 50.2% | 28.2% | 12/15/2017 | 4/25/2018 | 50.2% | 28.2% |
| Maryland | 107% | 70% | 8/17/2017 | 9/26/2018 | 28.8% | 28.8% |
| Massachusetts | | | | | | |
| Michigan | 72% | 55% | 9/21/2017 | 12/26/2017 | 72% | 55% |
| Minnesota | | | | | | |
| Mississippi | 72% | 55% | 9/18/2017 | 9/28/2018 | 25% | 25% |
| Missouri | 72% | 55% | 11/22/2017 | 3/22/2019 | 72% | 55% |
| Montana | 82% | 72% | 9/18/2017 | 3/27/2018 | 12.4% | 12.4% |
| Nebraska | 72% | 55% | 12/20/2017 | 10/19/2018 | 66.20% | 34% |
| Nevada | 73% | 56% | 12/4/2017 | 8/8/2018 | 83% | 66% |
| New Hampshire | | | | | | |
| New Jersey | 72% | 55% | 9/22/2017 | 10/1/2018 | 72% | 55% |
| New Mexico | | | | | | |
| New York | | | | | | |
| North Carolina | 108% | 103% | 12/26/2017 | 3/22/2019 | 95.31% | 95.31% |
| North Dakota | 103% | 68% | 7/24/2017 | 10/30/2017 | 72.8% | 72.8% |
| Ohio | 15% | 15% | 10/10/2017 | 12/5/2017 | 15% | 15% |
| Oklahoma | 78% | 55% | 7/17/2017 | 9/25/2017 | 10% | 10% |
| Oregon | 72% | 52% | 11/8/2017 | Disapproved | | |
| Pennsylvania - Loss Ratio | 72% | 55% | 8/21/2017 | 12/5/2017 | 20% | 20% |
| Pennsylvania - Rate Stability | 72% | 55% | 8/21/2017 | 12/5/2017 | 20% | 20% |
| Rhode Island | | | | | | |
| South Carolina | 72% | 55% | 9/19/2017 | 11/15/2017 | 20% | 20% |
| South Dakota | 72% | 55% | 10/24/2017 | 5/1/2018 | 72% | 55% |
| Tennessee | 117% | 68% | 10/31/2017 | 9/20/2018 | 72.8% | 44% |
| Texas | | | | | | |
| Utah | 72% | 55% | 12/29/2017 | 9/11/2018 | 72% | 55% |
| Vermont | | | | | | |
| Virginia | 72% | 55% | 12/29/2017 | 6/28/2019 | 72% | 55% |
| Washington | 72% | 55% | 9/29/2017 | 8/19/2019 | 30% | 30% |
| Washington, DC | 10% | 10% | 7/7/2017 | 8/7/2017 | 10% | 10% |
| West Virginia | 72% | 55% | 12/30/2017 | 3/19/2018 | 72% | 55% |
| Wisconsin | | | | | | |
| Wyoming | 72% | 55% | 11/3/2017 | 12/29/2017 | 72% | 55% |

| Jurisdiction | 2018 Rate Action: Requested Increase (Lifetime) | Requested Increase (Limited) | Date of Submission | Date Approved or Filed | Amount Approved or Filed (Lifetime) | Amount Approved or Filed (Limited) |
|---|---|---|---|---|---|---|
| Alabama | | | | | | |
| Alaska | | | | | | |
| Arizona | 25% | 49% | 12/27/2018 | | | |
| Arkansas | 68% | 39% | 8/13/2018 | 9/20/2018 | 25% | 25% |
| California (Loss Ratio Non-Partnership) | | | | | | |
| California (Loss Ratio Partnership) | | | | | | |
| California (Rate Stability Non-Partnership) | | | | | | |
| California (Rate Stability Partnership) | 40% | 40% | 12/28/2018 | | | |
| Colorado | | | | | | |
| Connecticut | | | | | | |
| Delaware | | | | | | |
| Florida | | | | | | |
| Georgia | 75% | 45% | 7/24/2018 | 11/16/2018 | 18% | 18% |
| Hawaii | | | | | | |
| Idaho | | | | | | |
| Illinois | | | | | | |
| Indiana | | | | | | |
| Indiana (Partnership) | | | | | | |
| Iowa | 72% | 55% | 8/3/2018 | 5/14/2019 | 63.9% | 39% |
| Kansas | | | | | | |
| Kentucky | | | | | | |
| Louisiana | 77% | 46% | 12/4/2018 | 10/24/2019 | 20% | 20% |
| Maine | | | | | | |
| Maryland | | | | | | |
| Massachusetts | | | | | | |
| Michigan | | | | | | |
| Minnesota | | | | | | |
| Mississippi | 38% | 24% | 12/4/2018 | 5/15/2019 | 25% | 24% |
| Missouri | | | | | | |
| Montana | 62% | 53% | 10/22/2018 | 5/21/2019 | 19.9% | 0.0% |
| Nebraska | | | | | | |
| Nevada | | | | | | |
| New Hampshire | | | | | | |
| New Jersey | | | | | | |
| New Mexico | 173% | 125% | 10/5/2018 | 12/13/2018 | 15% | 15% |
| New York | | | | | | |
| North Carolina | | | | | | |
| North Dakota | | | | | | |
| Ohio | 50% | 35% | 12/17/2018 | 6/19/2019 | 15% | 15% |
| Oklahoma | 62% | 41% | 8/31/2018 | 11/1/2018 | 10% | 10% |
| Oregon | | | | | | |
| Pennsylvania - Loss Ratio | 43% | 29% | 8/17/2018 | 12/27/2018 | 10% | 0.00% |
| Pennsylvania - Rate Stability | 43% | 29% | 8/17/2018 | 12/27/2018 | 20% | 20.00% |
| Rhode Island | 72% | 55% | 6/29/2018 | 10/2/2019 | 72% | 55% |
| South Carolina | 48% | 29% | 9/28/2018 | 7/27/2020 | 25% | 15% |
| South Dakota | | | | | | |
| Tennessee | | | | | | |
| Texas | 114.1% | 106.8% | 12/31/2018 | | | |
| Utah | | | | | | |
| Vermont | 261% | 198% | 10/25/2018 | 12/4/2019 | 136.7% | 136.7% |
| Virginia | | | | | | |
| Washington | | | | | | |
| Washington, DC | 10% | 10% | 6/1/2018 | 6/6/2018 | 10% | 10% |
| West Virginia | | | | | | |
| Wisconsin | | | | | | |
| Wyoming | | | | | | |

