



The following tables show the **2008** statewide average ratios for each MCAS schedule. In addition, for some ratios the number of companies reporting a ratio within a specified range is also shown.

If your company's calculated ratio for any area is 9999.9%, this indicates a valid ratio could not be calculated. For example, if your company reported surrender activity but no policies issued, the ratio of surrenders to policies issued would be 9999.9%.

### Schedule 1: Individual Life Cash Value Products

|                                                                                                                            | Statewide Average Ratio |
|----------------------------------------------------------------------------------------------------------------------------|-------------------------|
| Ratio 1. The number of replacements issued compared to the number of policies issued                                       | 4.9%                    |
| Ratio 2. The number of 1035 exchanges to the number of policies issued                                                     | 1.5%                    |
| Ratio 3. The number of surrenders compared to the number of policies issued                                                | 33.9%                   |
| Ratio 4. The number of policies with loan balances exceeding 25% compared to the number of policies in force               | 5.2%                    |
| Ratio 5. The number of claims paid beyond 60 days from the date of due proof of loss compared to the number of claims paid | 1.4%                    |
| Ratio 6. The number of claims denied, resisted or compromised compared to the number of claims closed                      | 0.4%                    |
| Ratio 7. Number of complaints per 1,000 policies in force                                                                  | 0.233#                  |

| Number of companies with ratios falling in the range: |     |            |             |              |             |             |             |             |             |             |              |       |
|-------------------------------------------------------|-----|------------|-------------|--------------|-------------|-------------|-------------|-------------|-------------|-------------|--------------|-------|
|                                                       | 0%  | >0% to 10% | >10% to 20% | >20% to 30%  | >30% to 40% | >40% to 50% | >50% to 60% | >60% to 70% | >70% to 80% | >80% to 90% | >90% to 100% | >100% |
| Ratio 1                                               | 161 | 53         | 31          | 11           | 7           | 3           | 2           | 3           | 1           | 2           | 2            | 1     |
| Ratio 2                                               | 200 | 43         | 12          | 7            | 4           | 3           | 0           | 1           | 2           | 0           | 2            | 3     |
| Ratio 3                                               | 41  | 29         | 16          | 17           | 10          | 9           | 6           | 7           | 4           | 5           | 4            | 129   |
| Ratio 4                                               | 67  | 138        | 60          | 7            | 3           | 1           | 0           | 0           | 0           | 0           | 0            | 1     |
| Ratio 5                                               | 215 | 49         | 7           | 3            | 1           | 0           | 0           | 0           | 1           | 0           | 1            | 0     |
| Ratio 6                                               | 241 | 23         | 7           | 1            | 4           | 1           | 0           | 0           | 0           | 0           | 0            | 0     |
| Number of complaints per 1,000 policies in force      |     |            |             |              |             |             |             |             |             |             |              |       |
|                                                       | 0   | >0 to 0.25 | >0.25 - 0.5 | >0.5 to 0.75 | >0.75 to 1  | >1 to 2     | >2 to 3     | >3 to 4     | >4 to 5     | >5 to 6     | >6 to 7      | >7    |
| Ratio 7                                               | 164 | 37         | 17          | 17           | 14          | 15          | 5           | 0           | 3           | 0           | 1            | 4     |

## Schedule 2: Individual Life Non-Cash Value Products

|                                                                                                                            | Statewide<br>Average<br>Ratio |
|----------------------------------------------------------------------------------------------------------------------------|-------------------------------|
| Ratio 1. The number of replacements issued compared to the number of policies issued                                       | 13.0%                         |
| Ratio 2. The number of claims paid beyond 60 days from the date of due proof of loss compared to the number of claims paid | 1.9%                          |
| Ratio 3. The number of claims denied, resisted or compromised compared to the number of claims closed                      | 4.7%                          |
| Ratio 4. Number of complaints per 1,000 policies in force                                                                  | 0.351#                        |

