Indiana Long Term Care Insurance Program

Quarter 4-2009 Report

October 1, 2009 through December 31, 2009

Completed on March 22, 2010

INDIANA LONG TERM CARE INSURANCE PROGRAM

Statistical Summary

Period: October 1, 2009 – December 31, 2009

Report Prepared 3-22-2010

The Indiana Long Term Care Insurance Program (ILTCIP) is an innovative public/private partnership between the Indiana Medicaid Program and private long term care insurance companies, designed to help Indiana residents finance their potential long term care without fear of impoverishment. The Program began operation on May 17, 1993, with state approval of the first eight participating insurers. Actual marketing of Indiana Partnership policies by these companies began later that summer.

This report presents information for the quarter ending December 31, 2009, in the form of quarterly-specific and cumulative statistics since the Program's inception.

Highlights from this quarter include the following:

- **Policies purchased during this quarter were 546!**
- **Cumulatively, 55,099 applications have been submitted with over 47,070 policies purchased!**
- **Comprehensive policies continue to be the primary type of policy being purchased. For example, 100.00% of all policies purchased in Q4'09 were comprehensive while 0% were for nursing home only.**
- **Cumulatively, the number of comprehensive policies purchased has increased from 90.61% of all sales in (Q4'08) to 91.22% of all sales in (Q4'09).**
- **81.7% of policies purchased during Q4'09 qualify for Total Asset Protection. Cumulatively, 78% of all policies purchased qualify for Total Asset Protection.**
- **96.7% of all policies purchased have been by first time purchasers.**
- **The average age of policy purchasers is 60.7. Age range of purchasers is 18 to 89.**
- **Cumulatively, 74% of all policyholders were age 65 or under at the time of purchase.**

QUARTERLY SUMMARY REPORT – INDIANA

	QUARTER 4-2009	TO DATE
Applications Received:	**874**	**55,099**
Applications Denied:	**144**	**8,610**
Applications Pending & Withdrawn:	N/A	**581**
Policies Purchased:	**546**	**47,070**
Policies Dropped (voluntarily & for unknown reasons*):	152	5,552
Policies Not Taken Up: (dropped within 30 day free look period)	11	2,437
Total Policies In Force (active):	**N/A**	**37,310**
Policyholders Who Received Service Payments:	**326**	**876**

**** Does not include drops reported as deaths, rescissions or exhausted benefits.***

Indiana Long Term Care Insurance Program:
Statistics for Quarter Ending December 31, 2009
In Comparison To Cumulative Program Statistics

	Quarter ending 12-31-2009	Cumulative as of 12-31-2009
Total Policies Purchased	546	47,070
Total Policies Dropped *	223	9,601
Policies Not Taken Up During 30 Day Free Look	Died 57 (25.56%) Voluntarily 63 (28.25%) Unknown 89 (39.91%) Not Taken Up 11 (4.93%) Converted 0 (0.0%) Exhausted Benefits 1(0.45%) Rescission 0 (0.0%) Non-Forfeiture 2 (0.90%)	Died 1,426 (14.85%) Voluntarily 2,457 (25.59%) Unknown 3,095 (32.24%) Not Taken Up 2,437 (25.38%) Converted 77 (0.80%) Exhausted Benefits 62 (0.65%) Rescission 2 (0.02%) Non-Forfeiture 45 (0.47%)
Policies in Force	N/A	37,310

Does not include exhausted or rescissions.

This information was based on quarterly and cumulative policies in force.

Nursing Home and Home Care Policies.	546 (100.00%)	34,033 (91.22%) 37,272
Nursing Home Only Policies	0 (0.00%) 546	3,239 (8.68%)
First Time Purchasers	528 (96.70%)	35,514 (95.19%) 37,271
Upgrades or Replacements	18 (3.30%) 546	1,757 (4.71%)
Individual	525 (96.15%)	35,289 (94.58%)
Group Certificates	1 (0.18%) 546	284 (0.76%) 32,271
Organization Sponsored	20 (3.66%)	1,698 (4.55%)
Male	236 (43.22%)	16,076 (43.09%)
Female	310 (56.78%) 546	21,196 (56.81%) 32,272
Married	442 (80.95%)	29,800 (79.87%)
Not Married	95 (17.40%)	7,138 (19.13%)
Unknown	9 (1.65%) 546	358 (0.96%) 37,310
Civil Union or Domestic Partner	0 (0.00%)	14 (0.04%)

Indiana Long Term Care Insurance Program
Fact Sheet For Quarter 4, 2009

PARTICIPATING COMPANIES:

Allianz – Individual
American Republic – Individual: Tax Qualified
Bankers Life and Casualty – Individual: Tax Qualified
Central States of Omaha – Individual: Tax Qualified
CNA –Individual/Group: Tax Qualified
Genworth – Individual: Tax Qualified
Hartford Life – Individual: Tax Qualified
John Hancock – Individual: Tax Qualified
MedAmerica – Individual & Group: Tax Qualified
Metropolitan Life - Individual: Tax Qualified
Monumental Life – Individual: Tax Qualified
Penn Treaty Network America - Individual
Prudential Ins. Co of America – Tax Qualified
Senior Health Ins. Co. of PA – Tax Qualified
State Farm – Individual: Tax Qualified
Transamerica – Individual: Tax Qualified
United Teachers Associates Insurance Company

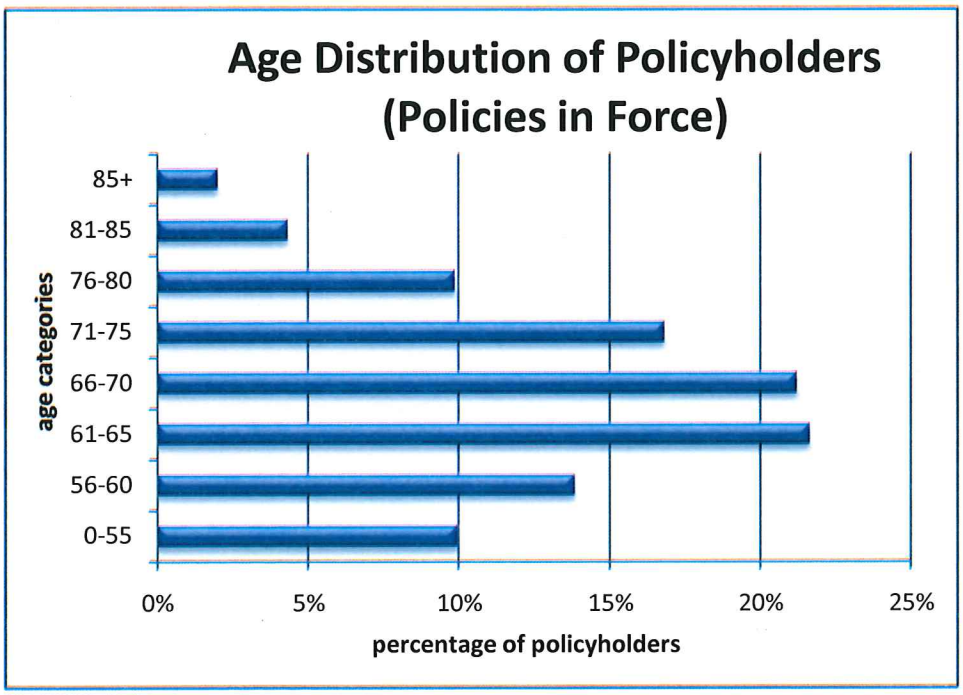
18 companies provided data during Quarter 4, 2009.

Age Distribution of Partnership Policyholders at Time of Purchase

	Age Range		Average Age
Policy Category	**Low**	**High**	
Individual Policyholders	18	89	61.03
Group Certificate holders	23	75	50.39
Organization Sponsored	20	84	57.11
All Insured	18	89	60.77

Age Distribution of Policyholders (Policies in Force)

Age Category	Percentage of Policyholders
86+	1.90%
81-85	4.16%
76-80	9.61%
71-75	16.47%
66-70	21.64%
61-65	21.95%
56-60	14.25%
0-55	9.96%



Nursing Home Per Diem Amounts (Policies in Force):

Average Amount: $137.66

Mode: $150.00 (11% of all purchasers)

Home Care Per Diem Amounts (Policies in Force):

Average Amount: $127.34

Mode: $150.00 (9.25% of all purchasers)

Elimination Periods (Policies in Force):

