

**State:** Rhode Island **Filing Company:** Bankers Life and Casualty Company  
**TOI/Sub-TOI:** MS05I Individual Medicare Supplement - Standard Plans/MS05I.015 Multi-Plan  
**Product Name:** 2020 GR-A05 & GR-A06  
**Project Name/Number:** /

## Filing at a Glance

Company: Bankers Life and Casualty Company  
Product Name: 2020 GR-A05 & GR-A06  
State: Rhode Island  
TOI: MS05I Individual Medicare Supplement - Standard Plans  
Sub-TOI: MS05I.015 Multi-Plan  
Filing Type: Rate  
Date Submitted: 08/29/2019  
SERFF Tr Num: BNLB-132066217  
SERFF Status: Assigned  
State Tr Num:  
State Status: Open-Pending Actuary Review  
Co Tr Num:  
  
Implementation: 01/01/2020  
Date Requested:  
Author(s): Diana Willis  
Reviewer(s): John Garrett (primary), Charles DeWeese, Linda Johnson, bela gorman, Victor Woods, Courtney Miner, Jennifer Smagula  
  
Disposition Date:  
Disposition Status:  
Implementation Date:  
  
State Filing Description:

**State:** Rhode Island  
**TOI/Sub-TOI:** MS05I Individual Medicare Supplement - Standard Plans/MS05I.015 Multi-Plan  
**Product Name:** 2020 GR-A05 & GR-A06  
**Project Name/Number:** /

**Filing Company:** Bankers Life and Casualty Company

## General Information

Project Name: Status of Filing in Domicile: Pending  
 Project Number: Date Approved in Domicile:  
 Requested Filing Mode: Review & Approval Domicile Status Comments:  
 Explanation for Combination/Other: Market Type: Individual  
 Submission Type: New Submission Individual Market Type:  
 Overall Rate Impact: 5% Filing Status Changed: 08/29/2019  
 State Status Changed: 08/29/2019  
 Deemer Date: Created By: Diana Willis  
 Submitted By: Diana Willis Corresponding Filing Tracking Number: Pre-SERFF

### Filing Description:

INDIVIDUAL A&H

2020 Premium Rates for Standardized Medicare Supplement Policy Forms GR-A05C and GR-A05F, GR-A06A thru GR-A06G, GR-A06FH and GR-A06J

We are submitting the rates to be used beginning in 2020 for the above referenced forms. GR A05C and GR-A05F were approved in your state on June 11, 1992. GR-A06A thru GR-A06G, GR-A06FH and GR-A06J were approved in your state on January 23, 1996. GR-A06FH was approved on May 23, 2000. Form GR-A06J was approved on August 16, 2005. These forms are no longer available for sale.

The forms are guaranteed renewable, fully medically underwritten, Standardized Medicare Supplement plans. The various degrees of benefits proved by each plan are shown in the enclosed materials.

Due to the continued inflation in medical care costs, claim cost trend increases and poorer than anticipated experience, we must increase the rates on certain plans. The specific amounts and details of our requested changes are fully explained in the enclosed actuarial memorandum. The enclosed rates are intended to be effective through year-end 2020 and will apply to in-force business only. With these rates the required anticipated loss ratio standard of your state for this form will be met.

Because of the lead-time needed to implement these rates, we'd sincerely appreciate your expedited review for approval of this filing. Please feel free to correspond with us via fax to (312) 396-5907 or e-mail [d.willis-panzica@banklife.com](mailto:d.willis-panzica@banklife.com).

## Company and Contact

### Filing Contact Information

Diana Willis, Actuarial Analyst [d.willis-panzica@banklife.com](mailto:d.willis-panzica@banklife.com)  
 111 East Wacker Drive 312-396-6071 [Phone]  
 Chicago, IL 60601 312-396-5907 [FAX]

### Filing Company Information

Bankers Life and Casualty CoCode: 61263 State of Domicile: Illinois  
 Company Group Code: 233 Company Type:  
 111 East Wacker Drive Group Name: State ID Number:  
 Chicago, IL 60601 FEIN Number: 36-0770740  
 (312) 396-6000 ext. [Phone]

**State:** Rhode Island **Filing Company:** Bankers Life and Casualty Company  
**TOI/Sub-TOI:** MS05I Individual Medicare Supplement - Standard Plans/MS05I.015 Multi-Plan  
**Product Name:** 2020 GR-A05 & GR-A06  
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### Filing Fees

Fee Required? Yes  
 Fee Amount: \$50.00  
 Retaliatory? No  
 Fee Explanation: \$25.00 per form being filed x 2 forms = \$50.00  
 Per Company: Yes

Company	Amount	Date Processed	Transaction #
Bankers Life and Casualty Company	\$50.00	08/29/2019	165018914

SERFF Tracking #:

BNLB-132066217

State Tracking #:

Company Tracking #:

State: Rhode Island

Filing Company:

Bankers Life and Casualty Company

TOI/Sub-TOI: MS05I Individual Medicare Supplement - Standard Plans/MS05I.015 Multi-Plan

Product Name: 2020 GR-A05 & GR-A06

Project Name/Number: /

### Rate Information

Rate data applies to filing.

Filing Method: SERFF  
 Rate Change Type: Increase  
 Overall Percentage of Last Rate Revision: 8.200%  
 Effective Date of Last Rate Revision: 01/01/2019  
 Filing Method of Last Filing: SERFF  
 SERFF Tracking Number of Last Filing: BNLB-131578906

### Company Rate Information

Company Name:	Overall % Indicated Change:	Overall % Rate Impact:	Written Premium Change for this Program:	Number of Policy Holders Affected for this Program:	Written Premium for this Program:	Maximum % Change (where req'd):	Minimum % Change (where req'd):
Bankers Life and Casualty Company	5.000%	5.000%	\$127,361	585	\$2,547,217	5.000%	0.000%

State: Rhode Island

Filing Company:

Bankers Life and Casualty Company

TOI/Sub-TOI: MS05I Individual Medicare Supplement - Standard Plans/MS05I.015 Multi-Plan

Product Name: 2020 GR-A05 &amp; GR-A06

Project Name/Number: /

## Rate/Rule Schedule

Item No.	Schedule Item Status	Document Name	Affected Form Numbers (Separated with commas)	Rate Action	Rate Action Information	Attachments
1		Rate Sheet Plan A	GR-A06A	Revised	Previous State Filing Number: BNLB-131578906 Percent Rate Change Request: 5	Rate Sheet - Plan A.pdf,
2		Rate Sheet Plan C	GR-A05C, GR-A06C	Revised	Previous State Filing Number: BNLB-131578906 Percent Rate Change Request: 5	Rate Sheet - Plan C.pdf,
3		Rate Sheet Plan D	GR-A06D	Revised	Previous State Filing Number: BNLB-131578906 Percent Rate Change Request: 5	Rate Sheet - Plan D.pdf,
4		Rate Sheet Plan E	GR-A06E	Revised	Previous State Filing Number: BNLB-131578906 Percent Rate Change Request: 5	Rate Sheet - Plan E.pdf,
5		Rate Sheet Plan F	GR-A05F, GR-A06F	Revised	Previous State Filing Number: BNLB-131578906 Percent Rate Change Request: 5	Rate Sheet - Plan F.pdf,
6		Rate Sheet Plan FH	GR-A06FH	Revised	Previous State Filing Number: BNLB-131578906 Percent Rate Change Request:	Rate Sheet - Plan FH.pdf,
7		Rate Sheet Plan G	GR-A06G	Revised	Previous State Filing Number: BNLB-131578906 Percent Rate Change Request: 5	Rate Sheet - Plan G.pdf,
8		Rate Sheet Plan J	GR-A06J	Revised	Previous State Filing Number: BNLB-131578906 Percent Rate Change Request: 5	Rate Sheet - Plan J.pdf,

**Bankers Life and Casualty Company**

Standardized Medicare Supplement  
Policy Form Series GR-A06

Annual Premium Rates\* Male or Female

<u>Attained Age</u>	<u>Plan A</u>
65	\$2,189.00
66	2,241.91
67	2,295.91
68	2,356.78
69	2,420.82
70	2,486.92
71	2,554.67
72	2,624.27
73	2,713.83
74	2,807.76
75	2,903.43
76	3,005.10
77	3,107.10
78	3,214.99
79	3,325.72
80+	3,441.68

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

0.08583 for Monthly Bank Draft/Payroll Deduction; 0.515 for Semi-Annual; 0.2625 for Quarterly; 0.09167 for Monthly Direct Bill; 2.50 for Triennial

**Bankers Life and Casualty Company**

Standardized Medicare Supplement  
Policy Form Series GR-A05

Annual Premium Rates\* Male or Female

<u>Attained Age</u>	<u>Plan C</u>
65	\$2,266.24
66	2,336.49
67	2,410.45
68	2,491.94
69	2,577.25
70	2,666.49
71	2,759.32
72	2,855.76
73	2,970.96
74	3,092.48
75	3,218.70
76	3,351.79
77	3,490.12
78	3,636.73
79	3,788.59
80+	3,951.57

\* To determine the Bank Draft (P.P.S.P.) or Payroll Deduction (P.R.D.), Semi-Annual, Quarterly or Monthly 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 Monthly Direct Bill

**Bankers Life and Casualty Company**

Standardized Medicare Supplement  
Policy Form Series GR-A06

Annual Premium Rates\* Male or Female

<u>Attained Age</u>	<u>Plan C</u>
65	\$2,139.91
66	2,207.00
67	2,276.82
68	2,353.62
69	2,434.34
70	2,518.45
71	2,606.27
72	2,697.14
73	2,806.34
74	2,920.78
75	3,039.79
76	3,164.92
77	3,296.05
78	3,433.94
79	3,578.15
80+	3,731.97

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0.08583 for Monthly Bank Draft/Payroll Deduction; 0.515 for Semi-Annual; 0.2625 for Quarterly; 0.09167 for Monthly Direct Bill; 2.50 for Triennial



**Bankers Life and Casualty Company**

Standardized Medicare Supplement  
Policy Form Series GR-A06

Annual Premium Rates\* Male or Female

<u>Attained Age</u>	<u>Plan D</u>
65	\$2,021.33
66	2,092.24
67	2,166.96
68	2,248.67
69	2,335.29
70	2,425.18
71	2,520.63
72	2,617.94
73	2,734.34
74	2,856.85
75	2,983.39
76	3,119.21
77	3,260.81
78	3,409.17
79	3,564.62
80+	3,730.99

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

0.08583 for Monthly Bank Draft/Payroll Deduction; 0.515 for Semi-Annual; 0.2625 for Quarterly; 0.09167 for Monthly Direct Bill; 2.50 for Triennial

**Bankers Life and Casualty Company**

Standardized Medicare Supplement  
Policy Form Series GR-A06

Annual Premium Rates\* Male or Female

<u>Attained Age</u>	<u>Plan E</u>
65	\$2,401.83
66	2,482.56
67	2,566.01
68	2,658.31
69	2,755.61
70	2,856.63
71	2,961.25
72	3,071.10
73	3,198.52
74	3,333.03
75	3,472.23
76	3,618.73
77	3,772.33
78	3,933.68
79	4,101.67
80+	4,282.11

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

0.08583 for Monthly Bank Draft/Payroll Deduction; 0.515 for Semi-Annual; 0.2625 for Quarterly; 0.09167 for Monthly Direct Bill; 2.50 for Triennial

**Bankers Life and Casualty Company**

Standardized Medicare Supplement  
Policy Form Series GR-A05

Annual Premium Rates\* Male or Female

<u>Attained Age</u>	<u>Plan F</u>
65	\$2,753.32
66	2,860.67
67	2,972.70
68	3,089.97
69	3,211.06
70	3,337.39
71	3,469.61
72	3,607.72
73	3,750.84
74	3,902.91
75	4,060.00
76	4,224.18
77	4,395.78
78	4,573.93
79	4,762.43
80+	4,958.25

\* To determine the Bank Draft (P.P.S.P.) or Payroll Deduction (P.R.D.), Semi-Annual, Quarterly or Monthly 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 Monthly Direct Bill

**Bankers Life and Casualty Company**

Standardized Medicare Supplement  
Policy Form Series GR-A06

Annual Premium Rates\* Male or Female

<u>Attained Age</u>	<u>Plan F</u>
65	\$2,682.09
66	2,786.27
67	2,895.90
68	3,009.68
69	3,127.61
70	3,251.43
71	3,380.15
72	3,514.66
73	3,654.30
74	3,802.33
75	3,954.40
76	4,114.87
77	4,282.66
78	4,456.00
79	4,639.38
80+	4,830.07

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**Bankers Life and Casualty Company**

Standardized Medicare Supplement  
Policy Form Series GR-A06

Annual Premium Rates\* Male or Female

<u>Attained Age</u>	<u>Plan FH</u>
65	\$500.94
66	519.05
67	537.70
68	557.01
69	576.98
70	597.81
71	619.30
72	641.67
73	665.56
74	690.10
75	715.52
76	741.92
77	769.52
78	797.99
79	827.56
80+	858.10

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**Bankers Life and Casualty Company**

Standardized Medicare Supplement  
Policy Form Series GR-A06

Annual Premium Rates\* Male or Female

<u>Attained Age</u>	<u>Plan G</u>
65	\$2,546.92
66	2,653.18
67	2,765.43
68	2,883.58
69	3,007.50
70	3,136.01
71	3,270.30
72	3,412.12
73	3,560.70
74	3,716.81
75	3,879.89
76	4,050.18
77	4,230.62
78	4,420.33
79	4,619.09
80+	4,827.78

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

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**Bankers Life and Casualty Company**

Standardized Medicare Supplement  
Policy Form Series GR-A06

Annual Premium Rates\* Male or Female

<u>Attained Age</u>	<u>Plan J</u>
65	\$2,369.76
66	2,474.05
67	2,583.36
68	2,692.45
69	2,805.69
70	2,924.38
71	3,047.43
72	3,175.94
73	3,314.81
74	3,459.90
75	3,611.32
76	3,769.50
77	3,934.22
78	4,115.09
79	4,304.47
80+	4,502.91

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

0.08583 for Monthly Bank Draft/Payroll Deduction; 0.515 for Semi-Annual; 0.2625 for Quarterly; 0.09167 for Monthly Direct Bill; 2.50 for Triennial

SERFF Tracking #:

BNLB-132066217

State Tracking #:

Company Tracking #:

State: Rhode Island

Filing Company:

Bankers Life and Casualty Company

TOI/Sub-TOI: MS05I Individual Medicare Supplement - Standard Plans/MS05I.015 Multi-Plan

Product Name: 2020 GR-A05 &amp; GR-A06

Project Name/Number: /

## Supporting Document Schedules

<b>Satisfied - Item:</b>	A&H Experience
<b>Comments:</b>	
<b>Attachment(s):</b>	Exhibit I.pdf Exhibit II.pdf Exhibit III.pdf Exhibit IV.pdf Exhibit V.pdf Exhibit VI.pdf RI Bankers Life and Casualty - Consumer Narrative.pdf
<b>Item Status:</b>	
<b>Status Date:</b>	

<b>Satisfied - Item:</b>	Actuarial Certification - Life & A&H
<b>Comments:</b>	
<b>Attachment(s):</b>	Rhodelsland_ActCertLAH - BLC Ind.pdf
<b>Item Status:</b>	
<b>Status Date:</b>	

<b>Satisfied - Item:</b>	Actuarial Memorandum - A&H Rate Revision Filing
<b>Comments:</b>	
<b>Attachment(s):</b>	Rate Memo.pdf
<b>Item Status:</b>	
<b>Status Date:</b>	

<b>Satisfied - Item:</b>	*Medicare Supplement-Individual
<b>Comments:</b>	This is a rate filing
<b>Attachment(s):</b>	
<b>Item Status:</b>	
<b>Status Date:</b>	

<b>Satisfied - Item:</b>	Premium Rate Sheets - Life & A&H
<b>Comments:</b>	



SERFF Tracking #:

BNLB-132066217

State Tracking #:

Company Tracking #:

State:

Rhode Island

Filing Company:

Bankers Life and Casualty Company

TOI/Sub-TOI:

MS05I Individual Medicare Supplement - Standard Plans/MS05I.015 Multi-Plan

Product Name:

2020 GR-A05 & GR-A06

Project Name/Number:

/

<b>Attachment(s):</b>	Rate Sheet - Plan A.pdf Rate Sheet - Plan C.pdf Rate Sheet - Plan D.pdf Rate Sheet - Plan E.pdf Rate Sheet - Plan F.pdf Rate Sheet - Plan FH.pdf Rate Sheet - Plan G.pdf Rate Sheet - Plan J.pdf Rate Sheet - Current.pdf
<b>Item Status:</b>	
<b>Status Date:</b>	

**Bankers Life and Casualty Company**

Exhibit I

Standardized Medicare Supplement Benefit Descriptions\*  
Policy Form Series GR-A05 and GR-A06

Plan	Basic Benefits	Part A Deductible	Skilled Nursing Coinsurance	Foreign Travel Emergency	Part B Deductible	At Home Recovery	Preventive Care	Excess Part B Charges		Form
								100%	80%	
A										A
C										C
D										D
E										E
F										F
FH**										FH**
G										G
J										J

\* Benefits shaded are provided by the form.

\*\* Benefits are paid subject to applicable deductible and/or coinsurance.

**Bankers Life and Casualty Company**

Exhibit II

2020 Rate Adjustments

Rhode Island

<u>Plan</u>	<u>Rate Change</u>
A	5.0%
C	5.0%
D	5.0%
E	5.0%
F	5.0%
FH	0.0%
G	5.0%
J	5.0%

Exhibit III  
Standardized Medicare Supplement  
Policy Form Series GR-A05 and GR-A06

Rhode Island Rate History

	A05C		A05F
1993	11.7%		5.7%
1994	6.0%		0.0%
1995	16.4%		6.5%
1996	27.4%		16.0%
1997	20.0%		6.0%
1998	20.0%		15.5%
1999	20.0%		16.0%
2000	17.0%		11.0%
2001	13.0%		13.0%
2002	0.0%		0.0%
2003	4.0%		10.5%
2004	0.0%		0.0%
2005	0.0%		1.0%
2006	8.5%		9.0%
2007	0.0%		3.0%
2008	11.0%		0.0%
2009	-5.8%		8.0%
2010	0.0%		2.5%
2011	0.5%		0.5%
2012	1.0%		1.0%
2013	0.0%		3.0%
2014	0.0%		0.0%
2015	0.0%		0.0%
2016	0.0%		6.0%
2017	0.0%		0.0%
2018	0.0%		0.0%
2019	0.0%		8.5%

	A06A	A06C	A06D	A06E	A06F	A06FH	A06G	A06J
1997	12.0%	7.5%	7.5%	5.0%	6.0%	N/A	0.0%	N/A
1998	12.5%	11.0%	9.0%	0.0%	6.0%	N/A	6.0%	N/A
1999	13.5%	15.0%	15.0%	8.5%	11.5%	N/A	12.5%	N/A
2000	15.0%	11.5%	15.0%	15.0%	0.0%	N/A	0.0%	N/A
2001	4.0%	16.0%	18.0%	10.0%	15.0%	15.0%	15.5%	N/A
2002	0.0%	3.0%	7.0%	7.5%	3.0%	14.0%	0.0%	N/A
2003	0.0%	5.5%	5.5%	6.0%	0.0%	0.0%	6.5%	N/A
2004	0.0%	8.5%	0.0%	5.5%	0.0%	-30.0%	3.5%	N/A
2005	2.0%	9.0%	7.5%	9.5%	0.0%	0.0%	-0.5%	N/A
2006	25.0%	25.0%	14.0%	25.0%	13.0%	0.0%	14.5%	0.0%
2007	15.0%	15.0%	0.0%	13.5%	10.5%	0.0%	10.0%	5.0%
2008	15.0%	15.0%	0.0%	2.5%	0.0%	0.0%	7.5%	6.5%
2009	8.5%	-22.5%	0.0%	0.0%	8.5%	0.0%	8.5%	8.5%
2010	3.5%	-22.5%	3.5%	3.5%	3.5%	0.0%	3.5%	3.5%
2011	7.5%	10.0%	10.0%	7.0%	10.0%	0.0%	10.0%	6.0%
2012	7.0%	9.0%	0.0%	3.0%	9.0%	0.0%	9.0%	6.0%
2013	4.0%	4.0%	4.0%	0.0%	4.0%	0.0%	4.0%	4.0%
2014	5.0%	0.0%	5.0%	4.0%	6.0%	4.0%	5.0%	3.0%
2015	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
2016	0.0%	0.0%	0.0%	0.0%	6.0%	0.0%	0.0%	0.0%
2017	6.0%	0.0%	0.0%	0.0%	0.0%	3.0%	6.0%	0.0%
2018	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
2019	8.5%	0.0%	0.0%	8.5%	8.5%	8.5%	8.5%	8.5%

