

SERFF Tracking #:

BNLB-129002378

State Tracking #:

Company Tracking #:

State: District of Columbia

Filing Company:

Bankers Life and Casualty Company

TOI/Sub-TOI: H13I Individual Health - Short Term Care/H13I.002 Nursing Home

Product Name: Limited Benefit Convalescent Care

Project Name/Number: 2010-2013 STC Rate Increase/None

### Rate Information

Rate data applies to filing.

Filing Method: SERFF

Rate Change Type: Increase

Overall Percentage of Last Rate Revision: 28.400%

Effective Date of Last Rate Revision: 08/15/2007

Filing Method of Last Filing: SERFF

### Company Rate Information

Company Name:	Overall % Indicated Change:	Overall % Rate Impact:	Written Premium Change for this Program:	# of Policy Holders Affected for this Program:	Written Premium for this Program:	Maximum % Change (where req'd):	Minimum % Change (where req'd):
Bankers Life and Casualty Company	20.000%	20.000%	\$4,680	24	\$23,402	20.000%	20.000%

State: District of Columbia

Filing Company:

Bankers Life and Casualty Company

TOI/Sub-TOI: H13I Individual Health - Short Term Care/H13I.002 Nursing Home

Product Name: Limited Benefit Convalescent Care

Project Name/Number: 2010-2013 STC Rate Increase/None

## Rate/Rule Schedule

Item No.	Schedule Item Status	Document Name	Affected Form Numbers (Separated with commas)	Rate Action	Rate Action Information	Attachments
1		GR-N320.pdf	GR-N320	Revised	Previous State Filing Number:  Percent Rate Change Request: 20	GR-N320.pdf,
2		GR-N325.pdf	GR-N325	Revised	Previous State Filing Number:  Percent Rate Change Request: 20	GR-N325.pdf,

BANKERS LIFE AND CASUALTY COMPANY

Chicago, Illinois

Policy Form Series GR-N320

Annual Premium Rates\*

Per \$10 Daily Nursing Home Benefit Amount

Maximum Benefit Amount - 90 times the Daily NH Maximum Amount

Male or Female

		BENEFIT INCREASE OPTIONS					
		Without Benefit Increases		Compound Increases			
ISSUE AGE	Elimination Period		Elimination Period		ISSUE AGE		
	0 Day	20 Day	0 Day	20 Day			
18-34	6.48	6.48	12.10	11.08	18-34		
35-39	7.20	6.48	13.10	13.10	35-39		
40-44	7.92	7.20	15.12	14.12	40-44		
45-49	9.36	8.43	18.14	16.12	45-49		
50	10.80	9.73	20.16	18.14	50		
51	11.52	10.36	21.16	19.16	51		
52	11.52	10.36	22.18	20.16	52		
53	12.24	11.02	23.18	21.16	53		
54	12.96	11.66	24.20	22.18	54		
55	13.68	12.32	25.20	23.18	55		
56	14.40	12.96	26.20	24.20	56		
57	15.84	14.26	28.22	25.20	57		
58	16.56	14.91	29.24	26.20	58		
59	18.00	16.21	31.24	28.22	59		
60	19.44	17.50	33.26	29.24	60		
61	20.88	18.80	35.28	31.24	61		
62	22.18	20.09	37.30	33.26	62		
63	24.20	22.04	39.32	35.28	63		
64	26.20	23.98	42.34	38.30	64		
65	28.22	26.20	45.36	40.32	65		
66	31.24	28.22	48.38	43.34	66		
67	33.26	30.24	52.42	46.36	67		
68	37.30	33.26	56.44	50.40	68		
69	41.32	37.30	61.48	54.44	69		
70	45.36	40.32	66.52	59.48	70		
71	50.40	45.36	72.58	64.52	71		
72	55.44	49.40	78.62	69.56	72		
73	61.48	54.44	85.68	75.60	73		
74	67.54	59.48	91.72	81.64	74		
75	74.60	65.52	99.80	87.70	75		
76	81.64	72.58	107.86	94.76	76		
77	89.72	79.64	115.92	102.82	77		
78	98.78	87.70	125.00	110.88	78		
79	107.86	95.76	136.08	119.96	79		
80	118.94	105.84	147.16	130.04	80		
81	131.04	115.92	159.26	141.12	81		
82	143.14	127.00	172.36	152.20	82		
83	156.24	139.10	185.47	164.30	83		
84	170.35	151.20	199.58	177.40	84		
85	185.47	164.30	214.70	190.51	85		
86	201.60	178.42	231.84	205.63	86		
87	218.74	194.54	248.98	220.75	87		
88	238.90	211.68	268.12	237.88	88		
89	260.06	230.83	289.30	256.03	89		

\* To determine the Bank Draft (P.P.S.P.) or Payroll Deduction (P.R.D.), Semi-Annual, Quarterly or Renewal Direct Bill rates multiply the Annual Rates, as given above, by the appropriate factor shown below and add \$1.00:

0.08583 for Monthly Bank Draft/Payroll Deduction  
 0.515 for Semi-Annual  
 0.2625 for Quarterly  
 0.09167 for Renewal Direct Bill