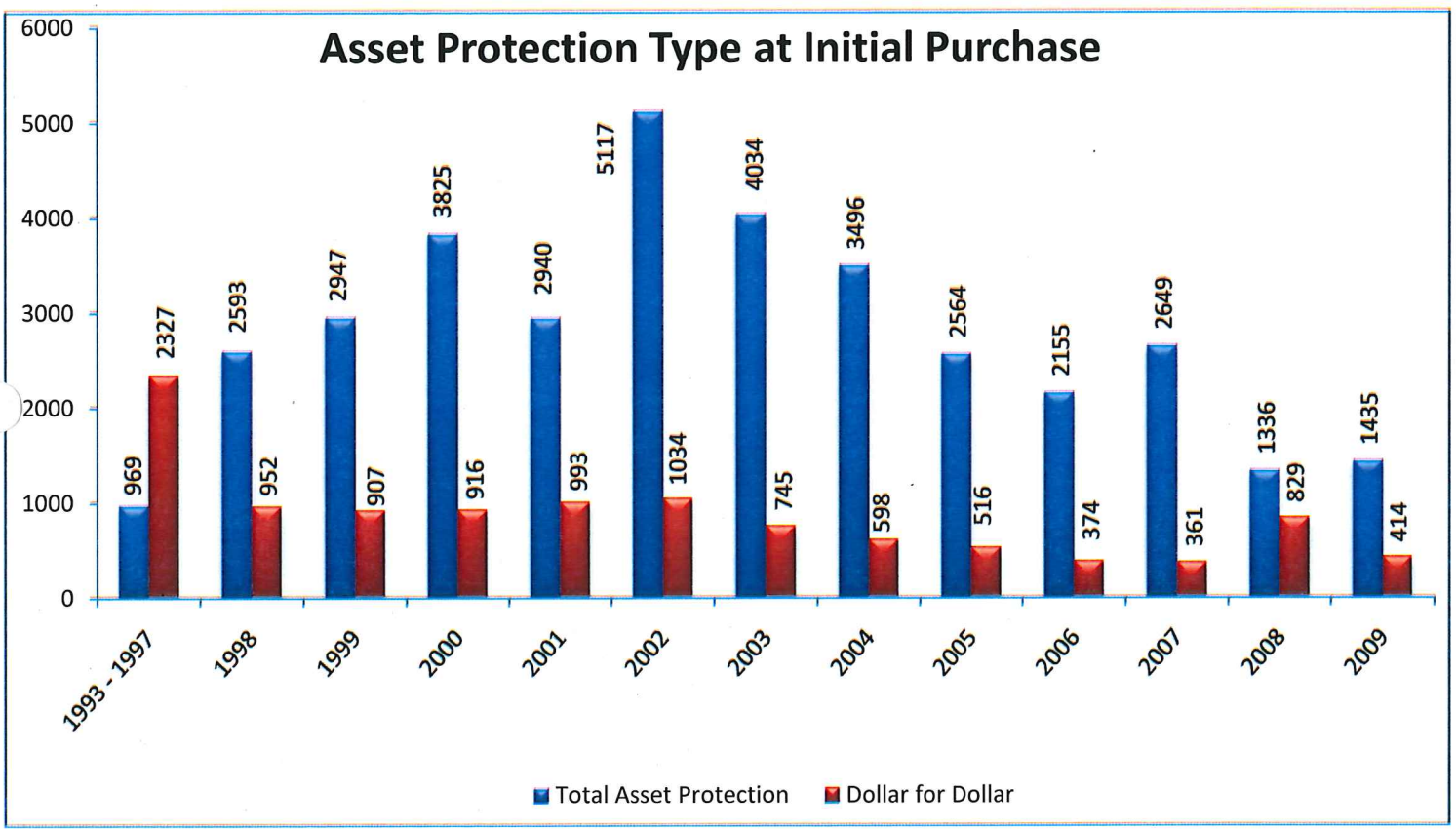
Nursing Homes:		**Home and Community Care:**	
0 days	1,569 (4.21%)	0 days	13,442 (36.03%)
9 days	1 (0.01%)	10 days	3 (0.01%)
15 days	43 (0.12%)	14 days	203 (0.54%)
20 days	1,121 (3.00%)	15 days	29 (0.08%)
30 days	5,285 (14.17%)	20 days	943 (2.53%)
45 days	679 (1.82%)	30 days	4,123 (11.05%)
50 days	1,728 (4.63%)	45 days	674 (1.81%)
60 days	1,294 (3.47%)	50 days	25 (0.07%)
90 days	14,518 (38.91%)	60 days	950 (2.55%)
100 days	10,213 (27.37%)	90 days	9,182 (24.61%)
120 days	2 (0.01%)	100 days	3,896 (10.44%)
180 days	817 (2.19%)	180 days	642 (1.72%)
365 days	2 (0.01%)	365 days	2 (0.01%)

Riders:

Non-Forfeiture	166	(0.44%)
Restoration of Benefits	465	(1.25%)
Spousal Benefit Enhancement	737	(1.98%)
Other Riders	1,092	(2.93%)

Asset Protection Type at Initial Policy Purchase By Policy Effective Date

Quarter 4-2009	Cumulative at Time of Purchase
Policies Purchased by Quarter	546
Policies Purchased by Cumulative	47,070
Total Asset Protection by Quarter	446
Total Asset Protection by Cumulative	36,594
Dollar for Dollar by Quarter	100
Dollar for Dollar by Cumulative	10,477



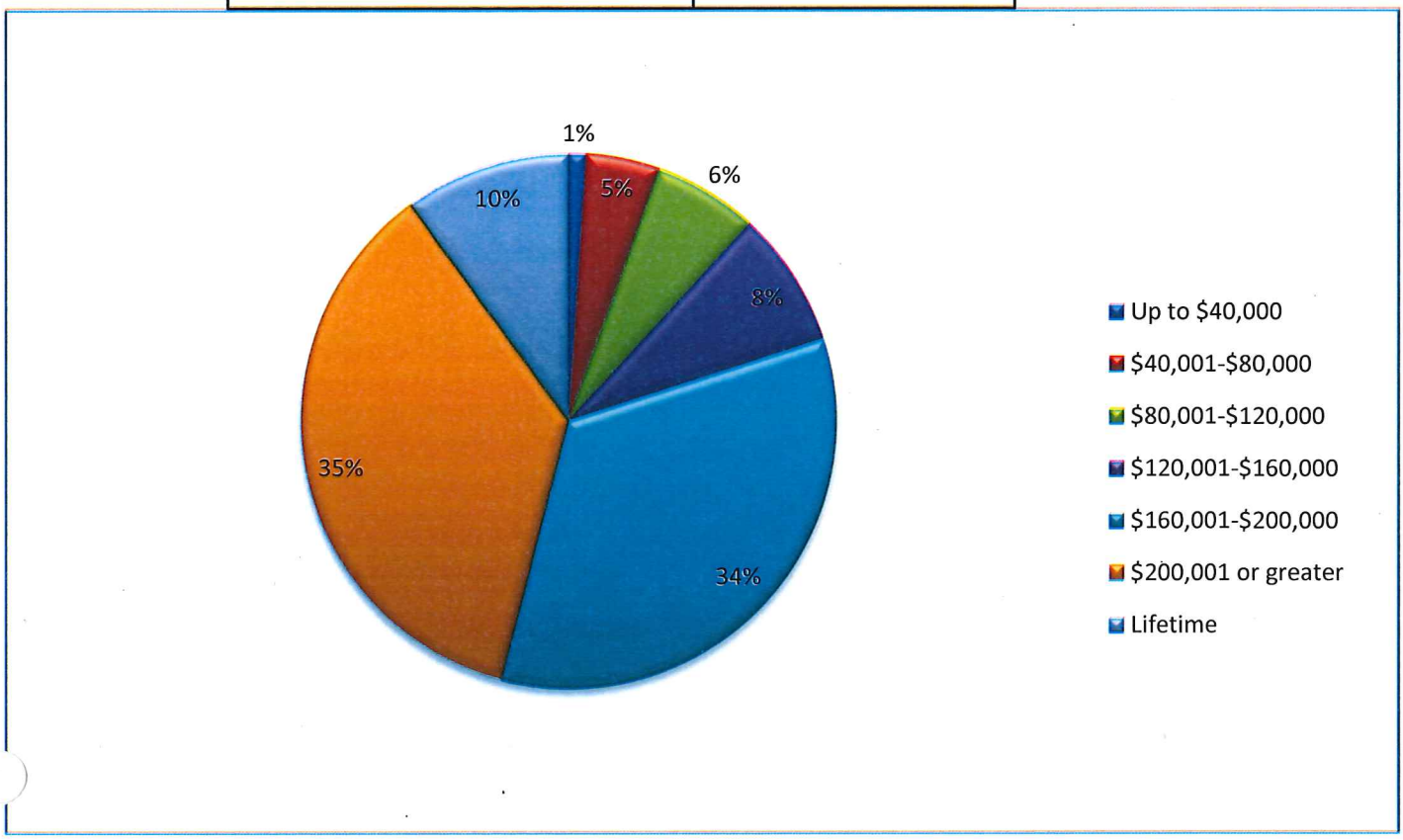
*Total Asset Protection became available 3-12-98 & grand fathered in those policies with coverage at initial purchase equal to or greater than state-set-dollar amount for 1998.

