SERFF Tracking #: AMLC-129286767 State Tracking #:

Company Tracking #: 2014DCUAPRE

State: District of Columbia Filing Company: United American Insurance Company

TOI/Sub-TOI: MS02I Individual Medicare Supplement - Pre-Standardized/MS02I.000 Medicare Supplement - Pre-

Standardized

**Product Name:** 2014 Prestandardized Medicare Supplement Rate Filing

Project Name/Number: 2014 Annual Rate Filing/2014DCUAPRE

### Filing at a Glance

Company: United American Insurance Company

Product Name: 2014 Prestandardized Medicare Supplement Rate Filing

State: District of Columbia

TOI: MS02I Individual Medicare Supplement - Pre-Standardized

Sub-TOI: MS02I.000 Medicare Supplement - Pre-Standardized

Filing Type: Rate

Date Submitted: 11/08/2013

SERFF Tr Num: AMLC-129286767

SERFF Status: Assigned

State Tr Num:

State Status:

Co Tr Num: 2014DCUAPRE

Implementation 01/01/2014

Date Requested:

Author(s): Sue Fisher

Reviewer(s): Donghan Xu (primary), Alula Selassie

Disposition Date:
Disposition Status:
Implementation Date:

State Filing Description:

State: District of Columbia Filing Company: United American Insurance Company

TOI/Sub-TOI: MS02I Individual Medicare Supplement - Pre-Standardized/MS02I.000 Medicare Supplement - Pre-

Standardized

Product Name: 2014 Prestandardized Medicare Supplement Rate Filing

Project Name/Number: 2014 Annual Rate Filing/2014DCUAPRE

#### **General Information**

Project Name: 2014 Annual Rate Filing Status of Filing in Domicile: Pending

Project Number: 2014DCUAPRE Date Approved in Domicile:

Requested Filing Mode: Review & Approval Domicile Status Comments: A filing was submitted to Nebraska

our state of domicile on 11-07-2013 and is pending review

Explanation for Combination/Other: Market Type: Individual Submission Type: New Submission Individual Market Type:

Overall Rate Impact: 3% Filing Status Changed: 11/18/2013

State Status Changed:

Deemer Date: Created By: Sue Fisher

Submitted By: Sue Fisher Corresponding Filing Tracking Number:

Filing Description:

2014 Individual Pre-Standardized Medicare Supplement Rate Filing

**United American Insurance Company** 

NAIC # 92916

Attached is our 2014 Annual Rate Filing for Individual Pre- Standardized Medicare Supplement Policy Forms. We are requesting rate changes by policy form as indicated on our Rate Filing Summary Pages and as listed below.

DMXCO +3.0% MCCAT +3.0%

An Actuarial Memorandum, premium rate schedule, and other supporting documentation are provided for your consideration.

The proposed effective Date is January 1, 2014 or as soon thereafter as possible and allowed.

If you have any questions, or need additional information, please let me know

Sincerely

Sue Fisher

Rate Compliance Analyst

## **Company and Contact**

#### **Filing Contact Information**

Sue Fisher, Rate Compliance Specialist sfisher@torchmarkcorp.com 3700 S. Stonebridge Drive 972-569-3241 [Phone]
McKinney, TX 75070 972-569-3679 [FAX]

**Filing Company Information** 

United American Insurance CoCode: 92916 State of Domicile: Nebraska Company Group Code: 290 Company Type: Life and

P.O. Box 8080 Group Name: Liberty National Health

McKinney, TX 75070-8080 FEIN Number: 73-1128555 State ID Number:

(972) 529-5085 ext. [Phone]

State: District of Columbia Filing Company: United American Insurance Company

TOI/Sub-TOI: MS021 Individual Medicare Supplement - Pre-Standardized/MS021.000 Medicare Supplement - Pre-

Standardized

**Product Name:** 2014 Prestandardized Medicare Supplement Rate Filing

Project Name/Number: 2014 Annual Rate Filing/2014DCUAPRE

**Filing Fees** 

Fee Required? No Retaliatory? No

Fee Explanation:

State: District of Columbia Filing Company: United American Insurance Company

TOI/Sub-TOI: MS02I Individual Medicare Supplement - Pre-Standardized/MS02I.000 Medicare Supplement - Pre-Standardized

**Product Name:** 2014 Prestandardized Medicare Supplement Rate Filing

Project Name/Number: 2014 Annual Rate Filing/2014DCUAPRE

### **Rate Information**

Rate data applies to filing.

Filing Method: SERFF

Rate Change Type: Increase

Overall Percentage of Last Rate Revision: 4.500%

Effective Date of Last Rate Revision: 01/12/2013

Filing Method of Last Filing: SERFF

### **Company Rate Information**

Company	Overall % Indicated	Overall % Rate	Written Premium Change for	Number of Policy Holders Affected	Written Premium for	Maximum % Change	Minimum % Change
Name:	Change:	Impact:	this Program:	for this Program:	this Program:	(where req'd):	(where req'd):
United American Insurance Company	3.000%	3.000%	\$349	3	\$11,619	3.000%	3.000%

 State:
 District of Columbia

 Filing Company:
 United American Insurance Company

TOI/Sub-TOI: MS02I Individual Medicare Supplement - Pre-Standardized/MS02I.000 Medicare Supplement - Pre-Standardized

**Product Name:** 2014 Prestandardized Medicare Supplement Rate Filing

Project Name/Number: 2014 Annual Rate Filing/2014DCUAPRE

### Rate/Rule Schedule

lte No	Document Name	Affected Form Numbers (Separated with commas)	Rate Action	Rate Action Information	Attachments
1	2014 UA PRE Rate Pages	DMXCO, MCCAT	Revised	Previous State Filing Number: AMLC-128717495 Percent Rate Change Request: 3	2014 DC UA Pre Rate Pages.pdf,

McKinney, Texas

Policy Form DMXC - Ages 65 & Over

## 2014 Annual Medicare Rate Filing

## DISTRICT OF COLUMBIA

## Current and Proposed Annual Premium Rates For Policies Issued with Issue Age Rates

Issue					Current	Proposed	
Age					Annual	Annual	
(Male or Female)					Premium	Premium	
Ages 65 and Over					\$2,319	\$2,389	
Modal Premium Factors:							
Semi-Annual	===	Annual	*	.520	(rounded to nea	r dollar)	
Quarterly	=	Annual	*	.265	(rounded to nea	r dollar)	
Monthly	=	Annual	/	11	(rounded to near	r dollar)	
	For (	Company	Use	e: Pla	an Code 449		

McKinney, Texas

## Policy Form MCCAT

## 2014 Annual Medicare Rate Filing

## DISTRICT OF COLUMBIA

## Current and Proposed Annual Premium Rates For Policies Issued with Issue Age Rates

Issue					Current	Proposed
Age					Annual	Annual
(Male or Female)					Premium	Premium
65 - 69					\$6,204	\$6,390
70 - 74					\$6,806	\$7,010
75 - 79					\$7,655	\$7,885
80 & Over					\$8,622	\$8,881
Modal Premium Factors:						
Semi-Annual	=	Annual	*	.520	(rounded to near dolla	r)
Quarterly	=	Annual			•	•
Monthly	=	Annuai	1	11	(rounded to near dollar	•
	For 0	Company	Use	e: Pla	an Code 351	

State: District of Columbia Filing Company: United American Insurance Company

TOI/Sub-TOI: MS02I Individual Medicare Supplement - Pre-Standardized/MS02I.000 Medicare Supplement - Pre-Standardized

**Product Name:** 2014 Prestandardized Medicare Supplement Rate Filing

Project Name/Number: 2014 Annual Rate Filing/2014DCUAPRE

## **Supporting Document Schedules**

Satisfied - Item:	Cover Letter All Filings
Comments:	Please see filing description in SERFF
Attachment(s):	
Item Status:	
Status Date:	
Bypassed - Item:	Certificate of Authority to File
Bypass Reason:	Not Applicable
Attachment(s):	
Item Status:	
Status Date:	
Satisfied - Item:	Actuarial Memorandum
Comments:	/ totaliai momoranaani
Attachment(s):	2014 UA Pre Actuarial Memorandum 1.pdf
Item Status:	2011 Critic ristaanat memeranaani ripar
Status Date:	
Bypassed - Item:	Actuarial Justification
Bypass Reason:	Not applicable this is rate only filing
Attachment(s):	
Item Status:	
Status Date:	
Bypassed - Item:	District of Columbia and Countrywide Loss Ratio Analysis (P&C)
Bypass Reason:	Not Applicable
Attachment(s):	Γιοτηφριισασίο
Item Status:	
Status Date:	
Bypassed - Item:	District of Columbia and Countrywide Experience for the Last 5 Years (P&C)
Bypass Reason:	Not applicable
Attachment(s):	
Item Status:	
Status Date:	

SERFF Tracking #: AMLC-129286767 State Tracking #: Company Tracking #: 2014DCUAPRE District of Columbia Filing Company: United American Insurance Company State: TOI/Sub-TOI: MS02I Individual Medicare Supplement - Pre-Standardized/MS02I.000 Medicare Supplement - Pre-Standardized 2014 Prestandardized Medicare Supplement Rate Filing Product Name: Project Name/Number: 2014 Annual Rate Filing/2014DCUAPRE Bypassed - Item: Actuarial Memorandum and Certifications **Bypass Reason:** Not Applicable Attachment(s): **Item Status:** Status Date: Bypassed - Item: Unified Rate Review Template **Bypass Reason:** Not Applicable Attachment(s): **Item Status:** Status Date: Satisfied - Item: 2014 Additional Supporting Documents Comments: Please see attached 2014 DC UA Pre Rate Filing Summary Page.pdf DC UA Pre Rate History.pdf Attachment(s): 2014 UA Pre Nationwide Experience.pdf 2014 UA Pre Projection and Parameters.pdf

Item Status: Status Date:

POLICY FORMS DMC, DMXC+, DMXC (Ages 65 and Over), DMXC (Under Age 65), MAXC, MAXC+, MBXC, MC0 (Texas Only), MC1, MC2, MC3, MC7, MCCAT, MMS, MVXC and CATMS (Minnesota Only) INDIVIDUAL PRESTANDARDIZED MEDICARE SUPPLEMENT POLICIES

#### 2014 RATE FILING

#### **ACTUARIAL MEMORANDUM**

This actuarial memorandum along with its attachments, a projection and parameters, is an actuarial report. This actuarial memorandum contains a general description of some policy provisions; it does not change the policy. Benefits are paid as specified in the complete policy.