| Jurisdiction | 2019 Rate Action: Requested Increase (Lifetime) | Requested Increase (Limited) | Date of Submission | Date Approved or Filed | Amount Approved or Filed (Lifetime) | Amount Approved or Filed (Limited) |
|---|---|---|---|---|---|---|
| Alabama | | | | | | |
| Alaska | | | | | | |
| Arizona | | | | | | |
| Arkansas | 34.5% | 11% | 8/16/2019 | 11/22/2019 | 25% | 25% |
| California (Loss Ratio Non-Partnership) | 100% | 36% | 12/31/2019 | | | |
| California (Loss Ratio Partnership) | | | | | | |
| California (Rate Stability Non-Partnership) | 70.9% | 70.9% | 12/31/2019 | | | |
| California (Rate Stability Partnership) | | | | | | |
| Colorado | | | | | | |
| Connecticut | | | | | | |
| Delaware | | | | | | |
| Florida | | | | | | |
| Georgia | 48% | 23% | 7/26/2019 | 10/23/2019 | 12% | 12% |
| Hawaii | 84% | 62% | 10/29/2019 | 9/16/2020 | 32.0% | 23.6% |
| Idaho | | | | | | |
| Illinois | | | | | | |
| Indiana | | | | | | |
| Indiana (Partnership) | | | | | | |
| Iowa | | | | | | |
| Kansas | | | | | | |
| Kentucky | | | | | | |
| Louisiana | | | | | | |
| Maine | | | | | | |
| Maryland | | | | | | |
| Massachusetts | 265% | 201% | 9/30/2019 | 12/19/2019 | 40% | 40% |
| Michigan | | | | | | |
| Minnesota | | | | | | |
| Mississippi | 10% | 0% | 12/12/2019 | 6/18/2020 | | |
| Missouri | | | | | | |
| Montana | | | | | | |
| Nebraska | | | | | | |
| Nevada | | | | | | |
| New Hampshire | 1642% | 1642% | 12/23/2019 | 3/19/2020 | 25.4% | 25.4% |
| New Jersey | | | | | | |
| New Mexico | 137% | 96% | 10/24/2019 | 1/22/2020 | 15% | 15% |
| New York | | | | | | |
| North Carolina | | | | | | |
| North Dakota | | | | | | |
| Ohio | | | | | | |
| Oklahoma | 47% | 28% | 8/6/2019 | 9/5/2019 | 15% | 15% |
| Oregon | | | | | | |
| Pennsylvania - Loss Ratio | 30.3% | 29.1% | 11/25/2019 | 6/3/2020 | 17% | 0% |
| Pennsylvania - Rate Stability | 19.4% | 7.6% | 11/25/2019 | 6/3/2020 | 19.4% | 7.6% |
| Rhode Island | | | | | | |
| South Carolina | | | | | | |
| South Dakota | | | | | | |
| Tennessee | | | | | | |
| Texas | | | | | | |
| Utah | | | | | | |
| Vermont | | | | | | |
| Virginia | | | | | | |
| Washington | 55.1% | 55.1% | 11/27/2019 | 8/25/2020 | | |
| Washington, DC | 10% | 10% | 9/13/2019 | 2/5/2020 | 10% | 10% |
| West Virginia | | | | | | |
| Wisconsin | | | | | | |
| Wyoming | | | | | | |