Maximum Policy Amount of Policies in Force:

Range: $21,977 - $6,504,300 (plus 3,898 lifetime policies)
Average amount: $197,822 (not including lifetime policies)

Maximum Benefit Amounts Selected By All Purchasers (Policies in Force)

Maximum Benefit Amount at Time of Purchase	All Purchasers
Up to $40,000 Approx: (1 yr)	364 (0.98%)
$40,001 - $80,000 (2 yrs)	1,585 (4.25%)
$80,001 - $120,000 (3 yrs)	2,284 (6.17%)
$120,001 - $160,000 (4 yrs)	3,063 (8.21%)
$160,001 - $200,000 (5 yrs)	12,530 (33.58%)
$200,001 or greater (6 yrs +) (excluding lifetime)	13,586 (36.41%)
Lifetime Policies	3,898 (10.45%)



Policyholders in Benefit
Information as of December 31, 2009

Benefit Status

Number of policyholders, to date, who have received benefit payments.	876
Number of policyholders in benefit as of Quarter 4, 2009.	300
Number of policyholders that received benefits and have died.	301
Number of policyholders, to date, who have exhausted their benefits and applied to Medicaid	36 (61 Exhausted)

Asset protection earned by policyholders to date.	$42,257,070.01
Asset protection earned to date that will not be accessed (policyholders who have died)	$11,661,602.29

Service Utilization

Type of Service* (other than case management)	**QTY**	**% of Total Claimants by Type of Service ****
Nursing Home Care	586	66.89%
Home Health Aide – hourly care Home Health Aide – daily care	71 100	8.11% 8.76%
Attendant Care	3	0.34%
Other Institutional	0	0%
Hospital Bed Hold	139	15.87%
Assisted Living	191	21.80%
Adult Day Care	10	1.14%
Personal Care	37	4.22%
Alternate Level of Care	5	0.57%

*These categories are not mutually exclusive; therefore, percents shown will not total 100.
**This is the cumulative status of all claimants. The status and percent (%) will change as the claimant's status changes.

CLAIMANT PROFILE

Cumulative Aggregate of All Policyholders Who Used Benefits
As of December 31, 2009

Gender	Female	67.35%	
	Male	34.13%	
Marital Status	Not Married	41.21%	
	Married	54.57%	
	Unknown	4.79%	
Average Age At The Time Of Policy Purchase		72	
Average Age At The Time Of Claim		78.7	
Age Range At Time Of Claim	Range =	44 – 100	
	Mean =	79.6	
	Median =	79.7	
Policy Type Owned:	Nursing Home Only		28.08%
	Nursing Home & Home Care		75.11%

Average time elapsed between purchase date and claim date was 91.20 months (7.6 years)

Indiana Long Term Care Insurance Program

Quarter 3-2009 Report

July 1, 2009 through September 30, 2009

Completed on December 21, 2009

QUARTERLY SUMMARY REPORT – INDIANA

	QUARTER 3-2009	TO DATE
Applications Received:	**540**	**54,225**
Applications Denied:	**108**	**8,466**
Applications Pending & Withdrawn:	N/A	**766**
Policies Purchased:	**465**	**46,525**
Policies Dropped (voluntarily & for unknown reasons*):	145	5,376
Policies Not Taken Up: (dropped within 30 day free look period)	18	2,404
Total Policies In Force (active):	**N/A**	**36,979**
Policyholders Who Received Service Payments:	**280**	**810**

**** Does not include drops reported as deaths, rescissions or exhausted benefits.***

Indiana Long Term Care Insurance Program:
Statistics for Quarter Ending September 30, 2009
In Comparison To Cumulative Program Statistics

	Quarter ending 9-30-2009	Cumulative as of 9-30-2009
Total Policies Purchased	465	46,525
Total Policies Dropped *	255	9,335
Policies Not Taken Up During 30 Day Free Look	Died 85 (33.33%) Voluntarily 48 (18.82%) Unknown 97 (38.04%) Not Taken Up 18 (7.06%) Converted 0 (0.0%) Exhausted Benefits 2(0.78%) Rescission 0 (0.0%) Non-Forfeiture 5 (1.96%)	Died 1,373 (14.71%) Voluntarily 2,382 (25.52%) Unknown 2,994 (32.07%) Not Taken Up 2,404 (25.75%) Converted 77 (0.82%) Exhausted Benefits 60 (0.64%) Rescission 2 (0.02%) Non-Forfeiture 43 (0.46%)
Policies in Force	N/A	36,979

**Does not include exhausted or rescissions.*

This information was based on quarterly and cumulative policies in force.

Nursing Home and Home Care Policies.	462 (99.35%)	33,692 (91.11%)
Nursing Home Only Policies	3 (0.65%)	3,270 (8.84%)
First Time Purchasers	457 (98.28%)	35,210 (95.22%)
Upgrades or Replacements	8 (1.72%)	1,751 (4.74%)
Individual	426 (91.61%)	34,987 (94.61%)
Group Certificates	0 (0.00%)	284 (0.77%)
Organization Sponsored	39 (8.39%)	1,690 (4.57%)
Male	200 (43.01%)	15,952 (43.14%)
Female	265 (56.99%)	21,010 (56.82%)
Married	388 (83.44%)	29,510 (79.80%)
Not Married	75 (16.13%)	7,102 (19.21%)
Unknown	1 (0.22%)	353 (0.95%)
Civil Union or Domestic Partner	1 (0.22%)	14 (0.04%)

INDIANA LONG TERM CARE INSURANCE PROGRAM

Statistical Summary

Period: July 1, 2009 – September 30, 2009

Report Prepared 12-21-2009

The Indiana Long Term Care Insurance Program (ILTCIP) is an innovative public/private partnership between the Indiana Medicaid Program and private long term care insurance companies, designed to help Indiana residents finance their potential long term care without fear of impoverishment. The Program began operation on May 17, 1993, with state approval of the first eight participating insurers. Actual marketing of Indiana Partnership policies by these companies began later that summer.

This report presents information for the quarter ending September 30, 2009, in the form of quarterly-specific and cumulative statistics since the Program's inception.

Highlights from this quarter include the following:

- **Policies purchased during this quarter were 465!**
- **Cumulatively, 54,225 applications have been submitted with over 46,525 policies purchased!**
- **Comprehensive policies continue to be the primary type of policy being purchased. For example, 99.35% of all policies purchased in Q3'09 were comprehensive while less than 1% were for nursing home only.**
- **Cumulatively, the number of comprehensive policies purchased has increased from 90% of all sales in (Q3'08) to 91% of all sales in (Q3'09).**
- **80.2% of policies purchased during Q3'09 qualify for Total Asset Protection. Cumulatively, 78% of all policies purchased qualify for Total Asset Protection.**
- **98.3% of all policies purchased have been by first time purchasers.**
- **The average age of policy purchasers is 60.8. Age range of purchasers is 18 to 89.**
- **Cumulatively, 74% of all policyholders were age 65 or under at the time of purchase.**

Indiana Long Term Care Insurance Program
Fact Sheet For Quarter 3, 2009

PARTICIPATING COMPANIES:

Allianz – Individual
Bankers Life and Casualty – Individual: Tax Qualified
CNA –Individual/Group: Tax Qualified
Genworth – Individual: Tax Qualified
John Hancock – Individual: Tax Qualified
Transamerica – Individual: Tax Qualified
MedAmerica – Individual & Group: Tax Qualified
Metropolitan Life - Individual: Tax Qualified
Monumental Life – Individual: Tax Qualified
Penn Treaty Network America - Individual
Prudential Ins. Co of America – Tax Qualified
State Farm – Individual: Tax Qualified
United Teachers Associates Insurance Company

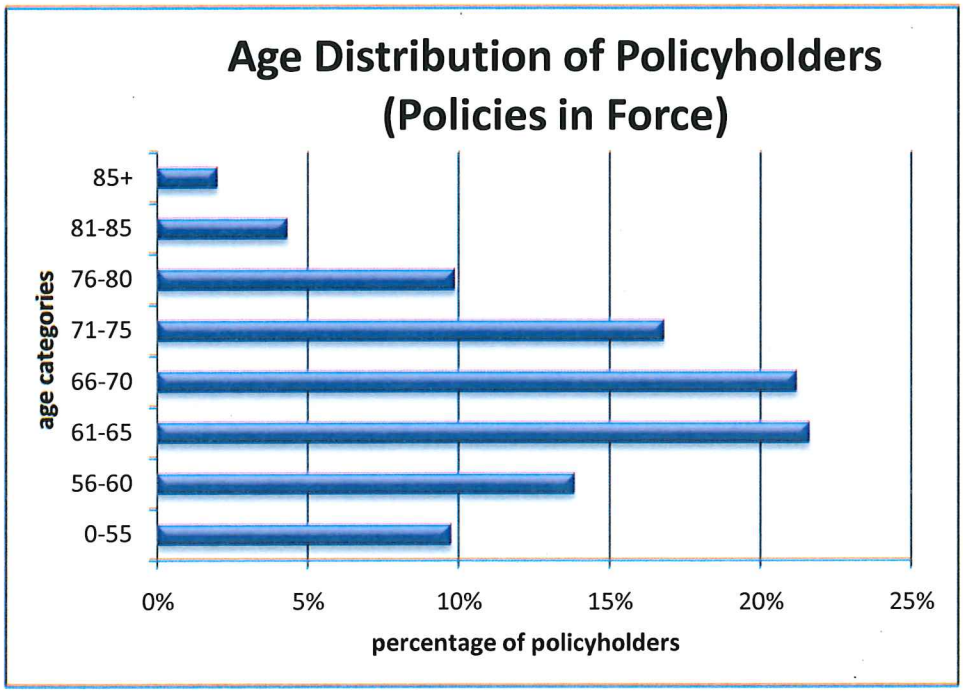
Sixteen companies provided data during Quarter 3, 2009.