BANKERS LIFE AND CASUALTY COMPANY

Chicago, Illinois

Policy Form Series GR-N320

Annual Premium Rates\*

Per \$10 Daily Nursing Home Benefit Amount

Maximum Benefit Amount - 180 times the Daily NH Maximum Amount

Male or Female

ISSUE AGE	BENEFIT INCREASE OPTIONS				ISSUE AGE
	Without Benefit Increases		Compound Increases		
	Elimination Period		Elimination Period		
	0 Day	20 Day	0 Day	20 Day	
18-34	8.64	7.92	17.14	16.12	18-34
35-39	10.08	9.08	19.16	18.14	35-39
40-44	10.80	9.73	23.18	21.16	40-44
45-49	13.68	12.32	27.22	25.20	45-49
50	15.84	14.26	31.24	28.22	50
51	16.56	14.91	32.26	29.24	51
52	17.28	15.56	34.28	31.24	52
53	18.00	16.21	36.28	32.26	53
54	19.44	17.50	38.30	34.28	54
55	20.88	18.80	40.32	36.28	55
56	22.32	20.09	42.34	38.30	56
57	23.76	21.39	44.36	40.32	57
58	25.92	23.32	47.38	42.34	58
59	28.08	25.20	50.40	45.36	59
60	30.24	27.22	53.42	48.38	60
61	32.26	29.17	57.46	51.40	61
62	34.28	31.24	60.48	54.44	62
63	37.30	34.28	65.52	58.46	63
64	41.32	37.30	70.56	62.50	64
65	45.36	40.32	75.60	67.54	65
66	49.40	44.36	81.64	72.58	66
67	54.44	48.38	87.70	78.62	67
68	60.48	54.44	95.76	85.68	68
69	67.54	60.48	104.84	92.74	69
70	75.60	67.54	114.92	101.80	70
71	83.66	74.60	125.00	110.88	71
72	93.74	82.66	136.08	120.96	72
73	103.82	91.72	147.16	131.04	73
74	113.90	101.80	160.28	142.12	74
75	126.00	112.90	173.38	153.22	75
76	140.12	123.98	187.48	166.32	76
77	155.24	137.08	203.62	180.43	77
78	170.35	151.20	220.75	195.55	78
79	187.48	167.32	238.90	211.68	79
80	207.64	184.46	259.06	229.82	80
81	228.82	202.60	281.23	248.98	81
82	252.00	223.78	305.42	270.14	82
83	274.18	243.94	328.60	291.31	83
84	299.38	265.10	354.82	314.50	84
85	325.58	289.30	382.03	338.68	85
86	355.82	315.50	412.27	364.90	86
87	387.07	343.72	443.52	394.12	87
88	422.35	374.98	478.80	424.36	88
89	460.65	408.24	516.09	457.63	89

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 0.515 for Semi-Annual  
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 0.09167 for Renewal Direct Bill

**BANKERS LIFE AND CASUALTY COMPANY**

Chicago, Illinois

Policy Form Series GR-N325

Annual Premium Rates\*

Per \$10 Daily Nursing Home & Per \$10 Daily Home Health Care Benefit Amount

Maximum Benefit Amount - 90 times the Daily NH Maximum Amount

Male or Female

ISSUE AGE	BENEFIT INCREASE OPTIONS				ISSUE AGE
	Without Benefit Increases		Compound Increases		
	Elimination Period		Elimination Period		
	0 Day	20 Day	0 Day	20 Day	
18-34	9.36	8.64	18.72	16.84	18-34
35-39	10.08	9.36	20.88	18.80	35-39
40-44	10.80	10.08	23.76	21.39	40-44
45-49	12.24	10.80	28.08	25.28	45-49
50	13.68	12.24	31.68	28.52	50
51	14.40	12.96	32.40	29.17	51
52	15.12	13.68	33.84	30.46	52
53	15.84	14.40	35.28	31.76	53
54	16.56	15.12	37.44	33.70	54
55	17.28	15.84	38.88	35.00	55
56	18.72	16.56	41.04	36.94	56
57	19.44	17.28	42.48	38.24	57
58	20.88	18.80	45.36	40.83	58
59	23.04	20.74	47.52	42.76	59
60	24.48	22.04	49.68	44.72	60
61	25.20	23.32	52.56	47.31	61
62	28.08	25.28	55.44	49.90	62
63	30.24	27.22	59.04	53.14	63
64	33.12	29.80	62.64	56.38	64
65	36.00	32.40	66.24	59.62	65
66	38.88	35.00	70.56	63.50	66
67	42.48	38.24	74.88	67.40	67
68	46.80	42.13	79.92	71.93	68
69	51.12	46.01	85.68	77.12	69
70	56.88	51.20	91.44	82.30	70
71	61.92	55.72	97.92	88.12	71
72	68.40	61.57	105.12	94.60	72
73	74.88	67.40	112.32	101.08	73
74	82.08	73.88	119.52	107.56	74
75	90.00	81.01	127.44	114.70	75
76	98.64	88.78	136.08	122.48	76
77	108.00	97.20	145.44	130.90	77
78	118.08	106.28	156.96	141.26	78
79	129.60	116.64	169.20	152.20	79
80	142.56	128.30	182.88	163.30	80
81	156.24	140.62	197.28	174.38	81
82	172.08	154.88	212.40	186.48	82
83	187.20	168.34	228.24	199.58	83
84	204.48	182.44	244.94	213.70	84
85	222.48	197.56	262.08	229.82	85
86	242.64	213.70	280.22	245.95	86
87	264.10	231.84	300.38	264.10	87
88	285.26	250.99	321.55	282.24	88
89	308.44	271.15	344.74	303.40	89

\* To determine the Bank Draft (P.P.S.P.) or Payroll Deduction (P.R.D.), Semi-Annual, Quarterly or Renewal Direct Bill rates multiply the Annual Rates, as given above, by the appropriate factor shown below and add \$1.00:

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Male or Female

		BENEFIT INCREASE OPTIONS					
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ISSUE AGE	Elimination Period		Elimination Period		ISSUE AGE		
	0 Day	20 Day	0 Day	20 Day			
18-34	12.96	11.52	28.08	25.28	18-34		
35-39	13.68	12.24	31.68	28.52	35-39		
40-44	15.12	13.68	36.72	33.05	40-44		
45-49	18.00	15.84	43.92	39.53	45-49		
50	20.16	18.00	49.68	44.72	50		
51	21.60	18.72	51.12	46.01	51		
52	22.32	20.16	53.28	47.96	52		
53	23.76	20.88	56.16	50.54	53		
54	25.20	22.32	59.04	53.14	54		
55	26.64	23.76	61.92	55.72	55		
56	28.08	25.28	64.80	58.32	56		
57	29.52	25.92	67.68	60.92	57		
58	31.68	29.17	72.00	64.80	58		
59	33.84	30.24	75.60	68.05	59		
60	36.72	33.70	79.92	71.93	60		
61	40.32	36.28	84.24	75.82	61		
62	43.20	38.88	89.28	80.36	62		
63	47.52	42.76	94.32	84.89	63		
64	51.84	46.66	100.08	90.08	64		
65	56.16	50.54	106.56	95.90	65		
66	61.20	55.09	113.04	101.74	66		
67	66.96	60.27	120.24	108.22	67		
68	73.44	66.10	128.88	116.00	68		
69	81.36	73.23	138.24	124.42	69		
70	90.00	81.01	148.32	133.48	70		
71	98.64	88.78	159.12	143.21	71		
72	108.72	97.85	170.64	153.58	72		
73	119.52	107.56	182.16	163.95	73		
74	131.76	118.59	195.12	175.61	74		
75	144.72	130.25	208.80	187.92	75		
76	159.12	143.21	223.92	201.53	76		
77	174.96	157.47	239.76	215.79	77		
78	192.96	173.66	259.20	233.28	78		
79	213.12	191.80	280.08	252.07	79		
80	234.72	211.24	303.12	272.81	80		
81	258.48	232.63	327.60	294.85	81		
82	284.40	255.97	354.24	318.82	82		
83	311.04	279.94	381.60	343.44	83		
84	339.84	305.86	411.84	370.66	84		
85	371.52	334.36	444.24	399.81	85		
86	406.80	366.13	478.80	430.41	86		
87	444.24	399.81	516.24	462.67	87		
88	486.00	436.46	556.56	495.93	88		
89	531.36	473.76	599.76	532.22	89		

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SERFF Tracking #:

BNLB-129002378

State Tracking #:

Company Tracking #:

State:

District of Columbia

Filing Company:

Bankers Life and Casualty Company

TOI/Sub-TOI:

H13I Individual Health - Short Term Care/H13I.002 Nursing Home

Product Name:

Limited Benefit Convalescent Care

Project Name/Number:

2010-2013 STC Rate Increase/None

## Supporting Document Schedules

<b>Satisfied - Item:</b>	Cover Letter All Filings
<b>Comments:</b>	
<b>Attachment(s):</b>	DC Cover Letter.pdf
<b>Item Status:</b>	
<b>Status Date:</b>	

<b>Bypassed - Item:</b>	Certificate of Authority to File
<b>Bypass Reason:</b>	We are not filing through a third party.
<b>Attachment(s):</b>	
<b>Item Status:</b>	
<b>Status Date:</b>	

<b>Satisfied - Item:</b>	Actuarial Memorandum
<b>Comments:</b>	
<b>Attachment(s):</b>	DC Memo.pdf
<b>Item Status:</b>	
<b>Status Date:</b>	

<b>Bypassed - Item:</b>	Actuarial Justification
<b>Bypass Reason:</b>	N/A
<b>Attachment(s):</b>	
<b>Item Status:</b>	
<b>Status Date:</b>	

<b>Bypassed - Item:</b>	District of Columbia and Countrywide Loss Ratio Analysis (P&C)
<b>Bypass Reason:</b>	N/A
<b>Attachment(s):</b>	
<b>Item Status:</b>	
<b>Status Date:</b>	

<b>Bypassed - Item:</b>	District of Columbia and Countrywide Experience for the Last 5 Years (P&C)
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SERFF Tracking #:

BNLB-129002378

State Tracking #:

Company Tracking #:

State: District of Columbia

Filing Company:

Bankers Life and Casualty Company

TOI/Sub-TOI: H13I Individual Health - Short Term Care/H13I.002 Nursing Home

Product Name: Limited Benefit Convalescent Care

Project Name/Number: 2010-2013 STC Rate Increase/None

<b>Bypass Reason:</b>	See Exhibit I in Actuarial Memorandum.
<b>Attachment(s):</b>	
<b>Item Status:</b>	
<b>Status Date:</b>	

<b>Bypassed - Item:</b>	Actuarial Memorandum and Certifications
<b>Bypass Reason:</b>	See Actuarial Memorandum.
<b>Attachment(s):</b>	
<b>Item Status:</b>	
<b>Status Date:</b>	

<b>Bypassed - Item:</b>	Unified Rate Review Template
<b>Bypass Reason:</b>	N/A
<b>Attachment(s):</b>	
<b>Item Status:</b>	
<b>Status Date:</b>	

April 25, 2013

**Dave Krydinski**  
Product & Risk Management Dept

**VIA SERFF**

Honorable Gennet Purcell  
Commissioner of Insurance  
The District of Columbia  
Insurance & Securities Regulation  
Products Analysis Division  
810 First Street N.E., Suite 701  
Washington, D.C. 2002

NAIC: 233-61263  
FEIN: 36-0770740

Attention: Commissioner

**RE: Limited Benefit Convalescent Care**

Individual Limited Benefit Convalescent Care: GR-N320 and GR-N325

Dear Commissioner:

We are filing revised premium rates for your consideration and approval on the above captioned policy forms currently on file with your department.

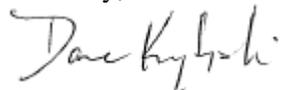
All of these policy forms are guaranteed renewable individual limited benefit convalescent care policies which are no longer being sold. These policy forms were generally sold from 1999 through 2007. Our new limited benefit convalescent care product was approved in 2007.