| Jurisdiction | 2020 Rate Action: Requested Increase (Lifetime) | Requested Increase (Limited) | Date of Submission | Date Approved or Filed | Amount Approved or Filed (Lifetime) | Amount Approved or Filed (Limited) |
|---|---|---|---|---|---|---|
| Alabama | 53% | 26% | 7/27/2020 | | | |
| Alaska | 53% | 26% | 6/28/2020 | 7/17/2020 | 53.0% | 26.0% |
| Arizona | | | | | | |
| Arkansas | 64.6% | 11.9% | 8/25/2020 | | | |
| California (Loss Ratio Non-Partnership) | | | | | | |
| California (Loss Ratio Partnership) | | | | | | |
| California (Rate Stability Non-Partnership) | | | | | | |
| California (Rate Stability Partnership) | | | | | | |
| Colorado | 50% | 42% | 8/21/2020 | | | |
| Connecticut | | | | | | |
| Delaware | 47.5% | 23.0% | 5/27/2020 | 8/18/2020 | 49.8% | 23.0% |
| Florida | | | | | | |
| Georgia | 102% | 37.8% | 7/31/2020 | 9/17/2020 | 12% | 12% |
| Hawaii | | | | | | |
| Idaho | 110% | 75% | 9/8/2020 | | | |
| Illinois | | | | | | |
| Indiana | | | | | | |
| Indiana (Partnership) | | | | | | |
| Iowa | | | | | | |
| Kansas | 102% | 53% | 10/16/2020 | | | |
| Kentucky | 122% | 76.7% | 8/18/2020 | | | |
| Louisiana | 126% | 54% | 5/19/2020 | | | |
| Maine | | | | | | |
| Maryland | 145% | 66.7% | 6/22/2020 | | | |
| Massachusetts | 298% | 171% | 9/10/2020 | | | |
| Michigan | 53% | 26% | 6/2/2020 | 6/23/2020 | 53% | 26% |
| Minnesota | 147.0% | 75.6% | 9/22/2020 | | | |
| Mississippi | | | | | | |
| Missouri | 53% | 26% | 9/15/2020 | | | |
| Montana | | | | | | |
| Nebraska | 58.3% | 45.7% | 10/5/2020 | | | |
| Nevada | | | | | | |
| New Hampshire | | | | | | |
| New Jersey | | | | | | |
| New Mexico | | | | | | |
| New York | | | | | | |
| North Carolina | | | | | | |
| North Dakota | 79.9% | 22.3% | 6/6/2020 | 7/2/2020 | 0% | 0% |
| Ohio | 98.9% | 47.6% | 8/10/2020 | | | |
| Oklahoma | 95.8% | 33.1% | 8/6/2020 | 8/31/2020 | 32.3% | 32.3% |
| Oregon | 129% | 55.9% | 10/12/2020 | | | |
| Pennsylvania - Loss Ratio | | | | | | |
| Pennsylvania - Rate Stability | | | | | | |
| Rhode Island | 53% | 26% | 9/27/2020 | | | |
| South Carolina | | | | | | |
| South Dakota | 53% | 26% | 6/27/2020 | | | |
| Tennessee | | | | | | |
| Texas | | | | | | |
| Utah | 53% | 26% | 7/11/2020 | 10/24/2020 | 0% | 0% |
| Vermont | | | | | | |
| Virginia | 53% | 26% | 10/19/2020 | | | |
| Washington | | | | | | |
| Washington, DC | 10% | 10% | 10/12/2020 | | | |
| West Virginia | 53% | 26% | 6/15/2020 | | | |
| Wisconsin | | | | | | |
| Wyoming | 53% | 26% | 7/22/2020 | 10/23/2020 | 52.1% | 26.0% |

| Jurisdiction | Cumulative Rate Increase Approvals: Lifetime | Cumulative Rate Increase Approvals: Limited | Data as of 12/31/2019 In-force Annualized Premium ($MM): Lifetime | Limited | Total | % of Total |
|---|---|---|---|---|---|---|
| Alabama | 301% | 231% | $10.2 | $16.4 | $26.6 | 7.5% |
| Alaska | 514% | 317% | $0.1 | $0.2 | $0.2 | 0.1% |
| Arizona | 223% | 143% | $2.9 | $3.1 | $6.0 | 1.7% |
| Arkansas | 273% | 273% | $1.2 | $1.2 | $2.5 | 0.7% |
| California (Loss Ratio Non-Partnership) | 206% | 206% | $13.3 | $13.2 | $26.6 | 7.5% |
| California (Loss Ratio Partnership) | 78% | 78% | $4.9 | $6.5 | $11.3 | 3.2% |
| California (Rate Stability Non-Partnership) | 116% | 116% | $0.1 | $0.3 | $0.5 | 0.1% |
| California (Rate Stability Partnership) | 9% | 9% | $0.1 | $0.2 | $0.3 | 0.1% |
| Colorado | 308% | 193% | $2.9 | $5.0 | $7.8 | 2.2% |
| Connecticut | 319% | 319% | $3.7 | $11.7 | $15.4 | 4.3% |
| Delaware | 523% | 317% | $0.4 | $0.7 | $1.0 | 0.3% |
| Florida | 207% | 207% | $7.9 | $9.7 | $17.5 | 4.9% |
| Georgia | 239% | 239% | $4.7 | $4.3 | $9.0 | 2.5% |
| Hawaii | 188% | 153% | $0.3 | $0.9 | $1.2 | 0.3% |
| Idaho | 191% | 138% | $0.4 | $0.5 | $0.9 | 0.3% |
| Illinois | 301% | 231% | $5.2 | $7.6 | $12.8 | 3.6% |
| Indiana | 44% | 40% | $0.5 | $0.5 | $1.0 | 0.3% |
| Indiana (Partnership) | 37% | 43% | $0.6 | $3.0 | $3.6 | 1.0% |
| Iowa | 282% | 197% | $1.2 | $1.2 | $2.3 | 0.7% |
| Kansas | 203% | 173% | $1.6 | $1.3 | $2.9 | 0.8% |
| Kentucky | 176% | 136% | $2.0 | $3.6 | $5.6 | 1.6% |
| Louisiana | 172% | 172% | $1.6 | $1.0 | $2.6 | 0.7% |
| Maine | 148% | 96% | $0.4 | $1.0 | $1.4 | 0.4% |
| Maryland | 150% | 150% | $8.0 | $8.6 | $16.6 | 4.7% |
| Massachusetts | 54% | 54% | $1.0 | $2.8 | $3.8 | 1.1% |
| Michigan | 514% | 317% | $3.6 | $8.2 | $11.7 | 3.3% |
| Minnesota | 148% | 137% | $1.8 | $2.0 | $3.8 | 1.1% |
| Mississippi | 300% | 297% | $1.0 | $1.0 | $2.0 | 0.6% |
| Missouri | 301% | 231% | $3.2 | $4.5 | $7.7 | 2.2% |
| Montana | 196% | 116% | $0.3 | $0.5 | $0.8 | 0.2% |
| Nebraska | 287% | 186% | $2.2 | $1.5 | $3.7 | 1.0% |
| Nevada | 325% | 252% | $0.9 | $1.3 | $2.2 | 0.6% |
| New Hampshire | 64% | 64% | $0.4 | $0.7 | $1.1 | 0.3% |
| New Jersey | 301% | 231% | $0.0 | $0.0 | $0.0 | 0.0% |
| New Mexico | 94% | 94% | $0.6 | $1.2 | $1.8 | 0.5% |
| New York | 157% | 157% | $6.6 | $13.6 | $20.2 | 5.7% |
| North Carolina | 277% | 218% | $3.9 | $5.1 | $9.0 | 2.5% |
| North Dakota | 241% | 241% | $0.2 | $0.2 | $0.4 | 0.1% |
| Ohio | 208% | 182% | $5.1 | $9.7 | $14.8 | 4.2% |
| Oklahoma | 314% | 314% | $1.8 | $1.1 | $2.9 | 0.8% |
| Oregon | 167% | 167% | $1.1 | $1.8 | $2.9 | 0.8% |
| Pennsylvania - Loss Ratio | 279% | 160% | $5.6 | $8.6 | $14.2 | 4.0% |
| Pennsylvania - Rate Stability | 322% | 236% | $0.0 | $0.1 | $0.1 | 0.0% |
| Rhode Island | 301% | 231% | $0.3 | $0.8 | $1.1 | 0.3% |
| South Carolina | 240% | 212% | $3.4 | $3.9 | $7.3 | 2.1% |
| South Dakota | 301% | 231% | $0.7 | $0.7 | $1.5 | 0.4% |
| Tennessee | 303% | 207% | $3.6 | $4.3 | $7.9 | 2.2% |
| Texas | 245% | 200% | $7.4 | $8.3 | $15.7 | 4.4% |
| Utah | 301% | 231% | $0.2 | $0.3 | $0.5 | 0.1% |
| Vermont | 163% | 163% | $0.2 | $0.8 | $1.1 | 0.3% |
| Virginia | 301% | 231% | $10.1 | $16.1 | $26.2 | 7.4% |
| Washington | 203% | 178% | $2.4 | $4.5 | $6.8 | 1.9% |
| Washington, DC | 124% | 124% | $0.4 | $0.3 | $0.7 | 0.2% |
| West Virginia | 301% | 231% | $0.6 | $1.2 | $1.8 | 0.5% |
| Wisconsin | 133% | 113% | $1.4 | $2.9 | $4.3 | 1.2% |
| Wyoming | 510% | 317% | $0.3 | $0.6 | $0.9 | 0.3% |
| | | | **$144.4** | **$210.2** | **$354.6** | **100%** |

