



States, Strength & Speed Aligned

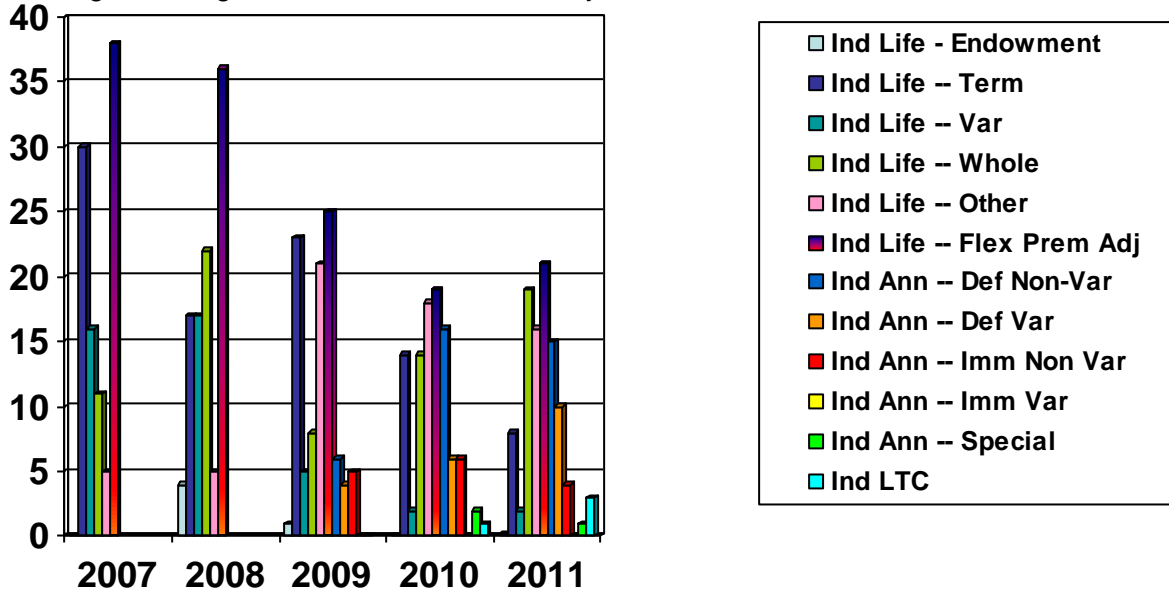
IIPRC Product Filing Statistics

As of October 21, 2011

The tables below provide statistics on the product filings submitted to the IIPRC since first accepting product filings in June 2007 through October 21, 2011.

	2011 YTD	2010	2009	2008	2007
Companies Registered	129	113	74	38	N/A
Filings received	297	368	244	106	36
Forms Submitted	1,198	1,456	1,314	395	113
Amended Filings	55	40	-	-	-
Products Approved	338	320	279	126	29
Transactions *	10,416	8,446	7,494	3,063	552
Approval Time (average) **	40	42	28	25	35
Average # of states/filing	31	26	28	25	25
Mix & Match %	63%	63%	75%	75%	100%
State filing fees collected	\$862,118	\$ 735,683	\$499,942	\$139,910	\$62,965
IIPRC filing fees	\$157,416	\$ 225,442	\$107,900	\$68,730	\$18,050

Percentage of Filings Received Broken Down by TOI



* "Transactions" refers to the total number of SERFF transactions that have been made through the IIPRC.

** The time for product approval is calculated utilizing business days and excludes the company response time to objection letters, as defined in §105 of the "Product Filing Rule".

INTERSTATE INSURANCE PRODUCT REGULATION COMMISSION (IIPRC)

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2011 IIPRC PRODUCT FILING TRENDS

* OCTOBER 21, 2011*

- ★ There are over **20 TOIs available** for filing using the **81 adopted Uniform Standards** with **more than 100 various sub-TOIs available**.
- ★ **1,092 products have been approved** by the IIPRC to date since June 2007; which equates to **29,971 SERFF transactions**.
- ★ The Types of Insurance (TOI) for the Product Filings submitted through SERFF for Compact Filings YTD:
 - LIFE (67% of all filings received):
 - 32 % have been Flexible Premium Adjustable
 - 29 % have been Whole Life Products
 - 23 % have been TOI – Other
 - 12 % have been Term Life Products
 - 3 % have been Variable Life Products
 - 1 % have been Endowment Life Products
 - ANNUITIES (30% of all filings received):
 - 49 % have been Deferred Non-Variable Annuity
 - 32 % have been Deferred Variable Annuity
 - 14 % have been Immediate Non-Variable Annuity
 - 5 % have been Annuity - Special
 - LONG-TERM CARE (3% of all filings received)
- ★ Of the 2011 Registered Companies who have submitted filings in 2011:
 - 11% have filed more than 5 times
 - 16% have filed more than 4-5 times
 - 37% have filed 2 to 3 times
 - 35% have filed one time
- ★ 88% of the current registered companies have re-registered.
- ★ The 129 companies who registered year-to-date in 2011 represent approximately 56% of the national premium volume. 81% of the registered companies have submitted filings year-to-date.
- ★ There have been 4,476 forms submitted with product filing submissions. The average number of forms per filing is 4. In 2007, the most forms submitted in one product filing were 17; in 2010, the most forms submitted in a single submission were 63.