| Number of companies with ratios falling in the range: |     |               |                |                 |                |                |                |                |                |                |                 |       |
|-------------------------------------------------------|-----|---------------|----------------|-----------------|----------------|----------------|----------------|----------------|----------------|----------------|-----------------|-------|
|                                                       | 0%  | >0% to<br>10% | >10% to<br>20% | >20% to<br>30%  | >30% to<br>40% | >40% to<br>50% | >50% to<br>60% | >60% to<br>70% | >70% to<br>80% | >80% to<br>90% | >90% to<br>100% | >100% |
| Ratio 1                                               | 149 | 28            | 23             | 25              | 4              | 4              | 1              | 1              | 1              | 0              | 0               | 0     |
| Ratio 2                                               | 213 | 11            | 4              | 3               | 1              | 1              | 0              | 0              | 0              | 0              | 3               | 0     |
| Ratio 3                                               | 219 | 7             | 4              | 0               | 1              | 1              | 0              | 0              | 2              | 1              | 1               | 0     |
| Number of complaints per 1,000 policies in force      |     |               |                |                 |                |                |                |                |                |                |                 |       |
|                                                       | 0   | >0 to<br>0.25 | >0.25 -<br>0.5 | >0.5 to<br>0.75 | >0.75 to<br>1  | >1 to 2        | >2 to 3        | >3 to 4        | >4 to 5        | >5 to 6        | >6 to 7         | >7    |
| Ratio 4                                               | 178 | 14            | 14             | 9               | 7              | 8              | 1              | 2              | 0              | 1              | 0               | 2     |

## Schedule 3: Group Life Products

|                                                                                                                            | Statewide<br>Average<br>Ratio |
|----------------------------------------------------------------------------------------------------------------------------|-------------------------------|
| Ratio 1. The number of claims paid beyond 60 days from the date of due proof of loss compared to the number of claims paid | 2.0%                          |
| Ratio 2. The number of claims denied, resisted or compromised compared to the number of claims closed                      | 2.2%                          |
| Ratio 3. Number of complaints per 1,000 policies in force                                                                  | 1.103#                        |

| Number of companies with ratios falling in the range: |     |               |                |                 |                |                |                |                |                |                |                 |       |
|-------------------------------------------------------|-----|---------------|----------------|-----------------|----------------|----------------|----------------|----------------|----------------|----------------|-----------------|-------|
|                                                       | 0%  | >0% to<br>10% | >10% to<br>20% | >20% to<br>30%  | >30% to<br>40% | >40% to<br>50% | >50% to<br>60% | >60% to<br>70% | >70% to<br>80% | >80% to<br>90% | >90% to<br>100% | >100% |
| Ratio 1                                               | 146 | 20            | 5              | 1               | 0              | 1              | 0              | 1              | 0              | 0              | 3               | 0     |
| Ratio 2                                               | 150 | 21            | 3              | 1               | 2              | 0              | 0              | 0              | 0              | 0              | 0               | 0     |
| Number of complaints per 1,000 policies in force      |     |               |                |                 |                |                |                |                |                |                |                 |       |
|                                                       | 0   | >0 to<br>0.25 | >0.25 -<br>0.5 | >0.5 to<br>0.75 | >0.75 to<br>1  | >1 to 2        | >2 to 3        | >3 to 4        | >4 to 5        | >5 to 6        | >6 to 7         | >7    |
| Ratio 3                                               | 152 | 2             | 1              | 0               | 0              | 0              | 0              | 4              | 1              | 1              | 0               | 16    |

