Insurance Compact Product Filing Statistics

As of February 29, 2020


<table>
<thead>
<tr>
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</thead>
<tbody>
<tr>
<td>Companies Registered</td>
<td>200</td>
<td>266</td>
<td>233</td>
<td>228</td>
<td>226</td>
<td>205</td>
</tr>
<tr>
<td>Products Received</td>
<td>190</td>
<td>1,639</td>
<td>1,439</td>
<td>1,132</td>
<td>1,059</td>
<td>863</td>
</tr>
<tr>
<td>Forms Submitted</td>
<td>378</td>
<td>3,879</td>
<td>3,640</td>
<td>3,148</td>
<td>3,354</td>
<td>2,637</td>
</tr>
<tr>
<td>Amended Filings</td>
<td>6</td>
<td>80</td>
<td>109</td>
<td>137</td>
<td>229</td>
<td>197</td>
</tr>
<tr>
<td>Products Approved</td>
<td>182</td>
<td>1,617</td>
<td>1,226</td>
<td>1,159</td>
<td>981</td>
<td>829</td>
</tr>
<tr>
<td>Transactions*</td>
<td>5,470</td>
<td>57,397</td>
<td>42,862</td>
<td>37,925</td>
<td>32,456</td>
<td>26,059</td>
</tr>
<tr>
<td>Approval Time (avg)**</td>
<td>23</td>
<td>33</td>
<td>25</td>
<td>20</td>
<td>30</td>
<td>33</td>
</tr>
<tr>
<td>States/Filing (median)</td>
<td>42</td>
<td>43</td>
<td>42</td>
<td>41</td>
<td>40</td>
<td>40</td>
</tr>
<tr>
<td>Mix &amp; Match</td>
<td>19%</td>
<td>27%</td>
<td>34%</td>
<td>42%</td>
<td>50%</td>
<td>50%</td>
</tr>
<tr>
<td>State Filing Fees Collected &amp; Remitted</td>
<td>$423,674</td>
<td>$3,441,481</td>
<td>$3,142,679</td>
<td>$2,639,337</td>
<td>$2,439,645</td>
<td>$2,077,363</td>
</tr>
<tr>
<td>Compact Filing Fees Collected</td>
<td>$171,950</td>
<td>$1,571,121</td>
<td>$1,390,576</td>
<td>$1,057,246</td>
<td>$1,086,736</td>
<td>$681,045</td>
</tr>
</tbody>
</table>

Historical Filing Data

*“Transactions” refers to the total number of SERFF transactions that have been made through the Insurance Compact.

** 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.”
2020 Insurance Compact Product Filing Trends
*As of February 29, 2020*

★ There are over 22 Types of Insurance (TOIs) available for filing using the 100 adopted Uniform Standards with 130 various sub-TOIs available.

★ Over 9,340 products have been approved by the Insurance Compact to date since June 2007; which equates to over 306,100 SERFF transactions.

★ The TOIs for the Product Filings submitted through SERFF for Compact Filings 2020:
  - **LIFE** (54% of all products received):
    - 32% have been TOI – Other (generally application filings)
    - 28% have been Whole Life Products
    - 21% have been Term Life Products
    - 14% have been Flexible Premium Adjustable
    - 4% have been Variable Life
    - 1% have been Group Life Term
    - 0% have been Endowment
  - **ANNUITIES** (35% of all products received):
    - 46% have been Deferred Non-Variable Annuity
    - 26% have been Annuity – Special
    - 10% have been TOI – Other (generally application filings)
    - 15% have been Deferred Variable Annuity
    - 3% have been Immediate Non-Variable Annuity
  - **LONG-TERM CARE** (11% of all products received)
  - **DISABILITY INCOME** (1% of all products received)
    - 100% have been Individual Disability
    - 0% have been Group Disability

★ Of all the Registered Companies who have submitted filings since 2007:
  - 8% have filed more than 75 times
  - 7% have filed 50 or more times
  - 24% have filed 20 or more times
  - 17% have filed 10 or more times
  - 37% have filed more than twice
  - 7% have filed once; of the 2020 Registered Companies 2% are first time filers

★ There have been 28,500 forms submitted with product filing submissions. The average number of forms per filing is 2. The largest single submission consisted of 103 forms (filed in 2013); and in 2020, the largest single submission consisted of 26 forms.