# Bankers Life and Casualty Company

## Exhibit IV

### Policy Form Series GR-A05 and GR-A06

#### In-force Policy History

#### Rhode Island

Year-End	GR-A06A	GR-A05C GR-A06C	GR-A06D	GR-A06E	GR-A05F GR-A06F	GR-A06FH	GR-A06G	GR-A06J
1992	N/A	87	N/A	N/A	12	N/A	N/A	N/A
1993	N/A	474	N/A	N/A	63	N/A	N/A	N/A
1994	N/A	1,408	N/A	N/A	89	N/A	N/A	N/A
1995	N/A	1,756	N/A	N/A	93	N/A	N/A	N/A
1996	0	1,542	2	0	107	N/A	1	N/A
1997	0	1,176	4	0	103	N/A	3	N/A
1998	0	726	3	2	73	N/A	4	N/A
1999	0	599	6	21	70	N/A	4	N/A
2000	0	564	19	53	89	0	9	N/A
2001	0	463	16	63	111	2	20	N/A
2002	0	404	11	88	120	3	37	N/A
2003	1	374	10	92	163	4	32	N/A
2004	1	319	10	95	274	3	37	N/A
2005	3	154	9	67	617	5	45	N/A
2006	3	99	7	45	817	16	54	44
2007	3	77	5	36	804	22	47	193
2008	2	58	5	24	840	26	46	324
2009	2	48	5	18	1,035	58	39	407
2010	2	94	6	17	1,350	123	27	388
2011	2	74	3	15	1,168	82	25	344
2012	2	61	3	11	1,009	68	24	315
2013	2	50	2	11	884	59	24	275
2014	2	44	2	9	754	48	20	238
2015	1	38	2	7	641	41	13	220
2016	1	34	2	7	565	38	13	207
2017	1	27	2	4	492	35	12	195
2018	1	25	2	2	415	31	9	176
As of 6/2019	1	21	2	2	364	25	7	163

## Nationwide

Year-End	GR-A06A	GR-A05C GR-A06C	GR-A06D	GR-A06E	GR-A05F GR-A06F	GR-A06FH	GR-A06G	GR-A06J
1992	N/A	29,035	N/A	N/A	32,308	N/A	N/A	N/A
1993	N/A	86,053	N/A	N/A	51,949	N/A	N/A	N/A
1994	N/A	138,831	N/A	N/A	56,030	N/A	N/A	N/A
1995	N/A	146,755	N/A	N/A	54,929	N/A	N/A	N/A
1996	366	119,929	10,284	403	50,162	N/A	1,128	N/A
1997	510	97,168	16,546	744	45,818	N/A	3,012	N/A
1998	509	74,928	21,774	3,006	42,272	N/A	4,629	N/A
1999	487	59,294	20,045	8,906	40,686	N/A	6,311	N/A
2000	495	49,683	16,562	12,192	45,865	564	13,546	N/A
2001	529	39,921	13,124	12,508	50,333	1,434	18,020	N/A
2002	589	35,611	10,683	13,204	51,090	1,739	23,670	N/A
2003	721	30,213	8,919	16,775	53,311	2,255	31,568	N/A
2004	812	25,673	7,444	19,301	58,730	3,577	40,042	N/A
2005	864	20,732	5,785	21,157	62,347	4,778	51,096	468
2006	781	15,744	4,095	16,571	51,086	5,544	43,137	26,104
2007	643	12,633	3,286	13,072	42,765	5,779	37,390	45,943
2008	659	10,032	2,753	10,332	39,457	6,432	30,047	64,380
2009	629	8,265	2,930	8,039	39,334	9,037	24,536	79,683
2010	544	6,864	2,846	5,943	36,234	11,986	19,956	77,105
2011	388	5,494	2,149	4,495	28,832	9,250	15,555	59,566
2012	262	4,487	1,694	3,628	23,836	7,710	12,718	48,315
2013	223	3,739	1,388	3,020	20,304	6,682	10,626	40,263
2014	173	3,184	1,138	2,517	17,685	5,889	9,079	34,701
2015	144	2,737	960	2,110	15,594	5,276	7,854	30,344
2016	124	2,345	824	1,765	13,918	4,778	6,910	26,876
2017	114	1,996	657	1,482	12,364	4,265	6,066	23,856
2018	97	1,740	554	1,259	11,084	3,861	5,354	21,279
As of 6/2019	90	1,576	498	1,137	10,365	3,603	4,944	19,574

**Bankers Life and Casualty Company**

Exhibit V  
Policy Form Series GR-A05 and GR-A06

Nationwide Experience

	<b>Experience Period</b>	<b>Earned Premium</b>	<b>Incurred Claims</b>	<b>Claim Ratio</b>
<b>A06A</b>	1996	93,960	49,253	52.4%
	1997	354,097	249,409	70.4%
	1998	455,427	357,300	78.5%
	1999	511,807	340,942	66.6%
	2000	586,117	321,175	54.8%
	2001	706,350	359,444	50.9%
	2002	798,574	421,946	52.8%
	2003	901,021	529,773	58.8%
	2004	1,079,121	823,435	76.3%
	2005	1,211,303	959,090	79.2%
	2006	1,314,000	960,975	73.1%
	2007	1,213,511	969,191	79.9%
	2008	1,325,701	1,425,009	107.5%
	2009	1,794,129	2,570,002	143.2%
	2010	1,845,998	2,309,688	125.1%
	2011	1,410,692	1,603,680	113.7%
	2012	940,206	990,482	105.3%
	2013	747,990	554,225	74.1%
	2014	596,216	436,788	73.3%
2015	442,014	357,164	80.8%	
2016	347,345	246,915	71.1%	
2017	314,990	299,106	95.0%	
2018	263,061	322,760	122.7%	
	<b>Plan A Total</b>	<b>19,253,629</b>	<b>17,457,751</b>	<b>90.7%</b>
<b>A05C/A06C</b>	1992	7,870,240	5,406,520	68.7%
	1993	49,991,776	37,582,403	75.2%
	1994	102,471,052	82,681,131	80.7%
	1995	141,870,099	117,243,497	82.6%
	1996	152,628,232	118,657,096	77.7%
	1997	139,819,741	105,917,198	75.8%
	1998	123,824,169	92,135,431	74.4%
	1999	110,135,117	77,874,999	70.7%
	2000	102,290,449	68,372,064	66.8%
	2001	93,854,965	58,898,425	62.8%
	2002	82,572,477	51,844,754	62.8%
	2003	76,573,766	49,232,022	64.3%
	2004	68,514,024	45,778,829	66.8%
	2005	61,121,739	41,173,199	67.4%
	2006	52,230,240	35,257,090	67.5%
	2007	43,749,502	28,654,852	65.5%
	2008	37,466,347	24,679,676	65.9%
	2009	31,946,549	21,001,971	65.7%
	2010	27,649,492	18,544,973	67.1%
2011	22,897,677	14,699,028	64.2%	
2012	19,655,850	11,760,412	59.8%	
2013	16,404,700	9,577,745	58.4%	
2014	13,669,110	8,143,018	59.6%	
2015	11,342,345	7,326,743	64.6%	
2016	9,750,683	6,304,854	64.7%	
2017	8,150,751	5,388,355	66.1%	

**Bankers Life and Casualty Company**

Exhibit V  
Policy Form Series GR-A05 and GR-A06

Nationwide Experience

	<b>Experience Period</b>	<b>Earned Premium</b>	<b>Incurred Claims</b>	<b>Claim Ratio</b>
<b>A05C/A06C</b>	2018	7,031,874	5,181,799	73.7%
	<b>Plan C Total</b>	<b>1,615,482,968</b>	<b>1,149,318,084</b>	<b>71.1%</b>
<b>A06D</b>	1996	3,503,105	2,152,197	61.4%
	1997	12,834,889	8,598,851	67.0%
	1998	20,020,971	13,930,975	69.6%
	1999	24,832,343	17,299,180	69.7%
	2000	24,673,077	16,653,431	67.5%
	2001	23,068,105	14,761,568	64.0%
	2002	20,475,450	12,688,594	62.0%
	2003	18,903,639	11,993,719	63.4%
	2004	16,862,582	11,231,262	66.6%
	2005	15,000,637	9,746,473	65.0%
	2006	12,545,355	7,581,668	60.4%
	2007	10,075,760	5,944,469	59.0%
	2008	8,437,315	5,212,304	61.8%
	2009	7,941,617	5,284,888	66.5%
	2010	8,267,431	5,372,688	65.0%
	2011	7,262,455	4,612,210	63.5%
	2012	6,181,587	4,034,451	65.3%
	2013	5,193,173	3,425,024	66.0%
	2014	4,423,136	2,873,497	65.0%
	2015	3,811,485	2,226,939	58.4%
	2016	3,210,539	2,107,489	65.6%
	2017	2,537,198	1,786,189	70.4%
	2018	2,262,285	1,639,435	72.5%
	<b>Plan D Total</b>	<b>262,324,136</b>	<b>171,157,498</b>	<b>65.2%</b>
<b>A06E</b>	1996	114,037	73,226	64.2%
	1997	503,035	319,385	63.5%
	1998	1,682,897	989,596	58.8%
	1999	6,536,011	4,042,041	61.8%
	2000	14,111,764	9,277,547	65.7%
	2001	17,502,623	10,780,400	61.6%
	2002	19,851,891	12,068,290	60.8%
	2003	24,154,782	16,158,822	66.9%
	2004	29,630,648	21,010,431	70.9%
	2005	34,678,227	24,877,597	71.7%
	2006	36,136,155	24,596,387	68.1%
	2007	30,855,845	20,984,831	68.0%
	2008	27,072,973	18,707,427	69.1%
	2009	23,952,111	15,723,582	65.6%
	2010	20,546,896	12,910,621	62.8%
	2011	16,293,593	9,992,899	61.3%
	2012	13,979,053	8,744,823	62.6%
	2013	11,923,622	7,224,553	60.6%
	2014	9,671,713	6,388,991	66.1%
	2015	8,384,888	5,589,463	66.7%
	2016	7,090,116	4,679,848	66.0%
	2017	6,699,300	4,153,234	62.0%
	2018	5,415,422	3,603,640	66.5%



**Bankers Life and Casualty Company**

Exhibit V  
Policy Form Series GR-A05 and GR-A06

Nationwide Experience

	<b>Experience Period</b>	<b>Earned Premium</b>	<b>Incurred Claims</b>	<b>Claim Ratio</b>
	<i>Plan E Total</i>	<i>366,787,602</i>	<i>242,897,632</i>	<i>66.2%</i>
<b>A05F/A06F</b>	1992	15,472,874	8,556,907	55.3%
	1993	51,186,508	29,313,126	57.3%
	1994	65,673,883	40,085,144	61.0%
	1995	67,384,402	45,281,352	67.2%
	1996	68,419,357	45,866,641	67.0%
	1997	66,558,962	45,532,687	68.4%
	1998	65,106,252	44,078,666	67.7%
	1999	65,430,038	44,253,876	67.6%
	2000	71,075,207	47,754,857	67.2%
	2001	86,197,827	55,723,396	64.6%
	2002	93,844,480	58,370,340	62.2%
	2003	100,180,014	63,481,727	63.4%
	2004	109,864,103	73,795,700	67.2%
	2005	121,401,392	83,553,622	68.8%
	2006	122,586,856	83,079,481	67.8%
	2007	109,071,176	73,556,306	67.4%
	2008	103,437,784	71,108,510	68.7%
	2009	105,830,404	72,511,123	68.5%
	2010	113,485,480	76,960,100	67.8%
	2011	99,005,538	65,038,746	65.7%
	2012	87,747,914	54,924,256	62.6%
	2013	75,493,574	47,649,548	63.1%
	2014	66,734,433	41,535,261	62.2%
	2015	57,462,660	38,298,213	66.6%
	2016	51,270,406	34,440,301	67.2%
	2017	45,316,790	31,778,151	70.1%
	2018	40,712,514	31,908,969	78.4%
	<i>Plan F Total</i>	<i>2,125,950,826</i>	<i>1,408,437,006</i>	<i>66.2%</i>
<b>A06FH</b>	2000	201,137	28,095	14.0%
	2001	989,027	183,084	18.5%
	2002	1,536,013	341,589	22.2%
	2003	1,801,577	336,999	18.7%
	2004	2,034,356	545,125	26.8%
	2005	2,702,259	1,016,849	37.6%
	2006	3,126,762	1,304,280	41.7%
	2007	3,250,896	1,456,670	44.8%
	2008	3,618,759	1,615,246	44.6%
	2009	4,525,520	2,159,211	47.7%
	2010	7,754,491	4,639,111	59.8%
	2011	6,214,752	4,373,120	70.4%
	2012	5,422,279	4,007,625	73.9%
	2013	4,761,122	3,450,946	72.5%
	2014	4,338,970	2,887,926	66.6%
	2015	3,880,005	3,238,601	83.5%
	2016	3,763,529	2,878,494	76.5%
	2017	3,367,108	2,702,395	80.3%
	2018	3,019,394	2,778,396	92.0%

**Bankers Life and Casualty Company**

Exhibit V  
Policy Form Series GR-A05 and GR-A06

Nationwide Experience

	<b>Experience Period</b>	<b>Earned Premium</b>	<b>Incurred Claims</b>	<b>Claim Ratio</b>
	<i>Plan FH Total</i>	<b>66,307,957</b>	<b>39,943,763</b>	<b>60.2%</b>
<b>A06G</b>	1996	452,039	260,038	57.5%
	1997	2,060,385	1,368,177	66.4%
	1998	4,467,829	2,776,012	62.1%
	1999	6,924,126	4,293,184	62.0%
	2000	12,634,230	8,200,907	64.9%
	2001	23,754,485	15,272,709	64.3%
	2002	32,213,543	20,346,336	63.2%
	2003	43,401,451	27,819,993	64.1%
	2004	57,670,532	39,711,425	68.9%
	2005	75,892,898	53,400,690	70.4%
	2006	85,699,661	59,925,231	69.9%
	2007	78,467,515	55,903,529	71.2%
	2008	72,864,095	49,652,198	68.1%
	2009	65,185,354	44,343,337	68.0%
	2010	57,676,165	40,289,100	69.9%
	2011	49,229,516	33,714,239	68.5%
	2012	44,180,235	29,024,510	65.7%
	2013	38,763,939	24,345,061	62.8%
	2014	34,386,213	21,374,004	62.2%
	2015	29,526,280	19,002,279	64.4%
	2016	26,154,907	16,991,245	65.0%
	2017	22,959,468	15,511,616	67.6%
	2018	18,778,655	15,064,416	80.2%
	<i>Plan G Total</i>	<b>883,343,521</b>	<b>598,590,234</b>	<b>67.8%</b>
<b>A06J</b>	2005	81,624	37,314	45.7%
	2006	24,999,059	16,084,120	64.3%
	2007	64,971,791	44,985,007	69.2%
	2008	103,429,248	72,890,825	70.5%
	2009	144,276,111	102,149,086	70.8%
	2010	175,562,896	123,479,124	70.3%
	2011	159,291,054	108,406,477	68.1%
	2012	146,113,873	92,426,463	63.3%
	2013	133,033,460	82,182,319	61.8%
	2014	120,040,538	75,326,981	62.8%
	2015	108,673,108	69,291,331	63.8%
	2016	99,659,174	63,805,042	64.0%
	2017	91,946,307	60,469,763	65.8%
	2018	84,382,527	60,810,425	72.1%
	<i>Plan J Total</i>	<b>1,456,460,771</b>	<b>972,344,276</b>	<b>66.8%</b>

**Bankers Life and Casualty Company**  
 Exhibit V  
 Policy Form Series GR-A05 and GR-A06

Nationwide Experience

	<b>Experience Period</b>	<b>Earned Premium</b>	<b>Incurred Claims</b>	<b>Claim Ratio</b>
<b>All Plans Combined</b>	1992	23,343,114	13,963,426	59.8%
	1993	101,178,284	66,895,529	66.1%
	1994	168,144,936	122,766,275	73.0%
	1995	209,254,500	162,524,849	77.7%
	1996	225,210,731	167,058,450	74.2%
	1997	222,131,108	161,985,706	72.9%
	1998	215,557,546	154,267,979	71.6%
	1999	214,369,441	148,104,222	69.1%
	2000	225,571,982	150,608,076	66.8%
	2001	246,073,382	155,979,026	63.4%
	2002	251,292,428	156,081,848	62.1%
	2003	265,916,252	169,553,055	63.8%
	2004	285,655,365	192,896,206	67.5%
	2005	312,090,079	214,764,833	68.8%
	2006	338,638,089	228,789,231	67.6%
	2007	341,655,997	232,454,855	68.0%
	2008	357,652,222	245,291,195	68.6%
	2009	385,451,796	265,743,199	68.9%
	2010	412,788,849	284,505,405	68.9%
	2011	361,605,275	242,440,398	67.0%
2012	324,220,997	205,913,022	63.5%	
2013	286,321,580	178,409,422	62.3%	
2014	253,860,331	158,966,466	62.6%	
2015	223,522,784	145,330,733	65.0%	
2016	201,246,698	131,454,188	65.3%	
2017	181,291,912	122,088,808	67.3%	
2018	161,865,732	121,309,841	74.9%	
	<b>Grand Total</b>	<b>6,795,911,410</b>	<b>4,600,146,245</b>	<b>67.7%</b>

**Bankers Life and Casualty Company  
Policy Form GR-A06A**

**Exhibit VI**

With the 2020 Rate Action  
Nationwide Experience

Issue Year	Experience Year	Earned Premium	Incurred Claims	Claim Ratio	Exposed Policies(1)	Persistency	Average Annual Premium(2)	Premium Trend(5)	Average Claim Cost(3)	Claim Cost Trend
All	1992	-	-	---	-	---	-	---	-	---
	1993	-	-	---	-	---	-	---	-	---
	1994	-	-	---	-	---	-	---	-	---
	1995	-	-	---	-	---	-	---	-	---
	1996	93,960	49,253	52.4%	1,547	---	728.84	---	382.05	---
	1997	354,097	249,409	70.4%	5,541	358.2%	766.86	5.2%	540.14	41.4%
	1998	455,427	357,300	78.5%	6,222	112.3%	878.36	14.5%	689.10	27.6%
	1999	511,807	340,942	66.6%	6,031	96.9%	1,018.35	15.9%	678.38	-1.6%
	2000	586,117	321,175	54.8%	5,963	98.9%	1,179.51	15.8%	646.34	-4.7%
	2001	706,350	359,444	50.9%	6,297	105.6%	1,346.07	14.1%	684.98	6.0%
	2002	798,574	421,946	52.8%	6,765	107.4%	1,416.54	5.2%	748.46	9.3%
	2003	901,021	529,773	58.8%	7,733	114.3%	1,398.20	-1.3%	822.10	9.8%
	2004	1,079,121	823,435	76.3%	9,268	119.8%	1,397.22	-0.1%	1,066.16	29.7%
	2005	1,211,303	959,090	79.2%	10,056	108.5%	1,445.47	3.5%	1,144.50	7.3%
	2006	1,314,000	960,975	73.1%	9,837	97.8%	1,602.93	10.9%	1,172.28	2.4%
	2007	1,213,511	969,191	79.9%	8,201	83.4%	1,775.65	10.8%	1,418.16	21.0%
	2008	1,325,701	1,425,009	107.5%	7,648	93.3%	2,080.08	17.1%	2,235.89	57.7%
	2009	1,794,129	2,570,002	143.2%	7,981	104.4%	2,697.60	29.7%	3,864.18	72.8%
	2010	1,845,998	2,309,688	125.1%	7,475	93.7%	2,963.47	9.9%	3,707.86	-4.0%
	2011	1,410,692	1,603,680	113.7%	5,431	72.7%	3,116.98	5.2%	3,543.39	-4.4%
	2012	940,206	990,482	105.3%	3,637	67.0%	3,102.14	-0.5%	3,268.02	-7.8%
	2013	747,990	554,225	74.1%	2,900	79.7%	3,095.13	-0.2%	2,293.34	-29.8%
	2014	596,216	436,788	73.3%	2,372	81.8%	3,016.27	-2.5%	2,209.72	-3.6%
	2015	442,014	357,164	80.8%	1,905	80.3%	2,784.34	-7.7%	2,249.85	1.8%
	2016	347,345	246,915	71.1%	1,578	82.8%	2,641.40	-5.1%	1,877.68	-16.5%
	2017	314,990	299,106	95.0%	1,427	90.4%	2,648.83	0.3%	2,515.26	34.0%
	2018	263,061	322,760	122.7%	1,243	87.1%	2,540.63	-4.1%	3,117.20	23.9%
Thru 2018		19,253,629	17,457,751	90.7%	127,058					
2019		243,026	294,848	121.3%	1,081	87.0%	2,697.79	6.2%	3,273.06	5.0%
Thru 2019		19,496,655	17,752,599	91.1%	128,139					
2020		223,050	269,209	120.7%	940	87.0%	2,847.45	5.5%	3,436.71	5.0%
Thru 2020		19,719,705	18,021,808	91.4%	129,079					
2021		203,874	245,983	120.7%	818	87.0%	2,990.81	5.0%	3,608.55	5.0%
2022		186,327	224,813	120.7%	712	87.0%	3,140.35	5.0%	3,788.98	5.0%
2023		170,089	205,221	120.7%	619	87.0%	3,297.37	5.0%	3,978.43	5.0%
2024		155,512	187,633	120.7%	539	87.0%	3,462.24	5.0%	4,177.35	5.0%
2025		142,082	171,428	120.7%	469	87.0%	3,635.35	5.0%	4,386.22	5.0%
2026		129,782	156,588	120.7%	408	87.0%	3,817.12	5.0%	4,605.53	5.0%
2027		118,569	143,059	120.7%	355	87.0%	4,007.98	5.0%	4,835.81	5.0%
2028		108,366	130,748	120.7%	309	87.0%	4,208.38	5.0%	5,077.60	5.0%
2029		99,055	119,514	120.7%	269	87.0%	4,418.80	5.0%	5,331.48	5.0%
Thru 2029		21,033,361	19,606,795	93.2%	133,577					