Age Distribution of Partnership Policyholders at Time of Purchase

	Age Range		Average Age
Policy Category	**Low**	**High**	
Individual Policyholders	18	89	61.05
Group Certificate holders	23	75	50.38
Organization Sponsored	20	84	57.12
All Insured	18	89	60.78

Age Distribution of Policyholders (Policies in Force)

Age Category	Percentage of Policyholders
86+	1.95%
81-85	4.25%
76-80	9.75%
71-75	16.62%
66-70	21.80%
61-65	21.79%
56-60	14.03%
0-55	9.75%



Nursing Home Per Diem Amounts (Policies in Force):

Average Amount: $137.15

Mode: $150.00 (11.03% of all purchasers)

Home Care Per Diem Amounts (Policies in Force):

Average Amount: $126.66

Mode: $150.00 (9.33% of all purchasers)

Elimination Periods (Policies in Force):

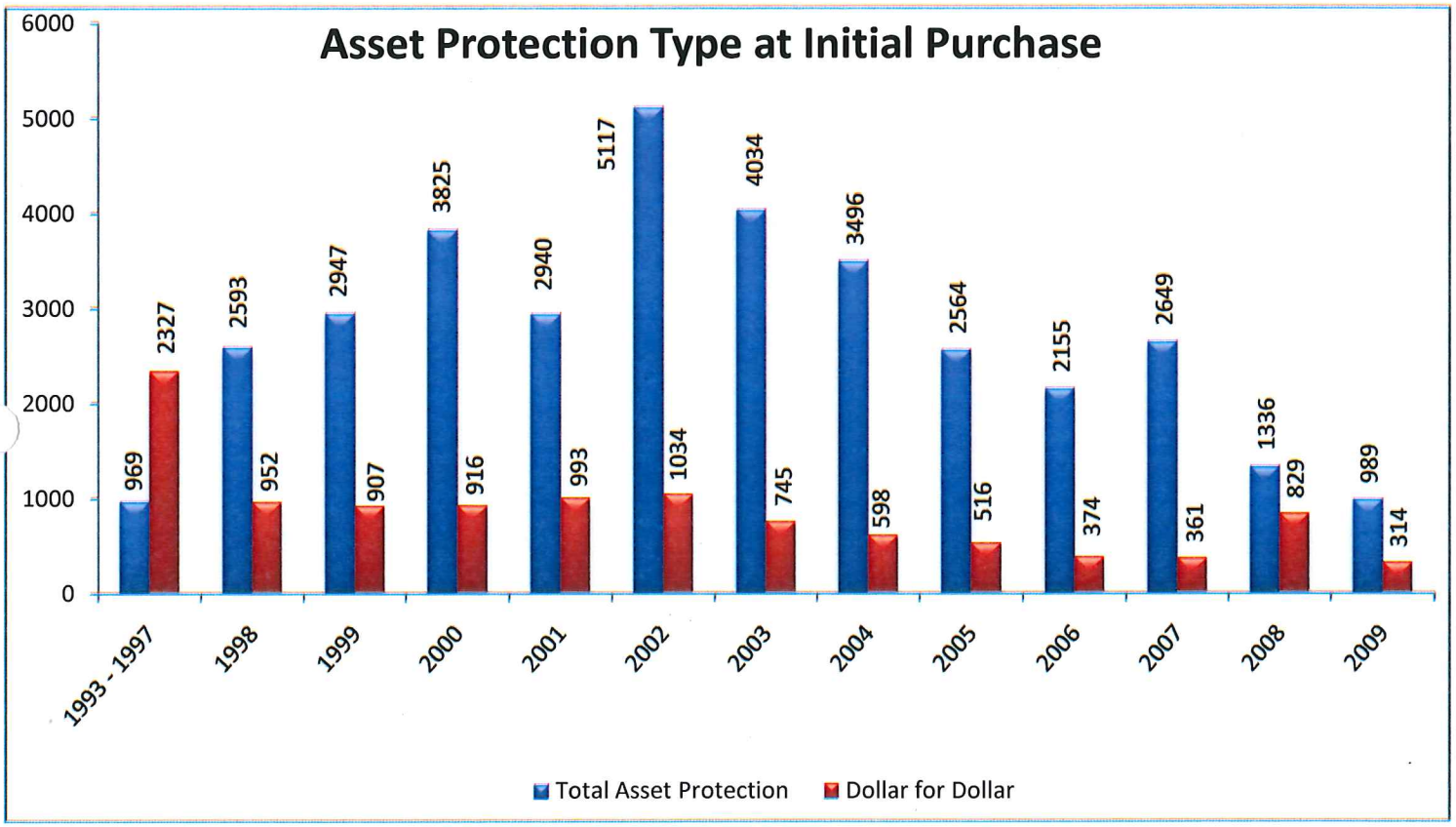
Nursing Homes:		**Home and Community Care:**	
0 days	1,589 (4.30%)	0 days	13,306 (35.98%)
9 days	1 (0.01%)	10 days	3 (0.01%)
15 days	43 (0.12%)	14 days	209 (0.57%)
20 days	1,128 (3.05%)	15 days	29 (0.08%)
30 days	5,290 (14.31%)	20 days	949 (2.57%)
45 days	686 (1.86%)	30 days	4,114 (11.13%)
50 days	1,736 (4.69%)	45 days	681 (1.84%)
60 days	1,285 (3.47%)	50 days	25 (0.07%)
90 days	14,146 (38.25%)	60 days	935 (2.53%)
100 days	10,251 (27.72%)	90 days	8,956 (24.22%)
120 days	2 (0.01%)	100 days	3,915 (10.59%)
180 days	803 (2.17%)	180 days	628 (1.70%)
365 days	2 (0.01%)	365 days	2 (0.01%)

Riders:

Non-Forfeiture	166	(0.45%)
Restoration of Benefits	462	(1.25%)
Spousal Benefit Enhancement	719	(1.94%)
Other Riders	1,043	(2.82%)

Asset Protection Type at Initial Policy Purchase By Policy Effective Date

Quarter 3-2009	Cumulative at Time of Purchase
Policies Purchased by Quarter	465
Policies Purchased by Cumulative	46,525
Total Asset Protection by Quarter	373
Total Asset Protection by Cumulative	36,148
Dollar for Dollar by Quarter	92
Dollar for Dollar by Cumulative	10,377



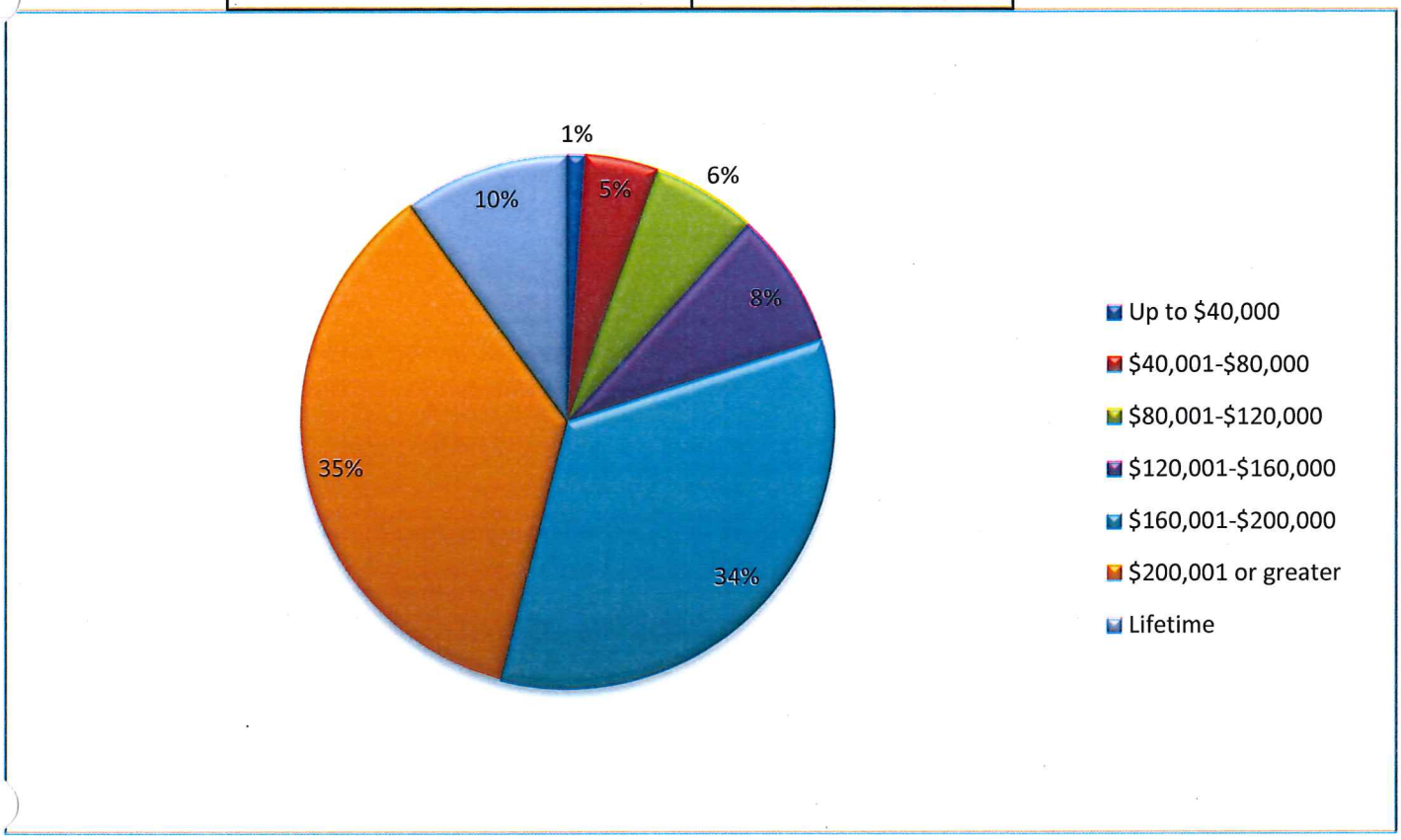
*Total Asset Protection became available 3-12-98 & grand fathered in those policies with coverage at initial purchase equal to or greater than state-set-dollar amount for 1998.

