

2009 Claims Loss Ratios* Long-Term Care Insurance

	Incurred Claims to Premiums Earned	Standard & Poors
Aetna	62%	A+
Bankers Life	74%	Ba1
CIGNA	46%	AA-
CNA	69%	A-
Genworth	47%	A
John Hancock	38%	AA
MetLife	37%	A+
Mutual of Omaha	55%	AA-
Transamerica	66%	AA

Moving forward, RetirementGuard will **only** represent long-term care insurance companies with low current loss ratios—and high financial ratings.

Recommended	18%	AA-
Recommended	11%	AA+

High loss ratios have put two major companies, in effect, out of this business. MetLife will **not** issue new coverage. John Hancock (group) will issue new coverage, but only with the disclaimer that they are seeking **significant** rate adjustments.

In general, 40% current loss ratios are not healthy because long-term care insurance blocks of business have **not** matured from a claims perspective.

**NAIC data*