[1] FL Comprehensive plans approved for 11%; Nursing Home plans approved for 10%
[2] States with requests higher than 78%/63% approved less than full amount in previous rate actions
[3] MN approved less than requested in 2007 rate action
[4] All policies issued in NJ are group trust policies sold under Alabama group trust. Alabama approval thus applies to all policies issued in NJ
[5] Amounts requested may be limited based on state requirements. Genworth is seeking additional increases in these states, on an actuarial equivalent basis, until the full amount of our nationwide request is achieved.
[6] Graded based on issue age
[7] Weighted average; approved for 60% for issue ages 74 and under; 0% over age 75
[8] Requesting 98.5% for issue ages 74 and under, 0% for issue ages 75 and over
[9] Weighted average; Loss Ratio 10/0%, Rate Stability 20/20%

**Genworth Life Insurance Company**
**Address: 6620 West Broad Street, Richmond, VA 23230**
**Company NAIC No: 70025**

**Actuarial Memorandum**
**December 2020**

**PUBLIC**

**Policy Form 7032 et al**
**Applies to Policies Issued on or After 9/16/2002**

## 1. Scope of this Filing

This filing applies to the referenced policy forms issued in Pennsylvania between September 2002 and February 2004. These forms are also referred to by Genworth Life Insurance Company ("GLIC") as PCS II and are no longer being sold.

For all the policies issued in Pennsylvania to which the current filing applies, the following table shows the number of exposed lives by policies issued and policies inforce as of December 31, 2019.

| | Lifetime Benefit | Limited Benefit | Total Lives |
|---|---|---|---|
| **Issued Lives** | 22 | 118 | 140 |
| **Inforce Lives** | 9 | 44 | 53 |

## 2. Purpose of this Filing

This actuarial memorandum has been prepared to request and support the approval of a premium rate increase in your state.

We demonstrate that the proposed premium rate increase satisfies the minimum requirements of Pennsylvania and the Rate Stability Regulation. This actuarial memorandum may not be suitable for other purposes.

### 2.1 Multi-Year Rate Action Plan (MYRAP) Overview

GLIC's 2019 Cash Flow Testing (CFT) includes an assumption for future rate increases for PCS II based upon a cumulative premium rate increase of 163% over the period of three to six years for policyholders with lifetime benefits (72% in 2017 and 53% in 2020) and 95% over the period of three to six years for policyholders with limited benefits (55% in 2017 and 26% in 2020). This assumption regarding future PCS II premium rate increases is part of GLIC's Multi-Year Rate Action Plan.