#### **BENEFITS**

These similar policy forms supplement Medicare and provide some or all of the following benefits: Part A Inpatient Hospital Deductible, Skilled Nursing Facility, Blood Deductible (Parts A and B), Part B Coinsurance and other miscellaneous benefits. In addition, some of the policies provide benefits for In-Hospital Private Nurse, Part B Excess Expense and Part B Calendar Year Deductible.

#### RENEWABILITY

These policies are guaranteed renewable for life, subject to the company's right to change premiums by class.

#### MARKETING METHOD AND ELIGIBILITY

The pre-standardized policy forms listed above were marketed by licensed agents. They are no longer sold.

Some of these policy forms were not available in your state. A list for your state is shown on the enclosed Rate Filing Summary.

#### NATIONWIDE ISSUE YEARS (DATES MAY VARY IN YOUR STATE)

These policy forms were sold in most states between the years 1981 and 1992. Not all the listed policy forms were available in your state.

#### APPLICATION OF RATES

The schedule of proposed premium rates applies to policies issued in your state and is intended to be effective for calendar year 2014.

#### SCOPE AND REASON

The purpose of this rate filing is to demonstrate to state officials that the anticipated loss ratio of this product, reflecting any requested increase in premium rates, meets the minimum requirements of your state. This rate filing is not intended to be used for any other purpose or by any other parties. Data used in the preparation of this filing is from company records and was used without audit. It was reviewed for general reasonableness.

This rate filing is submitted in compliance with your state's Medicare supplement annual rate filing requirements and applies to all policies issued in your state. The change in premiums requested for your state is shown on the Rate Filing Summary. Any increase in premium rates requested at this time is based on changes in Medicare benefits and is based on experience.

UNITED AMERICAN PRESTANDARDIZED POLICY FORMS 2014 RATE FILING ACTUARIAL MEMORANDUM Page 2

#### **DETERMINATION OF RATES**

Proposed premium rates for 2014 were determined based on historical experience. These premium rates were set to achieve at least the minimum required loss ratios.

This rate filing is for all pre-standardized policy forms combined. The amount of increase requested does not vary by policy form.

#### PREMIUM COMPARISON

The current premium rates are included on the schedule of proposed premium rates.

#### **EXPERIENCE**

Experience is enclosed. Experience is subject to significant fluctuations on small blocks of business.

#### LOSS RATIO

It is anticipated that the required minimum loss ratios for these policy forms will be met.

#### CERTIFICATION

I, Tony Huang, am Associate Actuary for United American Insurance Company.

I am a member of the American Academy of Actuaries and meet its Qualification Standards to render this opinion.

I am available to assist with questions regarding this filing.

I hereby certify, to the best of my knowledge and judgment, that this rate filing is in compliance with the applicable laws and regulations of this state and that the benefits of the policies are reasonable in relation to the premiums charged because they are expected to meet or exceed loss ratio requirements.

11/6/13

Date

Tony Huang, ASA, MAAA Associate Actuary United American Insurance Company

POLICY FORMS DMC, DMXC+, DMXC (Ages 65 and Over), DMXC (Under Age 65), MAXC, MAXC+, MBXC, MC0 (Texas Only), MC1, MC1X, MC2, MC3, MC7, MCCAT, MMS, MVXC, CATMS (Minnesota Only), and W1 (Wisconsin Only)

#### INDIVIDUAL PRESTANDARDIZED MEDICARE SUPPLEMENT POLICIES

#### 2014 RATE FILING SUMMARY PAGE

#### **DISTRICT OF COLUMBIA**

	DISTRICT OF COLUMNIA				
POLICY FORM NAME	APPROVAL D	ATE YOUR STATE			
DMC	*****				
DMXC+	10-24-85				
DMXC-AGE 65 & OVER		7-10-81			
DMXC-AGE 65 & OVER DMXC-AGE 64 & UNDER		7-10-81			
MAXC		1-18-82			
MAXC+		1-18-82			
MBXC		9-08-80			
MC0 (TX only)	-	*****			
MC1, MC1X and W1(W1 Wisconsin Only)	0	1-05-89			
MC2		1-05-89			
MC3		*****			
MC7	0	7-19-84			
MCCAT		9-14-89			
MMS		1-09-87			
MVXC		5-19-83			
CATMS (MN only)		*****			
CHING (MIX only)					
PROPOSED AMOUNT OF RATE CHANGE	+3.0%				
APPLICATION OF RATES	In-Force Business only				
PROPOSED EFFECTIVE DATE	January 1, 2014, or as soon thereafter as possible and allowed.				
NUMBER OF POLICIES IN FORCE 3 <sup>rd</sup> QTR 2013	DISTRICT OF COLUMBIA	<u>NATIONWIDE</u>			
DMC					
DMXC+	0	133			
DMXC-AGE 65 & OVER	0	12			
DMXC-AGE 64 & UNDER	2	101			
MAXC	0	260			
MAXC+	0	747			
MBXC	0	949			
MC0 (TX only )	0	56			
MC1, MC1X and W1(W1 Wisconsin Only)	0	0			
MC2	0	453			
MC3	0	208			
MC7	0	2,194			
MCCAT	0	70			
MMS	1	1,968			
MVXC	0	981			
CATMS (MN only)	0	63			
TOTAL	0				
	3	8,195			

## **Individual Pre-Standardized Medicare Supplement Policy Forms**

## 2014 Rate Filing

## **Rate History**

STATE
POLICY FORM NAME
ORIGINAL APPROVAL DATE
REVISED POLICY FORM NAME (If Applicable)
APPROVAL DATE OF REVISED POLICY FORM

D.C. DMXCO 07-10-81 DMXCO-C 11/17/82

Calendar Year	Date Approved	Amount Approved	Effective Date
1982		+0.0%	
1982	11/17/82	+0.0% +25.8% Avg	01/01/83
1984	02/09/84	+23.8% Avg +12.7% Avg	01/01/83
1985	11/20/84	~	01/01/84
1985	10/24/85	+11.1% Avg	
		+12.5% Avg	01/01/86
1987	12/30/86	+4.4% Avg	01/01/87
1988		+0.0%	
1989		+0.0%	
1990		+0.0%	
1991		+0.0%	
1992	10/11/01	+0.0%	
1993	10/11/94	+0.0%	
1994	10/24/94	+0.0%	
1995	11/20/95	+0.0%	
1996	01/24/96	+0.0%	
1997	08/22/97	+0.0%	
1998	7/1/1998	+13.0% Avg	8/21/1998
1999	4/21/1999	+8.0% Avg	6/3/1999
2000	2/7/2000	+15.0% Avg	3/16/2000
2001	3/28/2001	+20.0% Avg	4/27/2001
2002	02-25-02	+8.0%	4/1/2002
2003	05-14-03	+8.0%	6/6/2003
2004	01-12-04	+5.0%	03-04-04
2005	04-21-05	+8.0%	05-12-05
2006	03-15-06	+8.0%	07-01-06
2007	03-07-07	+8.0%	04-12-07
2008	12-31-07	+10.0%	02-01-08
2009	12-22-08	+12.0%	01-15-09
2010	04-13-10	+15.0%	05-06-10
2011	02-24-11	+8.0%	03-17-11
2012	12-06-11	+8.0%	01-01-12
2013	12-19-12	+4.5%	01-12-13

## **Individual Pre-Standardized Medicare Supplement Policy Forms**

## 2014 Rate Filing

## **Rate History**

STATE
POLICY FORM NAME
ORIGINAL APPROVAL DATE
REVISED POLICY FORM NAME (If Applicable)
APPROVAL DATE OF REVISED POLICY FORM

D.C. MCCAT 09/14/89

Calendar Year	Date Approved	Amount Approved	Effective Date
1000	11/02/00	.0.00/	
1990	11/02/90	+0.0%	
1991	11/10/1001	+0.0%	05/01/02
1992	11/18/1991	+24.0% Avg	05/01/92
1993	06/23/93	+2.3% Avg	08/14/93
1994	02/14/94	+8.6% Avg	04/07/94
1995	11/20/1995	+0.0%	
1996	2/26/1997	+0.0%	
1997	08/22/97	+15.0% Avg	10/04/97
1998	7/1/1998	+20.0% Avg	8/21/1998
1999	4/21/1999	+8% Avg	6/3/1999
2000	2/7/2000	+15% Avg	3/16/2000
2001	3/28/2001	+20% Avg	4/27/2001
2002	02-25-02	+8.0%	4/1/2002
2003	05-14-03	+8.0%	6/6/2003
2004	01-12-04	+5.0%	03-04-04
2005	04-21-05	+8.0%	05-12-05
2006	03-15-06	+8.0%	07-01-06
2007	03-07-07	+8.0%	04-12-07
2008	12-31-07	+10.0%	02-01-08
2009	12-22-08	+12.0%	01-15-09
2010	04-13-10	+15.0%	05-06-10
2011	02-24-11	+8.0%	03-17-11
2012	12-06-11	+8.0%	01-01-12
2013	12-19-12	+4.5%	01-12-13

#### McKinney, Texas

## INDIVIDUAL PRESTANDARDIZED MEDICARE SUPPLEMENT POLICIES 2014 RATE FILING

Experience Year to Date	Issue Year	EARNED PREMIUM	INCURRED CLAIMS	LOSS RATIO
1981-12	1981	5,999,013	1,186,483	0.198
	TOTAL	5,999,013	1,186,483	0.198
1982-12	1981	12,213,562	7,075,635	0.579
	1982	15,570,081	4,124,104	0.265
	TOTAL	27,783,643	11,199,739	0.403
1983-12	1981	10,375,011	5,817,098	0.561
	1982	27,231,799	15,832,695	0.581
	1983	32,200,158	7,856,182	0.244
	TOTAL	69,806,968	29,505,975	0.423
1984-12	1981	8,613,903	4,721,590	0.548
	1982	21,781,209	11,873,192	0.545
	1983	58,836,492	36,849,223	0.626
	1984	61,336,597	16,879,015	0.275
	TOTAL	150,568,201	70,323,020	0.467
1985-12	1981	7,740,170	3,652,097	0.472
	1982	18,219,492	8,346,635	0.458
	1983	48,553,419	24,046,501	0.495
	1984	108,333,653	57,666,350	0.532
	1985	70,994,407	19,962,027	0.281
	TOTAL	253,841,141	113,673,610	0.448
1986-12	1981	6,370,851	3,511,782	0.551
	1982	14,556,967	7,765,824	0.533
	1983	35,008,650	18,069,686	0.516
	1984	75,553,936	40,906,195	0.541
	1985	121,942,606	62,005,706	0.508
	1986	79,814,426	29,435,243	0.369
	TOTAL	333,247,436	161,694,436	0.485
1987-12	1981	5,078,950	3,394,954	0.668
	1982	11,272,406	6,808,626	0.604
	1983	25,556,724	16,396,851	0.642
	1984	52,459,964	30,885,806	0.589
	1985	74,878,382	44,640,897	0.596
	1986	125,551,351	66,254,948	0.528
	1987	84,679,522	43,888,093	0.518
	TOTAL	379,477,299	212,270,175	0.559
1988-12	1981	3,919,664	2,585,531	0.660
	1982	8,917,738	5,930,068	0.665
	1983	19,548,374	13,165,217	0.673
	1984	38,906,234	25,742,377	0.662
	1985	52,348,351	33,951,420	0.649
	1986	75,152,942	45,462,624	0.605
	1987	149,741,751	92,823,711	0.620
	1988	67,151,670	33,776,627	0.503
	TOTAL	415,686,724	253,437,575	0.610