Maximum Policy Amount of Policies in Force:

Range: $21,977 - $6,504,300 (plus 3,896 lifetime policies)
Average amount: $196,908 (not including lifetime policies)

Maximum Benefit Amounts Selected By All Purchasers (Policies in Force)

Maximum Benefit Amount at Time of Purchase	All Purchasers
Up to $40,000 Approx: (1 yr)	369 (1.00%)
$40,001 - $80,000 (2 yrs)	1,597 (4.32%)
$80,001 - $120,000 (3 yrs)	2,280 (6.17%)
$120,001 - $160,000 (4 yrs)	3,040 (8.25%)
$160,001 - $200,000 (5 yrs)	12,572 (34.00%)
$200,001 or greater (6 yrs +) (excluding lifetime)	13,225 (35.76%)
Lifetime Policies	3,896 (9.99%)



Policyholders in Benefit
Information as of September 30, 2009

Benefit Status

Number of policyholders, to date, who have received benefit payments.	810
Number of policyholders in benefit as of Quarter 3, 2009.	282
Number of policyholders that received benefits and have died.	286
Number of policyholders, to date, who have exhausted their benefits and applied to Medicaid	36 (61 Exhausted)

Asset protection earned by policyholders to date.	$39,242,151.89
Asset protection earned to date that will not be accessed (policyholders who have died)	$11,112,875.07

Service Utilization

Type of Service* (other than case management)	**QTY**	**% of Total Claimants by Type of Service ****
Nursing Home Care	538	66.42%
Home Health Aide – hourly care Home Health Aide – daily care	66 86	8.15% 10.62%
Attendant Care	3	0.37%
Other Institutional	0	0%
Hospital Bed Hold	123	15.19%
Assisted Living	185	22.84%
Adult Day Care	9	1.11%
Personal Care	34	4.20%
Alternate Level of Care	4	0.49%

*These categories are not mutually exclusive; therefore, percents shown will not total 100.
**This is the cumulative status of all claimants. The status and percent (%) will change as the claimant's status changes.

CLAIMANT PROFILE

Cumulative Aggregate of All Policyholders Who Used Benefits
As of September 30, 2009

Gender	Female	72.10%	
	Male	33.70%	
Marital Status	Not Married	41.60%	
	Married	53.83%	
	Unknown	4.81%	
Average Age At The Time Of Policy Purchase		72	
Average Age At The Time Of Claim		78.5	
Age Range At Time Of Claim	Range =	44 – 97	
	Mean =	79.6	
	Median =	79	
Policy Type Owned:	Nursing Home Only		28.77%
	Nursing Home & Home Care		74.32%

Average time elapsed between purchase date and claim date was 88.80 months (7.4 years)

Indiana Long Term Care Insurance Program

Quarter 2-2009 Report

April 1, 2009 through June 30, 2009

Completed on August 31, 2009

QUARTERLY SUMMARY REPORT – INDIANA

	QUARTER 2-2009	TO DATE
Applications Received:	**705**	**53,685**
Applications Denied:	**90**	**8,358**
Applications Pending & Withdrawn:	N/A	**733**
Policies Purchased:	**431**	**46,060**
Policies Dropped (voluntarily & for unknown reasons*):	182	5,248
Policies Not Taken Up: (dropped within 30 day free look period)	12	2,388
Total Policies In Force (active):	**N/A**	**36,737**
Policyholders Who Received Service Payments:	**269**	**769**

**** Does not include drops reported as deaths, rescissions or exhausted benefits.***

Indiana Long Term Care Insurance Program:
Statistics for Quarter Ending June 30, 2009
In Comparison To Cumulative Program Statistics

	Quarter ending 6-30-2009	Cumulative as of 6-30-2009
Total Policies Purchased	431	46,060
Total Policies Dropped *	285	9,118
Policies Not Taken Up During 30 Day Free Look	Died 83 (29.12%) Voluntarily 134 (47.02%) Unknown 111 (38.95%) Not Taken Up 19 (6.67%) Converted 0 (0.0%) Exhausted Benefits 1(0.35%) Rescission 0 (0.0%) Non-Forfeiture 7 (2.46%)	Died 1,307 (14.33%) Voluntarily 2,334 (25.60%) Unknown 2,914 (31.96%) Not Taken Up 2,388 (26.19%) Converted 77 (0.84%) Exhausted Benefits 58 (0.64%) Rescission 2 (0.02%) Non-Forfeiture 38 (0.42%)
Policies in Force	N/A	36,737

Does not include exhausted or rescissions.

This information was based on quarterly and cumulative policies in force.

Nursing Home and Home Care Policies.	429 (99.54%)	33,412 (90.95%)
Nursing Home Only Policies	2 (0.46%)	3,293 (8.96%)
First Time Purchasers	423 (98.14%)	34,949 (95.13%)
Upgrades or Replacements	8 (1.86%)	1,755 (4.78%)
Individual	323 (74.94%)	34,764 (94.63%)
Group Certificates	1 (0.23%)	286 (0.78%)
Organization Sponsored	107 (24.83%)	1,654 (4.50%)
Male	189 (43.85%)	15,841 (43.12%)
Female	242 (56.15%)	20,864 (56.79%)
Married	359 (83.29%)	29,287 (79.72%)
Not Married	65 (15.08%)	7,082 (19.20%)
Unknown	4 (0.93%)	355 (0.79%)
Civil Union or Domestic Partner	3 (0.70%)	13 (0.04%)

INDIANA LONG TERM CARE INSURANCE PROGRAM

Statistical Summary

Period: April 1, 2009 – June 30, 2009

Report Prepared 8-31-2009

The Indiana Long Term Care Insurance Program (ILTCIP) is an innovative public/private partnership between the Indiana Medicaid Program and private long term care insurance companies, designed to help Indiana residents finance their potential long term care without fear of impoverishment. The Program began operation on May 17, 1993, with state approval of the first eight participating insurers. Actual marketing of Indiana Partnership policies by these companies began later that summer.

This report presents information for the quarter ending June 30, 2009, in the form of quarterly-specific and cumulative statistics since the Program's inception.

Highlights from this quarter include the following:

- **Policies purchased during this quarter were 431!**
- **Cumulatively, 53,685 applications have been submitted with over 46,060 policies purchased!**
- **Comprehensive policies continue to be the primary type of policy being purchased. For example, 99.54% of all policies purchased in Q2'09 were comprehensive while less than 1% were for nursing home only.**
- **Cumulatively, the number of comprehensive policies purchased has increased from 90% of all sales in (Q2'08) to 91% of all sales in (Q2'09).**
- **75.2% of policies purchased during Q2'09 qualify for Total Asset Protection. Cumulatively, 77.7% of all policies purchased qualify for Total Asset Protection.**
- **98.1% of all policies purchased have been by first time purchasers.**
- **The average age of policy purchasers is 60.80. Age range of purchasers is 18 to 89.**
- **Cumulatively, 74% of all policyholders were age 65 or under at the time of purchase.**

Indiana Long Term Care Insurance Program
Fact Sheet For Quarter 2, 2009

PARTICIPATING COMPANIES:

Allianz – Individual
Bankers Life and Casualty – Individual: Tax Qualified
CNA –Individual/Group: Tax Qualified
Genworth – Individual: Tax Qualified
John Hancock – Individual: Tax Qualified
Transamerica – Individual: Tax Qualified
MedAmerica – Individual & Group: Tax Qualified
Metropolitan Life - Individual: Tax Qualified
Monumental Life – Individual: Tax Qualified
Penn Treaty Network America - Individual
Prudential Ins. Co of America – Tax Qualified
State Farm – Individual: Tax Qualified
United Teachers Associates Insurance Company