Experience Period	Calendar Duration	Earned Premium	Incurred Claims	Claim Ratio
Thru 2018	All	19,253,629	17,457,751	90.7%
2019	All	243,026	294,848	121.3%
2020	All	223,050	269,209	120.7%
2021-2029	All	1,313,656	1,584,987	120.7%
Cumulative	All	21,033,361	19,606,795	93.2%
Thru 2018		19,253,629	17,457,751	90.7%
2019-2029		1,779,732	2,149,044	120.8%

Projection Assumptions

Persistency		Claim Cost Trend		
Duration 0-1	174.0%	2019	2020	5.0%
Ultimate	87.0%	Ultimate	5.0%	5.0%
Rate Changes	Aging	R.S. Change	Total	Effect. (4)
2018	0.3%	0.5%	0.9%	0.874
2019	0.3%	6.4%	6.8%	0.897
2020	0.3%	5.0%	5.4%	0.904
2021	0.3%	4.6%	5.0%	0.904
2022	0.3%	4.6%	5.0%	0.904
2023	0.3%	4.6%	5.0%	0.904
2024	0.3%	4.6%	5.0%	0.904
2025	0.3%	4.6%	5.0%	0.904
2026	0.3%	4.6%	5.0%	0.904
2027	0.3%	4.6%	5.0%	0.904
2028	0.3%	4.6%	5.0%	0.904
2029	0.3%	4.6%	5.0%	0.904

- (1) Sum of mean in-force policies as of each month in the experience month.
- (2) 12\*Earned Premium/Exposed Policies.
- (3) 12\*Incurred Claims/Exposed Policies.
- (4) 2020+ rate increases are assumed to be 0.904 effective in the increase year and 0.096 effective in the following year.
- (5) 2021+ increases assumed to be claim cost trend net of aging at 0.3% per year.  
Ex: 2021 prem trend = (1.054\*0.096) \* (1.050\*0.904) - 1 = 5.0%.

**Bankers Life and Casualty Company  
Policy Forms GR-A05C GR-A06C**

**Exhibit VI**

With the 2020 Rate Action  
Nationwide Experience

Issue Year	Experience Year	Earned Premium	Incurred Claims	Claim Ratio	Exposed Policies(1)	Persistency	Average Annual Premium(2)	Premium Trend(5)	Average Claim Cost(3)	Claim Cost Trend
All	1992	7,870,240	5,406,520	68.7%	116,036	---	813.91	---	559.12	---
	1993	49,991,776	37,582,403	75.2%	692,520	596.8%	866.26	6.4%	651.23	16.5%
	1994	102,471,052	82,681,131	80.7%	1,367,850	197.5%	898.97	3.8%	725.35	11.4%
	1995	141,870,099	117,243,497	82.6%	1,755,764	128.4%	969.63	7.9%	801.32	10.5%
	1996	152,628,232	118,657,096	77.7%	1,606,702	91.5%	1,139.94	17.6%	886.22	10.6%
	1997	139,819,741	105,917,198	75.8%	1,296,631	80.7%	1,294.00	13.5%	980.24	10.6%
	1998	123,824,169	92,135,431	74.4%	1,014,616	78.3%	1,464.49	13.2%	1,089.70	11.2%
	1999	110,135,117	77,874,999	70.7%	794,632	78.3%	1,663.19	13.6%	1,176.02	7.9%
	2000	102,290,449	68,372,064	66.8%	651,125	81.9%	1,885.18	13.3%	1,260.07	7.1%
	2001	93,854,965	58,898,425	62.8%	531,625	81.6%	2,118.52	12.4%	1,329.47	5.5%
	2002	82,572,477	51,844,754	62.8%	450,020	84.6%	2,201.83	3.9%	1,382.47	4.0%
	2003	76,573,766	49,232,022	64.3%	394,723	87.7%	2,327.92	5.7%	1,496.71	8.3%
	2004	68,514,024	45,778,829	66.8%	333,914	84.6%	2,462.22	5.8%	1,645.17	9.9%
	2005	61,121,739	41,173,199	67.4%	277,207	83.0%	2,645.90	7.5%	1,782.34	8.3%
	2006	52,230,240	35,257,090	67.5%	213,874	77.2%	2,930.52	10.8%	1,978.20	11.0%
	2007	43,749,502	28,654,852	65.5%	166,622	77.9%	3,150.81	7.5%	2,063.70	4.3%
	2008	37,466,347	24,679,676	65.9%	133,236	80.0%	3,374.43	7.1%	2,222.79	7.7%
	2009	31,946,549	21,001,971	65.7%	108,195	81.2%	3,543.22	5.0%	2,329.35	4.8%
	2010	27,649,492	18,544,973	67.1%	91,009	84.1%	3,645.73	2.9%	2,445.25	5.0%
	2011	22,897,677	14,699,028	64.2%	72,678	79.9%	3,780.68	3.7%	2,426.98	-0.7%
	2012	19,655,850	11,760,412	59.8%	59,243	81.5%	3,981.40	5.3%	2,382.14	-1.8%
	2013	16,404,700	9,577,745	58.4%	48,806	82.4%	4,033.45	1.3%	2,354.89	-1.1%
	2014	13,669,110	8,143,018	59.6%	41,148	84.3%	3,986.33	-1.2%	2,374.75	0.8%
	2015	11,342,345	7,326,743	64.6%	35,189	85.5%	3,867.92	-3.0%	2,498.53	5.2%
	2016	9,750,683	6,304,854	64.7%	30,399	86.4%	3,849.08	-0.5%	2,488.84	-0.4%
	2017	8,150,751	5,388,355	66.1%	25,895	85.2%	3,777.14	-1.9%	2,497.02	0.3%
	2018	7,031,874	5,181,799	73.7%	22,428	86.6%	3,762.46	-0.4%	2,772.56	11.0%
Thru 2018		1,615,482,968	1,149,318,084	71.1%	12,332,087					
2019		6,327,235	4,761,279	75.3%	19,441	86.7%	3,905.50	3.8%	2,938.91	6.0%
Thru 2019		1,621,810,203	1,154,079,363	71.2%	12,351,528					
2020		5,763,670	4,375,095	75.9%	16,853	86.7%	4,103.96	5.1%	3,115.24	6.0%
Thru 2020		1,627,573,873	1,158,454,458	71.2%	12,368,381					
2021		5,260,372	4,020,092	76.4%	14,609	86.7%	4,320.93	5.3%	3,302.15	6.0%
2022		4,801,809	3,693,962	76.9%	12,664	86.7%	4,550.04	5.3%	3,500.28	6.0%
2023		4,383,241	3,394,306	77.4%	10,978	86.7%	4,791.30	5.3%	3,710.30	6.0%
2024		4,000,970	3,118,806	78.0%	9,516	86.7%	5,045.36	5.3%	3,932.92	6.0%
2025		3,652,169	2,865,771	78.5%	8,249	86.7%	5,312.89	5.3%	4,168.90	6.0%
2026		3,333,915	2,633,374	79.0%	7,151	86.7%	5,594.60	5.3%	4,419.03	6.0%
2027		3,043,322	2,419,764	79.5%	6,199	86.7%	5,891.25	5.3%	4,684.17	6.0%
2028		2,778,192	2,223,591	80.0%	5,374	86.7%	6,203.63	5.3%	4,965.22	6.0%
2029		2,535,726	2,042,972	80.6%	4,658	86.7%	6,532.57	5.3%	5,263.13	6.0%
Thru 2029		1,661,363,589	1,184,867,096	71.3%	12,447,779					

Experience Period	Calendar Duration	Earned Premium	Incurred Claims	Claim Ratio
Thru 2018	All	1,615,482,968	1,149,318,084	71.1%
2019	All	6,327,235	4,761,279	75.3%
2020	All	5,763,670	4,375,095	75.9%
2021-2029	All	33,789,716	26,412,638	78.2%
Cumulative	All	1,661,363,589	1,184,867,096	71.3%
Thru 2018		1,615,482,968	1,149,318,084	71.1%
2019-2029		45,880,621	35,549,012	77.5%

**Projection Assumptions**

Persistency		Claim Cost Trend		
Duration 0-1	173.4%	2019	6.0%	
Ultimate	86.7%	Ultimate	6.0%	
Rate Changes	Aging	R.S. Change	Total	Effect. (4)
2018	0.1%	0.1%	0.2%	0.917
2019	0.1%	4.1%	4.3%	0.892
2020	0.1%	5.0%	5.1%	0.897
2021	0.1%	5.2%	5.3%	0.897
2022	0.1%	5.2%	5.3%	0.897
2023	0.1%	5.2%	5.3%	0.897
2024	0.1%	5.2%	5.3%	0.897
2025	0.1%	5.2%	5.3%	0.897
2026	0.1%	5.2%	5.3%	0.897
2027	0.1%	5.2%	5.3%	0.897
2028	0.1%	5.2%	5.3%	0.897
2029	0.1%	5.2%	5.3%	0.897

- (1) Sum of mean in-force policies as of each month in the experience month.
- (2) 12\*Earned Premium/Exposed Policies.
- (3) 12\*Incurred Claims/Exposed Policies.
- (4) 2020+ rate increases are assumed to be 0.897 effective in the increase year and 0.103 effective in the following year.
- (5) 2021+ increases assumed to be claim cost trend net of aging at 0.8% per year.  
Ex: 2021 prem trend = (1.051^0.103) \* (1.053^0.897) - 1 = 5.3%.

**Bankers Life and Casualty Company  
Policy Form GR-A06D**

**Exhibit VI**

With the 2020 Rate Action  
Nationwide Experience

Issue Year	Experience Year	Earned Premium	Incurred Claims	Claim Ratio	Exposed Policies(1)	Persistency	Average Annual Premium(2)	Premium Trend(5)	Average Claim Cost(3)	Claim Cost Trend
All	1992	-	-	---	-	---	-	---	-	---
	1993	-	-	---	-	---	-	---	-	---
	1994	-	-	---	-	---	-	---	-	---
	1995	-	-	---	-	---	-	---	-	---
	1996	3,503,105	2,152,197	61.4%	45,897	---	915.90	---	562.70	---
	1997	12,834,889	8,598,851	67.0%	165,971	361.6%	927.99	1.3%	621.71	10.5%
	1998	20,020,971	13,930,975	69.6%	235,084	141.6%	1,021.98	10.1%	711.11	14.4%
	1999	24,832,343	17,299,180	69.7%	254,485	108.3%	1,170.95	14.6%	815.73	14.7%
	2000	24,673,077	16,653,431	67.5%	217,803	85.6%	1,359.38	16.1%	917.53	12.5%
	2001	23,068,105	14,761,568	64.0%	176,593	81.1%	1,567.54	15.3%	1,003.09	9.3%
	2002	20,475,450	12,688,594	62.0%	140,373	79.5%	1,750.38	11.7%	1,084.70	8.1%
	2003	18,903,639	11,993,719	63.4%	116,612	83.1%	1,945.29	11.1%	1,234.22	13.8%
	2004	16,862,582	11,231,262	66.6%	97,465	83.6%	2,076.14	6.7%	1,382.81	12.0%
	2005	15,000,637	9,746,473	65.0%	78,536	80.6%	2,292.04	10.4%	1,489.22	7.7%
	2006	12,545,355	7,581,668	60.4%	57,191	72.8%	2,632.31	14.8%	1,590.81	6.8%
	2007	10,075,760	5,944,469	59.0%	43,341	75.8%	2,789.72	6.0%	1,645.87	3.5%
	2008	8,437,315	5,212,304	61.8%	35,444	81.8%	2,856.56	2.4%	1,764.69	7.2%
	2009	7,941,617	5,284,888	66.5%	33,646	94.9%	2,832.41	-0.8%	1,884.88	6.8%
	2010	8,267,431	5,372,688	65.0%	36,704	109.1%	2,702.95	-4.6%	1,756.55	-6.8%
	2011	7,262,455	4,612,210	63.5%	28,978	79.0%	3,007.44	11.3%	1,909.95	8.7%
	2012	6,181,587	4,034,451	65.3%	22,689	78.3%	3,269.38	8.7%	2,133.78	11.7%
	2013	5,193,173	3,425,024	66.0%	18,252	80.4%	3,414.32	4.4%	2,251.82	5.5%
	2014	4,423,136	2,873,497	65.0%	14,929	81.8%	3,555.34	4.1%	2,309.73	2.6%
	2015	3,811,485	2,226,939	58.4%	12,456	83.4%	3,671.95	3.3%	2,145.41	-7.1%
	2016	3,210,539	2,107,489	65.6%	10,614	85.2%	3,629.78	-1.1%	2,382.69	11.1%
	2017	2,537,198	1,786,189	70.4%	8,755	82.5%	3,477.60	-4.2%	2,448.23	2.8%
	2018	2,262,285	1,639,435	72.5%	7,225	82.5%	3,757.69	8.1%	2,723.13	11.2%
Thru 2018		262,324,136	171,157,498	65.2%	1,859,043					
2019		1,988,897	1,433,638	72.1%	5,960	82.5%	4,004.49	6.6%	2,886.52	6.0%
Thru 2019		264,313,033	172,591,136	65.3%	1,865,003					
2020		1,735,369	1,253,716	72.2%	4,917	82.5%	4,235.19	5.8%	3,059.71	6.0%
Thru 2020		266,048,402	173,844,852	65.3%	1,869,920					
2021		1,513,613	1,096,502	72.4%	4,057	82.5%	4,477.04	5.7%	3,243.29	6.0%
2022		1,320,241	958,885	72.6%	3,347	82.5%	4,733.46	5.7%	3,437.89	6.0%
2023		1,151,468	838,460	72.8%	2,761	82.5%	5,004.57	5.7%	3,644.16	6.0%
2024		1,004,446	733,290	73.0%	2,278	82.5%	5,291.20	5.7%	3,862.81	6.0%
2025		875,966	641,143	73.2%	1,879	82.5%	5,594.25	5.7%	4,094.58	6.0%
2026		763,977	560,616	73.4%	1,550	82.5%	5,914.66	5.7%	4,340.25	6.0%
2027		666,510	490,355	73.6%	1,279	82.5%	6,253.42	5.7%	4,600.67	6.0%
2028		581,268	428,744	73.8%	1,055	82.5%	6,611.58	5.7%	4,876.71	6.0%
2029		506,793	374,775	74.0%	870	82.5%	6,990.25	5.7%	5,169.31	6.0%
Thru 2029		274,432,684	179,967,622	65.6%	1,888,996					

Experience Period	Calendar Duration	Earned Premium	Incurred Claims	Claim Ratio
Thru 2018	All	262,324,136	171,157,498	65.2%
2019	All	1,988,897	1,433,638	72.1%
2020	All	1,735,369	1,253,716	72.2%
2021-2029	All	8,384,282	6,122,770	73.0%
Cumulative	All	274,432,684	179,967,622	65.6%
Thru 2018		262,324,136	171,157,498	65.2%
2019-2029		12,108,548	8,810,124	72.8%

Projection Assumptions				
Persistency		Claim Cost Trend		
Duration 0-1	165.0%	2019	6.0%	
Ultimate	82.5%	Ultimate	6.0%	
Rate Changes	Aging	R.S. Change	Total	Effect. (4)
2018	0.5%	1.0%	1.5%	0.917
2019	0.5%	6.7%	7.2%	0.892
2020	0.5%	5.0%	5.6%	0.894
2021	0.5%	5.2%	5.7%	0.894
2022	0.5%	5.2%	5.7%	0.894
2023	0.5%	5.2%	5.7%	0.894
2024	0.5%	5.2%	5.7%	0.894
2025	0.5%	5.2%	5.7%	0.894
2026	0.5%	5.2%	5.7%	0.894
2027	0.5%	5.2%	5.7%	0.894
2028	0.5%	5.2%	5.7%	0.894
2029	0.5%	5.2%	5.7%	0.894

- (1) Sum of mean in-force policies as of each month in the experience month.
- (2) 12\*Earned Premium/Exposed Policies.
- (3) 12\*Incurred Claims/Exposed Policies.
- (4) 2020+ rate increases are assumed to be 0.894 effective in the increase year and 0.106 effective in the following year.
- (5) 2021+ increases assumed to be claim cost trend net of aging at 0.8% per year.  
Ex: 2021 prem trend = (1.056\*0.106) \* (1.057\*0.894) - 1 = 5.7%.