#### McKinney, Texas

## INDIVIDUAL PRESTANDARDIZED MEDICARE SUPPLEMENT POLICIES 2014 RATE FILING

T -		T T	T T	
Experience	Issue	EARNED	INCURRED	LOSS
Year to Date	Year	PREMIUM	CLAIMS	RATIO
1989-12	1981	3,265,315	2,282,083	0.69
1303 12	1982	7,562,439	4,484,994	0.59
	1983	16,071,605	9,987,891	0.62
	1984	31,404,530	19,057,376	0.60
	1985	40,303,281	23,861,286	0.59
	1986	54,399,124	32,415,969	0.59
				0.63
	1987	108,760,397	67,104,274	
	1988	115,447,475	63,982,706	0.5
	1989	41,272,731	20,255,795	0.4
	TOTAL	418,486,897	243,432,374	0.58
1990-12	1981	2,977,442	2,201,372	0.73
	1982	6,830,712	4,946,359	0.72
	1983	14,257,617	11,047,465	0.7
	1984	27,460,035	19,836,511	0.7
	1985	34,540,947	24,584,720	0.7
	1986	44,856,643	30,088,811	0.6
	1987	88,941,290	62,073,293	0.6
	1988	85,276,926	54,457,507	0.6
	1989	75,740,794	42,293,862	0.5
	1990	43,694,874	22,927,826	0.5
	TOTAL	424,577,280	274,457,726	0.6
		,0,_00	_,,,,,,,,	
.991-12	1981	2,711,082	1,884,997	0.6
	1982	6,212,749	4,276,862	0.6
	1983	12,965,488	8,565,901	0.6
	1984	24,751,547	16,913,098	0.6
	1985	30,782,287	20,966,485	0.6
	1986	39,058,605	26,172,037	0.6
	1987	77,961,706	51,983,721	0.6
	1988	73,513,031	46,616,021	0.6
	1989	59,148,073	34,640,810	0.5
	1990	81,087,807	43,179,202	0.5
	1991	40,891,579	20,925,946	0.5
	TOTAL	449,083,954	276,125,080	0.6
002.12	1001	1 200 962	1 622 654	0.6
992-12	1981	2,399,863	1,633,654	
	1982	5,590,358	3,646,070	0.6
	1983	12,048,553	7,484,411	0.6
	1984	22,734,633	14,043,483	0.6
	1985	28,226,279	17,522,742	0.6
	1986	35,456,776	21,448,097	0.6
	1987	68,838,396	41,688,126	0.6
	1988	63,880,156	36,034,810	0.5
	1989	50,967,221	29,478,227	0.5
	1990	63,607,172	34,781,214	0.5
	1991	76,209,741	37,819,495	0.4
	1992	14,012,598	10,351,204	0.7
	TOTAL	443,971,746	255,931,533	0.5

#### McKinney, Texas

## INDIVIDUAL PRESTANDARDIZED MEDICARE SUPPLEMENT POLICIES 2014 RATE FILING

Experience Year to Date	Issue Year	EARNED PREMIUM	INCURRED CLAIMS	LOSS RATIO
1993-12	1981	2,024,540	1,385,405	0.684
	1982	4,845,095	3,695,497	0.763
	1983	10,373,435	6,783,410	0.654
	1984	19,717,808	12,367,060	0.627
	1985	24,516,674	16,355,193	0.667
	1986	31,273,385	18,598,812	0.595
	1987	58,644,803	33,755,814	0.576
	1988	54,730,069	30,109,802	0.550
	1989	43,102,045	25,481,559	0.591
	1990	52,279,915	29,995,468	0.574
	1991	56,469,582	31,639,946	0.560
	1992	21,824,513	8,581,686	0.393
	1993	581	1,832	3.153
	TOTAL	379,802,445	218,751,484	0.576
1994-12	1981	1,843,649	1,257,621	0.682
	1982	4,308,062	3,284,634	0.762
	1983	8,912,951	6,405,096	0.719
	1984	16,799,991	11,345,867	0.675
	1985	20,825,486	14,261,532	0.685
	1986	26,074,664	16,787,517	0.644
	1987	48,588,346	29,786,148	0.613
	1988	44,645,138	27,584,022	0.618
	1989	36,005,504	22,803,561	0.633
	1990	42,800,763	26,687,977	0.624
	1991	45,169,756	27,676,507	0.613
	1992	15,007,026	9,101,936	0.607
	1993 <b>TOTAL</b>	515 <b>310,981,851</b>	-624 <b>196,981,794</b>	-1.212 <b>0.633</b>
1995-12	1981	1,547,350	1,132,647	0.732
1333-12	1982	3,590,514	3,368,531	0.938
	1983	7,395,285	5,873,548	0.794
	1984	13,944,834	10,452,029	0.750
	1985	17,243,456	13,100,449	0.760
	1986	21,490,050	15,360,322	0.715
	1987	39,763,309	27,636,896	0.695
	1988	36,839,194	24,114,603	0.655
	1989	31,187,104	21,455,052	0.688
	1990	36,290,931	24,368,229	0.671
	1991	38,291,655	26,028,539	0.680
	1992	12,302,631	9,094,575	0.739
	1993	-369	114	-0.309
	TOTAL	259,885,944	181,985,534	0.700

#### McKinney, Texas

## INDIVIDUAL PRESTANDARDIZED MEDICARE SUPPLEMENT POLICIES 2014 RATE FILING

#### NATIONWIDE EXPERIENCE FROM INCEPTION

Experience Year to Date	Issue Year	EARNED PREMIUM	INCURRED CLAIMS	LOSS RATIO
1996-12	1981	1,344,171	1,089,591	0.811
	1982	3,078,243	2,701,530	0.878
	1983	6,252,369	5,261,687	0.842
	1984	11,898,355	9,785,508	0.822
	1985	14,753,293	11,586,499	0.785
	1986	18,234,893	14,129,979	0.775
	1987	34,041,660	23,435,555	0.688
	1988	31,763,312	21,753,049	0.685
	1989	26,429,330	19,303,251	0.730
	1990	30,484,519	22,378,124	0.734
	1991	31,689,813	23,378,503	0.738
	1992	10,573,076	8,201,679	0.776
	1993	0	-25	0.000
	TOTAL	220,543,034	163,004,930	0.739
1997-12	1981	1,204,480	963,751	0.800
	1982	2,659,440	2,336,443	0.879
	1983	5,497,814	4,593,547	0.836
	1984	10,526,152	8,855,572	0.841
	1985	12,971,930	10,463,165	0.807
	1986	16,101,528	12,560,711	0.780
	1987	30,027,296	21,629,350	0.720
	1988	28,479,638	20,033,844	0.703
	1989	24,746,278	18,573,109	0.751
	1990	28,011,871	20,453,873	0.730
	1991	29,165,763	22,092,064	0.757
	1992	9,455,064	7,673,423	0.812
	TOTAL	198,847,254	150,228,852	0.755
1998-12	1981	1,093,936	846,697	0.774
	1982	2,373,760	2,049,055	0.863
	1983	4,861,696	4,000,094	0.823
	1984	9,401,897	7,509,607	0.799
	1985	11,597,579	9,152,829	0.789
	1986	14,314,084	10,897,604	0.761
	1987	26,753,569	18,638,323	0.697
	1988	25,605,592	17,689,364	0.691
	1989	23,068,620	16,851,220	0.730
	1990	26,143,860	18,798,397	0.719
	1991	27,316,413	19,636,488	0.719
	1992	8,929,617	7,104,937	0.796
	TOTAL	181,460,623	133,174,615	0.734
1999-12	1981	1,016,351	721,762	0.710
	1982	2,224,538	1,716,036	0.771
	1983	4,403,488	3,067,056	0.697
	1984	8,805,876	6,304,968	0.716
	1985	10,798,125	7,747,570	0.717
	1986	13,292,354	10,161,824	0.764
	1987	24,625,481	15,994,074	0.649
	1988	23,723,437	14,870,138	0.627
	1989	21,768,449	15,309,253	0.703
	1990	24,948,182	16,528,447	0.663
	1991	25,947,830	17,044,653	0.657
	1992	8,686,301	6,357,739	0.732
	TOTAL	170,240,412	115,823,520	0.680
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### McKinney, Texas