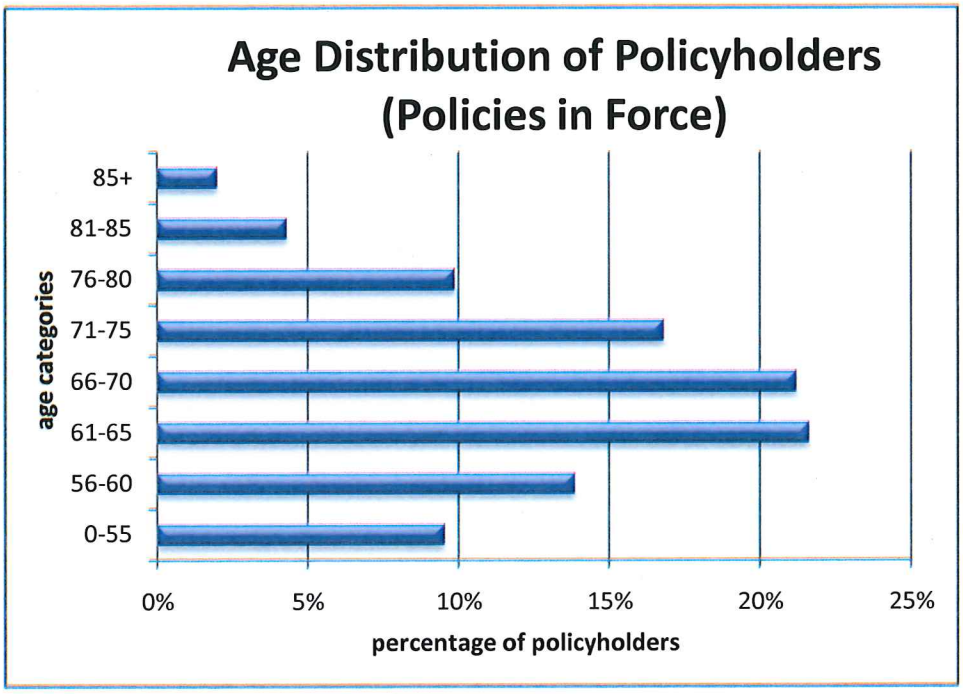
Sixteen companies provided data during Quarter 2, 2009.

Age Distribution of Partnership Policyholders at Time of Purchase

	Age Range		Average Age
Policy Category	**Low**	**High**	
Individual Policyholders	18	89	61.07
Group Certificate holders	23	75	50.29
Organization Sponsored	20	84	57.05
All Insured	18	89	60.80

Age Distribution of Policyholders (Policies in Force)

Age Category	Percentage of Policyholders
86+	1.99%
81-85	4.32%
76-80	9.88%
71-75	16.81%
66-70	21.21%
61-65	21.63%
56-60	13.85%
0-55	9.55%



Nursing Home Per Diem Amounts (Policies in Force):

Average Amount: $136.49

Mode: $150.00 (11.09% of all purchasers)

Home Care Per Diem Amounts (Policies in Force):

Average Amount: $125.97

Mode: $150.00 (9.36% of all purchasers)

Elimination Periods (Policies in Force):

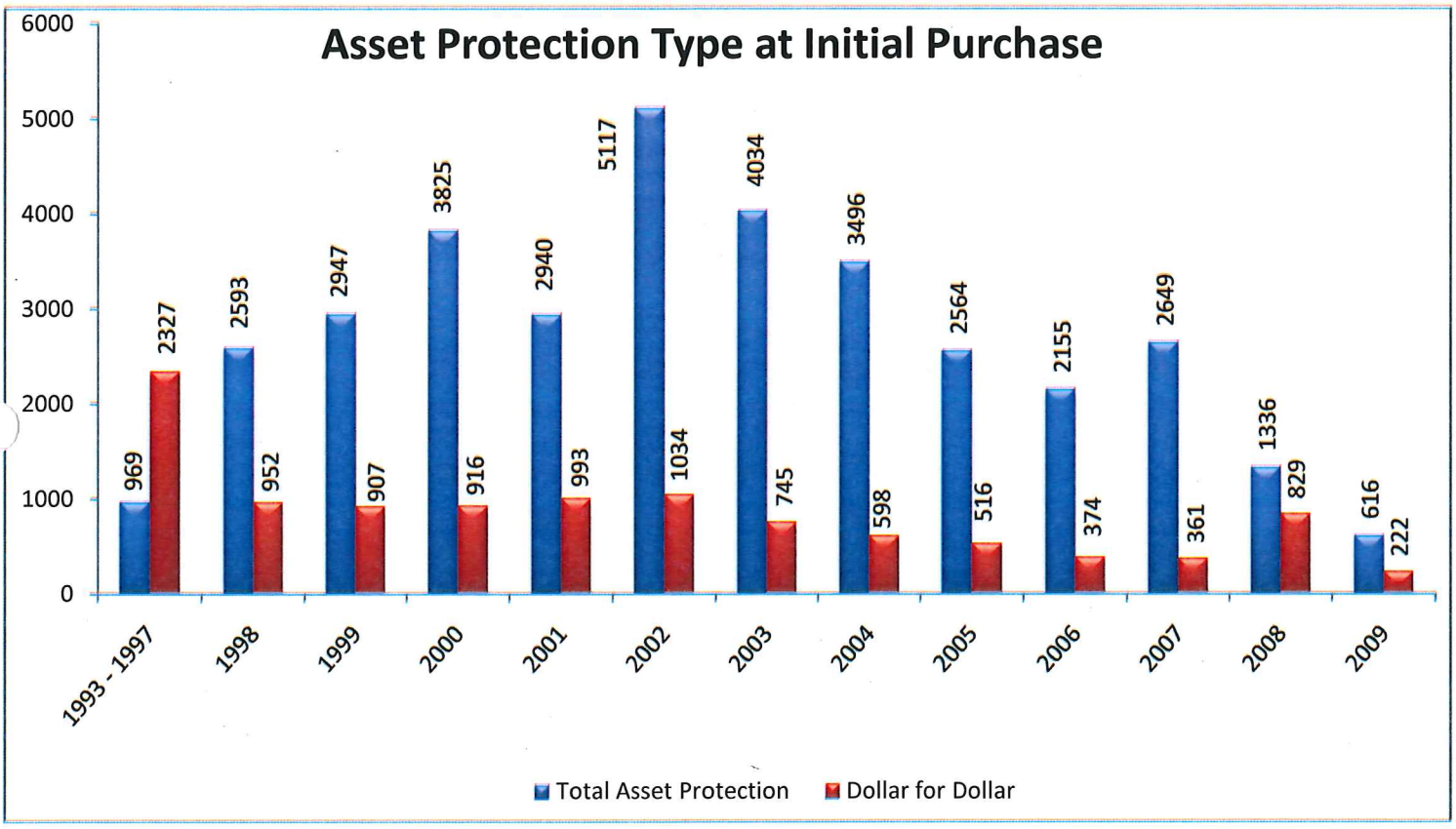
Nursing Homes:		**Home and Community Care:**	
0 days	1,604 (4.37%)	0 days	13,247 (36.06%)
9 days	9 (0.02%)	10 days	3 (0.01%)
15 days	15 (0.04%)	14 days	214 (0.58%)
20 days	1,120 (3.05%)	15 days	28 (0.08%)
30 days	5,306 (14.44%)	20 days	942 (2.56%)
45 days	679 (1.85%)	30 days	4,131 (11.24%)
50 days	1,744 (4.75%)	45 days	678 (1.85%)
60 days	1,288 (3.51%)	50 days	25 (0.07%)
90 days	13,850 (37.70%)	60 days	935 (2.55%)
100 days	10,270 (27.96%)	90 days	8,752 (23.82%)
120 days	2 (0.01%)	100 days	3,907 (10.64%)
180 days	796 (2.17%)	180 days	625 (1.70%)
365 days	2 (0.01%)	365 days	2 (0.01%)

Riders:

Non-Forfeiture	165	(0.45%)
Restoration of Benefits	460	(1.25%)
Spousal Benefit Enhancement	706	(1.92%)
Other Riders	1,012	(2.75%)

Asset Protection Type at Initial Policy Purchase By Policy Effective Date

Quarter 2-2009	Cumulative at Time of Purchase
Policies Purchased by Quarter	431
Policies Purchased by Cumulative	46,060
Total Asset Protection by Quarter	324
Total Asset Protection by Cumulative	35,775
Dollar for Dollar by Quarter	107
Dollar for Dollar by Cumulative	10,285