**Bankers Life and Casualty Company  
Policy Form GR-A06E**

**Exhibit VI**

With the 2020 Rate Action  
Nationwide Experience

Issue Year	Experience Year	Earned Premium	Incurred Claims	Claim Ratio	Exposed Policies(1)	Persistency	Average Annual Premium(2)	Premium Trend(5)	Average Claim Cost(3)	Claim Cost Trend
All	1992	-	-	---	-	---	-	---	-	---
	1993	-	-	---	-	---	-	---	-	---
	1994	-	-	---	-	---	-	---	-	---
	1995	-	-	---	-	---	-	---	-	---
	1996	114,037	73,226	64.2%	1,555	---	880.03	---	565.08	---
	1997	503,035	319,385	63.5%	6,880	442.4%	877.39	-0.3%	557.07	-1.4%
	1998	1,682,897	989,596	58.8%	20,327	295.5%	993.49	13.2%	584.21	4.9%
	1999	6,536,011	4,042,041	61.8%	71,061	349.6%	1,103.73	11.1%	682.58	16.8%
	2000	14,111,764	9,277,547	65.7%	138,640	195.1%	1,221.45	10.7%	803.02	17.6%
	2001	17,502,623	10,780,400	61.6%	147,971	106.7%	1,419.41	16.2%	874.26	8.9%
	2002	19,851,891	12,068,290	60.8%	153,241	103.6%	1,554.56	9.5%	945.04	8.1%
	2003	24,154,782	16,158,822	66.9%	180,994	118.1%	1,601.48	3.0%	1,071.34	13.4%
	2004	29,630,648	21,010,431	70.9%	216,091	119.4%	1,645.45	2.7%	1,166.75	8.9%
	2005	34,678,227	24,877,597	71.7%	243,411	112.6%	1,709.61	3.9%	1,226.45	5.1%
	2006	36,136,155	24,596,387	68.1%	223,793	91.9%	1,937.66	13.3%	1,318.88	7.5%
	2007	30,855,845	20,984,831	68.0%	171,700	76.7%	2,156.49	11.3%	1,466.62	11.2%
	2008	27,072,973	18,707,427	69.1%	136,143	79.3%	2,386.28	10.7%	1,648.92	12.4%
	2009	23,952,111	15,723,582	65.6%	106,873	78.5%	2,689.41	12.7%	1,765.49	7.1%
	2010	20,546,896	12,910,621	62.8%	81,521	76.3%	3,024.53	12.5%	1,900.46	7.6%
	2011	16,293,593	9,992,899	61.3%	60,511	74.2%	3,231.20	6.8%	1,981.70	4.3%
	2012	13,979,053	8,744,823	62.6%	48,065	79.4%	3,490.04	8.0%	2,183.25	10.2%
	2013	11,923,622	7,224,553	60.6%	39,613	82.4%	3,612.03	3.5%	2,188.54	0.2%
	2014	9,671,713	6,388,991	66.1%	32,897	83.0%	3,528.00	-2.3%	2,330.54	6.5%
	2015	8,384,888	5,589,463	66.7%	27,464	83.5%	3,663.66	3.8%	2,442.24	4.8%
	2016	7,090,116	4,679,848	66.0%	23,042	83.9%	3,692.45	0.8%	2,437.21	-0.2%
	2017	6,699,300	4,153,234	62.0%	19,412	84.2%	4,141.34	12.2%	2,567.42	5.3%
	2018	5,415,422	3,603,640	66.5%	16,332	84.1%	3,979.00	-3.9%	2,647.79	3.1%
Thru 2018		366,787,602	242,897,632	66.2%	2,167,537					
2019		4,764,186	3,208,714	67.4%	13,719	84.0%	4,167.23	4.7%	2,806.66	6.0%
Thru 2019		371,551,788	246,106,346	66.2%	2,181,256					
2020		4,230,662	2,857,049	67.5%	11,524	84.0%	4,405.41	5.7%	2,975.06	6.0%
Thru 2020		375,782,450	248,963,395	66.3%	2,192,780					
2021		3,751,242	2,543,872	67.8%	9,680	84.0%	4,650.30	5.6%	3,153.56	6.0%
2022		3,327,104	2,265,005	68.1%	8,131	84.0%	4,910.25	5.6%	3,342.77	6.0%
2023		2,950,975	2,016,751	68.3%	6,830	84.0%	5,184.73	5.6%	3,543.34	6.0%
2024		2,617,296	1,795,652	68.6%	5,737	84.0%	5,474.56	5.6%	3,755.94	6.0%
2025		2,321,389	1,598,824	68.9%	4,819	84.0%	5,780.59	5.6%	3,981.30	6.0%
2026		2,058,992	1,423,607	69.1%	4,048	84.0%	6,103.73	5.6%	4,220.18	6.0%
2027		1,826,064	1,267,461	69.4%	3,400	84.0%	6,444.93	5.6%	4,473.39	6.0%
2028		1,619,638	1,128,546	69.7%	2,856	84.0%	6,805.20	5.6%	4,741.79	6.0%
2029		1,436,523	1,004,841	69.9%	2,399	84.0%	7,185.61	5.6%	5,026.30	6.0%
Thru 2029		397,691,673	264,007,954	66.4%	2,240,680					

Experience Period	Calendar Duration	Earned Premium	Incurred Claims	Claim Ratio
Thru 2018	All	366,787,602	242,897,632	66.2%
2019	All	4,764,186	3,208,714	67.4%
2020	All	4,230,662	2,857,049	67.5%
2021-2029	All	21,909,223	15,044,559	68.7%
Cumulative	All	397,691,673	264,007,954	66.4%
Thru 2018		366,787,602	242,897,632	66.2%
2019-2029		30,904,071	21,110,322	68.3%

Projection Assumptions

Persistency		Claim Cost Trend		
Duration 0-1	168.0%	2019	6.0%	
Ultimate	84.0%	Ultimate	6.0%	
Rate Changes	Aging	R.S. Change	Total	Effect. (4)
2018	0.4%	0.1%	0.5%	0.917
2019	0.4%	5.6%	6.1%	0.779
2020	0.4%	5.0%	5.4%	0.805
2021	0.4%	5.2%	5.6%	0.805
2022	0.4%	5.2%	5.6%	0.805
2023	0.4%	5.2%	5.6%	0.805
2024	0.4%	5.2%	5.6%	0.805
2025	0.4%	5.2%	5.6%	0.805
2026	0.4%	5.2%	5.6%	0.805
2027	0.4%	5.2%	5.6%	0.805
2028	0.4%	5.2%	5.6%	0.805
2029	0.4%	5.2%	5.6%	0.805

- (1) Sum of mean in-force policies as of each month in the experience month.
- (2) 12\*Earned Premium/Exposed Policies.
- (3) 12\*Incurred Claims/Exposed Policies.
- (4) 2020+ rate increases are assumed to be 0.805 effective in the increase year and 0.195 effective in the following year.
- (5) 2021+ increases assumed to be claim cost trend net of aging at 0.8% per year.  
Ex: 2021 prem trend = (1.054\*0.195) \* (1.056\*0.805) - 1 = 5.6%.

**Bankers Life and Casualty Company  
Policy Forms GR-A05F GR-A06F**

**Exhibit VI**

With the 2020 Rate Action  
Nationwide Experience

Issue Year	Experience Year	Earned Premium	Incurred Claims	Claim Ratio	Exposed Policies(1)	Persistency	Average Annual Premium(2)	Premium Trend(5)	Average Claim Cost(3)	Claim Cost Trend
All	1992	15,472,874	8,556,907	55.3%	163,210	---	1,137.64	---	629.15	---
	1993	51,186,508	29,313,126	57.3%	528,300	323.7%	1,162.67	2.2%	665.83	5.8%
	1994	65,673,883	40,085,144	61.0%	659,434	124.8%	1,195.10	2.8%	729.45	9.6%
	1995	67,384,402	45,281,352	67.2%	667,845	101.3%	1,210.78	1.3%	813.63	11.5%
	1996	68,419,357	45,866,641	67.0%	630,871	94.5%	1,301.43	7.5%	872.44	7.2%
	1997	66,558,962	45,532,687	68.4%	574,716	91.1%	1,389.74	6.8%	950.72	9.0%
	1998	65,106,252	44,078,666	67.7%	524,214	91.2%	1,490.37	7.2%	1,009.02	6.1%
	1999	65,430,038	44,253,876	67.6%	492,962	94.0%	1,592.74	6.9%	1,077.26	6.8%
	2000	71,075,207	47,754,857	67.2%	515,225	104.5%	1,655.40	3.9%	1,112.25	3.2%
	2001	86,197,827	55,723,396	64.6%	588,472	114.2%	1,757.73	6.2%	1,136.30	2.2%
	2002	93,844,480	58,370,340	62.2%	607,604	103.3%	1,853.40	5.4%	1,152.80	1.5%
	2003	100,180,014	63,481,727	63.4%	619,049	101.9%	1,941.95	4.8%	1,230.57	6.7%
	2004	109,864,103	73,795,700	67.2%	673,871	108.9%	1,956.41	0.7%	1,314.12	6.8%
	2005	121,401,392	83,553,622	68.8%	724,921	107.6%	2,009.62	2.7%	1,383.11	5.2%
	2006	122,586,856	83,079,481	67.8%	674,507	93.0%	2,180.91	8.5%	1,478.05	6.9%
	2007	109,071,176	73,556,306	67.4%	548,215	81.3%	2,387.48	9.5%	1,610.09	8.9%
	2008	103,437,784	71,108,510	68.7%	483,823	88.3%	2,565.51	7.5%	1,763.67	9.5%
	2009	105,830,404	72,511,123	68.5%	467,311	96.6%	2,717.60	5.9%	1,862.00	5.6%
	2010	113,485,480	76,960,100	67.8%	473,779	101.4%	2,874.39	5.8%	1,949.27	4.7%
	2011	99,005,538	65,038,746	65.7%	380,211	80.3%	3,124.76	8.7%	2,052.72	5.3%
	2012	87,747,914	54,924,256	62.6%	310,205	81.6%	3,394.45	8.6%	2,124.70	3.5%
	2013	75,493,574	47,649,548	63.1%	261,373	84.3%	3,466.02	2.1%	2,187.66	3.0%
	2014	66,734,433	41,535,261	62.2%	225,777	86.4%	3,546.92	2.3%	2,207.59	0.9%
	2015	57,462,660	38,298,213	66.6%	198,251	87.8%	3,478.18	-1.9%	2,318.17	5.0%
	2016	51,270,406	34,440,301	67.2%	176,249	88.9%	3,490.77	0.4%	2,344.88	1.2%
	2017	45,316,790	31,778,151	70.1%	156,869	89.0%	3,466.60	-0.7%	2,430.93	3.7%
	2018	40,712,514	31,908,969	78.4%	140,371	89.5%	3,480.43	0.4%	2,727.84	12.2%
Thru 2018		2,125,950,826	1,408,437,006	66.2%	12,467,635					
2019		38,511,294	30,177,967	78.4%	125,241	89.2%	3,689.97	6.0%	2,891.51	6.0%
Thru 2019		2,164,462,120	1,438,614,973	66.5%	12,592,876					
2020		36,243,983	28,540,769	78.7%	111,742	89.2%	3,892.25	5.5%	3,065.00	6.0%
Thru 2020		2,200,706,103	1,467,155,742	66.7%	12,704,618					
2021		34,107,517	26,992,403	79.1%	99,698	89.2%	4,105.30	5.5%	3,248.90	6.0%
2022		32,099,515	25,527,964	79.5%	88,952	89.2%	4,330.36	5.5%	3,443.83	6.0%
2023		30,210,023	24,143,230	79.9%	79,365	89.2%	4,567.76	5.5%	3,650.46	6.0%
2024		28,431,679	22,833,538	80.3%	70,811	89.2%	4,818.18	5.5%	3,869.49	6.0%
2025		26,758,044	21,594,898	80.7%	63,179	89.2%	5,082.33	5.5%	4,101.66	6.0%
2026		25,182,663	20,423,240	81.1%	56,369	89.2%	5,360.96	5.5%	4,347.76	6.0%
2027		23,699,989	19,315,152	81.5%	50,293	89.2%	5,654.86	5.5%	4,608.63	6.0%
2028		22,304,675	18,267,204	81.9%	44,872	89.2%	5,964.88	5.5%	4,885.15	6.0%
2029		20,991,842	17,276,401	82.3%	40,036	89.2%	6,291.89	5.5%	5,178.26	6.0%
Thru 2029		2,444,492,050	1,663,529,772	68.1%	13,298,193					

Experience Period	Calendar Duration	Earned Premium	Incurred Claims	Claim Ratio
Thru 2018	All	2,125,950,826	1,408,437,006	66.2%
2019	All	38,511,294	30,177,967	78.4%
2020	All	36,243,983	28,540,769	78.7%
2021-2029	All	243,785,947	196,374,030	80.6%
Cumulative	All	2,444,492,050	1,663,529,772	68.1%
Thru 2018		2,125,950,826	1,408,437,006	66.2%
2019-2029		318,541,224	255,092,766	80.1%

**Projection Assumptions**

Persistency		Claim Cost Trend		
Duration 0-1	178.4%	2019	6.0%	
Ultimate	89.2%	Ultimate	6.0%	
Rate Changes	Aging	R.S. Change	Total	Effect. (4)
2018	0.4%	0.7%	1.1%	0.883
2019	0.4%	6.1%	6.5%	0.912
2020	0.4%	5.0%	5.4%	0.913
2021	0.4%	5.1%	5.5%	0.913
2022	0.4%	5.1%	5.5%	0.913
2023	0.4%	5.1%	5.5%	0.913
2024	0.4%	5.1%	5.5%	0.913
2025	0.4%	5.1%	5.5%	0.913
2026	0.4%	5.1%	5.5%	0.913
2027	0.4%	5.1%	5.5%	0.913
2028	0.4%	5.1%	5.5%	0.913
2029	0.4%	5.1%	5.5%	0.913

- (1) Sum of mean in-force policies as of each month in the experience month.
- (2) 12\*Earned Premium/Exposed Policies.
- (3) 12\*Incurred Claims/Exposed Policies.
- (4) 2020+ rate increases are assumed to be 0.913 effective in the increase year and 0.087 effective in the following year.
- (5) 2021+ increases assumed to be claim cost trend net of aging at 0.9% per year.  
Ex: 2021 prem trend = (1.054\*0.087) \* (1.055\*0.913) - 1 = 5.5%.



**Bankers Life and Casualty Company  
Policy Form GR-A06FH**

**Exhibit VI**

With the 2020 Rate Action  
Nationwide Experience

Issue Year	Experience Year	Earned Premium	Incurred Claims	Claim Ratio	Exposed Policies(1)	Persistency	Average Annual Premium(2)	Premium Trend(5)	Average Claim Cost(3)	Claim Cost Trend
All	1992	-	-	---	-	---	-	---	-	---
	1993	-	-	---	-	---	-	---	-	---
	1994	-	-	---	-	---	-	---	-	---
	1995	-	-	---	-	---	-	---	-	---
	1996	-	-	---	-	---	-	---	-	---
	1997	-	-	---	-	---	-	---	-	---
	1998	-	-	---	-	---	-	---	-	---
	1999	-	-	---	-	---	-	---	-	---
	2000	201,137	28,095	14.0%	2,874	---	839.82	---	117.31	---
	2001	989,027	183,084	18.5%	13,690	476.3%	866.93	3.2%	160.48	36.8%
	2002	1,536,013	341,589	22.2%	20,042	146.4%	919.68	6.1%	204.52	27.4%
	2003	1,801,577	336,999	18.7%	23,832	118.9%	907.14	-1.4%	169.69	-17.0%
	2004	2,034,356	545,125	26.8%	35,396	148.5%	689.69	-24.0%	184.81	8.9%
	2005	2,702,259	1,016,849	37.6%	50,539	142.8%	641.63	-7.0%	241.44	30.6%
	2006	3,126,762	1,304,280	41.7%	63,521	125.7%	590.69	-7.9%	246.40	2.1%
	2007	3,250,896	1,456,670	44.8%	66,154	104.1%	589.70	-0.2%	264.23	7.2%
	2008	3,618,759	1,615,246	44.6%	72,901	110.2%	595.67	1.0%	265.88	0.6%
	2009	4,525,520	2,159,211	47.7%	90,562	124.2%	599.66	0.7%	286.11	7.6%
	2010	7,754,491	4,639,111	59.8%	155,763	172.0%	597.41	-0.4%	357.40	24.9%
	2011	6,214,752	4,373,120	70.4%	121,424	78.0%	614.19	2.8%	432.18	20.9%
	2012	5,422,279	4,007,625	73.9%	99,351	81.8%	654.92	6.6%	484.06	12.0%
	2013	4,761,122	3,450,946	72.5%	84,578	85.1%	675.51	3.1%	489.62	1.1%
	2014	4,338,970	2,887,926	66.6%	74,279	87.8%	700.97	3.8%	466.55	-4.7%
	2015	3,880,005	3,238,601	83.5%	66,255	89.2%	702.74	0.3%	586.57	25.7%
	2016	3,763,529	2,878,494	76.5%	59,997	90.6%	752.74	7.1%	575.73	-1.8%
	2017	3,367,108	2,702,395	80.3%	53,735	89.6%	751.94	-0.1%	603.49	4.8%
	2018	3,019,394	2,778,396	92.0%	48,481	90.2%	747.37	-0.6%	687.71	14.0%
	Thru 2018	66,307,957	39,943,763	60.2%	1,203,374					
	2019	2,909,309	2,650,535	91.1%	43,632	90.0%	800.14	7.1%	728.97	6.0%
	Thru 2019	69,217,266	42,594,298	61.5%	1,247,006					
	2020	2,674,644	2,528,629	94.5%	39,269	90.0%	817.33	2.1%	772.71	6.0%
	Thru 2020	71,891,910	45,122,927	62.8%	1,286,275					
	2021	2,540,206	2,412,298	95.0%	35,342	90.0%	862.50	5.5%	819.07	6.0%
	2022	2,423,372	2,301,335	95.0%	31,808	90.0%	914.25	6.0%	868.21	6.0%
	2023	2,311,893	2,195,452	95.0%	28,627	90.0%	969.11	6.0%	920.30	6.0%
	2024	2,205,527	2,094,441	95.0%	25,764	90.0%	1,027.26	6.0%	975.52	6.0%
	2025	2,104,118	1,998,129	95.0%	23,188	90.0%	1,088.90	6.0%	1,034.05	6.0%
	2026	2,007,302	1,906,192	95.0%	20,869	90.0%	1,154.23	6.0%	1,096.09	6.0%
	2027	1,914,950	1,818,505	95.0%	18,782	90.0%	1,223.48	6.0%	1,161.86	6.0%
	2028	1,826,886	1,734,872	95.0%	16,904	90.0%	1,296.89	6.0%	1,231.57	6.0%
	2029	1,742,890	1,655,106	95.0%	15,214	90.0%	1,374.70	6.0%	1,305.46	6.0%
	Thru 2029	90,969,054	63,239,257	69.5%	1,502,773					

Experience Period	Calendar Duration	Earned Premium	Incurred Claims	Claim Ratio
Thru 2018	All	66,307,957	39,943,763	60.2%
2019	All	2,909,309	2,650,535	91.1%
2020	All	2,674,644	2,528,629	94.5%
2021-2029	All	19,077,144	18,116,330	95.0%
Cumulative	All	90,969,054	63,239,257	69.5%
Thru 2018		66,307,957	39,943,763	60.2%
2019-2029		24,661,097	23,295,494	94.5%

**Projection Assumptions**

Persistency		Claim Cost Trend		
Duration 0-1	180.0%	2019	6.0%	
Ultimate	90.0%	Ultimate	6.0%	
Rate Changes	Aging	R.S. Change	Total	Effect. (4)
2018	1.2%	0.2%	1.4%	0.917
2019	1.2%	6.8%	8.1%	0.863
2020	1.2%	0.0%	1.2%	0.904
2021	1.2%	4.8%	6.0%	0.904
2022	1.2%	4.8%	6.0%	0.904
2023	1.2%	4.8%	6.0%	0.904
2024	1.2%	4.8%	6.0%	0.904
2025	1.2%	4.8%	6.0%	0.904
2026	1.2%	4.8%	6.0%	0.904
2027	1.2%	4.8%	6.0%	0.904
2028	1.2%	4.8%	6.0%	0.904
2029	1.2%	4.8%	6.0%	0.904

- (1) Sum of mean in-force policies as of each month in the experience month.
- (2) 12\*Earned Premium/Exposed Policies.
- (3) 12\*Incurred Claims/Exposed Policies.
- (4) 2020+ rate increases are assumed to be 0.904 effective in the increase year and 0.096 effective in the following year.
- (5) 2021+ increases assumed to be claim cost trend net of aging at 1.2% per year.  
Ex: 2021 prem trend = (1.012\*0.096) \* (1.060\*0.904) - 1 = 5.5%.