## INDIVIDUAL PRESTANDARDIZED MEDICARE SUPPLEMENT POLICIES 2014 RATE FILING

#### NATIONWIDE EXPERIENCE FROM INCEPTION

	INAI	IONVIDE EXPERIENCE PROMI IN	CELLION	
Experience Year to Date	Issue Year	EARNED PREMIUM	INCURRED CLAIMS	LOSS RATIO
2000-12	1981	863,424	546,415	0.633
	1982	1,962,644	1,554,202	0.792
	1983	3,948,738	2,747,509	0.696
	1984	7,918,301	5,602,341	0.708
	1985	9,812,449	6,740,285	0.687
	1986	12,374,648	8,439,266	0.682
	1987	22,349,562	13,575,205	0.607
	1988	22,031,974	13,188,393	0.599
	1989	20,615,618	13,256,442	0.643
	1990	23,161,996	15,524,825	0.670
	1991	24,003,416	15,562,876	0.648
				0.676
	1992	8,082,631	5,464,910	
	TOTAL	157,125,401	102,202,669	0.650
2001-12	1981	757,122	534,471	0.706
	1982	1,744,371	1,322,800	0.758
	1983	3,574,026	2,444,822	0.684
	1984	7,156,756	4,829,504	0.675
	1985	8,820,321	5,936,575	0.673
	1986	11,323,319	7,351,425	0.649
	1987	20,183,939	11,838,322	0.587
	1988	20,234,424	11,813,971	0.584
	1989	19,216,978	12,119,412	0.631
	1990	21,555,921	13,885,709	0.644
	1991	22,294,458	14,259,451	0.640
	1992	7,692,095	5,140,629	0.668
	1994	0	7	0.000
	TOTAL	144,553,730	91,477,098	0.633
2002-12	1981	648,439	488,115	0.753
	1982	1,516,661	1,163,519	0.767
	1983	3,150,560	2,218,394	0.704
	1984	6,309,463	4,341,547	0.688
	1985	7,830,090	5,019,541	0.641
	1986	10,235,162	6,830,575	0.667
	1987	18,011,226	10,182,169	0.565
	1988	18,167,958	10,371,578	0.571
	1989	17,690,220	11,575,541	0.654
	1990	19,858,330	12,176,522	0.613
	1991	20,679,923	12,554,612	0.607
	1992	7,241,328	4,352,066	0.601
	1994	0	-7	0.000
	TOTAL	131,339,360	81,274,172	0.619
2003-12	1001		398,822	0.744
7003-17	1981 1982	536,258	,	0.736
		1,272,469	936,355	
	1983	2,672,836	1,796,912	0.672
	1984	5,424,020	3,534,441	0.652
	1985	6,809,997	4,106,126	0.603
	1986	9,036,249	6,006,577	0.665
	1987	15,710,544	9,260,655	0.589
	1988	16,256,921	9,814,648	0.604
	1989	16,162,913	10,197,292	0.631
	1990	17,976,820	11,527,813	0.641
	1991	18,710,498	12,428,910	0.664
	1992	6,714,629	3,909,266	0.582
	TOTAL	117,284,154	73,917,817	0.630
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#### McKinney, Texas