The projected lifetime loss ratios for these forms are in excess of original expectations, resulting in the requested rate increase of 20% for the above policy forms. The attached Actuarial Memorandum contains justification for the rate increase as well as the revised premium rates. In the past, there has been one rate increase on these forms varying by age and benefits, ranging from 0 – 40% and we requested a second uniform rate increase of 20%, but ultimately did not implement any increase in District of Columbia. We are filing for this remainder of the increase in all states nationwide where the full requested amount has not yet been implemented. The current request is for a uniform 20% increase.

Upon state insurance department approval, we will implement this increase to policies on their next billing date following a 45 day policyholder notification period.

We respectfully request your approval of this filing. Please feel free to contact us via SERFF, phone (312) 396-6099, fax (312)396-5906 or e-mail [d.krydinski@banklife.com](mailto:d.krydinski@banklife.com).

Sincerely,



Dave Krydinski  
Senior Actuarial Analyst  
Enclosures

# Bankers Life and Casualty Company

## Rate Increase Memorandum Individual Limited Benefit Convalescent Care Policy

### I. Purpose of Filing

To request a 20% rate increase due to significantly higher than anticipated future and lifetime loss ratios. The rate increase applies to the base policy forms and all riders listed in **Table 1**.

### II. Scope of Filing

This filing applies to inforce policies issued in your state. These policy forms are no longer being marketed in your state. **Table 1** includes the issue years for these policy forms as well as the number of policyholders and average monthly premium inforce as of 6/30/2012 in your state and nationwide.

### III. General Description

- A. Policy Type - **Table 1** includes a description of each Policy Form and Rider.
- B. Renewability – All Policy Forms are Guaranteed Renewable.
- C. Proposed Effective Date – Upon state insurance department approval, we will implement this increase to policies on their next billing date following a 45 day policyholder notification period.

### IV. Rate Justification Standard - Minimum Loss Ratios

**Exhibit 1** contains nationwide experience projections by policy form or form grouping and illustrates that the anticipated lifetime loss ratio with and without the requested rate increase exceeds the minimum loss ratio of 55%. The lifetime loss ratio as of 12/31/11 is calculated as the sum of accumulated past and discounted future claims divided by the sum of accumulated past and discounted future earned premium where accumulation and discounting occur at 4.5%. The Table below provides a summary of the anticipated lifetime loss ratios by policy form or form grouping.

Summary of Anticipated Lifetime Loss Ratios  
By Policy Form/Form Grouping

Policy Form Series	Anticipated Lifetime Loss Ratio w/o Rate Increase (@4.5%)	Anticipated Lifetime Loss Ratio w/ Rate Increase (@4.5%)
GR-N320/GR-N325	82.4%	77.4%

## V. Reason for Rate Increase

A rate increase is necessary at this time due to significantly higher than anticipated future and lifetime loss ratios. The higher than anticipated loss ratios are primarily driven by higher than expected claim utilization, resulting in inadequate premium rates over the lifetime of the policy forms.

## VI. Actuarial Assumptions

- A. Interest - A 4.5% annual rate of interest has been assumed for accumulating historical experience and for discounting projected future experience to the present.
- B. Mortality Rates - The 1994 GAM (sex-distinct) table has been assumed for modeling future policy terminations due to death.
- C. Lapse Rates - In addition to deaths, the voluntary lapse rates shown below were used. The voluntary lapse rates are based on actual experience and differ by issue ages.

Duration	Issue Age 35-64	Issue Age 65-69	Issue Age 70-74	Issue Age 75-89
1	17.0	17.0	17.0	17.0
2	12.0	12.5	13.0	13.5
3	10.0	11.0	11.5	12.5
4	9.0	10.0	10.0	10.5
5	8.0	9.0	9.0	9.5
6	7.0	7.5	8.0	8.5
7	6.0	6.5	6.5	7.0
8	5.0	5.0	5.5	6.0
9	4.0	4.0	4.0	4.0

- D. Expected Claim Costs – Expected claim costs used in the projection of future experience are a product of the expected claim costs used in pricing and the actual-to-expected factors that reflect actual emerging experience on these policy forms.
- E. Rate Increase History – There was an increase varying by age and benefits, ranging from 0 – 40% implemented in August 2007. The rate increase currently being requested is a uniform 20% increase.
- F. Effective Date Assumption – For the projections, the rate increase is assumed to be 50% effective in 2011 and 100% effective thereafter.

## VII. Premium Rates

Premium rates are unisex, level and payable for life. The premiums vary by issue age, elimination period, benefit period, initial daily maximum amounts and inflation protection option. Rate Sheets for each policy form are attached.

### VIII. Actuarial Certification

I hereby certify that, to the best of my knowledge and belief, the rate filing submitted herein is in compliance with all applicable laws and regulations of the state in which it is filed, and that it complies with Actuarial Standard of Practice No. 8, "Regulatory Filings for Rates and Financial Projections for Health Plans." I further certify that the anticipated loss ratio submitted herein is expected to develop over the period for which the rates are computed to provide coverage, and that the benefits are reasonable in relation to the premiums charged.



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Sanja Vujic, FSA, MAAA  
Senior Actuary

**Table I**

## Base Policy Forms

Policy Form Series	Policy Type	Dates of Issue <sup>(1)</sup>	Rate Increase Request	Number of Affected Policies <sup>(2)</sup> Inforce		Average Monthly Premium		
						Nationwide	State of DC	
				Nationwide	State of DC	Current Rate	Before Increase	After Increase
GR-N320	Limited Benefit Convalescent Care	1999-2007	20.0%	1,912	5	\$83	\$88	\$106
GR-N325				19,646	19	104	90	108

<sup>(1)</sup> Issue Date ranges are based on nationwide availability and may vary slightly from state to state.