**Bankers Life and Casualty Company  
Policy Form GR-A06G**

**Exhibit VI**

With the 2020 Rate Action  
Nationwide Experience

Issue Year	Experience Year	Earned Premium	Incurred Claims	Claim Ratio	Exposed Policies(1)	Persistency	Average Annual Premium(2)	Premium Trend(5)	Average Claim Cost(3)	Claim Cost Trend
All	1992	-	-	---	-	---	-	---	-	---
	1993	-	-	---	-	---	-	---	-	---
	1994	-	-	---	-	---	-	---	-	---
	1995	-	-	---	-	---	-	---	-	---
	1996	452,039	260,038	57.5%	5,195	---	1,044.17	---	600.66	---
	1997	2,060,385	1,368,177	66.4%	23,215	446.9%	1,065.03	2.0%	707.22	17.7%
	1998	4,467,829	2,776,012	62.1%	46,929	202.1%	1,142.45	7.3%	709.84	0.4%
	1999	6,924,126	4,293,184	62.0%	65,332	139.2%	1,271.80	11.3%	788.56	11.1%
	2000	12,634,230	8,200,907	64.9%	115,969	177.5%	1,307.34	2.8%	848.60	7.6%
	2001	23,754,485	15,272,709	64.3%	200,467	172.9%	1,421.95	8.8%	914.23	7.7%
	2002	32,213,543	20,346,336	63.2%	252,409	125.9%	1,531.49	7.7%	967.30	5.8%
	2003	43,401,451	27,819,993	64.1%	329,041	130.4%	1,582.83	3.4%	1,014.58	4.9%
	2004	57,670,532	39,711,425	68.9%	429,165	130.4%	1,612.54	1.9%	1,110.38	9.4%
	2005	75,892,898	53,400,690	70.4%	549,309	128.0%	1,657.93	2.8%	1,166.57	5.1%
	2006	85,699,661	59,925,231	69.9%	563,367	102.6%	1,825.45	10.1%	1,276.44	9.4%
	2007	78,467,515	55,903,529	71.2%	475,754	84.4%	1,979.20	8.4%	1,410.06	10.5%
	2008	72,864,095	49,652,198	68.1%	394,524	82.9%	2,216.26	12.0%	1,510.24	7.1%
	2009	65,185,354	44,343,337	68.0%	319,271	80.9%	2,450.03	10.5%	1,666.67	10.4%
	2010	57,676,165	40,289,100	69.9%	266,076	83.3%	2,601.19	6.2%	1,817.03	9.0%
	2011	49,229,516	33,714,239	68.5%	206,609	77.7%	2,859.29	9.9%	1,958.15	7.8%
	2012	44,180,235	29,024,510	65.7%	166,101	80.4%	3,191.81	11.6%	2,096.88	7.1%
	2013	38,763,939	24,345,061	62.8%	137,390	82.7%	3,385.74	6.1%	2,126.36	1.4%
	2014	34,386,213	21,374,004	62.2%	117,046	85.2%	3,525.41	4.1%	2,191.34	3.1%
	2015	29,526,280	19,002,279	64.4%	100,408	85.8%	3,528.76	0.1%	2,271.01	3.6%
	2016	26,154,907	16,991,245	65.0%	88,097	87.7%	3,562.65	1.0%	2,314.44	1.9%
	2017	22,959,468	15,511,616	67.6%	77,414	87.9%	3,558.96	-0.1%	2,404.47	3.9%
	2018	18,778,655	15,064,416	80.2%	68,166	88.1%	3,305.83	-7.1%	2,651.97	10.3%
Thru 2018		883,343,521	598,590,234	67.8%	4,997,254					
2019		17,596,993	14,052,170	79.9%	59,986	88.0%	3,520.22	6.5%	2,811.09	6.0%
Thru 2019		900,940,514	612,642,404	68.0%	5,057,240					
2020		16,383,284	13,107,964	80.0%	52,788	88.0%	3,724.32	5.8%	2,979.76	6.0%
Thru 2020		917,323,798	625,750,368	68.2%	5,110,028					
2021		15,227,603	12,227,010	80.3%	46,453	88.0%	3,933.68	5.6%	3,158.55	6.0%
2022		14,152,923	11,405,445	80.6%	40,879	88.0%	4,154.58	5.6%	3,348.06	6.0%
2023		13,154,133	10,639,131	80.9%	35,974	88.0%	4,387.88	5.6%	3,548.94	6.0%
2024		12,225,617	9,924,153	81.2%	31,657	88.0%	4,634.28	5.6%	3,761.88	6.0%
2025		11,362,628	9,257,190	81.5%	27,858	88.0%	4,894.52	5.6%	3,987.59	6.0%
2026		10,560,592	8,635,102	81.8%	24,515	88.0%	5,169.37	5.6%	4,226.85	6.0%
2027		9,815,104	8,054,747	82.1%	21,573	88.0%	5,459.66	5.6%	4,480.46	6.0%
2028		9,122,208	7,513,377	82.4%	18,984	88.0%	5,766.25	5.6%	4,749.29	6.0%
2029		8,478,365	7,008,515	82.7%	16,706	88.0%	6,090.05	5.6%	5,034.25	6.0%
Thru 2029		1,021,422,971	710,415,038	69.6%	5,374,627					

Experience Period	Calendar Duration	Earned Premium	Incurred Claims	Claim Ratio
Thru 2018	All	883,343,521	598,590,234	67.8%
2019	All	17,596,993	14,052,170	79.9%
2020	All	16,383,284	13,107,964	80.0%
2021-2029	All	104,099,173	84,664,670	81.3%
Cumulative	All	1,021,422,971	710,415,038	69.6%
Thru 2018		883,343,521	598,590,234	67.8%
2019-2029		138,079,450	111,824,804	81.0%

Projection Assumptions				
Persistency		Claim Cost Trend		
Duration 0-1	176.0%	2019	6.0%	
Ultimate	88.0%	Ultimate	6.0%	
Rate Changes	Aging	R.S. Change	Total	Effect. (4)
2018	0.6%	1.8%	2.5%	0.729
2019	0.6%	5.9%	6.6%	0.880
2020	0.6%	5.0%	5.7%	0.884
2021	0.6%	5.0%	5.6%	0.884
2022	0.6%	5.0%	5.6%	0.884
2023	0.6%	5.0%	5.6%	0.884
2024	0.6%	5.0%	5.6%	0.884
2025	0.6%	5.0%	5.6%	0.884
2026	0.6%	5.0%	5.6%	0.884
2027	0.6%	5.0%	5.6%	0.884
2028	0.6%	5.0%	5.6%	0.884
2029	0.6%	5.0%	5.6%	0.884

- (1) Sum of mean in-force policies as of each month in the experience month.
- (2) 12\*Earned Premium/Exposed Policies.
- (3) 12\*Incurred Claims/Exposed Policies.
- (4) 2020+ rate increases are assumed to be 0.884 effective in the increase year and 0.116 effective in the following year.
- (5) 2021+ increases assumed to be claim cost trend net of aging at 1.0% per year.  
Ex: 2021 prem trend = (1.057\*0.116) \* (1.056\*0.884) - 1 = 5.6%.

**Bankers Life and Casualty Company  
Policy Form GR-A06J**

**Exhibit VI**

With the 2020 Rate Action  
Nationwide Experience

Issue Year	Experience Year	Earned Premium	Incurred Claims	Claim Ratio	Exposed Policies(1)	Persistency	Average Annual Premium(2)	Premium Trend(5)	Average Claim Cost(3)	Claim Cost Trend
All	1992	-	-	---	-	---	-	---	-	---
	1993	-	-	---	-	---	-	---	-	---
	1994	-	-	---	-	---	-	---	-	---
	1995	-	-	---	-	---	-	---	-	---
	1996	-	-	---	-	---	-	---	-	---
	1997	-	-	---	-	---	-	---	-	---
	1998	-	-	---	-	---	-	---	-	---
	1999	-	-	---	-	---	-	---	-	---
	2000	-	-	---	-	---	-	---	-	---
	2001	-	-	---	-	---	-	---	-	---
	2002	-	-	---	-	---	-	---	-	---
	2003	-	-	---	-	---	-	---	-	---
	2004	-	-	---	-	---	-	---	-	---
	2005	81,624	37,314	45.7%	514	---	1,905.62	---	871.13	---
	2006	24,999,059	16,084,120	64.3%	167,005	32491.2%	1,796.29	-5.7%	1,155.71	32.7%
	2007	64,971,791	44,985,007	69.2%	434,051	259.9%	1,796.24	0.0%	1,243.68	7.6%
	2008	103,429,248	72,890,825	70.5%	665,694	153.4%	1,864.45	3.8%	1,313.95	5.7%
	2009	144,276,111	102,149,086	70.8%	865,255	130.0%	2,000.93	7.3%	1,416.68	7.8%
	2010	175,562,896	123,479,124	70.3%	987,921	114.2%	2,132.51	6.6%	1,499.87	5.9%
	2011	159,291,054	108,406,477	68.1%	793,310	80.3%	2,409.52	13.0%	1,639.81	9.3%
	2012	146,113,873	92,426,463	63.3%	632,191	79.7%	2,773.48	15.1%	1,754.40	7.0%
	2013	133,033,460	82,182,319	61.8%	523,465	82.8%	3,049.68	10.0%	1,883.96	7.4%
	2014	120,040,538	75,326,981	62.8%	444,236	84.9%	3,242.62	6.3%	2,034.78	8.0%
	2015	108,673,108	69,291,331	63.8%	386,396	87.0%	3,374.98	4.1%	2,151.93	5.8%
	2016	99,659,174	63,805,042	64.0%	340,724	88.2%	3,509.91	4.0%	2,247.16	4.4%
	2017	91,946,307	60,469,763	65.8%	302,471	88.8%	3,647.81	3.9%	2,399.03	6.8%
	2018	84,382,527	60,810,425	72.1%	269,468	89.1%	3,757.74	3.0%	2,708.02	12.9%
Thru 2018		1,456,460,771	972,344,276	66.8%	6,812,701					
2019		80,766,939	57,639,222	71.4%	239,827	89.0%	4,041.26	7.5%	2,884.04	6.5%
Thru 2019		1,537,227,710	1,029,983,498	67.0%	7,052,528					
2020		78,348,556	54,633,282	69.7%	213,446	89.0%	4,404.78	9.0%	3,071.50	6.5%
Thru 2020		1,615,576,266	1,084,616,780	67.1%	7,265,974					
2021		74,399,467	51,784,213	69.6%	189,967	89.0%	4,699.73	6.7%	3,271.15	6.5%
2022		70,519,655	49,083,706	69.6%	169,071	89.0%	5,005.21	6.5%	3,483.77	6.5%
2023		66,841,988	46,523,995	69.6%	150,473	89.0%	5,330.55	6.5%	3,710.22	6.5%
2024		63,356,239	44,097,730	69.6%	133,921	89.0%	5,677.04	6.5%	3,951.38	6.5%
2025		60,052,392	41,798,145	69.6%	119,190	89.0%	6,046.05	6.5%	4,208.22	6.5%
2026		56,920,577	39,618,297	69.6%	106,079	89.0%	6,439.04	6.5%	4,481.75	6.5%
2027		53,952,011	37,552,050	69.6%	94,410	89.0%	6,857.58	6.5%	4,773.06	6.5%
2028		51,138,455	35,593,760	69.6%	84,025	89.0%	7,303.32	6.5%	5,083.31	6.5%
2029		48,471,449	33,737,463	69.6%	74,782	89.0%	7,778.04	6.5%	5,413.73	6.5%
Thru 2029		2,161,228,499	1,464,406,139	67.8%	8,387,892					

Experience Period	Calendar Duration	Earned Premium	Incurred Claims	Claim Ratio
Thru 2018	All	1,456,460,771	972,344,276	66.8%
2019	All	80,766,939	57,639,222	71.4%
2020	All	78,348,556	54,633,282	69.7%
2021-2029	All	545,652,233	379,789,359	69.6%
Cumulative	All	2,161,228,499	1,464,406,139	67.8%
Thru 2018		1,456,460,771	972,344,276	66.8%
2019-2029		704,767,728	492,061,863	69.8%

Projection Assumptions

Persistency		Claim Cost Trend		
Duration 0-1	178.0%	2019	6.5%	
Ultimate	89.0%	Ultimate	6.5%	
Rate Changes	Aging	R.S. Change	Total	Effect. (4)
2018	3.0%	0.5%	3.6%	0.917
2019	3.0%	5.9%	9.1%	0.805
2020	3.0%	5.0%	8.2%	0.882
2021	3.0%	3.4%	6.5%	0.882
2022	3.0%	3.4%	6.5%	0.882
2023	3.0%	3.4%	6.5%	0.882
2024	3.0%	3.4%	6.5%	0.882
2025	3.0%	3.4%	6.5%	0.882
2026	3.0%	3.4%	6.5%	0.882
2027	3.0%	3.4%	6.5%	0.882
2028	3.0%	3.4%	6.5%	0.882
2029	3.0%	3.4%	6.5%	0.882

- (1) Sum of mean in-force policies as of each month in the experience month.
- (2) 12\*Earned Premium/Exposed Policies.
- (3) 12\*Incurred Claims/Exposed Policies.
- (4) 2020+ rate increases are assumed to be 0.882 effective in the increase year and 0.118 effective in the following year.
- (5) 2021+ increases assumed to be claim cost trend net of aging at 3.0% per year.  
Ex: 2021 prem trend = (1.082\*0.118) \* (1.065\*0.882) - 1 = 6.7%.

**Bankers Life and Casualty Company  
Policy Form GR-A06A**

**Exhibit VI**

Without the 2020 Rate Action  
Nationwide Experience

Issue Year	Experience Year	Earned Premium	Incurred Claims	Claim Ratio	Exposed Policies(1)	Persistency	Average Annual Premium(2)	Premium Trend(5)	Average Claim Cost(3)	Claim Cost Trend
All	1992	-	-	---	-	---	-	---	-	---
	1993	-	-	---	-	---	-	---	-	---
	1994	-	-	---	-	---	-	---	-	---
	1995	-	-	---	-	---	-	---	-	---
	1996	93,960	49,253	52.4%	1,547	---	728.84	---	382.05	---
	1997	354,097	249,409	70.4%	5,541	358.2%	766.86	5.2%	540.14	41.4%
	1998	455,427	357,300	78.5%	6,222	112.3%	878.36	14.5%	689.10	27.6%
	1999	511,807	340,942	66.6%	6,031	96.9%	1,018.35	15.9%	678.38	-1.6%
	2000	586,117	321,175	54.8%	5,963	98.9%	1,179.51	15.8%	646.34	-4.7%
	2001	706,350	359,444	50.9%	6,297	105.6%	1,346.07	14.1%	684.98	6.0%
	2002	798,574	421,946	52.8%	6,765	107.4%	1,416.54	5.2%	748.46	9.3%
	2003	901,021	529,773	58.8%	7,733	114.3%	1,398.20	-1.3%	822.10	9.8%
	2004	1,079,121	823,435	76.3%	9,268	119.8%	1,397.22	-0.1%	1,066.16	29.7%
	2005	1,211,303	959,090	79.2%	10,056	108.5%	1,445.47	3.5%	1,144.50	7.3%
	2006	1,314,000	960,975	73.1%	9,837	97.8%	1,602.93	10.9%	1,172.28	2.4%
	2007	1,213,511	969,191	79.9%	8,201	83.4%	1,775.65	10.8%	1,418.16	21.0%
	2008	1,325,701	1,425,009	107.5%	7,648	93.3%	2,080.08	17.1%	2,235.89	57.7%
	2009	1,794,129	2,570,002	143.2%	7,981	104.4%	2,697.60	29.7%	3,864.18	72.8%
	2010	1,845,998	2,309,688	125.1%	7,475	93.7%	2,963.47	9.9%	3,707.86	-4.0%
	2011	1,410,692	1,603,680	113.7%	5,431	72.7%	3,116.98	5.2%	3,543.39	-4.4%
	2012	940,206	990,482	105.3%	3,637	67.0%	3,102.14	-0.5%	3,268.02	-7.8%
	2013	747,990	554,225	74.1%	2,900	79.7%	3,095.13	-0.2%	2,293.34	-29.8%
	2014	596,216	436,788	73.3%	2,372	81.8%	3,016.27	-2.5%	2,209.72	-3.6%
	2015	442,014	357,164	80.8%	1,905	80.3%	2,784.34	-7.7%	2,249.85	1.8%
	2016	347,345	246,915	71.1%	1,578	82.8%	2,641.40	-5.1%	1,877.68	-16.5%
	2017	314,990	299,106	95.0%	1,427	90.4%	2,648.83	0.3%	2,515.26	34.0%
	2018	263,061	322,760	122.7%	1,243	87.1%	2,540.63	-4.1%	3,117.20	23.9%
Thru 2018		19,253,629	17,457,751	90.7%	127,058					
2019		243,026	294,848	121.3%	1,081	87.0%	2,697.79	6.2%	3,273.06	5.0%
Thru 2019		19,496,655	17,752,599	91.1%	128,139					
2020		213,429	269,209	126.1%	940	87.0%	2,724.63	1.0%	3,436.71	5.0%
Thru 2020		19,710,084	18,021,808	91.4%	129,079					
2021		194,165	245,983	126.7%	818	87.0%	2,848.39	4.5%	3,608.55	5.0%
2022		177,455	224,813	126.7%	712	87.0%	2,990.81	5.0%	3,788.98	5.0%
2023		161,990	205,221	126.7%	619	87.0%	3,140.35	5.0%	3,978.43	5.0%
2024		148,107	187,633	126.7%	539	87.0%	3,297.37	5.0%	4,177.35	5.0%
2025		135,316	171,428	126.7%	469	87.0%	3,462.24	5.0%	4,386.22	5.0%
2026		123,602	156,588	126.7%	408	87.0%	3,635.35	5.0%	4,605.53	5.0%
2027		112,923	143,059	126.7%	355	87.0%	3,817.12	5.0%	4,835.81	5.0%
2028		103,205	130,748	126.7%	309	87.0%	4,007.98	5.0%	5,077.60	5.0%
2029		94,338	119,514	126.7%	269	87.0%	4,208.38	5.0%	5,331.48	5.0%
Thru 2029		20,961,185	19,606,795	93.5%	133,577					

Experience Period	Calendar Duration	Earned Premium	Incurred Claims	Claim Ratio
Thru 2018	All	19,253,629	17,457,751	90.7%
2019	All	243,026	294,848	121.3%
2020	All	213,429	269,209	126.1%
2021-2029	All	1,251,101	1,584,987	126.7%
Cumulative	All	20,961,185	19,606,795	93.5%
Thru 2018		19,253,629	17,457,751	90.7%
2019-2029		1,707,556	2,149,044	125.9%

Projection Assumptions

Persistency		Claim Cost Trend		
Duration 0-1	174.0%	2019	2020	5.0%
Ultimate	87.0%	Ultimate	5.0%	5.0%
Rate Changes	Aging	R.S. Change	Total	Effect. (4)
2018	0.3%	0.5%	0.9%	0.874
2019	0.3%	6.4%	6.8%	0.897
2020	0.3%	0.0%	0.3%	0.904
2021	0.3%	4.6%	5.0%	0.904
2022	0.3%	4.6%	5.0%	0.904
2023	0.3%	4.6%	5.0%	0.904
2024	0.3%	4.6%	5.0%	0.904
2025	0.3%	4.6%	5.0%	0.904
2026	0.3%	4.6%	5.0%	0.904
2027	0.3%	4.6%	5.0%	0.904
2028	0.3%	4.6%	5.0%	0.904
2029	0.3%	4.6%	5.0%	0.904

- (1) Sum of mean in-force policies as of each month in the experience month.
- (2) 12\*Earned Premium/Exposed Policies.
- (3) 12\*Incurred Claims/Exposed Policies.
- (4) 2020+ rate increases are assumed to be 0.904 effective in the increase year and 0.096 effective in the following year.
- (5) 2021+ increases assumed to be claim cost trend net of aging at 0.3% per year.  
Ex: 2021 prem trend = (1.003^0.096) \* (1.050^0.904) - 1 = 4.5%.