Starting in 2017, GLIC submitted an initial nationwide filing (first round of MYRAP) requesting a premium rate increase of 72% for policies with lifetime benefits and 55% for policies with limited benefits, with plans for submitting a future filing in 2020 (second round of MYRAP).

In the current filing GLIC's goal is to submit the second round of MYRAP, requesting a premium rate increase of 53% for policies with lifetime benefits and 26% for policies with limited benefits, adjusted by any balance from prior filings.

### 2.2 Proposed Premium Rate Increase

In this filing, GLIC proposes a premium rate increase of 45.5% for policies with lifetime benefits and 24% for policies with limited benefits, applicable to the base rates and associated riders of all inforce policies referenced in Section 1 of this actuarial memorandum.

## 3. Justification of the Premium Rate Increase

Redacted pursuant to Section 16, below.

## 4. Marketing Method and Underwriting Description

Policies were primarily sold by captive agents that were provided leads from mass mailing responses.

The underwriting process included an assessment of functional and cognitive abilities at issue ages considered by GLIC to be appropriate. Various underwriting tools were used in accordance with our underwriting requirements, including an application, medical records, an attending physician's statement, telephone interview and/or face-to-face assessment.

## 5. Description of Benefits

These comprehensive long term care insurance policy forms:

- Are federally tax qualified, individually underwritten policies.
- Reimburse expenses incurred by the insured(s) subject to the amount of coverage purchased. Home health care expenses may be subject to the prevailing expense limit.
- Allow for premium payments to be waived during facility stays, after the elimination period has been satisfied. For form 7030, this benefit could apply to home care benefits as well if certain requirements have been met.
- May include a survivorship benefit which waives future premium payments upon the death of one spouse if both spouses are insured, have the survivorship benefit, and have met certain requirements.
- Optional nonforfeiture benefit and restoration of benefit riders may have been offered.
- Form 7030 can cover either one individual or two married people. The joint policy, covering two married people, operates like two individual policies except that the two insureds draw from one shared benefit period under the policy.
- These forms have benefit eligibility requirements which involve ADL (Activities of Daily Living) deficiencies or cognitive impairment.

Applicants selected the following at issue:

- Daily Payment Maximum (DPM);
- Benefit Period; and
- Elimination Period.

In addition, the policyholder selected the Benefit Increase Option (BIO) to determine how the DPM should be increased:

- No Increase – the DPM stays level.
- Simple Increase – the DPM increases each year by 5% of the original DPM, starting in the second policy year and continuing for the life of the policy unless terminated earlier by the insured.
- Compound Increase – the DPM increases each year by 5% of the prior year DPM, starting in the second policy year and continuing for the life of the policy unless terminated earlier by the insured.

## 6. Alternatives to the Proposed Rate Increase

GLIC will offer insureds impacted by rate filings several options for mitigating the impact of the rate increase. These options will be provided in the policyholder notification letter. In addition, policyholders will have the ability to call a dedicated team of customer service representatives that can assist with providing customized quotes for any number of other benefit adjustments.

*Reduced Benefit Options.* As with prior rate increases, insureds can change a number of benefit features or coverage limits in order to maintain reasonably equivalent pre- and post-rate increase premium levels, and the optimal balance of coverage and cost based on their specific needs. The available benefit and rate combinations are consistent with the combinations presented in the rate tables approved by the Department as part of the original filing. To balance coverage and cost considerations, GLIC will offer policyholders, subject to rate increases on their long term care policies, customized options to adjust their benefits, which may include any of the following options (where available):

1. Reduction in Daily Payment Maximum;
2. Reduction in Benefit Period;
3. Reduction or elimination of the BIO;
4. Increases in Elimination Period; and
5. Elimination of policy riders.

If a policyholder elects to reduce or eliminate the BIO, they would retain any prior increases to their daily or monthly payment maximums.

*Other options.* GLIC will continue to offer the applicable nonforfeiture option to each policyholder. Policyholders that are eligible for the Contingent Nonforfeiture Option will be presented with that as an option in their notification letter. Policyholders that have a nonforfeiture (NFO) rider with their policy, may elect that option. For those policyholders that do not have either the Contingent Nonforfeiture or NFO

rider available, GLIC will continue to offer its Optional Limited Benefit, which provides a paid-up benefit equal to the total of premium paid, less any claims paid.

## 7. Premiums

### 7.1 Renewability

These policies are guaranteed renewable for life, subject to policy terms and conditions.

### 7.2 Area Factors

Geographic area factors are not used in rating these policies.

### 7.3 Premium Classes

Premium rates are unisex, level (with the exception of approved rate increases) and payable for life. Premiums vary by issue age, daily payment maximum, benefit period, elimination period, BIO, and any applicable riders selected.

### 7.4 Modalization Rules

The following table shows the modal factors that are applied to the annual premium for policies, and the percentage of insureds selecting each premium mode.

| Premium Mode | Modal Factor | State Distribution* | | Nationwide Distribution | |
|---|---|---|---|---|---|
| | | Lifetime | Limited | Lifetime | Limited |
| **Annual** | 1 | 22.2% | 40.9% | 47.4% | 41.6% |
| **Semi-Annual** | 0.51 | 11.1% | 9.1% | 9.1% | 10.0% |
| **Quarterly** | 0.26 | 22.2% | 13.6% | 13.7% | 16.1% |
| **Monthly** | 0.09 | 44.4% | 36.4% | 29.8% | 32.3% |

*Based on PA policies issued on or after 9/16/2002

### 7.5 History of Previous Rate Revisions

An 11% rate increase for policies with lifetime benefits and an 11% rate increase for policies with limited benefits was accepted in Pennsylvania on 7/1/2008.
An 18% rate increase for policies with lifetime benefits and an 18% rate increase for policies with limited benefits was accepted in Pennsylvania on 5/27/2011.
A 20% rate increase for policies with lifetime benefits and a 20% rate increase for policies with limited benefits was accepted in Pennsylvania on 3/8/2013.