## INDIVIDUAL PRESTANDARDIZED MEDICARE SUPPLEMENT POLICIES 2014 RATE FILING

Experience   Vear to Date   Vear t		I I	IONVIDE EXPERIENCE FROM IN	ICEP HOW	
Vear to Date   Vear   PREMIUM   CLAIMS   RATIO	Experience	Issue	FARNED	INCURRED	1055
1982   1,087,757   852,255   0,788   1988   2,319,464   1,756,704   0,757   1984   4,596,617   2,973,593   0,647   1985   5,897,681   3,907,706   0,663   1986   7,949,819   5,344,757   0,671   1987   13,693,221   8,568,481   0,626   1988   14,331,311   8,565,6552   0,597   1989   14,680,723   9,287,998   0,633   1990   15,120,804   10,782,253   0,669   1991   16,906,442   10,842,579   0,641   1992   6,110,498   3,745,967   0,613   1992   6,110,498   3,745,967   0,613   1982   897,144   729,649   0,813   1983   1,921,821   1,409,700   0,776   1985   5,043,289   3,500,503   0,724   1986   6,760,427   4,890,118   0,723   1988   13,252,420   7,743,087   0,623   1988   13,120,176   8,872,004   0,676   1990   14,125,220   9,566,864   0,677   1991   15,008,022   10,231,336   0,682   1992   5,431,383   3,511,092   0,665   1992   7,722,29   0,680,78   0,882   1992   7,222,29   0,807,78   0,882   1993   1,548,985   1,280,71   0,826   1998   1,1436,77   0,680   1998   1,1436,77   0,680   1998   1,1436,77   0,680   1,1436,78   1,147,749   0,744   1,148   0,733   1,147,749   0,744   1,148   0,733   1,147,749   0,744   1,148   0,733   1,147,749   0,744   1,148   0,753   1,148   0,753   1,148   0,753   1,148   0					
1982   1,087,757   852,255   0,788     1983   2,319,464   1,756,704   0.757     1984   4,596,617   2,973,993   0.647     1985   5,897,681   3,907,706   0.868     1986   7,949,819   5,344,757   0.671     1987   13,693,221   8,568,481   0.656     1988   14,331,131   8,556,532   0.597     1989   14,680,723   9,287,998   0.633     1990   16,120,804   10,782,253   0.669     1991   16,906,442   10,842,579   0.641     1992   6,110,498   3,746,967   0.613     1992   6,110,498   3,746,967   0.613     1983   1,921,821   1,900,700   0.776     1984   3,865,225   2,726,994   0.705     1985   5,043,289   3,600,903   0.724     1986   6,760,427   4,890,118   0.723     1987   11,582,600   7,682,482   0.663     1988   12,352,420   7,743,087   0.677     1991   15,008,022   10,231,535   0.679     1992   5,431,383   3,611,092   0.665     1992   5,431,383   3,611,092   0.665     1993   1,120,176   8,872,004   0.676     1994   3,966,402   2,457,054   0.794     1985   4,233,787   3,147,799   0.482     1986   5,599,922   4,188,800,73   0.892     1987   1,580,600   2,457,054   0.794     1988   1,1456,672   8,165,718   0.794     1989   1,120,106   6,488,143   0.670     1989   1,1436,672   8,165,718   0.794     1986   5,599,922   4,188,808   0.743     1987   9,641,700   6,438,143   0.670     1988   1,1456,672   8,165,718   0.794     1989   1,1406,800   9,266,676   0.794     1981   2,193,976   3,822,996   0.665     1991   1,160,800   9,266,676   0.794     1982   597,230   521,548   0.893     1983   1,1436,672   8,165,718   0.753     1994   2,278,703   1,342,706   0.794     1985   3,489,576   3,262,998   0.693     1986   4,740,313   3,713,724   0.783     1987   8,165,515   5,547,695   0.693     1988   9,026,288   5,775,033   0.640     1989   9,999,717   7,315,476   0.794     1981   1,1783,002   8,572,683   0.793     1995   1,008,994,717   7,315,476   0.794     1996   1,008,994,717   7,315,476   0.794     1997   1,008,994,996,717   7,315,476   0.794     1991   1,1783,002   8,572,683   0.793     1991   1,1783,002   8,572,683   0.793     199	2004-12	1981	466.484	344.338	0.738
1983					
1984					
1985   5,897,681   3,907,706   0,663   1986   7,949,819   5,334,757   0,671   1987   13,693,221   8,568,481   0,626   1988   14,331,131   8,556,352   0,597   1989   14,680,723   3,287,998   0,633   1990   16,120,804   10,782,253   0,669   1991   16,906,442   10,942,579   0,641   1992   6,110,498   3,746,967   0,613   70TAL   104,160,641   66,953,983   0,633   1,921,821   1,490,700   0,776   1,983   1,921,821   1,490,700   0,776   1,984   3,865,225   2,726,894   0,705   1,985   5,043,289   3,550,503   0,724   1,986   6,760,427   4,990,118   0,723   1,987   1,1582,660   7,682,482   0,663   1,988   1,3120,176   8,872,004   0,676   1,990   14,135,320   9,566,864   0,677   1,991   15,008,022   10,231,536   0,682   1,991   1,508,022   10,231,536   0,682   1,992   1,992   5,431,383   3,511,092   0,665   1,992   1,984   3,095,602   2,475,054   0,794   1,985   3,280,071   2,947,14   0,995   1,982   1,983   1,446,985   1,280,071   0,826   1,985   1,982   1,983   1,446,985   1,280,071   0,826   1,985   1,982   1,983   1,446,985   1,280,071   0,826   1,985   1,982   1,983   1,446,985   1,280,071   0,826   1,985   1,982   1,983   1,446,367   1,986   1,982   1,446,366   1,982   1,983   1,446,367   1,986   1,982   1,446,367   1,986   1,982   1,446,366   1,982   1,446,366   1,982   1,446,366   1,982   1,446,366   1,982   1,446,366   1,982   1,446,366   1,982   1,446,366   1,982   1,446,366   1,982   1,446,366   1,982   1,446,366   1,982   1,446,366   1,982   1,446,366   1,982   1,446,366					
1986					
1987   13,693,221   8,568,481   0,626     1988   14,680,723   9,287,998   0,633     1990   16,120,804   10,782,253   0,669     1991   16,906,442   10,842,579   0,641     1992   6,110,498   3,746,967   0,613     1992   6,110,486   66,953,893   0,643     1982   897,144   729,649   0,813     1982   897,144   729,649   0,813     1983   1,921,821   1,490,700   0,776     1984   3,865,225   2,726,894   0,705     1985   5,043,289   3,650,503   0,724     1986   6,760,427   4,890,118   0,723     1987   11,582,060   7,682,482   0,663     1988   12,352,420   7,743,087   0,627     1989   13,120,176   8,872,004   0,676     1990   14,135,320   9,566,864   0,677     1991   15,008,022   10,231,536   0,682     1992   5,431,383   3,611,092   0,665     1992   7,22,29   608,078   0,842     1984   3,096,402   2,457,054   0,794     1985   4,233,787   3,147,749   0,743     1986   5,590,922   4,188,008   0,749     1987   9,641,700   6,458,143   0,670     1988   10,575,351   6,786,101   0,642     1989   11,436,672   8,616,718   0,794     1989   11,436,672   8,616,718   0,794     1989   11,436,672   8,616,718   0,794     1989   11,436,672   8,616,718   0,794     1991   13,160,000   9,266,376   0,704     1989   10,755,351   6,786,101   0,642     1989   11,436,672   8,616,718   0,793     1991   13,160,000   9,265,376   0,704     1998   7,7265,991   54,812,706   0,709    2007-12   1981   221,393   179,163   0,809     1992   4,764,396   3,326,298   0,698     1993   1,456,672   8,616,718   0,793     1996   4,740,313   3,713,724   0,743     1986   4,740,513   3,713,724   0,743     1986   4,740,513   3,713,724   0,733     1986   4,740,513   3,713,724   0,733     1986   4,740,513   3,713,724   0,733     1996   10,708,394   7,849,948   0,732     1997   1,008,394   7,849,948   0,732     1999   11,738,042   8,572,683   0,728     1991   11,738,042   8,572,683   0,728     1991   11,738,042   8,572,683   0,728					
1988					
1989					
1990					
1991   16,906,442   10,842,579   0,641   1992   6,110,498   3,746,967   0,613   104,160,641   104,160,641   104,160,641   106,953,983   0,643   1982   897,144   729,649   0,813   1983   1,921,821   1,490,700   0,775   1984   3,865,225   2,726,894   0,705   1985   5,043,289   3,650,503   0,724   1986   6,760,427   4,890,118   0,723   1987   11,582,060   7,682,482   0,663   1988   12,352,420   7,743,087   0,627   1989   13,120,176   8,872,004   0,676   1990   14,135,320   9,566,864   0,677   1991   15,008,022   10,231,536   0,682   1992   5,431,383   3,611,092   0,655   1992   5,431,383   3,611,092   0,656   1992   5,438,985   1,280,071   0,826   1984   3,096,402   2,457,054   0,842   1983   1,548,985   1,280,071   0,826   1984   3,096,402   2,457,054   0,734   1985   4,233,787   3,147,749   0,743   1985   4,233,787   3,147,749   0,743   1985   4,233,787   3,147,749   0,743   1985   4,233,787   3,147,749   0,743   1985   4,233,787   3,147,749   0,743   1986   5,590,922   4,188,808   0,749   1987   9,641,700   6,458,143   0,670   1988   10,575,351   6,786,101   0,642   1989   11,436,672   8,616,718   0,753   1990   12,199,396   8,382,596   0,687   1991   13,160,080   9,266,376   0,704   1992   4,764,396   3,326,298   0,698   1,991   13,160,080   9,266,376   0,709   1992   4,764,396   3,326,298   0,698   1,991   13,160,080   9,266,376   0,709   1992   4,764,396   3,326,298   0,698   1,991   13,160,080   9,266,376   0,709   1992   4,764,396   3,326,298   0,698   1,991   13,160,080   9,266,376   0,709   1,992   4,764,396   3,326,298   0,698   1,993   1,496,672   3,498,576   2,723,188   0,750   1,996   1,996   1,798,391   1,996   1,199,396   3,489,596   0,698   1,996   1					
1992					
TOTAL   104,160,641   66,953,983   0,643					
2005-12					
1982   897,144   729,649   0.833   1983   1,921,821   1,490,700   0.776   1984   3,865,225   2,726,894   0.705   1985   5,043,289   3,650,503   0.724   1986   6,760,427   4,890,118   0.723   1987   11,582,060   7,662,482   0.663   1988   12,352,420   7,743,087   0.627   1989   13,120,176   8,872,004   0.676   1990   14,135,320   9,566,864   0.677   1991   15,008,022   10,231,536   0.682   1992   5,431,383   3,611,092   0.665   1992   5,431,383   3,611,092   0.665   1992   70TAL   90,498,928   61,571,567   0.680   0.802   1982   722,229   608,078   0.842   1983   1,548,985   1,280,071   0.826   1984   3,096,402   2,457,054   0.794   1985   4,233,787   3,147,749   0.743   1986   5,590,922   4,188,808   0.749   1987   9,641,700   6,458,143   0.670   1988   10,575,351   6,786,101   0.642   1988   10,575,351   6,786,101   0.642   1989   11,436,672   8,616,718   0.753   1990   12,199,396   8,382,596   0.687   1991   13,160,080   9,266,376   0.704   1998   7,7265,991   54,812,706   0.709   2007-12   1981   221,393   179,163   0.809   1991   13,160,080   9,266,376   0.704   1985   3,486,672   8,616,718   0.753   1992   4,764,396   3,326,298   0.698   1991   13,160,080   9,266,376   0.704   1985   3,489,576   2,723,188   0.780   1985   3,489,576   2,723		TOTAL	104,160,641	66,953,983	0.643
1983	2005-12	1981	381,641	376,638	0.987
1983		1982	897,144	729,649	0.813
1984   3,865,225   2,726,894   0,705   1985   5,043,289   3,650,503   0,724   1987   11,582,060   7,682,482   0,663   1988   12,352,420   7,743,087   0,627   1989   13,120,176   8,872,004   0,676   1990   14,135,320   9,566,864   0,677   1991   15,008,022   10,231,536   0,682   1992   5,431,383   3,611,092   0,665   1992   5,431,383   3,611,092   0,665   1982   70TAL   90,498,928   61,571,567   0,680   2006-12   1981   296,071   294,714   0,995   1982   722,229   608,078   0,842   1983   1,548,985   1,280,071   0,826   1984   3,096,402   2,457,054   0,794   1985   4,233,787   3,147,749   0,743   1986   5,590,922   4,188,808   0,749   1987   9,641,700   6,488,143   0,670   1988   10,575,351   6,786,101   0,642   1989   11,436,672   8,616,718   0,753   1990   12,199,396   8,382,596   0,687   1991   13,160,080   9,266,376   0,704   1992   4,764,396   3,326,298   0,698   1092   4,764,396   3,326,298   0,698   1092   4,764,396   3,326,298   0,698   1093   1984   2,578,703   1,842,195   0,714   1985   3,489,576   2,723,188   0,780   1986   4,740,513   3,713,724   0,783   1987   8,165,351   5,547,695   0,679   1988   9,026,288   5,775,103   0,640   1989   9,969,717   7,315,476   0,734   1990   10,708,394   7,840,948   0,732   1991   11,783,042   8,572,683   0,728		1983	1,921,821	1,490,700	0.776
1985   5,043,289   3,650,503   0,724   1986   6,760,427   4,890,118   0,723   1987   11,582,060   7,682,482   0,663   1988   12,352,420   7,743,087   0,627   1989   13,120,176   8,872,004   0,676   1990   14,135,320   9,566,864   0,677   1991   15,008,022   10,231,536   0,682   1992   5,431,383   3,611,092   0,665   1992   7071L   90,498,928   61,571,567   0,680    2006-12   1981   296,071   294,714   0,995   1982   722,229   608,078   0,842   1983   1,548,985   1,280,071   0,826   1984   3,096,402   2,457,054   0,794   1985   4,233,787   3,147,749   0,743   1986   5,590,922   4,188,808   0,749   1987   9,641,700   6,458,143   0,670   1988   10,575,351   6,786,101   0,642   1989   11,436,672   8,616,718   0,753   1990   12,199,396   8,382,596   0,687   1991   13,160,080   9,266,376   0,704   1992   4,764,396   3,326,298   0,698   7071L   77,265,991   54,812,706   0,709    2007-12   1981   221,393   179,163   0,809   1984   2,578,703   1,842,195   0,714   1985   3,489,576   2,723,188   0,780   1984   2,578,703   1,842,195   0,714   1985   3,489,576   2,723,188   0,780   1986   4,740,513   3,713,724   0,783   1987   8,165,351   5,547,695   0,679   1988   9,069,717   7,315,476   0,734   1989   9,969,717   7,315,476   0,734   1990   10,708,394   7,840,948   0,732   1991   11,783,042   8,572,683   0,728		1984	3,865,225		0.705
1986					
1987   11,582,060   7,682,482   0.663   1988   12,352,420   7,743,087   0.627   1989   13,120,176   8,872,004   0.676   1990   14,135,320   9,566,864   0.677   1991   15,008,022   10,231,536   0.682   1992   5,431,383   3,611,092   0.665   70TAL   90,498,928   61,571,567   0.680   0.					
1988   12,352,420   7,743,087   0.627   1989   13,120,176   8,872,004   0.676   1990   14,125,320   9,566,864   0.677   1991   15,008,022   10,231,536   0.682   1992   5,431,383   3,611,092   0.665   70TAL   90,498,928   61,571,567   0.680   0.680   0.682   0.					
1989					
1990					
1991   15,008,022   10,231,536   0.682   1992   5,431,383   3,611,092   0.665   100   10					