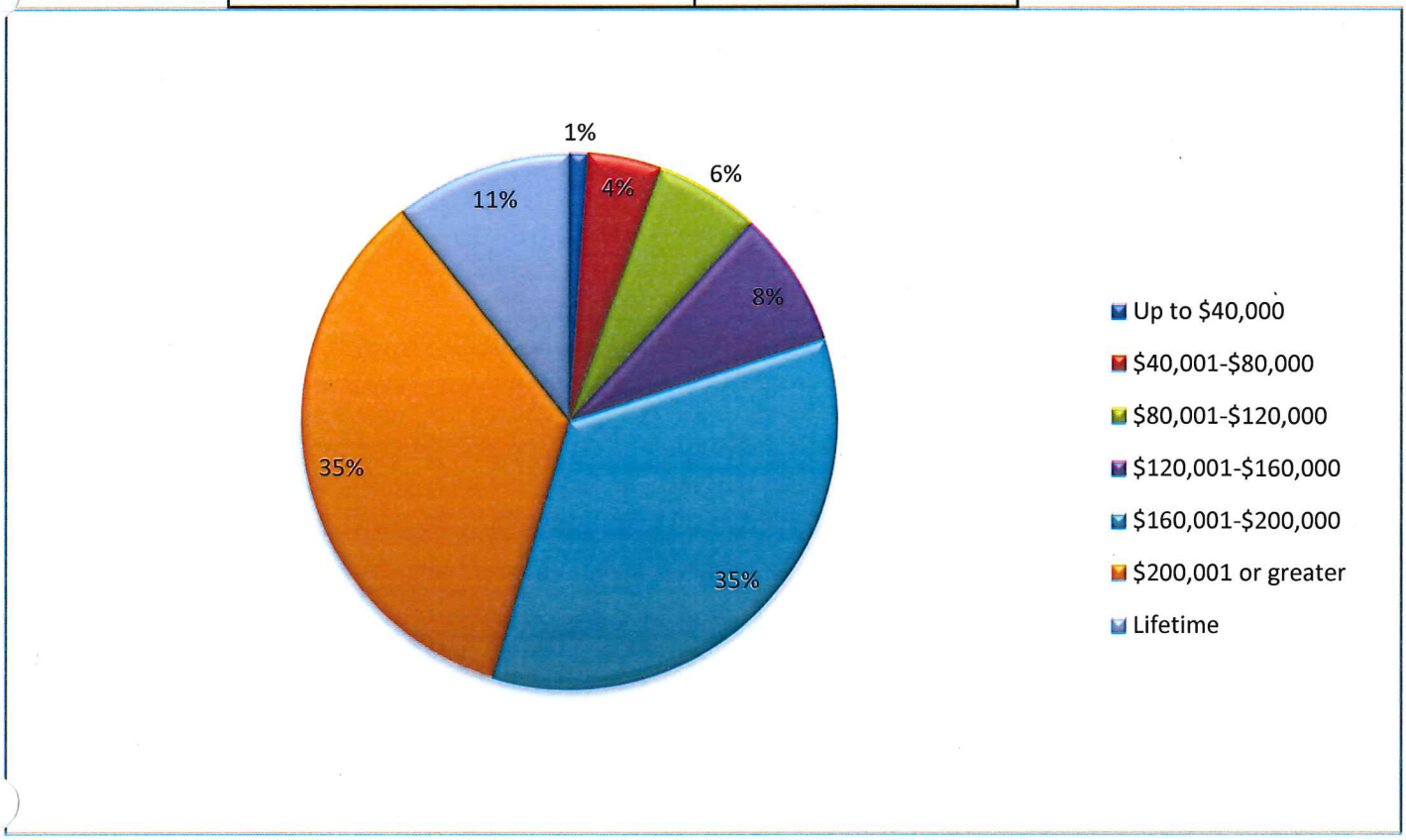
*Total Asset Protection became available 3-12-98 & grand fathered in those policies with coverage at initial purchase equal to or greater than state-set-dollar amount for 1998.

Maximum Policy Amount of Policies in Force:

Range: $21,977 - $6,504,300 (plus 3,894 lifetime policies)
Average amount: $195,939 (not including lifetime policies)

Maximum Benefit Amounts Selected By All Purchasers (Policies in Force)

Maximum Benefit Amount at Time of Purchase	All Purchasers
Up to $40,000 Approx: (1 yr)	382 (1.04%)
$40,001 - $80,000 (2 yrs)	1,608 (4.38%)
$80,001 - $120,000 (3 yrs)	2,306 (6.28%)
$120,001 - $160,000 (4 yrs)	3,031 (8.25%)
$160,001 - $200,000 (5 yrs)	12,594 (34.28%)
$200,001 or greater (6 yrs +) (excluding lifetime)	12,922 (35.17%)
Lifetime Policies	3,894 (10.60%)



Policyholders in Benefit
Information as of June 30, 2009

Benefit Status

Number of policyholders, to date, who have received benefit payments.	769
Number of policyholders in benefit as of Quarter 2, 2009.	269
Number of policyholders that received benefits and have died.	268
Number of policyholders, to date, who have exhausted their benefits and applied to Medicaid	34 (59 Exhausted)

Asset protection earned by policyholders to date.	$36,762,413.37
Asset protection earned to date that will not be accessed (policyholders who have died)	$10,128,074.76

Service Utilization

Type of Service* (other than case management)	**QTY**	**% of Total Claimants by Type of Service ****
Nursing Home Care	513	66.71%
Home Health Aide – hourly care Home Health Aide – daily care	61 76	7.93% 9.88%
Attendant Care	3	0.39%
Other Institutional	0	0%
Hospital Bed Hold	111	14.43%
Assisted Living	172	22.37%
Adult Day Care	8	1.04%
Personal Care	32	4.16%
Alternate Level of Care	4	0.52%

*These categories are not mutually exclusive; therefore, percents shown will not total 100.
**This is the cumulative status of all claimants. The status and percent (%) will change as the claimant's status changes.

CLAIMANT PROFILE

Cumulative Aggregate of All Policyholders Who Used Benefits
As of June 30, 2009

Gender	Female	68.01%
	Male	33.42%
Marital Status	Not Married	41.74%
	Married	53.71%
	Unknown	4.81%
Average Age At The Time Of Policy Purchase		72
Average Age At The Time Of Claim		78.5
Age Range At Time Of Claim	Range =	44 – 97
	Mean =	79.6
	Median =	79
Policy Type Owned:	Nursing Home Only	28.87%
	Nursing Home & Home Care	74.51%

Average time elapsed between purchase date and claim date was 87.60 months (7.3 years)

Indiana Long Term Care Insurance Program

Quarter 1-2009 Report

January 1, 2009 through March 31, 2009

Completed on July 14, 2009

QUARTERLY SUMMARY REPORT – INDIANA

	QUARTER 1-2009	TO DATE
Applications Received:	**488**	**52,980**
Applications Denied:	**90**	**8,268**
Applications Pending & Withdrawn:	N/A	**917**
Policies Purchased:	**407**	**45,629**
Policies Dropped (voluntarily & for unknown reasons*):	245	5,075
Policies Not Taken Up: (dropped within 30 day free look period)	245	2,377
Total Policies In Force (active):	**N/A**	**36,578**
Policyholders Who Received Service Payments:	**275**	**728**

**** Does not include drops reported as deaths, rescissions or exhausted benefits.***

Indiana Long Term Care Insurance Program:
Statistics for Quarter Ending March 31, 2009
In Comparison To Cumulative Program Statistics

	Quarter ending 3-31-2009	Cumulative as of 3-31-2009
Total Policies Purchased	407	45,629
Total Policies Dropped *	359	8,851
Policies Not Taken Up During 30 Day Free Look	Died 83 (23.12%) Voluntarily 134 (37.33%) Unknown 111 (30.92%) Not Taken Up 19 (5.29%) Converted 0 (0.0%) Exhausted Benefits 0 (0.0%) Rescission 0 (0.0%) Non-Forfeiture 12 (3.34%)	Died 1,232 (13.92%) Voluntarily 2,268 (25.62%) Unknown 2,807 (31.71%) Not Taken Up 2,377 (26.86%) Converted 77 (0.87%) Exhausted Benefits 57 (0.64%) Rescission 2 (<1%) Non-Forfeiture 31 (<1%)
Policies in Force	N/A	36,578

**Does not include exhausted or rescissions.*

This information was based on quarterly and cumulative policies in force.

Nursing Home and Home Care Policies.	405 (99.51%)	33,217 (90.81%)
Nursing Home Only Policies	2 (0.49%)	3,326 (9.09%)
First Time Purchasers	396 (97.30%)	34,779 (95.00%)
Upgrades or Replacements	11 (2.70%)	1,763 (4.82%)
Individual	356 (87.47%)	34,689 (94.84%)
Group Certificates	2 (0.49%)	287 (0.78%)
Organization Sponsored	49 (12.04%)	1,566 (4.28%)
Male	175 (43.00%)	15,766 (43.10%)
Female	232 (57.00%)	20,777 (56.80%)
Married	341 (83.78%)	29,121 (79.61%)
Not Married	64 (15.72%)	7,089 (19.38%)
Unknown	0 (0%)	356 (1%)
Civil Union or Domestic Partner	2 (0.49%)	12 (<1%)

INDIANA LONG TERM CARE INSURANCE PROGRAM

Statistical Summary

Period: January 1, 2009 – March 31, 2009

Report Prepared 7-14-2009

The Indiana Long Term Care Insurance Program (ILTCIP) is an innovative public/private partnership between the Indiana Medicaid Program and private long term care insurance companies, designed to help Indiana residents finance their potential long term care without fear of impoverishment. The Program began operation on May 17, 1993, with state approval of the first eight participating insurers. Actual marketing of Indiana Partnership policies by these companies began later that summer.

This report presents information for the quarter ending March 31, 2009, in the form of quarterly-specific and cumulative statistics since the Program's inception.