A 20% rate increase for policies with lifetime benefits and a 20% rate increase for policies with limited benefits was accepted in Pennsylvania on 12/29/2014.
A 30% rate increase for policies with lifetime benefits and a 15% rate increase for policies with limited benefits was accepted in Pennsylvania on 4/26/2016.
A 20% rate increase for policies with lifetime benefits and a 20% rate increase for policies with limited benefits was accepted in Pennsylvania on 12/5/2017.
A 20% rate increase for policies with lifetime benefits and a 20% rate increase for policies with limited benefits was accepted in Pennsylvania on 12/27/2018.
A 19.4% rate increase for policies with lifetime benefits and a 7.6% rate increase for policies with limited benefits was accepted in Pennsylvania on 6/3/2020.

A cumulative rate increase of 322% for policies with lifetime benefits and of 236% for policies with limited benefits has been approved in your state.

### 7.6 Rate Schedule

Current rate tables reflecting any prior approved rate increase have been included in Appendix A. Corresponding rate tables reflecting any prior approved and the proposed rate increase have been included in Appendix B, attached separately. Please note that actual rates implemented may vary slightly from those set forth in Appendices A and B due to implementation rounding algorithms.

### 7.7 Proposed Effective Date

This rate increase will apply to policies on their billing anniversary date, following a minimum 60-day policyholder notification period.

## 8. Actuarial Assumptions

Redacted pursuant to Section 16, below.

## 9. Development of the Proposed Rate Increase

In developing the proposed premium rate increase, the following has been considered:

a) In order to ensure maximum credibility, exhibits are based on GLIC nationwide experience through December 31, 2019, for all the forms similar to the ones affected by this filing. Projected earned premiums and incurred claims are based on the assumptions described in Section 8 of this actuarial memorandum;
b) Although this block was priced under the Loss Ratio regulation, GLIC is not attempting to achieve a 61.5% loss ratio over the life of the block; in fact, the lifetime loss ratio after approval and implementation of this rate action will be substantially higher. This self-limited lifetime loss ratio

does not imply that it represents either acceptable measures of profitability or minimum thresholds for future rate increase filings;

c) The nationwide premium has been restated at Pennsylvania level, only reflecting your state's approved rate increases, in order to avoid subsidization among states;
d) The proposed rate increase has been assumed to be implemented on August 1, 2021 in the projections;
e) Lifetime projections of earned premiums and incurred claims reflecting all the prior approved rate increases in Pennsylvania are set forth in Exhibits Ia, Ib and Ic. Lifetime projections of earned premiums and incurred claims reflecting all the prior approved rate increases in Pennsylvania and the proposed rate increase are set forth in Exhibits IIa, IIb and IIc;
f) Compliance of the 58%/85% premium test defined in the Rate Stability regulation has been verified, as demonstrated in Exhibit III;
g) Historical and projected earned premiums and incurred claims include provisions for waiver of premium;
h) One of the main purposes of MAE is to stabilize Long-Term Care premiums. The experience has deteriorated year after year such that it has been necessary for GLIC to request rate increases of higher amounts and more frequently than desired. To help avoid such frequent rate increases, GLIC is increasing the current 10% MAE to 15%;
i) The majority of policies are eligible for contingent benefit upon lapse. For this reason, we have provided Exhibit IV in accordance with the Pennsylvania Regulation 31 PA ADC 89a. 118 (g) (2); and
j) In accordance with the Rate Stability Regulation and the Long-Term Care Rate Stability Practice Note issued by the American Academy of Actuaries in 2012, there are significant differences between PCS II and the product form series GLIC currently offers for sale, Policy Form Number 8000R1, which sufficiently justify a rate level greater than the new business rates for some of the PCS II inforce policies in your State.

## 10. Active Life Reserves and Claim Liability Reserves

Active life reserves have not been used in this rate increase analysis. Claim reserves as of December 31, 2019, have been discounted to the date of incurral of each respective claim and included in historical incurred claims. Incurred but not reported reserve balances as of December 31, 2019, have been allocated to a calendar year of incurral and included in historic incurred claims. Discounting occurs at 4%.

## 11. Trend Assumptions

As this is not medical insurance, we have not included any explicit medical cost trends in the projections.

## 12. Future Rate Increases

GLIC intends to file any balance of the amounts requested but not approved on any rate increase filings made in Pennsylvania. The rate increase amounts to request in future filings pursuant to the Multi-Year Rate Action Plan are subject to change based on experience updates.

## 13. State Average Annual Premium Based on Exposed Lives*

| | Lifetime Benefit | Limited Benefit |
|---|---|---|
| **Before Proposed Rate Increase** | $4,108 | $1,379 |
| **After Proposed Rate Increase** | $5,977 | $1,711 |

*Based on PA policies issued on or after 9/16/2002

## 14. State and GLIC Nationwide Distribution of Business as of December 31, 2019 (Based on Exposed Lives)

Redacted pursuant to Section 16, below.