**Bankers Life and Casualty Company  
Policy Forms GR-A05C GR-A06C**

**Exhibit VI**

Without the 2020 Rate Action  
Nationwide Experience

Issue Year	Experience Year	Earned Premium	Incurred Claims	Claim Ratio	Exposed Policies(1)	Persistency	Average Annual Premium(2)	Premium Trend(5)	Average Claim Cost(3)	Claim Cost Trend
All	1992	7,870,240	5,406,520	68.7%	116,036	---	813.91	---	559.12	---
	1993	49,991,776	37,582,403	75.2%	692,520	596.8%	866.26	6.4%	651.23	16.5%
	1994	102,471,052	82,681,131	80.7%	1,367,850	197.5%	898.97	3.8%	725.35	11.4%
	1995	141,870,099	117,243,497	82.6%	1,755,764	128.4%	969.63	7.9%	801.32	10.5%
	1996	152,628,232	118,657,096	77.7%	1,606,702	91.5%	1,139.94	17.6%	886.22	10.6%
	1997	139,819,741	105,917,198	75.8%	1,296,631	80.7%	1,294.00	13.5%	980.24	10.6%
	1998	123,824,169	92,135,431	74.4%	1,014,616	78.3%	1,464.49	13.2%	1,089.70	11.2%
	1999	110,135,117	77,874,999	70.7%	794,632	78.3%	1,663.19	13.6%	1,176.02	7.9%
	2000	102,290,449	68,372,064	66.8%	651,125	81.9%	1,885.18	13.3%	1,260.07	7.1%
	2001	93,854,965	58,898,425	62.8%	531,625	81.6%	2,118.52	12.4%	1,329.47	5.5%
	2002	82,572,477	51,844,754	62.8%	450,020	84.6%	2,201.83	3.9%	1,382.47	4.0%
	2003	76,573,766	49,232,022	64.3%	394,723	87.7%	2,327.92	5.7%	1,496.71	8.3%
	2004	68,514,024	45,778,829	66.8%	333,914	84.6%	2,462.22	5.8%	1,645.17	9.9%
	2005	61,121,739	41,173,199	67.4%	277,207	83.0%	2,645.90	7.5%	1,782.34	8.3%
	2006	52,230,240	35,257,090	67.5%	213,874	77.2%	2,930.52	10.8%	1,978.20	11.0%
	2007	43,749,502	28,654,852	65.5%	166,622	77.9%	3,150.81	7.5%	2,063.70	4.3%
	2008	37,466,347	24,679,676	65.9%	133,236	80.0%	3,374.43	7.1%	2,222.79	7.7%
	2009	31,946,549	21,001,971	65.7%	108,195	81.2%	3,543.22	5.0%	2,329.35	4.8%
	2010	27,649,492	18,544,973	67.1%	91,009	84.1%	3,645.73	2.9%	2,445.25	5.0%
	2011	22,897,677	14,699,028	64.2%	72,678	79.9%	3,780.68	3.7%	2,426.98	-0.7%
	2012	19,655,850	11,760,412	59.8%	59,243	81.5%	3,981.40	5.3%	2,382.14	-1.8%
	2013	16,404,700	9,577,745	58.4%	48,806	82.4%	4,033.45	1.3%	2,354.89	-1.1%
	2014	13,669,110	8,143,018	59.6%	41,148	84.3%	3,986.33	-1.2%	2,374.75	0.8%
	2015	11,342,345	7,326,743	64.6%	35,189	85.5%	3,867.92	-3.0%	2,498.53	5.2%
	2016	9,750,683	6,304,854	64.7%	30,399	86.4%	3,849.08	-0.5%	2,488.84	-0.4%
	2017	8,150,751	5,388,355	66.1%	25,895	85.2%	3,777.14	-1.9%	2,497.02	0.3%
	2018	7,031,874	5,181,799	73.7%	22,428	86.6%	3,762.46	-0.4%	2,772.56	11.0%
Thru 2018		1,615,482,968	1,149,318,084	71.1%	12,332,087					
2019		6,327,235	4,761,279	75.3%	19,441	86.7%	3,905.50	3.8%	2,938.91	6.0%
Thru 2019		1,621,810,203	1,154,079,363	71.2%	12,351,528					
2020		5,516,844	4,375,095	79.3%	16,853	86.7%	3,928.21	0.6%	3,115.24	6.0%
Thru 2020		1,627,327,047	1,158,454,458	71.2%	12,368,381					
2021		5,009,864	4,020,092	80.2%	14,609	86.7%	4,115.16	4.8%	3,302.15	6.0%
2022		4,573,139	3,693,962	80.8%	12,664	86.7%	4,333.36	5.3%	3,500.28	6.0%
2023		4,174,503	3,394,306	81.3%	10,978	86.7%	4,563.13	5.3%	3,710.30	6.0%
2024		3,810,436	3,118,806	81.8%	9,516	86.7%	4,805.09	5.3%	3,932.92	6.0%
2025		3,478,246	2,865,771	82.4%	8,249	86.7%	5,059.88	5.3%	4,168.90	6.0%
2026		3,175,151	2,633,374	82.9%	7,151	86.7%	5,328.18	5.3%	4,419.03	6.0%
2027		2,898,394	2,419,764	83.5%	6,199	86.7%	5,610.70	5.3%	4,684.17	6.0%
2028		2,645,889	2,223,591	84.0%	5,374	86.7%	5,908.20	5.3%	4,965.22	6.0%
2029		2,414,971	2,042,972	84.6%	4,658	86.7%	6,221.48	5.3%	5,263.13	6.0%
Thru 2029		1,659,507,640	1,184,867,096	71.4%	12,447,779					

Experience Period	Calendar Duration	Earned Premium	Incurred Claims	Claim Ratio
Thru 2018	All	1,615,482,968	1,149,318,084	71.1%
2019	All	6,327,235	4,761,279	75.3%
2020	All	5,516,844	4,375,095	79.3%
2021-2029	All	32,180,593	26,412,638	82.1%
Cumulative	All	1,659,507,640	1,184,867,096	71.4%
Thru 2018		1,615,482,968	1,149,318,084	71.1%
2019-2029		44,024,672	35,549,012	80.7%

Projection Assumptions

Persistency		Claim Cost Trend		
Duration 0-1	173.4%	2019	6.0%	
Ultimate	86.7%	Ultimate	6.0%	
Rate Changes	Aging	R.S. Change	Total	Effect. (4)
2018	0.1%	0.1%	0.2%	0.917
2019	0.1%	4.1%	4.3%	0.892
2020	0.1%	0.0%	0.1%	0.897
2021	0.1%	5.2%	5.3%	0.897
2022	0.1%	5.2%	5.3%	0.897
2023	0.1%	5.2%	5.3%	0.897
2024	0.1%	5.2%	5.3%	0.897
2025	0.1%	5.2%	5.3%	0.897
2026	0.1%	5.2%	5.3%	0.897
2027	0.1%	5.2%	5.3%	0.897
2028	0.1%	5.2%	5.3%	0.897
2029	0.1%	5.2%	5.3%	0.897

- (1) Sum of mean in-force policies as of each month in the experience month.
- (2) 12\*Earned Premium/Exposed Policies.
- (3) 12\*Incurred Claims/Exposed Policies.
- (4) 2020+ rate increases are assumed to be 0.897 effective in the increase year and 0.103 effective in the following year.
- (5) 2021+ increases assumed to be claim cost trend net of aging at 0.8% per year.  
Ex: 2021 prem trend = (1.001^0.103) \* (1.053^0.897) - 1 = 4.8%.

**Bankers Life and Casualty Company  
Policy Form GR-A06D**

**Exhibit VI**

Without the 2020 Rate Action  
Nationwide Experience

Issue Year	Experience Year	Earned Premium	Incurred Claims	Claim Ratio	Exposed Policies(1)	Persistency	Average Annual Premium(2)	Premium Trend(5)	Average Claim Cost(3)	Claim Cost Trend
All	1992	-	-	---	-	---	-	---	-	---
	1993	-	-	---	-	---	-	---	-	---
	1994	-	-	---	-	---	-	---	-	---
	1995	-	-	---	-	---	-	---	-	---
	1996	3,503,105	2,152,197	61.4%	45,897	---	915.90	---	562.70	---
	1997	12,834,889	8,598,851	67.0%	165,971	361.6%	927.99	1.3%	621.71	10.5%
	1998	20,020,971	13,930,975	69.6%	235,084	141.6%	1,021.98	10.1%	711.11	14.4%
	1999	24,832,343	17,299,180	69.7%	254,485	108.3%	1,170.95	14.6%	815.73	14.7%
	2000	24,673,077	16,653,431	67.5%	217,803	85.6%	1,359.38	16.1%	917.53	12.5%
	2001	23,068,105	14,761,568	64.0%	176,593	81.1%	1,567.54	15.3%	1,003.09	9.3%
	2002	20,475,450	12,688,594	62.0%	140,373	79.5%	1,750.38	11.7%	1,084.70	8.1%
	2003	18,903,639	11,993,719	63.4%	116,612	83.1%	1,945.29	11.1%	1,234.22	13.8%
	2004	16,862,582	11,231,262	66.6%	97,465	83.6%	2,076.14	6.7%	1,382.81	12.0%
	2005	15,000,637	9,746,473	65.0%	78,536	80.6%	2,292.04	10.4%	1,489.22	7.7%
	2006	12,545,355	7,581,668	60.4%	57,191	72.8%	2,632.31	14.8%	1,590.81	6.8%
	2007	10,075,760	5,944,469	59.0%	43,341	75.8%	2,789.72	6.0%	1,645.87	3.5%
	2008	8,437,315	5,212,304	61.8%	35,444	81.8%	2,856.56	2.4%	1,764.69	7.2%
	2009	7,941,617	5,284,888	66.5%	33,646	94.9%	2,832.41	-0.8%	1,884.88	6.8%
	2010	8,267,431	5,372,688	65.0%	36,704	109.1%	2,702.95	-4.6%	1,756.55	-6.8%
	2011	7,262,455	4,612,210	63.5%	28,978	79.0%	3,007.44	11.3%	1,909.95	8.7%
	2012	6,181,587	4,034,451	65.3%	22,689	78.3%	3,269.38	8.7%	2,133.78	11.7%
	2013	5,193,173	3,425,024	66.0%	18,252	80.4%	3,414.32	4.4%	2,251.82	5.5%
	2014	4,423,136	2,873,497	65.0%	14,929	81.8%	3,555.34	4.1%	2,309.73	2.6%
	2015	3,811,485	2,226,939	58.4%	12,456	83.4%	3,671.95	3.3%	2,145.41	-7.1%
	2016	3,210,539	2,107,489	65.6%	10,614	85.2%	3,629.78	-1.1%	2,382.69	11.1%
	2017	2,537,198	1,786,189	70.4%	8,755	82.5%	3,477.60	-4.2%	2,448.23	2.8%
	2018	2,262,285	1,639,435	72.5%	7,225	82.5%	3,757.69	8.1%	2,723.13	11.2%
Thru 2018		262,324,136	171,157,498	65.2%	1,859,043					
2019		1,988,897	1,433,638	72.1%	5,960	82.5%	4,004.49	6.6%	2,886.52	6.0%
Thru 2019		264,313,033	172,591,136	65.3%	1,865,003					
2020		1,661,315	1,253,716	75.5%	4,917	82.5%	4,054.46	1.2%	3,059.71	6.0%
Thru 2020		265,974,348	173,844,852	65.4%	1,869,920					
2021		1,441,533	1,096,502	76.1%	4,057	82.5%	4,263.84	5.2%	3,243.29	6.0%
2022		1,257,370	958,885	76.3%	3,347	82.5%	4,508.05	5.7%	3,437.89	6.0%
2023		1,096,635	838,460	76.5%	2,761	82.5%	4,766.25	5.7%	3,644.16	6.0%
2024		956,614	733,290	76.7%	2,278	82.5%	5,039.23	5.7%	3,862.81	6.0%
2025		834,253	641,143	76.9%	1,879	82.5%	5,327.85	5.7%	4,094.58	6.0%
2026		727,596	560,616	77.1%	1,550	82.5%	5,633.00	5.7%	4,340.25	6.0%
2027		634,771	490,355	77.2%	1,279	82.5%	5,955.63	5.7%	4,600.67	6.0%
2028		553,588	428,744	77.4%	1,055	82.5%	6,296.73	5.7%	4,876.71	6.0%
2029		482,659	374,775	77.6%	870	82.5%	6,657.37	5.7%	5,169.31	6.0%
Thru 2029		273,959,367	179,967,622	65.7%	1,888,996					

Experience Period	Calendar Duration	Earned Premium	Incurred Claims	Claim Ratio
Thru 2018	All	262,324,136	171,157,498	65.2%
2019	All	1,988,897	1,433,638	72.1%
2020	All	1,661,315	1,253,716	75.5%
2021-2029	All	7,985,019	6,122,770	76.7%
Cumulative	All	273,959,367	179,967,622	65.7%
Thru 2018		262,324,136	171,157,498	65.2%
2019-2029		11,635,231	8,810,124	75.7%

Projection Assumptions

Persistency		Claim Cost Trend		
Duration 0-1	165.0%	2019	6.0%	
Ultimate	82.5%	Ultimate	6.0%	
Rate Changes	Aging	R.S. Change	Total	Effect. (4)
2018	0.5%	1.0%	1.5%	0.917
2019	0.5%	6.7%	7.2%	0.892
2020	0.5%	0.0%	0.5%	0.894
2021	0.5%	5.2%	5.7%	0.894
2022	0.5%	5.2%	5.7%	0.894
2023	0.5%	5.2%	5.7%	0.894
2024	0.5%	5.2%	5.7%	0.894
2025	0.5%	5.2%	5.7%	0.894
2026	0.5%	5.2%	5.7%	0.894
2027	0.5%	5.2%	5.7%	0.894
2028	0.5%	5.2%	5.7%	0.894
2029	0.5%	5.2%	5.7%	0.894

- (1) Sum of mean in-force policies as of each month in the experience month.
- (2) 12\*Earned Premium/Exposed Policies.
- (3) 12\*Incurred Claims/Exposed Policies.
- (4) 2020+ rate increases are assumed to be 0.894 effective in the increase year and 0.106 effective in the following year.
- (5) 2021+ increases assumed to be claim cost trend net of aging at 0.8% per year.  
Ex: 2021 prem trend = (1.005\*0.106) \* (1.057\*0.894) - 1 = 5.2%.

**Bankers Life and Casualty Company  
Policy Form GR-A06E**

**Exhibit VI**

Without the 2020 Rate Action  
Nationwide Experience

Issue Year	Experience Year	Earned Premium	Incurred Claims	Claim Ratio	Exposed Policies(1)	Persistency	Average Annual Premium(2)	Premium Trend(5)	Average Claim Cost(3)	Claim Cost Trend
All	1992	-	-	---	-	---	-	---	-	---
	1993	-	-	---	-	---	-	---	-	---
	1994	-	-	---	-	---	-	---	-	---
	1995	-	-	---	-	---	-	---	-	---
	1996	114,037	73,226	64.2%	1,555	---	880.03	---	565.08	---
	1997	503,035	319,385	63.5%	6,880	442.4%	877.39	-0.3%	557.07	-1.4%
	1998	1,682,897	989,596	58.8%	20,327	295.5%	993.49	13.2%	584.21	4.9%
	1999	6,536,011	4,042,041	61.8%	71,061	349.6%	1,103.73	11.1%	682.58	16.8%
	2000	14,111,764	9,277,547	65.7%	138,640	195.1%	1,221.45	10.7%	803.02	17.6%
	2001	17,502,623	10,780,400	61.6%	147,971	106.7%	1,419.41	16.2%	874.26	8.9%
	2002	19,851,891	12,068,290	60.8%	153,241	103.6%	1,554.56	9.5%	945.04	8.1%
	2003	24,154,782	16,158,822	66.9%	180,994	118.1%	1,601.48	3.0%	1,071.34	13.4%
	2004	29,630,648	21,010,431	70.9%	216,091	119.4%	1,645.45	2.7%	1,166.75	8.9%
	2005	34,678,227	24,877,597	71.7%	243,411	112.6%	1,709.61	3.9%	1,226.45	5.1%
	2006	36,136,155	24,596,387	68.1%	223,793	91.9%	1,937.66	13.3%	1,318.88	7.5%
	2007	30,855,845	20,984,831	68.0%	171,700	76.7%	2,156.49	11.3%	1,466.62	11.2%
	2008	27,072,973	18,707,427	69.1%	136,143	79.3%	2,386.28	10.7%	1,648.92	12.4%
	2009	23,952,111	15,723,582	65.6%	106,873	78.5%	2,689.41	12.7%	1,765.49	7.1%
	2010	20,546,896	12,910,621	62.8%	81,521	76.3%	3,024.53	12.5%	1,900.46	7.6%
	2011	16,293,593	9,992,899	61.3%	60,511	74.2%	3,231.20	6.8%	1,981.70	4.3%
	2012	13,979,053	8,744,823	62.6%	48,065	79.4%	3,490.04	8.0%	2,183.25	10.2%
	2013	11,923,622	7,224,553	60.6%	39,613	82.4%	3,612.03	3.5%	2,188.54	0.2%
	2014	9,671,713	6,388,991	66.1%	32,897	83.0%	3,528.00	-2.3%	2,330.54	6.5%
	2015	8,384,888	5,589,463	66.7%	27,464	83.5%	3,663.66	3.8%	2,442.24	4.8%
	2016	7,090,116	4,679,848	66.0%	23,042	83.9%	3,692.45	0.8%	2,437.21	-0.2%
	2017	6,699,300	4,153,234	62.0%	19,412	84.2%	4,141.34	12.2%	2,567.42	5.3%
	2018	5,415,422	3,603,640	66.5%	16,332	84.1%	3,979.00	-3.9%	2,647.79	3.1%
Thru 2018		366,787,602	242,897,632	66.2%	2,167,537					
2019		4,764,186	3,208,714	67.4%	13,719	84.0%	4,167.23	4.7%	2,806.66	6.0%
Thru 2019		371,551,788	246,106,346	66.2%	2,181,256					
2020		4,067,713	2,857,049	70.2%	11,524	84.0%	4,235.73	1.6%	2,975.06	6.0%
Thru 2020		375,619,501	248,963,395	66.3%	2,192,780					
2021		3,572,622	2,543,872	71.2%	9,680	84.0%	4,428.87	4.6%	3,153.56	6.0%
2022		3,168,678	2,265,005	71.5%	8,131	84.0%	4,676.44	5.6%	3,342.77	6.0%
2023		2,810,460	2,016,751	71.8%	6,830	84.0%	4,937.85	5.6%	3,543.34	6.0%
2024		2,492,669	1,795,652	72.0%	5,737	84.0%	5,213.88	5.6%	3,755.94	6.0%
2025		2,210,853	1,598,824	72.3%	4,819	84.0%	5,505.34	5.6%	3,981.30	6.0%
2026		1,960,949	1,423,607	72.6%	4,048	84.0%	5,813.09	5.6%	4,220.18	6.0%
2027		1,739,111	1,267,461	72.9%	3,400	84.0%	6,138.04	5.6%	4,473.39	6.0%
2028		1,542,516	1,128,546	73.2%	2,856	84.0%	6,481.16	5.6%	4,741.79	6.0%
2029		1,368,122	1,004,841	73.4%	2,399	84.0%	6,843.46	5.6%	5,026.30	6.0%
Thru 2029		396,485,481	264,007,954	66.6%	2,240,680					

Experience Period	Calendar Duration	Earned Premium	Incurred Claims	Claim Ratio
Thru 2018	All	366,787,602	242,897,632	66.2%
2019	All	4,764,186	3,208,714	67.4%
2020	All	4,067,713	2,857,049	70.2%
2021-2029	All	20,865,980	15,044,559	72.1%
Cumulative	All	396,485,481	264,007,954	66.6%
Thru 2018		366,787,602	242,897,632	66.2%
2019-2029		29,697,879	21,110,322	71.1%

Projection Assumptions

Persistency		Claim Cost Trend		
Duration 0-1	168.0%	2019	6.0%	
Ultimate	84.0%	Ultimate	6.0%	
Rate Changes	Aging	R.S. Change	Total	Effect. (4)
2018	0.4%	0.1%	0.5%	0.917
2019	0.4%	5.6%	6.1%	0.779
2020	0.4%	0.0%	0.4%	0.805
2021	0.4%	5.2%	5.6%	0.805
2022	0.4%	5.2%	5.6%	0.805
2023	0.4%	5.2%	5.6%	0.805
2024	0.4%	5.2%	5.6%	0.805
2025	0.4%	5.2%	5.6%	0.805
2026	0.4%	5.2%	5.6%	0.805
2027	0.4%	5.2%	5.6%	0.805
2028	0.4%	5.2%	5.6%	0.805
2029	0.4%	5.2%	5.6%	0.805

- (1) Sum of mean in-force policies as of each month in the experience month.
- (2) 12\*Earned Premium/Exposed Policies.
- (3) 12\*Incurred Claims/Exposed Policies.
- (4) 2020+ rate increases are assumed to be 0.805 effective in the increase year and 0.195 effective in the following year.
- (5) 2021+ increases assumed to be claim cost trend net of aging at 0.8% per year.  
Ex: 2021 prem trend = (1.004\*0.195) \* (1.056\*0.805) - 1 = 4.6%.