1992					
TOTAL   90,498,928   61,571,567   0.680					
1982 722,229 608,078 0.842 1983 1,548,985 1,280,071 0.826 1984 3,096,402 2,457,054 0.794 1985 4,233,787 3,147,749 0.743 1986 5,590,922 4,188,808 0.749 1987 9,641,700 6,458,143 0.670 1988 10,575,351 6,786,101 0.642 1989 11,436,672 8,616,718 0.753 1990 12,199,396 8,382,596 0.687 1991 13,160,080 9,266,376 0.704 1992 4,764,396 3,326,298 0.698 TOTAL 77,265,991 54,812,706 0.709  2007-12 1981 221,393 179,163 0.809 1982 597,230 521,548 0.873 1983 1,261,266 1,192,080 0.945 1984 2,578,703 1,842,195 0.714 1985 3,489,576 2,723,188 0.780 1986 4,740,513 3,713,724 0.783 1987 8,165,351 5,547,695 0.679 1988 9,026,288 5,775,103 0.640 1989 9,969,717 7,315,476 0.734 1990 10,708,394 7,840,948 0.732 1991 11,783,042 8,572,683 0.728 1991 11,783,042 8,572,683 0.728					
1982 722,229 608,078 0.842 1983 1,548,985 1,280,071 0.826 1984 3,096,402 2,457,054 0.794 1985 4,233,787 3,147,749 0.743 1986 5,590,922 4,188,808 0.749 1987 9,641,700 6,458,143 0.670 1988 10,575,351 6,786,101 0.642 1989 11,436,672 8,616,718 0.753 1990 12,199,396 8,382,596 0.687 1991 13,160,080 9,266,376 0.704 1992 4,764,396 3,326,298 0.698 TOTAL 77,265,991 54,812,706 0.709  2007-12 1981 221,393 179,163 0.809 1982 597,230 521,548 0.873 1983 1,261,266 1,192,080 0.945 1984 2,578,703 1,842,195 0.714 1985 3,489,576 2,723,188 0.780 1986 4,740,513 3,713,724 0.783 1987 8,165,351 5,547,695 0.679 1988 9,026,288 5,775,103 0.640 1989 9,969,717 7,315,476 0.734 1990 10,708,394 7,840,948 0.732 1991 11,783,042 8,572,683 0.728 1991 11,783,042 8,572,683 0.728	2006.42	1001	205.274		
1983 1,548,985 1,280,071 0.826 1984 3,096,402 2,457,054 0.794 1985 4,233,787 3,147,749 0.743 1986 5,590,922 4,188,808 0.749 1987 9,641,700 6,458,143 0.670 1988 10,575,351 6,786,101 0.642 1989 11,436,672 8,616,718 0.753 1990 12,199,396 8,382,596 0.687 1991 13,160,080 9,266,376 0.704 1992 4,764,396 3,326,298 0.698 TOTAL 77,265,991 54,812,706 0.709  2007-12 1981 221,393 179,163 0.809 1982 597,230 521,548 0.873 1983 1,261,266 1,192,080 0.945 1984 2,578,703 1,842,195 0.714 1985 3,489,576 2,723,188 0.780 1986 4,740,513 3,713,724 0.783 1987 8,165,351 5,547,695 0.679 1988 9,026,288 5,775,103 0.640 1989 9,969,717 7,315,476 0.734 1990 10,708,394 7,840,948 0.732 1991 11,783,042 8,572,683 0.728 1992 4,327,167 2,854,120 0.666	2006-12				
1984   3,096,402   2,457,054   0.794   1985   4,233,787   3,147,749   0.743   1986   5,590,922   4,188,808   0.749   1987   9,641,700   6,458,143   0.670   1988   10,575,351   6,786,101   0.642   1989   11,436,672   8,616,718   0.753   1990   12,199,396   8,382,596   0.687   1991   13,160,080   9,266,376   0.704   1992   4,764,396   3,326,298   0.698   TOTAL   77,265,991   54,812,706   0.709					
1985 4,233,787 3,147,749 0.743 1986 5,590,922 4,188,808 0.749 1987 9,641,700 6,458,143 0.670 1988 10,575,351 6,786,101 0.642 1989 11,436,672 8,616,718 0.753 1990 12,199,396 8,382,596 0.687 1991 13,160,080 9,266,376 0.704 1992 4,764,396 3,326,298 0.698 TOTAL 77,265,991 54,812,706 0.709  2007-12 1981 221,393 179,163 0.809 1982 597,230 521,548 0.873 1983 1,261,266 1,192,080 0.945 1984 2,578,703 1,842,195 0.714 1985 3,489,576 2,723,188 0.780 1986 4,740,513 3,713,724 0.783 1987 8,165,351 5,547,695 0.679 1988 9,026,288 5,775,103 0.640 1989 9,969,717 7,315,476 0.734 1990 10,708,394 7,840,948 0.732 1991 11,783,042 8,572,683 0.728 1992 4,327,167 2,854,120 0.660					
1986   5,590,922   4,188,808   0.749     1987   9,641,700   6,458,143   0.670     1988   10,575,351   6,786,101   0.642     1989   11,436,672   8,616,718   0.753     1990   12,199,396   8,382,596   0.687     1991   13,160,080   9,266,376   0.704     1992   4,764,396   3,326,298   0.698     TOTAL   77,265,991   54,812,706   0.709     2007-12   1981   221,393   179,163   0.809     1982   597,230   521,548   0.873     1983   1,261,266   1,192,080   0.945     1984   2,578,703   1,842,195   0.714     1985   3,489,576   2,723,188   0.780     1986   4,740,513   3,713,724   0.783     1987   8,165,351   5,547,695   0.679     1988   9,026,288   5,775,103   0.640     1989   9,969,717   7,315,476   0.734     1990   10,708,394   7,840,948   0.732     1991   11,783,042   8,572,683   0.728     1992   4,327,167   2,854,120   0.660					
1987   9,641,700   6,458,143   0.670     1988   10,575,351   6,786,101   0.642     1989   11,436,672   8,616,718   0.753     1990   12,199,396   8,382,596   0.687     1991   13,160,080   9,266,376   0.704     1992   4,764,396   3,326,298   0.698     TOTAL   77,265,991   54,812,706   0.709     2007-12   1981   221,393   179,163   0.809     1982   597,230   521,548   0.873     1983   1,261,266   1,192,080   0.945     1984   2,578,703   1,842,195   0.714     1985   3,489,576   2,723,188   0.780     1986   4,740,513   3,713,724   0.783     1987   8,165,351   5,547,695   0.679     1988   9,026,288   5,775,103   0.640     1989   9,969,717   7,315,476   0.734     1980   10,708,394   7,840,948   0.732     1991   11,783,042   8,572,683   0.728     1992   4,327,167   2,854,120   0.660				· · · · · · · · · · · · · · · · · · ·	
1988   10,575,351   6,786,101   0.642     1989   11,436,672   8,616,718   0.753     1990   12,199,396   8,382,596   0.687     1991   13,160,080   9,266,376   0.704     1992   4,764,396   3,326,298   0.698     TOTAL   77,265,991   54,812,706   0.709     2007-12   1981   221,393   179,163   0.809     1982   597,230   521,548   0.873     1983   1,261,266   1,192,080   0.945     1984   2,578,703   1,842,195   0.714     1985   3,489,576   2,723,188   0.780     1986   4,740,513   3,713,724   0.783     1987   8,165,351   5,547,695   0.679     1988   9,026,288   5,775,103   0.640     1989   9,969,717   7,315,476   0.734     1990   10,708,394   7,840,948   0.732     1991   11,783,042   8,572,683   0.728     1992   4,327,167   2,854,120   0.660					
1989 11,436,672 8,616,718 0.753 1990 12,199,396 8,382,596 0.687 1991 13,160,080 9,266,376 0.704 1992 4,764,396 3,326,298 0.698 TOTAL 77,265,991 54,812,706 0.709  2007-12 1981 221,393 179,163 0.809 1982 597,230 521,548 0.873 1983 1,261,266 1,192,080 0.945 1984 2,578,703 1,842,195 0.714 1985 3,489,576 2,723,188 0.780 1986 4,740,513 3,713,724 0.783 1987 8,165,351 5,547,695 0.679 1988 9,026,288 5,775,103 0.640 1989 9,969,717 7,315,476 0.734 1990 10,708,394 7,840,948 0.732 1991 11,783,042 8,572,683 0.728			9,641,700	6,458,143	0.670
1990 12,199,396 8,382,596 0.687 1991 13,160,080 9,266,376 0.704 1992 4,764,396 3,326,298 0.698 TOTAL 77,265,991 54,812,706 0.709  2007-12 1981 221,393 179,163 0.809 1982 597,230 521,548 0.873 1983 1,261,266 1,192,080 0.945 1984 2,578,703 1,842,195 0.714 1985 3,489,576 2,723,188 0.780 1986 4,740,513 3,713,724 0.783 1987 8,165,351 5,547,695 0.679 1988 9,026,288 5,775,103 0.640 1989 9,969,717 7,315,476 0.734 1990 10,708,394 7,840,948 0.732 1991 11,783,042 8,572,683 0.728					
1991 13,160,080 9,266,376 0.704 1992 4,764,396 3,326,298 0.698 TOTAL 77,265,991 54,812,706 0.709  2007-12 1981 221,393 179,163 0.809 1982 597,230 521,548 0.873 1983 1,261,266 1,192,080 0.945 1984 2,578,703 1,842,195 0.714 1985 3,489,576 2,723,188 0.780 1986 4,740,513 3,713,724 0.783 1987 8,165,351 5,547,695 0.679 1988 9,026,288 5,775,103 0.640 1989 9,969,717 7,315,476 0.734 1990 10,708,394 7,840,948 0.732 1991 11,783,042 8,572,683 0.728 1992 4,327,167 2,854,120 0.660		1989	11,436,672	8,616,718	0.753
1992 4,764,396 3,326,298 0.698 TOTAL 77,265,991 54,812,706 0.709  2007-12 1981 221,393 179,163 0.809 1982 597,230 521,548 0.873 1983 1,261,266 1,192,080 0.945 1984 2,578,703 1,842,195 0.714 1985 3,489,576 2,723,188 0.780 1986 4,740,513 3,713,724 0.783 1987 8,165,351 5,547,695 0.679 1988 9,026,288 5,775,103 0.640 1989 9,969,717 7,315,476 0.734 1990 10,708,394 7,840,948 0.732 1991 11,783,042 8,572,683 0.728 1992 4,327,167 2,854,120 0.660		1990		8,382,596	0.687
TOTAL         77,265,991         54,812,706         0.709           2007-12         1981         221,393         179,163         0.809           1982         597,230         521,548         0.873           1983         1,261,266         1,192,080         0.945           1984         2,578,703         1,842,195         0.714           1985         3,489,576         2,723,188         0.780           1986         4,740,513         3,713,724         0.783           1987         8,165,351         5,547,695         0.679           1988         9,026,288         5,775,103         0.640           1989         9,969,717         7,315,476         0.734           1990         10,708,394         7,840,948         0.732           1991         11,783,042         8,572,683         0.728           1992         4,327,167         2,854,120         0.660		1991	13,160,080	9,266,376	0.704
2007-12 1981 221,393 179,163 0.809 1982 597,230 521,548 0.873 1983 1,261,266 1,192,080 0.945 1984 2,578,703 1,842,195 0.714 1985 3,489,576 2,723,188 0.780 1986 4,740,513 3,713,724 0.783 1987 8,165,351 5,547,695 0.679 1988 9,026,288 5,775,103 0.640 1989 9,969,717 7,315,476 0.734 1990 10,708,394 7,840,948 0.732 1991 11,783,042 8,572,683 0.728 1992 4,327,167 2,854,120 0.660		1992	4,764,396	3,326,298	0.698
1982       597,230       521,548       0.873         1983       1,261,266       1,192,080       0.945         1984       2,578,703       1,842,195       0.714         1985       3,489,576       2,723,188       0.780         1986       4,740,513       3,713,724       0.783         1987       8,165,351       5,547,695       0.679         1988       9,026,288       5,775,103       0.640         1989       9,969,717       7,315,476       0.734         1990       10,708,394       7,840,948       0.732         1991       11,783,042       8,572,683       0.728         1992       4,327,167       2,854,120       0.660		TOTAL	77,265,991	54,812,706	0.709
1982       597,230       521,548       0.873         1983       1,261,266       1,192,080       0.945         1984       2,578,703       1,842,195       0.714         1985       3,489,576       2,723,188       0.780         1986       4,740,513       3,713,724       0.783         1987       8,165,351       5,547,695       0.679         1988       9,026,288       5,775,103       0.640         1989       9,969,717       7,315,476       0.734         1990       10,708,394       7,840,948       0.732         1991       11,783,042       8,572,683       0.728         1992       4,327,167       2,854,120       0.660	2007-12	1981	221.393	179 163	0.809
1983       1,261,266       1,192,080       0.945         1984       2,578,703       1,842,195       0.714         1985       3,489,576       2,723,188       0.780         1986       4,740,513       3,713,724       0.783         1987       8,165,351       5,547,695       0.679         1988       9,026,288       5,775,103       0.640         1989       9,969,717       7,315,476       0.734         1990       10,708,394       7,840,948       0.732         1991       11,783,042       8,572,683       0.728         1992       4,327,167       2,854,120       0.660					
1984       2,578,703       1,842,195       0.714         1985       3,489,576       2,723,188       0.780         1986       4,740,513       3,713,724       0.783         1987       8,165,351       5,547,695       0.679         1988       9,026,288       5,775,103       0.640         1989       9,969,717       7,315,476       0.734         1990       10,708,394       7,840,948       0.732         1991       11,783,042       8,572,683       0.728         1992       4,327,167       2,854,120       0.660				· · · · · · · · · · · · · · · · · · ·	
1985       3,489,576       2,723,188       0.780         1986       4,740,513       3,713,724       0.783         1987       8,165,351       5,547,695       0.679         1988       9,026,288       5,775,103       0.640         1989       9,969,717       7,315,476       0.734         1990       10,708,394       7,840,948       0.732         1991       11,783,042       8,572,683       0.728         1992       4,327,167       2,854,120       0.660					
1986       4,740,513       3,713,724       0.783         1987       8,165,351       5,547,695       0.679         1988       9,026,288       5,775,103       0.640         1989       9,969,717       7,315,476       0.734         1990       10,708,394       7,840,948       0.732         1991       11,783,042       8,572,683       0.728         1992       4,327,167       2,854,120       0.660					
1987       8,165,351       5,547,695       0.679         1988       9,026,288       5,775,103       0.640         1989       9,969,717       7,315,476       0.734         1990       10,708,394       7,840,948       0.732         1991       11,783,042       8,572,683       0.728         1992       4,327,167       2,854,120       0.660					
1988       9,026,288       5,775,103       0.640         1989       9,969,717       7,315,476       0.734         1990       10,708,394       7,840,948       0.732         1991       11,783,042       8,572,683       0.728         1992       4,327,167       2,854,120       0.660					
1989     9,969,717     7,315,476     0.734       1990     10,708,394     7,840,948     0.732       1991     11,783,042     8,572,683     0.728       1992     4,327,167     2,854,120     0.660					
199010,708,3947,840,9480.732199111,783,0428,572,6830.72819924,327,1672,854,1200.660					
199111,783,0428,572,6830.72819924,327,1672,854,1200.660					
1992 4,327,167 2,854,120 0.660					
TOTAL 66,868,640 48,077,923 0.719					
		TOTAL	66,868,640	48,077,923	0.719