## 15. State and GLIC Nationwide Exposed Lives and Annualized Premium

| | State** | | Nationwide | |
|---|---|---|---|---|
| | Lifetime | Limited | Lifetime | Limited |
| **Number of Exposed Lives*** | 9 | 44 | 43,179 | 94,348 |
| **Inforce Annualized Premium** | $36,971 | $60,697 | $137,851,546 | $199,921,485 |
| **Average Issue Age** | 58 | 60 | 58 | 61 |
| **Average Attained Age** | 75 | 77 | 77 | 81 |

*Paid-up Policies are included in the number of Exposed Lives

**Based on PA policies issued on or after 9/16/2002

## 16. Confidentiality

Pursuant to 65 P.S. § 67.101 et seq. (the “Right-to-Know Law”), Genworth Life Insurance Company (“GLIC”) respectfully requests that the following sections to be treated as confidential and not subject to disclosure:

Section 3, 8, 14, Exhibits I, Exhibits II, and Exhibit III of the Actuarial Memorandum and all Additional Exhibits.

**PUBLIC**

The materials sought to be maintained as confidential are referred to as the "GLIC Confidential Materials" herein.

The GLIC Confidential Materials are being filed in connection with GLIC's request for a rate increase on certain long term care insurance products. However, these materials contain GLIC's confidential trade secrets, and/or other confidential proprietary information, including but not limited to actuarial formulas, statistics and/or assumptions, which are not generally known to, or ascertainable by proper means by, persons or entities other than GLIC who could obtain economic value from their disclosure or use.

65 P.S. § 67.101(a) sets forth Pennsylvania's general rule that a public record should generally be available for inspection by members of the public. However, under 65 P.S. § 67.708(b)(11), "trade secrets" and "confidential proprietary information" are explicitly excluded from the list of records that are subject to public disclosure under the Right-to-Know Law. Specifically, § 67.708(b)(11) states as follows:

(b) Exceptions: Except as provided in subsections (c) and (d) [neither of which apply here], the following are exempt from access by a requester under this act:

(11) A record that constitutes or reveals a trade secret or confidential proprietary information.

In turn, 65 P.S. § 67.102 (the "Definitions" section of the Right-to-Know Law) defines the term "trade secret," in pertinent part, as follows:

Information, including a formula, drawing, pattern, compilation, including a customer list, program, device, method, technique or process that:

(1) derives independent economic value, actual or potential, from not being generally known to and not being readily ascertainable by proper means by other persons who can obtain economic value from its disclosure or use; and

(2) is the subject of efforts that are reasonable under the circumstances to maintain its secrecy.

Section 67.102 defines the term "confidential proprietary information" as follows:

Commercial or financial information received by an agency: (1) which is privileged or confidential; and (2) the disclosure of which would cause substantial harm to the competitive position of the person that submitted the information.

Pennsylvania's insurance laws recognize the confidential nature of actuarial reports, work papers, and other materials supporting an actuarial opinion, and provide that they are not subject to disclosure under the Right-to-Know Law. See 40 P.S. § 443(d)(1)(i).

The GLIC Confidential Materials fall squarely within the disclosure exemptions for "trade secrets" and "confidential proprietary information" embodied within § 67.708(b)(11). In Christopher M's Hand Poured

Fudge, Inc. v. Hennon, 699 A.2d 1272 (Pa. Super. Ct. 1997), Pennsylvania's Superior Court set forth six factors that courts can consider in determining whether information qualifies as a trade secret, including:

(1) the extent to which the information is known outside the owner's business; (2) the extent to which it is known by employees and others involved in the owner's business; (3) the extent of measures taken by the owner to guard the secrecy of the information; (4) the value of the information to the owner and to his competitors; (5) the amount of effort or money expended by the owner in developing the information; and (6) the ease or difficulty with which the information could be properly acquired or duplicated by others.

Id. at 1275. Each of these factors, along with the "substantial harm" element of the "confidential proprietary information" definition weighs heavily in favor of maintaining the confidentiality of the GLIC Confidential Materials.

GLIC and its predecessors have been providing long-term care insurance coverage to policyholders for more than 35 years. GLIC's lengthy experience in the long-term care insurance business has placed it in a unique position in the long-term care insurance marketplace, in that no other long-term care insurance carrier has as much experience in that line of business as GLIC and its predecessors. Because GLIC has been marketing long-term care insurance products longer than its competitors, it has been able to accumulate experience-related data that its competitors have not been able to gather. GLIC takes active measures to maintain the secrecy of the information in the GLIC Confidential Materials. Among other measures, GLIC obtains non-disclosure agreements with potential reinsurers before providing those potential reinsurers with any experience-related data. Furthermore, access to the data is limited and available only to employees of GLIC who are deemed likely to need the information in the course of their duties; those employees are subject to non-disclosure agreements under which they agree not to share the information except in furtherance of the business of GLIC.

The GLIC Confidential Materials discuss, among other things, GLIC's assumptions in pricing certain long-term care insurance products, GLIC's proprietary persistency and incurred claims data, and GLIC's policy demographics. In addition to pricing long-term care insurance products, GLIC's extensive data also allows it to effectively manage its policies, by enabling it to accurately set reserves and conduct reliable asset tests. None of this information is available to GLIC's competitors or to the public generally, and it is plainly protectable under the statutes discussed above. See Giurintano v. Dep't of Gen. Servs., 20 A.3d 613, 615-17 & n.5 (Pa. Commw. Ct. 2011) (holding that the identities of interpreters hired by state contractor were excluded from public disclosure under 65 P.S. §67.708(b)(11) because the contractor (a) kept their identities confidential "to protect its investment," (b) the interpreters were "business assets," and (c) disclosing the identities "would cause substantial harm to the [contractor's] competitive position in the industry").