<sup>(2)</sup> Inforce Counts and Average Monthly Premium are as of 6/30/12. Policy count is a member count since we allow two members to a policy in spousal cases.

**EXHIBIT I  
BANKERS LIFE AND CASUALTY COMPANY  
NATIONWIDE EXPERIENCE PROJECTIONS WITH AND WITHOUT RATE INCREASE  
POLICY FORMS: GR-N320, GR-N325**

Year	Without Interest													
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)	(M)	
	Current Earned Premium	Original Rate Level Earned Premium	District of Columbia Rate Level Earned Premium	Incurred Claims	Loss Ratio without Proposed Rate Incr.	Change in Active Life Reserves	Fut. Earned Premium Shock Lapse	Percent of Future Increase Implemented	Future Claim Shock Lapse	Revised District of Columbia Rate Level Earned Premium	Revised Incurred Claims	Proposed Increased Earned Premium	Proposed Loss Ratio with Proposed Rate Incr.	
1989	\$ -	\$ -	\$ -	\$ -	0.0%	\$ -	0.0%	0.0%	0.0%	\$ -	\$ -	\$ -	0.0%	
1990	-	-	-	-	0.0%	-	0.0%	0.0%	0.0%	-	-	-	0.0%	
1991	-	-	-	-	0.0%	-	0.0%	0.0%	0.0%	-	-	-	0.0%	
1992	-	-	-	-	0.0%	-	0.0%	0.0%	0.0%	-	-	-	0.0%	
1993	-	-	-	-	0.0%	-	0.0%	0.0%	0.0%	-	-	-	0.0%	
1994	-	-	-	-	0.0%	-	0.0%	0.0%	0.0%	-	-	-	0.0%	
1995	-	-	-	-	0.0%	-	0.0%	0.0%	0.0%	-	-	-	0.0%	
1996	-	-	-	-	0.0%	-	0.0%	0.0%	0.0%	-	-	-	0.0%	
1997	-	-	-	-	0.0%	-	0.0%	0.0%	0.0%	-	-	-	0.0%	
1998	-	-	-	-	0.0%	-	0.0%	0.0%	0.0%	-	-	-	0.0%	
1999	8,783	8,783	8,783	13,755	156.6%	-	0.0%	0.0%	0.0%	8,783	13,755	-	156.6%	
2000	1,010,910	1,010,910	1,010,910	295,151	29.2%	18,280	0.0%	0.0%	0.0%	1,010,910	295,151	-	29.2%	
2001	4,499,841	4,499,841	4,499,841	1,141,131	25.4%	495,515	0.0%	0.0%	0.0%	4,499,841	1,141,131	-	25.4%	
2002	9,859,499	9,859,499	9,859,499	2,873,948	29.1%	2,135,659	0.0%	0.0%	0.0%	9,859,499	2,873,948	-	29.1%	
2003	14,992,845	14,992,845	14,992,845	5,196,861	34.7%	4,494,869	0.0%	0.0%	0.0%	14,992,845	5,196,861	-	34.7%	
2004	19,603,431	19,603,431	19,603,431	7,281,896	37.1%	8,014,152	0.0%	0.0%	0.0%	19,603,431	7,281,896	-	37.1%	
2005	23,129,154	23,129,154	23,129,154	8,810,104	38.1%	10,304,285	0.0%	0.0%	0.0%	23,129,154	8,810,104	-	38.1%	
2006	25,745,921	25,745,921	25,745,921	11,586,901	45.0%	12,241,001	0.0%	0.0%	0.0%	25,745,921	11,586,901	-	45.0%	
2007	26,859,864	26,779,831	26,779,831	12,170,904	45.4%	9,503,649	0.0%	0.0%	0.0%	26,779,831	12,170,904	-	45.4%	
2008	26,818,897	22,603,405	28,145,534	13,173,591	46.8%	6,435,281	0.0%	0.0%	0.0%	28,145,534	13,173,591	-	46.8%	
2009	25,245,436	20,533,644	26,222,790	13,444,349	51.3%	7,639,116	0.0%	0.0%	0.0%	26,222,790	13,444,349	-	51.3%	
2010	23,944,255	19,465,488	24,859,024	13,115,233	52.8%	8,458,990	0.0%	0.0%	0.0%	24,859,024	13,115,233	-	52.8%	
2011	23,230,147	18,245,976	23,300,702	14,267,594	61.2%	4,996,039	0.0%	0.0%	0.0%	23,300,702	14,267,594	-	61.2%	
Subtotal Actual	\$ 224,948,983	\$ 206,478,728	\$ 228,158,265	\$ 103,371,418	45.3%	\$ 74,736,836				\$ 228,158,265	\$ 103,371,418	\$ -	45.3%	
2012	\$ 23,680,713	\$ 17,228,323	\$ 22,001,814	\$ 14,461,523	65.7%		0.0%	0.0%	0.0%	\$ 22,001,814	\$ 14,461,523	\$ -	65.7%	
2013	21,451,059	15,511,654	19,808,853	14,835,306	74.9%		5.0%	50.0%	1.0%	18,818,411	14,686,953	1,881,841	71.0%	
2014	19,235,723	13,910,186	17,762,768	15,169,035	85.4%		0.0%	100.0%	1.0%	16,874,629	14,865,654	3,374,926	73.4%	
2015	17,287,743	12,502,040	15,963,578	15,505,082	97.1%		0.0%	100.0%	1.0%	15,165,400	15,039,929	3,033,080	82.6%	
2016	15,542,145	11,240,226	14,351,286	15,827,058	110.3%		0.0%	100.0%	1.0%	13,633,722	15,193,976	2,726,744	92.9%	
2017	13,956,748	10,094,230	12,886,949	16,104,019	125.0%		0.0%	100.0%	1.0%	12,242,601	15,298,818	2,448,520	104.1%	
2018	12,507,651	9,046,762	11,548,502	16,309,641	141.2%		0.0%	100.0%	1.0%	10,971,077	15,494,159	2,194,215	117.7%	
2019	11,176,154	8,084,284	10,318,687	16,442,409	159.3%		0.0%	100.0%	0.0%	9,802,753	15,620,289	1,960,551	132.8%	
2020	9,946,534	7,195,412	9,182,994	16,490,282	179.6%		0.0%	100.0%	0.0%	8,723,844	15,665,768	1,744,769	149.6%	
2021	8,806,785	6,371,454	8,130,346	16,433,107	202.1%		0.0%	100.0%	0.0%	7,723,829	15,611,452	1,544,766	168.4%	