#### McKinney, Texas

## INDIVIDUAL PRESTANDARDIZED MEDICARE SUPPLEMENT POLICIES 2014 RATE FILING

Experience Year to Date	Issue Year	EARNED PREMIUM	INCURRED CLAIMS	LOSS RATIO
2008-12	1981	164,887	119,329	0.724
	1982	482,535	431,227	0.894
	1983	1,009,816	947,799	0.939
	1984	2,116,318	1,545,628	0.730
	1985	2,913,167	2,292,804	0.787
	1986	4,031,495	3,095,765	0.768
	1987	6,891,734	5,089,305	0.738
	1988	7,874,038	5,287,153	0.671
	1989	8,774,895	7,013,716	0.799
	1990	9,537,464	6,893,469	0.723
	1991	10,332,006	7,989,220	0.773
	1992	3,816,918	2,748,190	0.720
	TOTAL	57,945,273	43,453,605	0.750
2009-12	1981	127,969	72,942	0.570
	1982	404,520	352,603	0.872
	1983	834,527	677,269	0.812
	1984	1,742,605	1,268,950	0.728
	1985	2,514,178	1,907,599	0.759
	1986	3,522,306	2,786,003	0.791
	1987	6,074,907	4,198,503	0.691
	1988	7,097,641	4,882,535	0.688
	1989	7,909,030	6,048,754	0.765
	1990	8,808,115	7,114,307	0.808
	1991	9,456,498	7,177,038	0.759
	1992	3,585,828	2,594,469	0.724
	TOTAL	52,078,124	39,080,972	0.750
2010-12	1981	100,044	64,604	0.646
	1982	348,607	338,597	0.971
	1983	667,501	519,548	0.778
	1984	1,463,336	1,032,033	0.705
	1985	2,191,012	1,726,553	0.788
	1986	3,012,374	2,222,830	0.738
	1987	5,245,265	3,535,509	0.674
	1988	6,196,518	4,125,307	0.666
	1989	7,068,058	5,488,456	0.777
	1990	8,037,642	5,938,468	0.739
	1991	8,628,247	6,432,761	0.746
	1992	3,298,563	2,298,912	0.697
	TOTAL	46,257,167	33,723,578	0.729
2011-12	1981	76,003	67,901	0.893
	1982	256,331	253,823	0.990
	1983	547,043	462,117	0.845
	1984	1,241,071	793,864	0.640
	1985	1,818,833	1,234,289	0.679
	1986	2,565,322	1,919,461	0.748
	1987	4,536,830	2,993,334	0.660
	1988	5,417,551	3,440,478	0.635
	1989	6,417,927	4,410,138	0.687
	1990	7,329.673	5,278.682	0.770
	1990 1991	7,329,673 7.872.186	5,278,682 5.645.569	0.720 0.717
	1990 1991 1992	7,329,673 7,872,186 3,032,355	5,278,682 5,645,569 1,968,862	0.720 0.717 0.649

#### McKinney, Texas

## INDIVIDUAL PRESTANDARDIZED MEDICARE SUPPLEMENT POLICIES 2014 RATE FILING

#### NATIONWIDE EXPERIENCE FROM INCEPTION

Experience	Issue	EARNED	INCURRED	LOSS
Year to Date	Year	PREMIUM	CLAIMS	RATIO
2012-12	1981	50,642	28,333	0.559
	1982	179,033	154,790	0.865
	1983	431,167	326,428	0.757
	1984	957,791	567,866	0.593
	1985	1,509,670	1,006,865	0.667
	1986	2,173,499	1,539,238	0.708
	1987	3,870,461	2,398,241	0.620
	1988	4,738,391	2,695,935	0.569
	1989	5,685,747	3,724,791	0.655
	1990	6,496,148	4,497,205	0.692
	1991	7,100,668	4,718,375	0.664
	1992	2,731,002	1,757,462	0.644
	TOTAL	35,924,219	23,415,529	0.652
	0.450			
2013-09	1981	32,060	22,414	0.699
	1982	106,627	54,495	0.511
	1983	263,924	175,366	0.664
	1984	592,981	401,175	0.677
	1985	880,783	665,618	0.756
	1986	1,338,999	976,855	0.730
	1987	2,436,302	1,489,251	0.611
	1988	3,102,379	1,844,518	0.595
	1989	3,693,057	2,347,380	0.636
	1990	4,362,701	2,757,920	0.632
	1991	4,799,692	3,336,181	0.695
	1992	1,837,639	1,099,195	0.598
	TOTAL	23,447,144	15,170,368	0.647
GRAND TOTAL		6,240,151,762	3,826,788,960	0.613

INCURRED CLAIMS DO NOT INCLUDE THE CHANGE IN ADDITIONAL RESERVES CLAIM LIABILITIES SHOWN ABOVE HAVE BEEN UPDATED THROUGH 2013-09

McKinney, Texas

POLICY FORMS DMC, DMXC+, DMXC (Ages 65 and Over), DMXC (Under Age 65), MAXC, MAXC+, MBXC, MC0 (Texas Only), MC1, MC2, MC3, MC7, MCCAT, MMS, MVXC, CATMS (Minnesota Only) and W1 (Wisconsin Only)

#### INDIVIDUAL PRESTANDARDIZED MEDICARE SUPPLEMENT POLICIES

#### **2014 RATE FILING**

#### NATIONWIDE PROJECTIONS BASED ON EXPERIENCE THROUGH 2013-09

## ACTUAL EXPERIENCE TO DATE PLUS FUTURE PROJECTED RATE INCREASE REQUESTED INCLUDED

		LO	SS RATIO #1		LC	OSS RATIO #2		LOS	S RATIO #3	
EXPERIENCE		EARNED	INCURRED	LOSS	EARNED	INCURRED	LOSS	EARNED	INCURRED	LOSS
MO-YEAR		PREMIUM	CLAIMS	RATIO	PREMIUM	CLAIMS	RATIO	PREMIUM	CLAIMS	RATIO
		/			1712177101711	<u> </u>	10.77.0	TACINION!	027 111710	101110
1981-1995		4,323,200,542	2,500,956,538	0.578	222 5 42 02 4	460 004 000	0.700			
12-1996		220,543,034	163,004,930	0.739	220,543,034	163,004,930	0.739			
12-1997		198,847,254	150,228,852	0.755	198,847,254	150,228,852	0.755			
12-1998		181,460,623	133,174,615	0.734	181,460,623	133,174,615	0.734			
12-1999		170,240,412	115,823,520	0.680	170,240,412	115,823,520	0.680			
12-2000		157,125,401	102,202,669	0.650	157,125,401	102,202,669	0.650			
12-2001		144,553,730	91,477,098	0.633	144,553,730	91,477,098	0.633			
12-2002		131,339,360	81,274,172	0.619	131,339,360	81,274,172	0.619			
12-2003		117,284,154	73,917,817	0.630	117,284,154	73,917,817	0.630			
12-2004		104,160,641	66,953,983	0.643	104,160,641	66,953,983	0.643			
12-2005		90,498,928	61,571,567	0.680	90,498,928	61,571,567	0.680			
12-2006		77,265,991	54,812,706	0.709	77,265,991	54,812,706	0.709			
12-2007		66,868,640	48,077,923	0.719	66,868,640	48,077,923	0.719			
12-2008		57,945,273	43,453,605	0.750	57,945,273	43,453,605	0.750			
12-2009		52,078,124	39,080,972	0.750	52,078,124	39,080,972	0.750			
12-2010		46,257,167	33,723,578	0.729	46,257,167	33,723,578	0.729			
12-2011		41,111,125	28,468,518	0.692	41,111,125	28,468,518	0.692			
12-2012		35,924,219	23,415,529	0.652	35,924,219	23,415,529	0.652			
12-2013		30,632,003	19,657,266	0.642	30,632,003	19,657,266	0.642			
Total Thro	ough 2013	6,247,336,621	3,831,275,858	0.613	1,924,136,079	1,330,319,320	0.691			
	_	1/1 for all future year			, , , , , , , , , , , , ,					
12-2014	1.43%	26,233,987	17,131,307	0.653	26,233,987	17,131,307	0.653	26,233,987	17,131,307	0.653
12-2015	5.00%	22,862,919	14,929,934	0.653	22,862,919	14,929,934	0.653	22,862,919	14,929,934	0.653
12-2016	5.00%	19,925,034	13,011,438	0.653	19,925,034	13,011,438	0.653	19,925,034	13,011,438	0.653
12-2017	5.00%	17,364,667	11,339,468	0.653	17,364,667	11,339,468	0.653	17,364,667	11,339,468	0.653
12-2018	5.00%	15,133,307	9,882,346	0.653	15,133,307	9,882,346	0.653	15,133,307	9,882,346	0.653
12-2019	5.00%	13,188,677	8,612,465	0.653	13,188,677	8,612,465	0.653	13,188,677	8,612,465	0.653
12-2020	5.00%	11,493,932	7,505,763	0.653	11,493,932	7,505,763	0.653	11,493,932	7,505,763	0.653
12-2021	5.00%	10,016,962	6,541,273	0.653	10,016,962	6,541,273	0.653	10,016,962	6,541,273	0.653
12-2022	5.00%	8,729,782	5,700,719	0.653	8,729,782	5,700,719	0,653	8,729,782	5,700,719	0.653
12-2023	5.00%	7,608,005	4,968,177	0.653	7,608,005	4,968,177	0.653	7,608,005	4,968,177	0.653
12-2024	5.00%	6,630,377	4,329,766	0.653	6,630,377	4,329,766	0.653	6,630,377	4,329,766	0.653
12-2025	5.00%	5,778,373	3,773,391	0.653	5,778,373	3,773,391	0.653	5,778,373	3,773,391	0.653
12-2026	5.00%	5,035,852	3,288,510	0.653	5,035,852	3,288,510	0.653	5,035,852	3,288,510	0.653
12-2027	5.00%	4,388,745	2,865,937	0.653	4,388,745	2,865,937	0.653	4,388,745	2,865,937	0.653
12-2028	5.00%	3,824,792	2,497,664	0.653	3,824,792	2,497,664	0.653	3,824,792	2,497,664	0.653
12-2028	5.00%	3,333,306	2,176,714	0.653	3,333,306	2,176,714	0.653	3,333,306	2,176,714	0.653
12-2029	5.00%	2,904,976	1,897,006	0.653	2,904,976	1,897,006	0.653	2,904,976	1,897,006	0.653
12-2031										
12-2031	5.00% 5.00%	2,531,687	1,653,241	0.653	2,531,687	1,653,241	0.653	2,531,687	1,653,241	0.653
12-2032		2,206,365	1,440,799	0.653	2,206,365	1,440,799	0.653	2,206,365	1,440,799	0.653
12-2033	5.00%	1,922,847	1,255,657	0.653	1,922,847	1,255,657	0.653	1,922,847	1,255,657	0.653
otal 2014 - 2033		191,114,594	124,801,574	0.653	191,114,594	124,801,574	0,653	191,114,594	124,801,574	0.653
GRAND TOTAL		6,438,451,215	3,956,077,432	0.614	2,115,250,673	1,455,120,894	0.688	191,114,594	124,801,574	0.653