**Bankers Life and Casualty Company  
Policy Forms GR-A05F GR-A06F**

**Exhibit VI**

Without the 2020 Rate Action  
Nationwide Experience

Issue Year	Experience Year	Earned Premium	Incurred Claims	Claim Ratio	Exposed Policies(1)	Persistency	Average Annual Premium(2)	Premium Trend(5)	Average Claim Cost(3)	Claim Cost Trend
All	1992	15,472,874	8,556,907	55.3%	163,210	---	1,137.64	---	629.15	---
	1993	51,186,508	29,313,126	57.3%	528,300	323.7%	1,162.67	2.2%	665.83	5.8%
	1994	65,673,883	40,085,144	61.0%	659,434	124.8%	1,195.10	2.8%	729.45	9.6%
	1995	67,384,402	45,281,352	67.2%	667,845	101.3%	1,210.78	1.3%	813.63	11.5%
	1996	68,419,357	45,866,641	67.0%	630,871	94.5%	1,301.43	7.5%	872.44	7.2%
	1997	66,558,962	45,532,687	68.4%	574,716	91.1%	1,389.74	6.8%	950.72	9.0%
	1998	65,106,252	44,078,666	67.7%	524,214	91.2%	1,490.37	7.2%	1,009.02	6.1%
	1999	65,430,038	44,253,876	67.6%	492,962	94.0%	1,592.74	6.9%	1,077.26	6.8%
	2000	71,075,207	47,754,857	67.2%	515,225	104.5%	1,655.40	3.9%	1,112.25	3.2%
	2001	86,197,827	55,723,396	64.6%	588,472	114.2%	1,757.73	6.2%	1,136.30	2.2%
	2002	93,844,480	58,370,340	62.2%	607,604	103.3%	1,853.40	5.4%	1,152.80	1.5%
	2003	100,180,014	63,481,727	63.4%	619,049	101.9%	1,941.95	4.8%	1,230.57	6.7%
	2004	109,864,103	73,795,700	67.2%	673,871	108.9%	1,956.41	0.7%	1,314.12	6.8%
	2005	121,401,392	83,553,622	68.8%	724,921	107.6%	2,009.62	2.7%	1,383.11	5.2%
	2006	122,586,856	83,079,481	67.8%	674,507	93.0%	2,180.91	8.5%	1,478.05	6.9%
	2007	109,071,176	73,556,306	67.4%	548,215	81.3%	2,387.48	9.5%	1,610.09	8.9%
	2008	103,437,784	71,108,510	68.7%	483,823	88.3%	2,565.51	7.5%	1,763.67	9.5%
	2009	105,830,404	72,511,123	68.5%	467,311	96.6%	2,717.60	5.9%	1,862.00	5.6%
	2010	113,485,480	76,960,100	67.8%	473,779	101.4%	2,874.39	5.8%	1,949.27	4.7%
	2011	99,005,538	65,038,746	65.7%	380,211	80.3%	3,124.76	8.7%	2,052.72	5.3%
	2012	87,747,914	54,924,256	62.6%	310,205	81.6%	3,394.45	8.6%	2,124.70	3.5%
	2013	75,493,574	47,649,548	63.1%	261,373	84.3%	3,466.02	2.1%	2,187.66	3.0%
	2014	66,734,433	41,535,261	62.2%	225,777	86.4%	3,546.92	2.3%	2,207.59	0.9%
	2015	57,462,660	38,298,213	66.6%	198,251	87.8%	3,478.18	-1.9%	2,318.17	5.0%
	2016	51,270,406	34,440,301	67.2%	176,249	88.9%	3,490.77	0.4%	2,344.88	1.2%
	2017	45,316,790	31,778,151	70.1%	156,869	89.0%	3,466.60	-0.7%	2,430.93	3.7%
	2018	40,712,514	31,908,969	78.4%	140,371	89.5%	3,480.43	0.4%	2,727.84	12.2%
Thru 2018		2,125,950,826	1,408,437,006	66.2%	12,467,635					
2019		38,511,294	30,177,967	78.4%	125,241	89.2%	3,689.97	6.0%	2,891.51	6.0%
Thru 2019		2,164,462,120	1,438,614,973	66.5%	12,592,876					
2020		34,665,348	28,540,769	82.3%	111,742	89.2%	3,722.72	0.9%	3,065.00	6.0%
Thru 2020		2,199,127,468	1,467,155,742	66.7%	12,704,618					
2021		32,483,353	26,992,403	83.1%	99,698	89.2%	3,909.81	5.0%	3,248.90	6.0%
2022		30,571,023	25,527,964	83.5%	88,952	89.2%	4,124.16	5.5%	3,443.83	6.0%
2023		28,771,532	24,143,230	83.9%	79,365	89.2%	4,350.26	5.5%	3,650.46	6.0%
2024		27,077,831	22,833,538	84.3%	70,811	89.2%	4,588.75	5.5%	3,869.49	6.0%
2025		25,483,881	21,594,898	84.7%	63,179	89.2%	4,840.32	5.5%	4,101.66	6.0%
2026		23,983,506	20,423,240	85.2%	56,369	89.2%	5,105.68	5.5%	4,347.76	6.0%
2027		22,571,456	19,315,152	85.6%	50,293	89.2%	5,385.59	5.5%	4,608.63	6.0%
2028		21,242,554	18,267,204	86.0%	44,872	89.2%	5,680.84	5.5%	4,885.15	6.0%
2029		19,992,244	17,276,401	86.4%	40,036	89.2%	5,992.28	5.5%	5,178.26	6.0%
Thru 2029		2,431,304,848	1,663,529,772	68.4%	13,298,193					

Experience Period	Calendar Duration	Earned Premium	Incurred Claims	Claim Ratio
Thru 2018	All	2,125,950,826	1,408,437,006	66.2%
2019	All	38,511,294	30,177,967	78.4%
2020	All	34,665,348	28,540,769	82.3%
2021-2029	All	232,177,380	196,374,030	84.6%
Cumulative	All	2,431,304,848	1,663,529,772	68.4%
Thru 2018		2,125,950,826	1,408,437,006	66.2%
2019-2029		305,354,022	255,092,766	83.5%

Projection Assumptions				
Persistency		Claim Cost Trend		
Duration 0-1	178.4%	2019	6.0%	
Ultimate	89.2%	Ultimate	6.0%	
Rate Changes	Aging	R.S. Change	Total	Effect. (4)
2018	0.4%	0.7%	1.1%	0.883
2019	0.4%	6.1%	6.5%	0.912
2020	0.4%	0.0%	0.4%	0.913
2021	0.4%	5.1%	5.5%	0.913
2022	0.4%	5.1%	5.5%	0.913
2023	0.4%	5.1%	5.5%	0.913
2024	0.4%	5.1%	5.5%	0.913
2025	0.4%	5.1%	5.5%	0.913
2026	0.4%	5.1%	5.5%	0.913
2027	0.4%	5.1%	5.5%	0.913
2028	0.4%	5.1%	5.5%	0.913
2029	0.4%	5.1%	5.5%	0.913

- (1) Sum of mean in-force policies as of each month in the experience month.
- (2) 12\*Earned Premium/Exposed Policies.
- (3) 12\*Incurred Claims/Exposed Policies.
- (4) 2020+ rate increases are assumed to be 0.913 effective in the increase year and 0.087 effective in the following year.
- (5) 2021+ increases assumed to be claim cost trend net of aging at 0.9% per year.  
Ex: 2021 prem trend = (1.004\*0.087) \* (1.055\*0.913) - 1 = 5.0%.



**Bankers Life and Casualty Company  
Policy Form GR-A06FH**

**Exhibit VI**

Without the 2020 Rate Action  
Nationwide Experience

Issue Year	Experience Year	Earned Premium	Incurred Claims	Claim Ratio	Exposed Policies(1)	Persistency	Average Annual Premium(2)	Premium Trend(5)	Average Claim Cost(3)	Claim Cost Trend
All	1992	-	-	---	-	---	-	---	-	---
	1993	-	-	---	-	---	-	---	-	---
	1994	-	-	---	-	---	-	---	-	---
	1995	-	-	---	-	---	-	---	-	---
	1996	-	-	---	-	---	-	---	-	---
	1997	-	-	---	-	---	-	---	-	---
	1998	-	-	---	-	---	-	---	-	---
	1999	-	-	---	-	---	-	---	-	---
	2000	201,137	28,095	14.0%	2,874	---	839.82	---	117.31	---
	2001	989,027	183,084	18.5%	13,690	476.3%	866.93	3.2%	160.48	36.8%
	2002	1,536,013	341,589	22.2%	20,042	146.4%	919.68	6.1%	204.52	27.4%
	2003	1,801,577	336,999	18.7%	23,832	118.9%	907.14	-1.4%	169.69	-17.0%
	2004	2,034,356	545,125	26.8%	35,396	148.5%	689.69	-24.0%	184.81	8.9%
	2005	2,702,259	1,016,849	37.6%	50,539	142.8%	641.63	-7.0%	241.44	30.6%
	2006	3,126,762	1,304,280	41.7%	63,521	125.7%	590.69	-7.9%	246.40	2.1%
	2007	3,250,896	1,456,670	44.8%	66,154	104.1%	589.70	-0.2%	264.23	7.2%
	2008	3,618,759	1,615,246	44.6%	72,901	110.2%	595.67	1.0%	265.88	0.6%
	2009	4,525,520	2,159,211	47.7%	90,562	124.2%	599.66	0.7%	286.11	7.6%
	2010	7,754,491	4,639,111	59.8%	155,763	172.0%	597.41	-0.4%	357.40	24.9%
	2011	6,214,752	4,373,120	70.4%	121,424	78.0%	614.19	2.8%	432.18	20.9%
	2012	5,422,279	4,007,625	73.9%	99,351	81.8%	654.92	6.6%	484.06	12.0%
	2013	4,761,122	3,450,946	72.5%	84,578	85.1%	675.51	3.1%	489.62	1.1%
	2014	4,338,970	2,887,926	66.6%	74,279	87.8%	700.97	3.8%	466.55	-4.7%
	2015	3,880,005	3,238,601	83.5%	66,255	89.2%	702.74	0.3%	586.57	25.7%
	2016	3,763,529	2,878,494	76.5%	59,997	90.6%	752.74	7.1%	575.73	-1.8%
	2017	3,367,108	2,702,395	80.3%	53,735	89.6%	751.94	-0.1%	603.49	4.8%
	2018	3,019,394	2,778,396	92.0%	48,481	90.2%	747.37	-0.6%	687.71	14.0%
Thru 2018		66,307,957	39,943,763	60.2%	1,203,374					
2019		2,909,309	2,650,535	91.1%	43,632	90.0%	800.14	7.1%	728.97	6.0%
Thru 2019		69,217,266	42,594,298	61.5%	1,247,006					
2020		2,674,644	2,528,629	94.5%	39,269	90.0%	817.33	2.1%	772.71	6.0%
Thru 2020		71,891,910	45,122,927	62.8%	1,286,275					
2021		2,540,206	2,412,298	95.0%	35,342	90.0%	862.50	5.5%	819.07	6.0%
2022		2,423,372	2,301,335	95.0%	31,808	90.0%	914.25	6.0%	868.21	6.0%
2023		2,311,893	2,195,452	95.0%	28,627	90.0%	969.11	6.0%	920.30	6.0%
2024		2,205,527	2,094,441	95.0%	25,764	90.0%	1,027.26	6.0%	975.52	6.0%
2025		2,104,118	1,998,129	95.0%	23,188	90.0%	1,088.90	6.0%	1,034.05	6.0%
2026		2,007,302	1,906,192	95.0%	20,869	90.0%	1,154.23	6.0%	1,096.09	6.0%
2027		1,914,950	1,818,505	95.0%	18,782	90.0%	1,223.48	6.0%	1,161.86	6.0%
2028		1,826,886	1,734,872	95.0%	16,904	90.0%	1,296.89	6.0%	1,231.57	6.0%
2029		1,742,890	1,655,106	95.0%	15,214	90.0%	1,374.70	6.0%	1,305.46	6.0%
Thru 2029		90,969,054	63,239,257	69.5%	1,502,773					

Experience Period	Calendar Duration	Earned Premium	Incurred Claims	Claim Ratio
Thru 2018	All	66,307,957	39,943,763	60.2%
2019	All	2,909,309	2,650,535	91.1%
2020	All	2,674,644	2,528,629	94.5%
2021-2029	All	19,077,144	18,116,330	95.0%
Cumulative	All	90,969,054	63,239,257	69.5%
Thru 2018		66,307,957	39,943,763	60.2%
2019-2029		24,661,097	23,295,494	94.5%

Projection Assumptions				
Persistency		Claim Cost Trend		
Duration 0-1	180.0%	2019	6.0%	
Ultimate	90.0%	Ultimate	6.0%	
Rate Changes	Aging	R.S. Change	Total	Effect. (4)
2018	1.2%	0.2%	1.4%	0.917
2019	1.2%	6.8%	8.1%	0.863
2020	1.2%	0.0%	1.2%	0.904
2021	1.2%	4.8%	6.0%	0.904
2022	1.2%	4.8%	6.0%	0.904
2023	1.2%	4.8%	6.0%	0.904
2024	1.2%	4.8%	6.0%	0.904
2025	1.2%	4.8%	6.0%	0.904
2026	1.2%	4.8%	6.0%	0.904
2027	1.2%	4.8%	6.0%	0.904
2028	1.2%	4.8%	6.0%	0.904
2029	1.2%	4.8%	6.0%	0.904

- (1) Sum of mean in-force policies as of each month in the experience month.
- (2) 12\*Earned Premium/Exposed Policies.
- (3) 12\*Incurred Claims/Exposed Policies.
- (4) 2020+ rate increases are assumed to be 0.904 effective in the increase year and 0.096 effective in the following year.
- (5) 2021+ increases assumed to be claim cost trend net of aging at 1.2% per year.  
Ex: 2021 prem trend = (1.012\*0.096) \* (1.060\*0.904) - 1 = 5.5%.

**Bankers Life and Casualty Company  
Policy Form GR-A06G**

**Exhibit VI**

Without the 2020 Rate Action  
Nationwide Experience

Issue Year	Experience Year	Earned Premium	Incurred Claims	Claim Ratio	Exposed Policies(1)	Persistency	Average Annual Premium(2)	Premium Trend(5)	Average Claim Cost(3)	Claim Cost Trend
All	1992	-	-	---	-	---	-	---	-	---
	1993	-	-	---	-	---	-	---	-	---
	1994	-	-	---	-	---	-	---	-	---
	1995	-	-	---	-	---	-	---	-	---
	1996	452,039	260,038	57.5%	5,195	---	1,044.17	---	600.66	---
	1997	2,060,385	1,368,177	66.4%	23,215	446.9%	1,065.03	2.0%	707.22	17.7%
	1998	4,467,829	2,776,012	62.1%	46,929	202.1%	1,142.45	7.3%	709.84	0.4%
	1999	6,924,126	4,293,184	62.0%	65,332	139.2%	1,271.80	11.3%	788.56	11.1%
	2000	12,634,230	8,200,907	64.9%	115,969	177.5%	1,307.34	2.8%	848.60	7.6%
	2001	23,754,485	15,272,709	64.3%	200,467	172.9%	1,421.95	8.8%	914.23	7.7%
	2002	32,213,543	20,346,336	63.2%	252,409	125.9%	1,531.49	7.7%	967.30	5.8%
	2003	43,401,451	27,819,993	64.1%	329,041	130.4%	1,582.83	3.4%	1,014.58	4.9%
	2004	57,670,532	39,711,425	68.9%	429,165	130.4%	1,612.54	1.9%	1,110.38	9.4%
	2005	75,892,898	53,400,690	70.4%	549,309	128.0%	1,657.93	2.8%	1,166.57	5.1%
	2006	85,699,661	59,925,231	69.9%	563,367	102.6%	1,825.45	10.1%	1,276.44	9.4%
	2007	78,467,515	55,903,529	71.2%	475,754	84.4%	1,979.20	8.4%	1,410.06	10.5%
	2008	72,864,095	49,652,198	68.1%	394,524	82.9%	2,216.26	12.0%	1,510.24	7.1%
	2009	65,185,354	44,343,337	68.0%	319,271	80.9%	2,450.03	10.5%	1,666.67	10.4%
	2010	57,676,165	40,289,100	69.9%	266,076	83.3%	2,601.19	6.2%	1,817.03	9.0%
	2011	49,229,516	33,714,239	68.5%	206,609	77.7%	2,859.29	9.9%	1,958.15	7.8%
	2012	44,180,235	29,024,510	65.7%	166,101	80.4%	3,191.81	11.6%	2,096.88	7.1%
	2013	38,763,939	24,345,061	62.8%	137,390	82.7%	3,385.74	6.1%	2,126.36	1.4%
	2014	34,386,213	21,374,004	62.2%	117,046	85.2%	3,525.41	4.1%	2,191.34	3.1%
	2015	29,526,280	19,002,279	64.4%	100,408	85.8%	3,528.76	0.1%	2,271.01	3.6%
	2016	26,154,907	16,991,245	65.0%	88,097	87.7%	3,562.65	1.0%	2,314.44	1.9%
	2017	22,959,468	15,511,616	67.6%	77,414	87.9%	3,558.96	-0.1%	2,404.47	3.9%
	2018	18,778,655	15,064,416	80.2%	68,166	88.1%	3,305.83	-7.1%	2,651.97	10.3%
	Thru 2018	883,343,521	598,590,234	67.8%	4,997,254					
	2019	17,596,993	14,052,170	79.9%	59,986	88.0%	3,520.22	6.5%	2,811.09	6.0%
	Thru 2019	900,940,514	612,642,404	68.0%	5,057,240					
	2020	15,691,937	13,107,964	83.5%	52,788	88.0%	3,567.16	1.3%	2,979.76	6.0%
	Thru 2020	916,632,451	625,750,368	68.3%	5,110,028					
	2021	14,502,472	12,227,010	84.3%	46,453	88.0%	3,746.36	5.0%	3,158.55	6.0%
	2022	13,478,965	11,405,445	84.6%	40,879	88.0%	3,956.74	5.6%	3,348.06	6.0%
	2023	12,527,736	10,639,131	84.9%	35,974	88.0%	4,178.93	5.6%	3,548.94	6.0%
	2024	11,643,445	9,924,153	85.2%	31,657	88.0%	4,413.60	5.6%	3,761.88	6.0%
	2025	10,821,556	9,257,190	85.5%	27,858	88.0%	4,661.45	5.6%	3,987.59	6.0%
	2026	10,057,708	8,635,102	85.9%	24,515	88.0%	4,923.21	5.6%	4,226.85	6.0%
	2027	9,347,707	8,054,747	86.2%	21,573	88.0%	5,199.67	5.6%	4,480.46	6.0%
	2028	8,687,806	7,513,377	86.5%	18,984	88.0%	5,491.66	5.6%	4,749.29	6.0%
	2029	8,074,622	7,008,515	86.8%	16,706	88.0%	5,800.04	5.6%	5,034.25	6.0%
	Thru 2029	1,015,774,468	710,415,038	69.9%	5,374,627					

Experience Period	Calendar Duration	Earned Premium	Incurred Claims	Claim Ratio
Thru 2018	All	883,343,521	598,590,234	67.8%
2019	All	17,596,993	14,052,170	79.9%
2020	All	15,691,937	13,107,964	83.5%
2021-2029	All	99,142,017	84,664,670	85.4%
Cumulative	All	1,015,774,468	710,415,038	69.9%
Thru 2018		883,343,521	598,590,234	67.8%
2019-2029		132,430,947	111,824,804	84.4%

Projection Assumptions

Persistency		Claim Cost Trend		
Duration 0-1	176.0%	2019	2019	6.0%
Ultimate	88.0%	Ultimate	Ultimate	6.0%
Rate Changes	Aging	R.S. Change	Total	Effect. (4)
2018	0.6%	1.8%	2.5%	0.729
2019	0.6%	5.9%	6.6%	0.880
2020	0.6%	0.0%	0.6%	0.884
2021	0.6%	5.0%	5.6%	0.884
2022	0.6%	5.0%	5.6%	0.884
2023	0.6%	5.0%	5.6%	0.884
2024	0.6%	5.0%	5.6%	0.884
2025	0.6%	5.0%	5.6%	0.884
2026	0.6%	5.0%	5.6%	0.884
2027	0.6%	5.0%	5.6%	0.884
2028	0.6%	5.0%	5.6%	0.884
2029	0.6%	5.0%	5.6%	0.884

- (1) Sum of mean in-force policies as of each month in the experience month.
- (2) 12\*Earned Premium/Exposed Policies.
- (3) 12\*Incurred Claims/Exposed Policies.
- (4) 2020+ rate increases are assumed to be 0.884 effective in the increase year and 0.116 effective in the following year.
- (5) 2021+ increases assumed to be claim cost trend net of aging at 1.0% per year.  
Ex: 2021 prem trend = (1.006\*0.116) \* (1.056\*0.884) - 1 = 5.0%.