2022	7,755,156	5,611,141	7,159,125	16,267,516	227.2%		0.0%	100.0%	0.0%	6,801,168	15,454,140	1,360,234	189.4%	
2023	6,790,880	4,913,926	6,268,620	15,996,150	255.2%		0.0%	100.0%	0.0%	5,955,189	15,196,342	1,191,038	212.6%	
2024	5,912,458	4,278,726	5,457,443	15,622,577	286.3%		0.0%	100.0%	0.0%	5,184,571	14,841,448	1,036,914	238.6%	
2025	5,117,610	3,703,903	4,723,484	15,153,695	320.8%		0.0%	100.0%	0.0%	4,487,310	14,396,011	897,462	267.3%	
2026	4,403,295	3,187,263	4,063,930	14,598,047	359.2%		0.0%	100.0%	0.0%	3,860,734	13,868,145	772,147	299.3%	
2027	3,765,757	2,726,099	3,475,307	13,964,914	401.8%		0.0%	100.0%	0.0%	3,301,541	13,266,668	660,308	334.9%	
2028	3,200,654	2,317,280	2,953,597	13,266,482	449.2%		0.0%	100.0%	0.0%	2,805,917	12,603,158	561,183	374.3%	
2029	2,703,202	1,957,356	2,494,377	12,514,284	501.7%		0.0%	100.0%	0.0%	2,369,658	11,888,570	473,932	418.1%	
2030	2,268,315	1,642,656	2,092,944	11,716,611	559.8%		0.0%	100.0%	0.0%	1,988,297	11,130,781	397,659	466.5%	
2031	1,890,749	1,369,798	1,744,500	10,882,527	623.8%		0.0%	100.0%	0.0%	1,657,228	10,338,401	331,446	519.9%	
2032	1,565,236	1,133,778	1,444,026	10,024,417	694.2%		0.0%	100.0%	0.0%	1,371,824	9,523,196	274,365	578.5%	
2033	1,286,589	932,052	1,186,876	9,155,530	771.4%		0.0%	100.0%	0.0%	1,127,532	8,697,754	225,506	642.8%	
2034	1,049,791	760,598	968,365	8,287,902	855.9%		0.0%	100.0%	0.0%	919,947	7,873,507	183,989	713.2%	
2035	850,061	615,962	784,075	7,432,749	948.0%		0.0%	100.0%	0.0%	744,871	7,061,111	148,974	790.0%	
2036	682,903	494,895	629,851	6,601,136	1048.0%		0.0%	100.0%	0.0%	598,359	6,271,079	119,672	873.4%	
2037	544,132	394,374	501,829	5,803,865	1156.5%		0.0%	100.0%	0.0%	476,737	5,513,672	95,347	963.8%	
2038	429,898	311,614	396,451	5,050,927	1274.0%		0.0%	100.0%	0.0%	376,628	4,798,381	75,326	1061.7%	
2039	336,692	244,080	310,477	4,349,900	1401.0%		0.0%	100.0%	0.0%	294,953	4,132,405	58,991	1167.5%	
2040	261,345	189,478	240,982	3,705,863	1537.8%		0.0%	100.0%	0.0%	228,933	3,520,569	45,787	1281.5%	
2041	201,018	145,756	185,346	3,122,242	1684.6%		0.0%	100.0%	0.0%	176,078	2,966,130	35,216	1403.8%	
2042	153,199	111,093	141,246	2,600,618	1841.2%		0.0%	100.0%	0.0%	134,184	2,470,587	26,837	1534.3%	
2043	115,683	83,897	106,652	2,141,256	2007.7%		0.0%	100.0%	0.0%	101,320	2,034,194	20,264	1673.1%	
2044	86,564	62,784	79,802	1,742,934	2184.1%		0.0%	100.0%	0.0%	75,812	1,655,787	15,162	1820.1%	
2045	64,207	46,573	59,188	1,402,463	2369.5%		0.0%	100.0%	0.0%	56,229	1,332,340	11,246	1974.6%	
2046	47,231	34,262	43,537	1,115,402	2562.0%		0.0%	100.0%	0.0%	41,360	1,059,632	8,272	2135.0%	
2047	34,483	25,017	31,785	877,061	2759.4%		0.0%	100.0%	0.0%	30,196	833,208	6,039	2299.5%	
2048	25,017	18,151	23,058	682,359	2959.3%		0.0%	100.0%	0.0%	21,905	648,241	4,381	2466.1%	
2049	18,063	13,107	16,648	526,086	3160.0%		0.0%	100.0%	0.0%	15,816	499,782	3,163	2633.3%	
2050	13,008	9,440	11,989	402,855	3360.2%		0.0%	100.0%	0.0%	11,389	382,712	2,278	2800.2%	
2051	9,368	6,798	8,633	307,136	3557.7%		0.0%	100.0%	0.0%	8,201	291,779	1,640	2964.8%	
2052	6,766	4,911	6,235	233,515	3751.4%		0.0%	100.0%	0.0%	5,924	222,219	1,185	3126.1%	
2053	4,919	3,571	4,533	178,538	3938.6%		0.0%	100.0%	0.0%	4,306	169,611	861	3282.1%	
Subtotal Projected	\$ 205,185,505	\$ 148,534,508	\$ 189,570,641	\$ 373,305,421	196.9%					\$ 181,192,200	\$ 356,880,081	\$ 29,956,236	169.0%	
Total Actual + Proj. (no interest)	\$ 430,134,488	\$ 355,013,236	\$ 417,728,905	\$ 476,676,839	114.1%					\$ 409,350,464	\$ 460,251,499	\$ 29,956,236	104.8%	
<b>Present Valued to 12/31/2011 @ 4.5% interest:</b>														
Subtotal Actual	\$ 278,006,798	\$ 257,852,176	\$ 281,597,209	\$ 124,673,727	44.3%	\$ 74,736,836				\$ 281,597,209	\$ 124,673,727	\$ -	44.3%	
Subtotal Projected	\$ 155,854,560	\$ 112,834,411	\$ 144,031,797	\$ 225,884,876	156.8%	NA				\$ 137,906,351	\$ 216,656,773	\$ 21,515,090	135.9%	
Total Actual + Proj.	\$ 433,861,358	\$ 370,686,587	\$ 425,629,007	\$ 350,558,603	82.4%	NA				\$ 419,503,561	\$ 341,330,500	\$ 21,515,090	77.4%	