Loss Ratio #1 Projected Experience combined with Actual Experience from inception must be at least 60%

Loss Ratio #2 Projected Experience combined with Actual Experience since 1996 must be at least 65%

Loss Ratio #3 Future Projected Experience must be at least 65%

<sup>2013</sup> Experience includes actual experience from 01/2013 through 09/2013, and projected experience from 10/2013 through 12/2013 Projected Experience is not guaranteed

McKinney, Texas

POLICY FORMS DMC, DMXC+, DMXC (Ages 65 and Over), DMXC (Under Age 65), MAXC, MAXC+, MBXC, MC0 (Texas Only), MC1, MC2, MC3, MC7, MCCAT, MMS, MVXC, CATMS (Minnesota Only) and W1 (Wisconsin Only)

#### INDIVIDUAL PRESTANDARDIZED MEDICARE SUPPLEMENT POLICIES

#### **2014 RATE FILING**

#### NATIONWIDE PROJECTIONS BASED ON EXPERIENCE THROUGH 2013-09

## ACTUAL EXPERIENCE TO DATE PLUS FUTURE PROJECTED RATE INCREASE REQUESTED NOT INCLUDED

	LOSS RATIO #1			LOSS RATIO #2			LOSS RATIO #3			
EXPERIENCE		EARNED	INCURRED	LOSS	EARNED	INCURRED	LOSS	EARNED	INCURRED	LOSS
MO-YEAR		PREMIUM	CLAIMS	RATIO	PREMIUM	CLAIMS	RATIO	PREMIUM	CLAIMS	RATIO
1981-1995		4,323,200,542	2,500,956,538	0.578						
12-1996		220,543,034	163,004,930	0.739	220,543,034	163,004,930	0.739			
12-1997		198,847,254	150,228,852	0.755	198,847,254	150,228,852	0.755			
12-1998		181,460,623	133,174,615	0.734	181,460,623	133,174,615	0.734			
12-1999		170,240,412	115,823,520	0.680	170,240,412	115,823,520	0.680			
12-2000		157,125,401	102,202,669	0.650	157,125,401	102,202,669	0.650			
12-2001		144,553,730	91,477,098	0.633	144,553,730	91,477,098	0.633			
12-2002		131,339,360	81,274,172	0.619	131,339,360	81,274,172	0.619			
12-2003		117,284,154	73,917,817	0.630	117,284,154	73,917,817	0.630			
12-2004		104,160,641	66,953,983	0.643	104,160,641	66,953,983	0.643			
12-2005		90,498,928	61,571,567	0.680	90,498,928	61,571,567	0.680			
12-2006		77,265,991	54,812,706	0.709	77,265,991	54,812,706	0.709			
12-2007		66,868,640	48,077,923	0.719	66,868,640	48,077,923	0.719			
12-2008		57,945,273	43,453,605	0.750	57,945,273	43,453,605	0.750			
12-2009		52,078,124	39,080,972	0.750	52,078,124	39,080,972	0.750			
12-2010		46,257,167	33,723,578	0.729	46,257,167	33,723,578	0.729			
12-2011		41,111,125	28,468,518	0.692	41,111,125	28,468,518	0.692			
12-2012		35,924,219	23,415,529	0.652	35,924,219	23,415,529	0.652			
12-2013		30,632,003	<u>19,657,266</u>	0.642	<u>30,632,003</u>	<u>19,657,266</u>	0.642			
Total Thro	ough 2013	6,247,336,621	3,831,275,858	0.613	1,924,136,079	1,330,319,320	0.691			
	s assumed :	1/1 for all future year	5:							
12-2014	0.00%	25,864,271	17,131,307	0.662	25,864,271	17,131,307	0.662	25,864,271	17,131,307	0.662
12-2015	5.00%	22,540,712	14,929,934	0.662	22,540,712	14,929,934	0.662	22,540,712	14,929,934	0.662
12-2016	5.00%	19,644,230	13,011,438	0.662	19,644,230	13,011,438	0.662	19,644,230	13,011,438	0.662
12-2017	5.00%	17,119,947	11,339,468	0.662	17,119,947	11,339,468	0.662	17,119,947	11,339,468	0.662
12-2018	5.00%	14,920,034	9,882,346	0.662	14,920,034	9,882,346	0.662	14,920,034	9,882,346	0.662
12-2019	5.00%	13,002,809	8,612,465	0.662	13,002,809	8,612,465	0.662	13,002,809	8,612,465	0.662
12-2020	5.00%	11,331,948	7,505,763	0.662	11,331,948	7,505,763	0.662	11,331,948	7,505,763	0.662
12-2021	5.00%	9,875,793	<b>6,541,27</b> 3	0.662	9,875,793	6,541,273	0.662	9,875,793	6,541,273	0.662
12-2022	5.00%	8,606,754	5,700,719	0.662	8,606,754	5,700,719	0.662	8,606,754	5,700,719	0.662
12-2023	5,00%	7,500,786	4,968,177	0.662	7,500,786	4,968,177	0.662	7,500,786	4,968,177	0.662
12-2024	5.00%	6,536,935	4,329,766	0.662	6,536,935	4,329,766	0.662	6,536,935	4,329,766	0.662
12-2025	5.00%	5,696,939	3,773,391	0.662	5,696,939	3,773,391	0.662	5,696,939	3,773,391	0.662
12-2026	5.00%	4,964,882	3,288,510	0.662	4,964,882	3,288,510	0.662	4,964,882	3,288,510	0.662
12-2027	5.00%	4,326,895	2,865,937	0.662	4,326,895	2,865,937	0.662	4,326,895	2,865,937	0.662
12-2028	5.00%	3,770,889	2,497,664	0.662	3,770,889	2,497,664	0.662	3,770,889	2,497,664	0.662
12-2029	5.00%	3,286,330	2,176,714	0.662	3,286,330	2,176,714	0.662	3,286,330	2,176,714	0.662
12-2030	5.00%	2,864,036	1,897,006	0.662	2,864,036	1,897,006	0.662	2,864,036	1,897,006	0.662
12-2031	5.00%	2,496,008	1,653,241	0.662	2,496,008	1,653,241	0.662	2,496,008	1,653,241	0.662
12-2032	5.00%	2,175,271	1,440,799	0.662	2,175,271	1,440,799	0.662	2,175,271	1,440,799	0.662
12-2033	5.00%	1,895,748	1,255,657	0.662	1,895,748	1,255,657	0.662	1,895,748	1,255,657	0.662
Total 2014 - 2033		188,421,213	124,801,574	0.662	188,421,213	124,801,574	0.662	188,421,213	124,801,574	0.662
GRAND TOTAL		6,435,757,834	3,956,077,432	0.615	2,112,557,292	1,455,120,894	0,689	188,421,213	124,801,574	0.662

Loss Ratio #1 Projected Experience combined with Actual Experience from inception must be at least 60%

Loss Ratio #2 Projected Experience combined with Actual Experience since 1996 must be at least 65%

Loss Ratio #3 Future Projected Experience must be at least 65%

<sup>2013</sup> Experience includes actual experience from 01/2013 through 09/2013, and projected experience from 10/2013 through 12/2013 Projected Experience is not guaranteed

POLICY FORMS DMC, DMXC+, DMXC-Ages 65 & Over, DMXC-Under Age 65, MAXC, MAXC+, MBXC, MC0 (Texas Only), MC1, MC2, MC3, MC7, MCCAT, MMS, MVXC and CATMS (Minnesota Only) INDIVIDUAL PRESTANDARDIZED MEDICARE SUPPLEMENT POLICIES

#### 2014 RATE FILING

#### ACTUARIAL PARAMETERS FOR NATIONWIDE PROJECTIONS BASED ON EXPERIENCE THROUGH 2013-09

LAPSE RATES:

Ultimate Durations:

17.0%

NATIONWIDE RATE INCREASES:(1)

Year 2014 Rate Increase Year 2015+
Plans Average Requested Nationwide Premium Trend

All 1.43% 5%

#### **CLAIMS TREND:**

Price and Utilization Changes:

5%

<sup>(1)</sup> Rate increases are projected to be effective January 1