Insurance Compact 2022 Product Filing Trends
as of October 31, 2022

Submissions by Month

<table>
<thead>
<tr>
<th>Month</th>
<th>Life</th>
<th>Annuity</th>
<th>Long-Term Care</th>
<th>Disability Income</th>
</tr>
</thead>
<tbody>
<tr>
<td>January 2022</td>
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<tr>
<td>February 2022</td>
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<td>October 2022</td>
<td>70</td>
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</tr>
</tbody>
</table>

Approval Time (avg)*
- Companies Registered: 273
- Forms Submitted: 1,672
- Products Approved: 672
- Products Received**: 832
- SERFF Transactions***: 26,110
- States/Filing (median): 44

* 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”.

** "Products Received" is defined as the number of policies/contracts submitted in a filing. When a filing does not contain a full policy/contract, the products received count is 1.

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

Submissions by Filing Type

- Advertising Materials: 155
- Application: 140
- Policy Forms: 60
- Riders and Endorsements: 187
- Supporting Documentation Update: 188

Life Submissions by TOI
- L04G - Group Term: 3.7%
- L04I - Term: 7.7%
- L06i - Variable: 23.5%
- L07I - Whole: 13.1%
- L08 - Other: 34.4%
- L09i - Flexible Premium Adj.

Disability Income Submissions by TOI
- H11G - Group: 21.7%
- H11I - Individual: 78.3%

Long-Term Care Submissions by TOI
- LTC03I - Individual Long Term: 78%
- LTC05I - Nursing Home Adj.

Annuity Submissions by TOI
- A02G Group Annuities - Deferred: 4.1%
- A02I - Deferred Non-Variable: 9.8%
- A03I - Deferred Variable: 10.3%
- ADSI - Immediate Non-Variable: 17.0%
- A07I - Special: 11.3%
- A10 - Other: 47.4%