**EXHIBIT I**  
**BANKERS LIFE AND CASUALTY COMPANY**  
**DISTRICT OF COLUMBIA ONLY EXPERIENCE PROJECTIONS WITH AND WITHOUT RATE INCREASE**  
**POLICY FORMS: GR-N320, GR-N325**

		Without Interest											
		(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
		District of Columbia Current		Incurred	Loss Ratio (C)/(A) without Proposed Rate Incr.	Change in Active Life Reserves	Fut. Earned Premium Shock Lapse	Percent of Future Increase Implemented	Future Claim Shock Lapse	Revised District of Columbia Current Earned Premium	Revised Incurred Claims	Proposed Increased Earned Premium	Loss Ratio (J)/[(I)+(K)] with Proposed Rate Incr.
Year	Earned Premium	Earned Premium	Claims	Rate Incr.	Life Reserves	Lapse	Implemented	Lapse	Earned Premium	Claims	Premium	Rate Incr.	
1989	\$ -	\$ -	\$ -	0.0%	\$ -	0.0%	0.0%	0.0%	\$ -	\$ -	\$ -	-	0.0%
1990	-	-	-	0.0%	-	0.0%	0.0%	0.0%	-	-	-	-	0.0%
1991	-	-	-	0.0%	-	0.0%	0.0%	0.0%	-	-	-	-	0.0%
1992	-	-	-	0.0%	-	0.0%	0.0%	0.0%	-	-	-	-	0.0%
1993	-	-	-	0.0%	-	0.0%	0.0%	0.0%	-	-	-	-	0.0%
1994	-	-	-	0.0%	-	0.0%	0.0%	0.0%	-	-	-	-	0.0%
1995	-	-	-	0.0%	-	0.0%	0.0%	0.0%	-	-	-	-	0.0%
1996	-	-	-	0.0%	-	0.0%	0.0%	0.0%	-	-	-	-	0.0%
1997	-	-	-	0.0%	-	0.0%	0.0%	0.0%	-	-	-	-	0.0%
1998	-	-	-	0.0%	-	0.0%	0.0%	0.0%	-	-	-	-	0.0%
1999	84	84	-	0.0%	-	0.0%	0.0%	0.0%	84	-	-	-	0.0%
2000	4,114	4,114	-	0.0%	437	0.0%	0.0%	0.0%	4,114	-	-	-	0.0%
2001	7,474	7,474	-	0.0%	1,136	0.0%	0.0%	0.0%	7,474	-	-	-	0.0%
2002	12,635	12,635	-	0.0%	3,217	0.0%	0.0%	0.0%	12,635	-	-	-	0.0%
2003	12,714	12,714	-	0.0%	6,657	0.0%	0.0%	0.0%	12,714	-	-	-	0.0%
2004	10,369	10,369	-	0.0%	6,024	0.0%	0.0%	0.0%	10,369	-	-	-	0.0%
2005	12,245	12,245	-	0.0%	(1,901)	0.0%	0.0%	0.0%	12,245	-	-	-	0.0%
2006	19,232	19,232	-	0.0%	6,532	0.0%	0.0%	0.0%	19,232	-	-	-	0.0%
2007	37,261	37,261	33,253	89.2%	1,059	0.0%	0.0%	0.0%	37,261	33,253	-	-	89.2%
2008	35,949	28,724	8,718	24.3%	6,493	0.0%	0.0%	0.0%	35,949	8,718	-	-	24.3%
2009	30,448	23,658	38,064	125.0%	13,379	0.0%	0.0%	0.0%	30,448	38,064	-	-	125.0%
2010	28,313	21,976	262	0.9%	14,741	0.0%	0.0%	0.0%	28,313	262	-	-	0.9%
2011	26,699	20,704	975	3.7%	11,426	0.0%	0.0%	0.0%	26,699	975	-	-	3.7%
Subtotal Actual	\$ 237,538	\$ 211,190	\$ 81,271	34.2%	\$ 69,200				\$ 237,538	\$ 81,271	\$ -		34.2%
2012	\$ 25,223	\$ 19,558	\$ 16,730	66.3%		0.0%	0.0%	0.0%	\$ 25,223	\$ 16,730	\$ -		66.3%
2013	22,697	17,601	17,180	75.7%		5.0%	50.0%	1.0%	21,562	17,008	2,156		71.7%
2014	20,336	15,771	17,572	86.4%		0.0%	100.0%	1.0%	19,319	17,221	3,864		74.3%
2015	18,257	14,162	17,955	98.3%		0.0%	100.0%	1.0%	17,345	17,417	3,469		83.7%
2016	16,394	12,718	18,310	111.7%		0.0%	100.0%	1.0%	15,574	17,577	3,115		94.1%
2017	14,700	11,407	18,602	126.5%		0.0%	100.0%	1.0%	13,965	17,672	2,793		105.4%
2018	13,153	10,208	18,803	143.0%		0.0%	100.0%	1.0%	12,495	17,863	2,499		119.1%
2019	11,731	9,107	18,913	161.2%		0.0%	100.0%	0.0%	11,144	17,968	2,229		134.4%