## Schedule 4: Individual Fixed Annuities

|                                                                                      | Statewide<br>Average<br>Ratio |
|--------------------------------------------------------------------------------------|-------------------------------|
| Ratio 1. The number of replacements issued compared to the number of policies issued | 28.7%                         |
| Ratio 2. The number of 1035 exchanges to the number of policies issued               | 16.2%                         |
| Ratio 3. The number of surrenders compared to the number of policies issued          | 68.9%                         |
| Ratio 4. Number of complaints per 1,000 policies in force                            | 0.668#                        |

|         | Number of companies with ratios falling in the range: |               |                |                 |                |                |                |                |                |                |                 |       |
|---------|-------------------------------------------------------|---------------|----------------|-----------------|----------------|----------------|----------------|----------------|----------------|----------------|-----------------|-------|
|         | 0%                                                    | >0% to<br>10% | >10% to<br>20% | >20% to<br>30%  | >30% to<br>40% | >40% to<br>50% | >50% to<br>60% | >60% to<br>70% | >70% to<br>80% | >80% to<br>90% | >90% to<br>100% | >100% |
| Ratio 1 | 120                                                   | 7             | 15             | 21              | 15             | 10             | 6              | 7              | 1              | 0              | 4               | 1     |
| Ratio 2 | 128                                                   | 21            | 23             | 17              | 5              | 5              | 2              | 3              | 0              | 0              | 2               | 1     |
| Ratio 3 | 59                                                    | 11            | 8              | 5               | 5              | 8              | 4              | 5              | 4              | 4              | 6               | 88    |
|         | Number of complaints per 1,000 policies in force      |               |                |                 |                |                |                |                |                |                |                 |       |
|         | 0                                                     | >0 to<br>0.25 | >0.25 -<br>0.5 | >0.5 to<br>0.75 | >0.75 to<br>1  | >1 to 2        | >2 to 3        | >3 to 4        | >4 to 5        | >5 to 6        | >6 to 7         | >7    |
| Ratio 4 | 169                                                   | 3             | 4              | 4               | 5              | 8              | 5              | 3              | 2              | 2              | 0               | 2     |

## Schedule 5: Individual Variable Annuities

|                                                                                      | Statewide<br>Average<br>Ratio |
|--------------------------------------------------------------------------------------|-------------------------------|
| Ratio 1. The number of replacements issued compared to the number of policies issued | 26.8%                         |
| Ratio 2. The number of 1035 exchanges to the number of policies issued               | 13.9%                         |
| Ratio 3. The number of surrenders compared to the number of policies issued          | 78.5%                         |
| Ratio 4. Number of complaints per 1,000 policies in force                            | 0.700#                        |

|         | Number of companies with ratios falling in the range: |               |                |                 |                |                |                |                |                |                |                 |       |
|---------|-------------------------------------------------------|---------------|----------------|-----------------|----------------|----------------|----------------|----------------|----------------|----------------|-----------------|-------|
|         | 0%                                                    | >0% to<br>10% | >10% to<br>20% | >20% to<br>30%  | >30% to<br>40% | >40% to<br>50% | >50% to<br>60% | >60% to<br>70% | >70% to<br>80% | >80% to<br>90% | >90% to<br>100% | >100% |
| Ratio 1 | 41                                                    | 5             | 6              | 15              | 9              | 8              | 4              | 2              | 3              | 2              | 1               | 1     |
| Ratio 2 | 45                                                    | 13            | 20             | 2               | 3              | 6              | 2              | 1              | 1              | 1              | 2               | 1     |
| Ratio 3 | 11                                                    | 1             | 1              | 3               | 5              | 2              | 2              | 4              | 4              | 2              | 3               | 59    |
|         | Number of complaints per 1,000 policies in force      |               |                |                 |                |                |                |                |                |                |                 |       |
|         | 0                                                     | >0 to<br>0.25 | >0.25 -<br>0.5 | >0.5 to<br>0.75 | >0.75 to<br>1  | >1 to 2        | >2 to 3        | >3 to 4        | >4 to 5        | >5 to 6        | >6 to 7         | >7    |
| Ratio 4 | 61                                                    | 6             | 8              | 9               | 6              | 3              | 1              | 1              | 1              | 1              | 0               | 0     |