GLIC's accumulation of data over its long duration in the long-term care insurance business has come at a substantial cost. For numerous years, GLIC had to price and manage policies without having the benefit of the extensive data and experience that it now possesses. GLIC endured substantial losses on many of those policies that did not perform as expected, and GLIC has incurred and will continue to incur billions of dollars of claims on these policies.

**PUBLIC**

If the GLIC Confidential Materials are released to the public, GLIC would be deprived of its hard-earned competitive advantage, which would cause substantial harm to the company. GLIC's competitors could use GLIC's data and assumptions to price long-term care insurance policies as well as GLIC, without the work, time, expense, and (most significantly) the previous losses that GLIC incurred. If the GLIC Confidential Materials were disclosed, GLIC's competitors would be permitted to exploit GLIC's hard-earned, proprietary information for their own benefit, and to GLIC's competitive and economic disadvantage. See Smith Butz, LLC v. Pa. Dep't of Envtl. Prot., ___ A.3d ___, 2017 WL 1833472, at *9 (Pa. Commw. Ct. 2017) (finding that records that would enable the company's competitors to copy valuable and proprietary business methods constituted confidential proprietary information and/or trade secrets). For these reasons, GLIC respectfully submits that the GLIC Confidential Materials are exempt from disclosure pursuant to 65 P.S. §67.708(b)(11), and requests that they be treated as confidential by the Pennsylvania Insurance Department.

This submission contains the publicly available version of this Actuarial Memorandum and other exhibits referenced above, which redacts the GLIC Confidential Materials. A complete, unredacted, confidential version of GLIC's Actuarial Memorandum has been filed separately.

## 17. Actuarial Certification

I am a Fellow of the Society of Actuaries and a Member of the American Academy of Actuaries, and I meet the American Academy of Actuaries' qualification standards for rendering this opinion and am familiar with the requirements for filing for increases in long-term care insurance premiums.

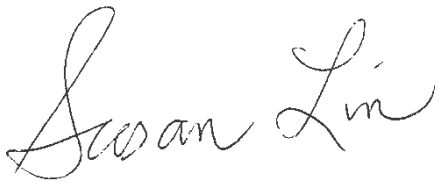
This memorandum has been prepared in conformity with all applicable Actuarial Standards of Practice, including ASOP No. 8, 18, 23, 25 and 41.

I have relied on historical cash flows and projections completed by GLIC's Inforce Actuarial Infrastructure team. All future projections included in this memorandum, while based on GLIC's best estimates, are uncertain and may not emerge as expected.

I have relied on statutory valuations as of December 31, 2019, for Claim Reserves (i.e., Disabled Life Reserves, Pending Claims reserves, Incurred But Not Reported reserves, and Dead But Not Reported reserves) provided by GLIC's Long Term Care Valuation team.

I have also relied on assumptions developed by GLIC's Long Term Care Experience Studies team in collaboration with other GLIC actuaries, which assumptions were approved by Genworth's Assumption Review Committee. The assumptions present the actuary's best judgement and are consistent with the issuer's business plan at the time of the filing.

I hereby certify that, to the best of my knowledge and judgment, this rate submission is in compliance with the applicable laws and regulations of Pennsylvania. In my opinion, the rates are not excessive or unfairly discriminatory.



Susan Lin, F.S.A., M.A.A.A.
Senior Pricing Actuary
Genworth Life Insurance Company
December 2020

**Genworth Life Insurance Company**
**Address: 6620 West Broad Street, Richmond, VA 23230**
**Company NAIC No: 70025**

**Actuarial Memorandum**
**December 2020**

**PUBLIC**

**Exhibit Ia: PCS II Policy Forms - Nationwide Experience**
**All Benefit Periods - With Pennsylvania Approved Rate Increase* without MAE**
**Applicable to Policies Issued on or After 9/16/2002**

Redacted pursuant to Section 16, above.

**Exhibit Ib: PCS II Policy Forms - Nationwide Experience**
**Lifetime Benefit Period - With Pennsylvania Approved Rate Increase* without MAE**
**Applicable to Policies Issued on or After 9/16/2002**

Redacted pursuant to Section 16, above.

**Exhibit Ic: PCS II Policy Forms - Nationwide Experience**
**Limited Benefit Period - With Pennsylvania Approved Rate Increase* without MAE**
**Applicable to Policies Issued on or After 9/16/2002**

Redacted pursuant to Section 16, above.

**Exhibit IIa: PCS II Policy Forms - Nationwide Experience**
**All Benefit Periods - With Requested 45.5%/24% Rate Increase* with MAE**
**Applicable to Policies Issued on or After 9/16/2002**

Redacted pursuant to Section 16, above.

**Exhibit IIb: PCS II Policy Forms - Nationwide Experience**
**Lifetime Benefit Period - With Requested 45.5% Rate Increase* with MAE**
**Applicable to Policies Issued on or After 9/16/2002**

Redacted pursuant to Section 16, above.

**Exhibit IIc: PCS II Policy Forms - Nationwide Experience**
**Limited Benefit Period - With Requested 24% Rate Increase* with MAE**
**Applicable to Policies Issued on or After 9/16/2002**

Redacted pursuant to Section 16, above.

**Exhibit III: PCS II Policy Forms - Nationwide Experience**
**All Benefit Periods - With Requested 45.5%/24% Rate Increase* with MAE**
**58/85 Test**
**Applicable to Policies Issued on or After 9/16/2002**

Redacted pursuant to Section 16, above.