2020	10,419	8,091	18,920	181.6%		0.0%	100.0%	0.0%	9,898	17,974	1,980		151.3%
2021	9,206	7,150	18,803	204.2%		0.0%	100.0%	0.0%	8,745	17,862	1,749		170.2%
2022	8,088	6,284	18,560	229.5%		0.0%	100.0%	0.0%	7,683	17,632	1,537		191.2%
2023	7,065	5,491	18,196	257.5%		0.0%	100.0%	0.0%	6,712	17,286	1,342		214.6%
2024	6,135	4,770	17,716	288.7%		0.0%	100.0%	0.0%	5,829	16,830	1,166		240.6%
2025	5,296	4,119	17,130	323.4%		0.0%	100.0%	0.0%	5,032	16,273	1,006		269.5%
2026	4,544	3,536	16,449	362.0%		0.0%	100.0%	0.0%	4,317	15,627	863		301.6%
2027	3,875	3,016	15,686	404.8%		0.0%	100.0%	0.0%	3,681	14,901	736		337.3%
2028	3,284	2,557	14,853	452.3%		0.0%	100.0%	0.0%	3,120	14,110	624		376.9%
2029	2,765	2,154	13,965	505.0%		0.0%	100.0%	0.0%	2,627	13,267	525		420.9%
2030	2,313	1,803	13,032	563.4%		0.0%	100.0%	0.0%	2,197	12,380	439		469.5%
2031	1,922	1,499	12,065	627.7%		0.0%	100.0%	0.0%	1,826	11,462	365		523.1%
2032	1,586	1,237	11,078	698.4%		0.0%	100.0%	0.0%	1,507	10,524	301		582.0%
2033	1,300	1,014	10,086	776.0%		0.0%	100.0%	0.0%	1,235	9,582	247		646.7%
2034	1,057	825	9,102	860.9%		0.0%	100.0%	0.0%	1,004	8,646	201		717.4%
2035	853	667	8,138	953.5%		0.0%	100.0%	0.0%	811	7,731	162		794.6%
2036	684	534	7,206	1054.2%		0.0%	100.0%	0.0%	649	6,846	130		878.5%
2037	543	424	6,317	1163.4%		0.0%	100.0%	0.0%	516	6,001	103		969.5%
2038	428	335	5,482	1281.6%		0.0%	100.0%	0.0%	406	5,208	81		1068.0%
2039	334	261	4,708	1409.4%		0.0%	100.0%	0.0%	317	4,472	63		1174.5%
2040	259	202	4,000	1546.9%		0.0%	100.0%	0.0%	246	3,800	49		1289.1%
2041	198	155	3,361	1694.5%		0.0%	100.0%	0.0%	188	3,193	38		1412.1%
2042	151	118	2,792	1852.0%		0.0%	100.0%	0.0%	143	2,652	29		1543.3%
2043	114	89	2,293	2019.4%		0.0%	100.0%	0.0%	108	2,178	22		1682.8%
2044	85	66	1,862	2196.7%		0.0%	100.0%	0.0%	81	1,769	16		1830.6%
2045	63	49	1,495	2383.1%		0.0%	100.0%	0.0%	60	1,420	12		1985.9%
2046	46	36	1,186	2576.9%		0.0%	100.0%	0.0%	44	1,127	9		2147.4%
2047	34	26	931	2775.8%		0.0%	100.0%	0.0%	32	884	6		2313.2%
2048	24	19	723	2977.7%		0.0%	100.0%	0.0%	23	687	5		2481.4%
2049	17	14	556	3180.4%		0.0%	100.0%	0.0%	17	528	3		2650.3%
2050	13	10	425	3382.3%		0.0%	100.0%	0.0%	12	404	2		2818.6%
2051	9	7	323	3581.2%		0.0%	100.0%	0.0%	9	307	2		2984.3%
2052	7	5	246	3776.1%		0.0%	100.0%	0.0%	6	233	1		3146.8%
2053	5	4	187	3964.2%		0.0%	100.0%	0.0%	4	178	1		3303.5%
Subtotal Projected	\$ 215,213	\$ 167,101	\$ 421,933	196.1%					\$ 205,713	\$ 403,430	\$ 33,942		168.3%
Total Actual + Proj. (no interest)	\$ 452,751	\$ 378,290	\$ 503,204	111.1%					\$ 443,251	\$ 484,700	\$ 33,942		101.6%
<b>Present Valued to 12/31/2011 @ 4.5% interest:</b>													
Subtotal Actual	\$ 290,628	\$ 261,721	\$ 94,474	32.5%	\$ 69,200				\$ 290,628	\$ 94,474	\$ -		32.5%
Subtotal Projected	\$ 163,946	\$ 127,249	\$ 257,160	156.9%	NA				\$ 156,982	\$ 246,694	\$ 24,443		136.0%
Total Actual + Proj.	\$ 454,574	\$ 388,969	\$ 351,634	77.4%	NA				\$ 447,610	\$ 341,168	\$ 24,443		72.3%