**Bankers Life and Casualty Company  
Policy Form GR-A06J**

**Exhibit VI**

Without the 2020 Rate Action  
Nationwide Experience

Issue Year	Experience Year	Earned Premium	Incurred Claims	Claim Ratio	Exposed Policies(1)	Persistency	Average Annual Premium(2)	Premium Trend(5)	Average Claim Cost(3)	Claim Cost Trend
All	1992	-	-	---	-	---	-	---	-	---
	1993	-	-	---	-	---	-	---	-	---
	1994	-	-	---	-	---	-	---	-	---
	1995	-	-	---	-	---	-	---	-	---
	1996	-	-	---	-	---	-	---	-	---
	1997	-	-	---	-	---	-	---	-	---
	1998	-	-	---	-	---	-	---	-	---
	1999	-	-	---	-	---	-	---	-	---
	2000	-	-	---	-	---	-	---	-	---
	2001	-	-	---	-	---	-	---	-	---
	2002	-	-	---	-	---	-	---	-	---
	2003	-	-	---	-	---	-	---	-	---
	2004	-	-	---	-	---	-	---	-	---
	2005	81,624	37,314	45.7%	514	---	1,905.62	---	871.13	---
	2006	24,999,059	16,084,120	64.3%	167,005	32491.2%	1,796.29	-5.7%	1,155.71	32.7%
	2007	64,971,791	44,985,007	69.2%	434,051	259.9%	1,796.24	0.0%	1,243.68	7.6%
	2008	103,429,248	72,890,825	70.5%	665,694	153.4%	1,864.45	3.8%	1,313.95	5.7%
	2009	144,276,111	102,149,086	70.8%	865,255	130.0%	2,000.93	7.3%	1,416.68	7.8%
	2010	175,562,896	123,479,124	70.3%	987,921	114.2%	2,132.51	6.6%	1,499.87	5.9%
	2011	159,291,054	108,406,477	68.1%	793,310	80.3%	2,409.52	13.0%	1,639.81	9.3%
	2012	146,113,873	92,426,463	63.3%	632,191	79.7%	2,773.48	15.1%	1,754.40	7.0%
	2013	133,033,460	82,182,319	61.8%	523,465	82.8%	3,049.68	10.0%	1,883.96	7.4%
	2014	120,040,538	75,326,981	62.8%	444,236	84.9%	3,242.62	6.3%	2,034.78	8.0%
	2015	108,673,108	69,291,331	63.8%	386,396	87.0%	3,374.98	4.1%	2,151.93	5.8%
	2016	99,659,174	63,805,042	64.0%	340,724	88.2%	3,509.91	4.0%	2,247.16	4.4%
	2017	91,946,307	60,469,763	65.8%	302,471	88.8%	3,647.81	3.9%	2,399.03	6.8%
	2018	84,382,527	60,810,425	72.1%	269,468	89.1%	3,757.74	3.0%	2,708.02	12.9%
Thru 2018		1,456,460,771	972,344,276	66.8%	6,812,701					
2019		80,766,939	57,639,222	71.4%	239,827	89.0%	4,041.26	7.5%	2,884.04	6.5%
Thru 2019		1,537,227,710	1,029,983,498	67.0%	7,052,528					
2020		75,049,570	54,633,282	72.8%	213,446	89.0%	4,219.31	4.4%	3,071.50	6.5%
Thru 2020		1,612,277,280	1,084,616,780	67.3%	7,265,974					
2021		70,856,583	51,784,213	73.1%	189,967	89.0%	4,475.93	6.1%	3,271.15	6.5%
2022		67,161,623	49,083,706	73.1%	169,071	89.0%	4,766.87	6.5%	3,483.77	6.5%
2023		63,659,107	46,523,995	73.1%	150,473	89.0%	5,076.72	6.5%	3,710.22	6.5%
2024		60,339,334	44,097,730	73.1%	133,921	89.0%	5,406.71	6.5%	3,951.38	6.5%
2025		57,192,825	41,798,145	73.1%	119,190	89.0%	5,758.15	6.5%	4,208.22	6.5%
2026		54,210,170	39,618,297	73.1%	106,079	89.0%	6,132.43	6.5%	4,481.75	6.5%
2027		51,382,957	37,552,050	73.1%	94,410	89.0%	6,531.04	6.5%	4,773.06	6.5%
2028		48,703,411	35,593,760	73.1%	84,025	89.0%	6,955.56	6.5%	5,083.31	6.5%
2029		46,163,365	33,737,463	73.1%	74,782	89.0%	7,407.67	6.5%	5,413.73	6.5%
Thru 2029		2,131,946,655	1,464,406,139	68.7%	8,387,892					

Experience Period	Calendar Duration	Earned Premium	Incurred Claims	Claim Ratio
Thru 2018	All	1,456,460,771	972,344,276	66.8%
2019	All	80,766,939	57,639,222	71.4%
2020	All	75,049,570	54,633,282	72.8%
2021-2029	All	519,669,375	379,789,359	73.1%
Cumulative	All	2,131,946,655	1,464,406,139	68.7%
Thru 2018		1,456,460,771	972,344,276	66.8%
2019-2029		675,485,884	492,061,863	72.8%

Projection Assumptions

Persistency		Claim Cost Trend		
Duration 0-1	178.0%	2019	2020	2021
Ultimate	89.0%	Ultimate	6.5%	6.5%
Rate Changes	Aging	R.S. Change	Total	Effect. (4)
2018	3.0%	0.5%	3.6%	0.917
2019	3.0%	5.9%	9.1%	0.805
2020	3.0%	0.0%	3.0%	0.882
2021	3.0%	3.4%	6.5%	0.882
2022	3.0%	3.4%	6.5%	0.882
2023	3.0%	3.4%	6.5%	0.882
2024	3.0%	3.4%	6.5%	0.882
2025	3.0%	3.4%	6.5%	0.882
2026	3.0%	3.4%	6.5%	0.882
2027	3.0%	3.4%	6.5%	0.882
2028	3.0%	3.4%	6.5%	0.882
2029	3.0%	3.4%	6.5%	0.882

- (1) Sum of mean in-force policies as of each month in the experience month.
- (2) 12\*Earned Premium/Exposed Policies.
- (3) 12\*Incurred Claims/Exposed Policies.
- (4) 2020+ rate increases are assumed to be 0.882 effective in the increase year and 0.118 effective in the following year.
- (5) 2021+ increases assumed to be claim cost trend net of aging at 3.0% per year.  
Ex: 2021 prem trend = (1.030\*0.118) \* (1.065\*0.882) - 1 = 6.1%.

## Bankers Life and Casualty Company – Consumer Narrative

### 2020 Standardized Medicare Supplement Rate Revision and Annual Loss Ratio Filing

#### Medicare Supplement Rates Changing in 2020

Bankers Life and Casualty Company regularly reviews the experience of its Medicare supplement business to ensure it will be able to honor its commitment to pay claims. Primary factors impacting premium rates are the rising cost of healthcare and impact of claims experience.

Based on the actual and projected Medicare supplement experience, a premium increase is necessary to bring projected future claims, relative to projected premiums, in line with the target relationships approved by the Office of the Health Insurance Commissioner.

The company has requested an overall premium increase of 5.0%. Claims experience has been much higher than expected, requiring this increase. The proposed rate increases by plan and form are shown in the table below.

The proposed increases have been filed with and will be reviewed by the Office of the Health Insurance Commissioner. This filing complies with the laws and regulations of the State of Rhode Island and will not be implemented until approved by the Office of the Health Insurance Commissioner.

Plan Letter	Form Name	Rate Increase
A	GR-A06A	5.0%
C	GR-A05C, GR-A06C	5.0%
D	GR-A06D	5.0%
E	GR-A06E	5.0%
F	GR-A05F, GR-A06F	5.0%
FH*	GR-A06FH	0.0%
G	GR-A06G	5.0%
J	GR-A06J	5.0%

\*High Deductible Plan F



## RHODE ISLAND ACTUARIAL CERTIFICATION

Carrier: Bankers Life and Casualty Company

Submission:

Policy Forms GR-A05C, GR-A05F, GR-A06A through GR-A06G, GR-A06FH and GR-A06J

I hereby certify that to the best of my knowledge and belief, the above submission conforms to generally accepted actuarial principles, standards and guidelines, that the reserves, including a test of deficiency reserves, and non-forfeiture benefits, if applicable, comply with all statutes, rules and regulations of the state of Rhode Island, and that premiums, if any, are not inadequate, excessive, unfairly discriminatory or unreasonable in relation to benefits.

*Christopher J. Conforti*

Signature of qualified actuary: \_\_\_\_\_

Name (typed or printed): Christopher J. Conforti

Title or business affiliation: Actuary

Date: 8/28/2019

A thorough review of the law, bulletins, and the Rating Compliance Guidelines should be made prior to signing this certification.

Reset Form

## **Bankers Life and Casualty Company**

### **Rate Memorandum**

#### **Standardized Medicare Supplement Policy Form Series GR-A05 and GR-A06**

#### **1. Purpose of Filing**

We are filing the 2020 rate schedules for these forms. Adjusted rates provide, as appropriate, for poorer than anticipated experience, claim cost trend increases, and benefit cost inflation.

#### **2. General Description**

- a. Issuer - Bankers Life and Casualty Company.
- b. Forms - GR-A05C, GR-A05F, GR-A06A, GR-A06C through GR-A06G, GR-A06J and GR-A06FH.
- c. Policy Type - Standardized Medicare supplement policies.
- d. Benefits - Please refer to the enclosed Exhibit I.
- e. Renewability - Guaranteed renewable for life.
- f. Issue Ages - 65 and over.
- g. Premium Basis - Attained age up to age 80; level thereafter.
- h. Actuary – Christopher J. Conforti, A.S.A., M.A.A.A.
- i. Domicile State Approval - The 2020 rates have been placed on file with the Illinois Insurance Department.

#### **3. Scope and Justification of Request**

- a. Adjustments - Please refer to the enclosed Exhibit II.
- b. Variations by Cell - None.
- c. Justification of Request - Please refer to the enclosed Exhibits V and VI.

#### **4. Rates and Rating Factors**

- a. Rates - The rates are enclosed.
- b. Period Rates Apply - The proposed rates are intended to be effective for calendar year 2020 and are intended to be effective January 1, 2020 or later, depending on the premium mode option chosen.

#### **5. Rate History**

Please refer to the enclosed Exhibit III.

**6. In-force Counts**

Please refer to the enclosed Exhibit IV.

**7. Experience**

Please refer to the enclosed Exhibit V for experience, valued as of March 31, 2019.

Projected experience, assuming approval of the proposed 2020 increase, is provided in the enclosed Exhibit VI.

The proposed rate increases are determined using the projected experience as shown in Exhibit VI. The projected experience is based on recent experience with assumptions made for persistency, increase effective date, premium trend, and claims cost trend. All assumptions are based on actual experience. In determining the proposed increases we consider plan credibility while maintaining compliance with the minimum loss ratio standards. Administrative costs are not considered when determining proposed increases.

Exhibit VI also provides claim cost trend experience and disclosure of all projection assumptions.

**8. Loss Ratio Compliance**

These forms are individual standardized Medicare supplement policies subject to a minimum lifetime loss ratio of 65%.

These forms were initially rated to meet a minimum lifetime loss ratio of 65%. With the proposed rate schedules, we anticipate meeting the 65% loss ratio standard for the lifetime of these forms.

*Christopher J. Conforti , ASA, MAAA*

**Bankers Life and Casualty Company**

Standardized Medicare Supplement  
Policy Form Series GR-A06

Annual Premium Rates\* Male or Female

<u>Attained Age</u>	<u>Plan A</u>
65	\$2,189.00
66	2,241.91
67	2,295.91
68	2,356.78
69	2,420.82
70	2,486.92
71	2,554.67
72	2,624.27
73	2,713.83
74	2,807.76
75	2,903.43
76	3,005.10
77	3,107.10
78	3,214.99
79	3,325.72
80+	3,441.68

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

0.08583 for Monthly Bank Draft/Payroll Deduction; 0.515 for Semi-Annual; 0.2625 for Quarterly; 0.09167 for Monthly Direct Bill; 2.50 for Triennial



**Bankers Life and Casualty Company**

Standardized Medicare Supplement  
Policy Form Series GR-A05

Annual Premium Rates\* Male or Female

<u>Attained Age</u>	<u>Plan C</u>
65	\$2,266.24
66	2,336.49
67	2,410.45
68	2,491.94
69	2,577.25
70	2,666.49
71	2,759.32
72	2,855.76
73	2,970.96
74	3,092.48
75	3,218.70
76	3,351.79
77	3,490.12
78	3,636.73
79	3,788.59
80+	3,951.57

\* To determine the Bank Draft (P.P.S.P.) or Payroll Deduction (P.R.D.), Semi-Annual, Quarterly or Monthly 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 Monthly Direct Bill

**Bankers Life and Casualty Company**

Standardized Medicare Supplement  
Policy Form Series GR-A06

Annual Premium Rates\* Male or Female

<u>Attained Age</u>	<u>Plan C</u>
65	\$2,139.91
66	2,207.00
67	2,276.82
68	2,353.62
69	2,434.34
70	2,518.45
71	2,606.27
72	2,697.14
73	2,806.34
74	2,920.78
75	3,039.79
76	3,164.92
77	3,296.05
78	3,433.94
79	3,578.15
80+	3,731.97

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**Bankers Life and Casualty Company**

Standardized Medicare Supplement  
Policy Form Series GR-A06

Annual Premium Rates\* Male or Female

<u>Attained Age</u>	<u>Plan D</u>
65	\$2,021.33
66	2,092.24
67	2,166.96
68	2,248.67
69	2,335.29
70	2,425.18
71	2,520.63
72	2,617.94
73	2,734.34
74	2,856.85
75	2,983.39
76	3,119.21
77	3,260.81
78	3,409.17
79	3,564.62
80+	3,730.99

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

0.08583 for Monthly Bank Draft/Payroll Deduction; 0.515 for Semi-Annual; 0.2625 for Quarterly; 0.09167 for Monthly Direct Bill; 2.50 for Triennial

**Bankers Life and Casualty Company**

Standardized Medicare Supplement  
Policy Form Series GR-A06

Annual Premium Rates\* Male or Female

<u>Attained Age</u>	<u>Plan E</u>
65	\$2,401.83
66	2,482.56
67	2,566.01
68	2,658.31
69	2,755.61
70	2,856.63
71	2,961.25
72	3,071.10
73	3,198.52
74	3,333.03
75	3,472.23
76	3,618.73
77	3,772.33
78	3,933.68
79	4,101.67
80+	4,282.11

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

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**Bankers Life and Casualty Company**

Standardized Medicare Supplement  
Policy Form Series GR-A05

Annual Premium Rates\* Male or Female

<u>Attained Age</u>	<u>Plan F</u>
65	\$2,753.32
66	2,860.67
67	2,972.70
68	3,089.97
69	3,211.06
70	3,337.39
71	3,469.61
72	3,607.72
73	3,750.84
74	3,902.91
75	4,060.00
76	4,224.18
77	4,395.78
78	4,573.93
79	4,762.43
80+	4,958.25

\* To determine the Bank Draft (P.P.S.P.) or Payroll Deduction (P.R.D.), Semi-Annual, Quarterly or Monthly 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 Monthly Direct Bill

**Bankers Life and Casualty Company**

Standardized Medicare Supplement  
Policy Form Series GR-A06

Annual Premium Rates\* Male or Female

<u>Attained Age</u>	<u>Plan F</u>
65	\$2,682.09
66	2,786.27
67	2,895.90
68	3,009.68
69	3,127.61
70	3,251.43
71	3,380.15
72	3,514.66
73	3,654.30
74	3,802.33
75	3,954.40
76	4,114.87
77	4,282.66
78	4,456.00
79	4,639.38
80+	4,830.07

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**Bankers Life and Casualty Company**

Standardized Medicare Supplement  
Policy Form Series GR-A06

Annual Premium Rates\* Male or Female

<u>Attained Age</u>	<u>Plan FH</u>
65	\$500.94
66	519.05
67	537.70
68	557.01
69	576.98
70	597.81
71	619.30
72	641.67
73	665.56
74	690.10
75	715.52
76	741.92
77	769.52
78	797.99
79	827.56
80+	858.10

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

0.08583 for Monthly Bank Draft/Payroll Deduction; 0.515 for Semi-Annual; 0.2625 for Quarterly; 0.09167 for Monthly Direct Bill; 2.50 for Triennial

**Bankers Life and Casualty Company**

Standardized Medicare Supplement  
Policy Form Series GR-A06

Annual Premium Rates\* Male or Female

<u>Attained Age</u>	<u>Plan G</u>
65	\$2,546.92
66	2,653.18
67	2,765.43
68	2,883.58
69	3,007.50
70	3,136.01
71	3,270.30
72	3,412.12
73	3,560.70
74	3,716.81
75	3,879.89
76	4,050.18
77	4,230.62
78	4,420.33
79	4,619.09
80+	4,827.78

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

0.08583 for Monthly Bank Draft/Payroll Deduction; 0.515 for Semi-Annual; 0.2625 for Quarterly; 0.09167 for Monthly Direct Bill; 2.50 for Triennial



**Bankers Life and Casualty Company**

Standardized Medicare Supplement  
Policy Form Series GR-A06

Annual Premium Rates\* Male or Female

<u>Attained Age</u>	<u>Plan J</u>
65	\$2,369.76
66	2,474.05
67	2,583.36
68	2,692.45
69	2,805.69
70	2,924.38
71	3,047.43
72	3,175.94
73	3,314.81
74	3,459.90
75	3,611.32
76	3,769.50
77	3,934.22
78	4,115.09
79	4,304.47
80+	4,502.91

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0.08583 for Monthly Bank Draft/Payroll Deduction; 0.515 for Semi-Annual; 0.2625 for Quarterly; 0.09167 for Monthly Direct Bill; 2.50 for Triennial

**Bankers Life and Casualty Company**

Standardized Medicare Supplement  
Policy Form Series GR-A05

**Current  
Rates**

Annual Premium Rates\* Male or Female

<u>Attained Age</u>	<u>Plan C</u>	<u>Plan F</u>
65	\$2,158.35	\$2,622.20
66	2,225.22	2,724.41
67	2,295.69	2,831.10
68	2,373.25	2,942.92
69	2,454.53	3,058.12
70	2,539.51	3,178.45
71	2,627.87	3,304.34
72	2,719.83	3,435.90
73	2,829.47	3,572.26
74	2,945.21	3,717.02
75	3,065.43	3,866.59
76	3,192.19	4,023.02
77	3,323.97	4,186.44
78	3,463.61	4,356.07
79	3,608.15	4,535.63
80+	3,763.39	4,722.18

\* To determine the Bank Draft (P.P.S.P.) or Payroll Deduction (P.R.D.), Semi-Annual, Quarterly or Monthly 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 Monthly Direct Bill

**Bankers Life and Casualty Company**

Standardized Medicare Supplement  
Policy Form Series GR-A06

**Current  
Rates**

Annual Premium Rates\* Male or Female

<u>Attained Age</u>	<u>Plan A</u>	<u>Plan C</u>	<u>Plan D</u>	<u>Plan E</u>	<u>Plan F</u>	<u>Plan FH</u>	<u>Plan G</u>	<u>Plan J</u>
65	\$2,084.71	\$2,038.02	\$1,925.11	\$2,287.51	\$2,554.34	\$500.94	\$2,425.62	\$2,256.85
66	2,135.11	2,101.95	1,992.64	2,364.31	2,653.61	519.05	2,526.85	2,356.23
67	2,186.60	2,168.38	2,063.76	2,443.83	2,758.01	537.70	2,633.76	2,460.31
68	2,244.53	2,241.58	2,141.55	2,531.76	2,866.34	557.01	2,746.23	2,564.16
69	2,305.51	2,318.38	2,224.13	2,624.38	2,978.70	576.98	2,864.27	2,672.05
70	2,368.45	2,398.56	2,309.65	2,720.60	3,096.63	597.81	2,986.67	2,785.07
71	2,433.03	2,482.12	2,400.63	2,820.19	3,219.25	619.30	3,114.52	2,902.23
72	2,499.25	2,568.74	2,493.25	2,924.81	3,347.32	641.67	3,249.68	3,024.63
73	2,584.56	2,672.71	2,604.09	3,046.23	3,480.30	665.56	3,391.17	3,156.96
74	2,674.01	2,781.69	2,720.81	3,174.30	3,621.24	690.10	3,539.86	3,295.06
75	2,765.21	2,895.03	2,841.36	3,306.85	3,766.11	715.52	3,695.10	3,439.28
76	2,861.98	3,014.16	2,970.63	3,446.37	3,918.95	741.92	3,857.31	3,589.93
77	2,959.18	3,139.06	3,105.57	3,592.66	4,078.77	769.52	4,029.13	3,746.81
78	3,061.94	3,270.41	3,246.85	3,746.37	4,243.82	797.99	4,209.78	3,919.06
79	3,167.32	3,407.75	3,394.88	3,906.40	4,418.47	827.56	4,399.16	4,099.49
80+	3,277.83	3,554.26	3,553.28	4,078.22	4,600.11	858.10	4,597.93	4,288.44

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

0.08583 for Monthly Bank Draft/Payroll Deduction; 0.515 for Semi-Annual; 0.2625 for Quarterly; 0.09167 for Monthly Direct Bill; 2.50 for Triennial