Highlights from this quarter include the following:

- **Policies purchased during this quarter were 407!**
- **Cumulatively, 52,980 applications have been submitted with over 45,600 policies purchased!**
- **Comprehensive policies continue to be the primary type of policy being purchased. For example, 99.51% of all policies purchased in Q1'09 were comprehensive while only 1% were for nursing home only.**
- **Cumulatively, the number of comprehensive policies purchased has increased from 90% of all sales in (Q1'08) to 91% of all sales in (Q1'09).**
- **71.7% of policies purchased during Q1'09 qualify for Total Asset Protection. Cumulatively, 77.8% of all policies purchased qualify for Total Asset Protection.**
- **97.3% of all policies purchased have been by first time purchasers.**
- **The average age of policy purchasers is 60.82. Age range of purchasers is 18 to 89.**
- **Cumulatively, 74% of all policyholders were age 65 or under at the time of purchase.**

Indiana Long Term Care Insurance Program
Fact Sheet For Quarter 1, 2009

PARTICIPATING COMPANIES:

Allianz – Individual
Bankers Life and Casualty – Individual: Tax Qualified
CNA –Individual/Group: Tax Qualified
Genworth – Individual: Tax Qualified
John Hancock – Individual: Tax Qualified
Transamerica – Individual: Tax Qualified
MedAmerica – Individual & Group: Tax Qualified
Metropolitan Life - Individual: Tax Qualified
Monumental Life – Individual: Tax Qualified
Penn Treaty Network America - Individual
Prudential Ins. Co of America – Tax Qualified
State Farm – Individual: Tax Qualified
United Teachers Associates Insurance Company

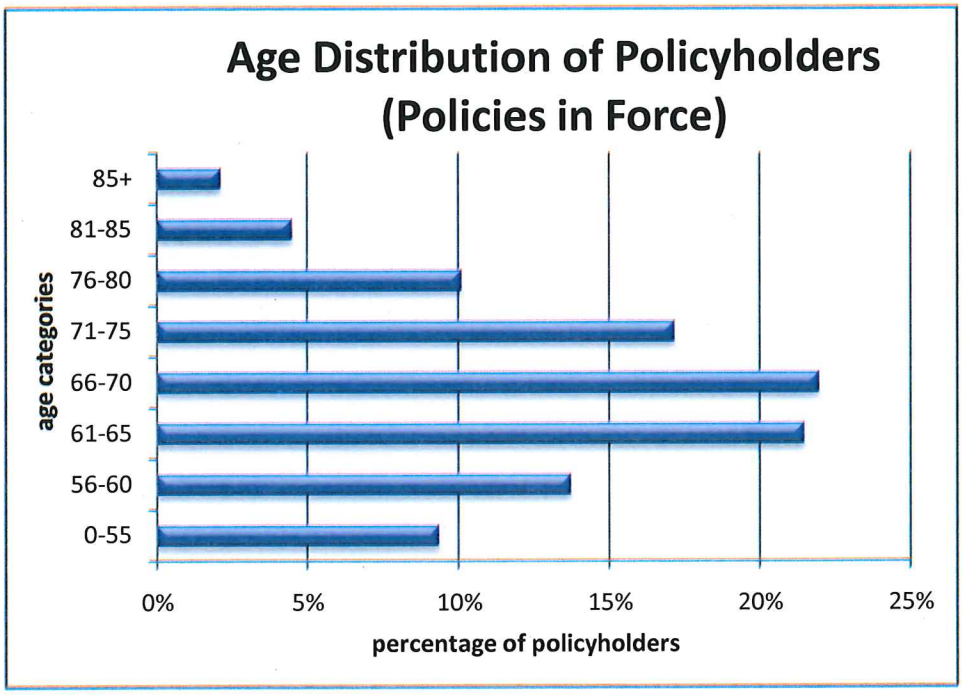
Sixteen companies provided data during Quarter 1, 2009.

Age Distribution of Partnership Policyholders at Time of Purchase

	Age Range		Average Age
Policy Category	**Low**	**High**	
Individual Policyholders	18	89	61.09
Group Certificate holders	23	75	50.32
Organization Sponsored	20	84	57.09
All Insured	18	89	60.82

Age Distribution of Policyholders (Policies in Force)

Age Category	Percentage of Policyholders
86+	2.06%
81-85	4.40%
76-80	10.00%
71-75	16.97%
66-70	21.96%
61-65	21.47%
56-60	13.72%
0-55	9.35%



Nursing Home Per Diem Amounts (Policies in Force):

\verage Amount: $135.98

Mode: $150.00 (11.14% of all purchasers)

Home Care Per Diem Amounts (Policies in Force):

Average Amount: $125.41

Mode: $150.00 (9.39% of all purchasers)

Elimination Periods (Policies in Force):

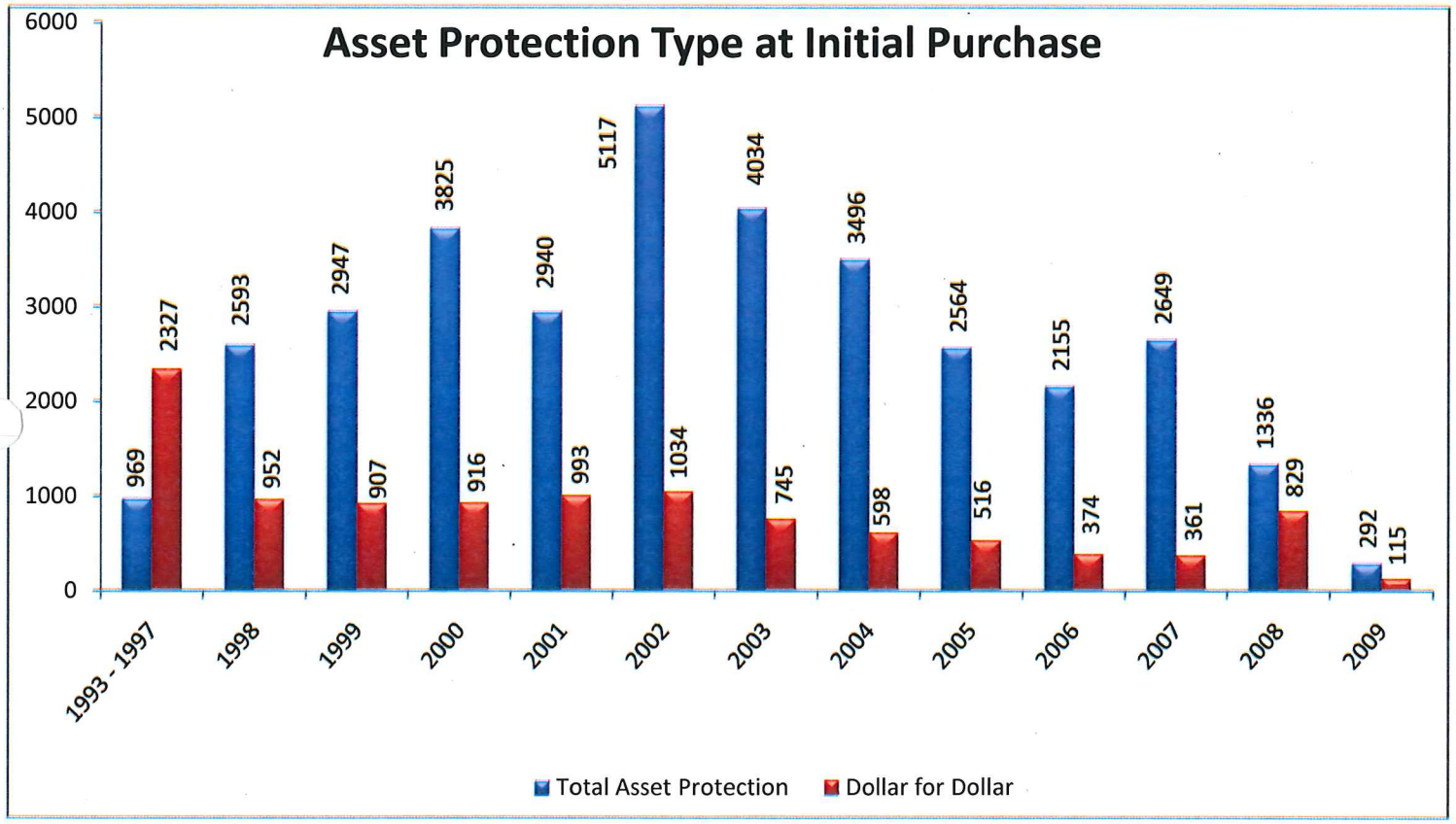
Nursing Homes:		**Home and Community Care:**	
0 days	1,626 (4.45%)	0 days	13,231 (36.17%)
9 days	1 (<1%)	10 days	3 (0.01%)
15 days	43 (0.12%)	14 days	217 (0.59%)
20 days	1,102 (3.01%)	15 days	28 (0.08%)
30 days	5,331 (14.57%)	20 days	923 (2.52%)
45 days	656 (1.79%)	30 days	4,139 (11.32%)
50 days	1,749 (4.78%)	45 days	651 (1.78%)
60 days	1,294 (3.54%)	50 days	25 (0.07%)
90 days	13,690 (37.43%)	60 days	938 (2.56%)
100 days	10,260 (28.05%)	90 days	8,669 (23.70%)
120 days	2 (0.01%)	100 days	3,853 (10.53%)
180 days	787 (2.15%)	180 days	621 (1.70%)
365 days	2 (0.01%)	365 days	2 (0.01%)

Riders:

Non-Forfeiture	165	(0.45%)
Restoration of Benefits	456	(1.25%)
Spousal Benefit Enhancement	692	(1.89%)
Other Riders	987	(2.70%)

Asset Protection Type at Initial Policy Purchase By Policy Effective Date

Quarter 1-2009	Cumulative at Time of Purchase
Policies Purchased by Quarter	407
Policies Purchased by Cumulative	45,629
Total Asset Protection by Quarter	292
Total Asset Protection by Cumulative	35,451
Dollar for Dollar by Quarter	115
Dollar for Dollar by Cumulative	10,178



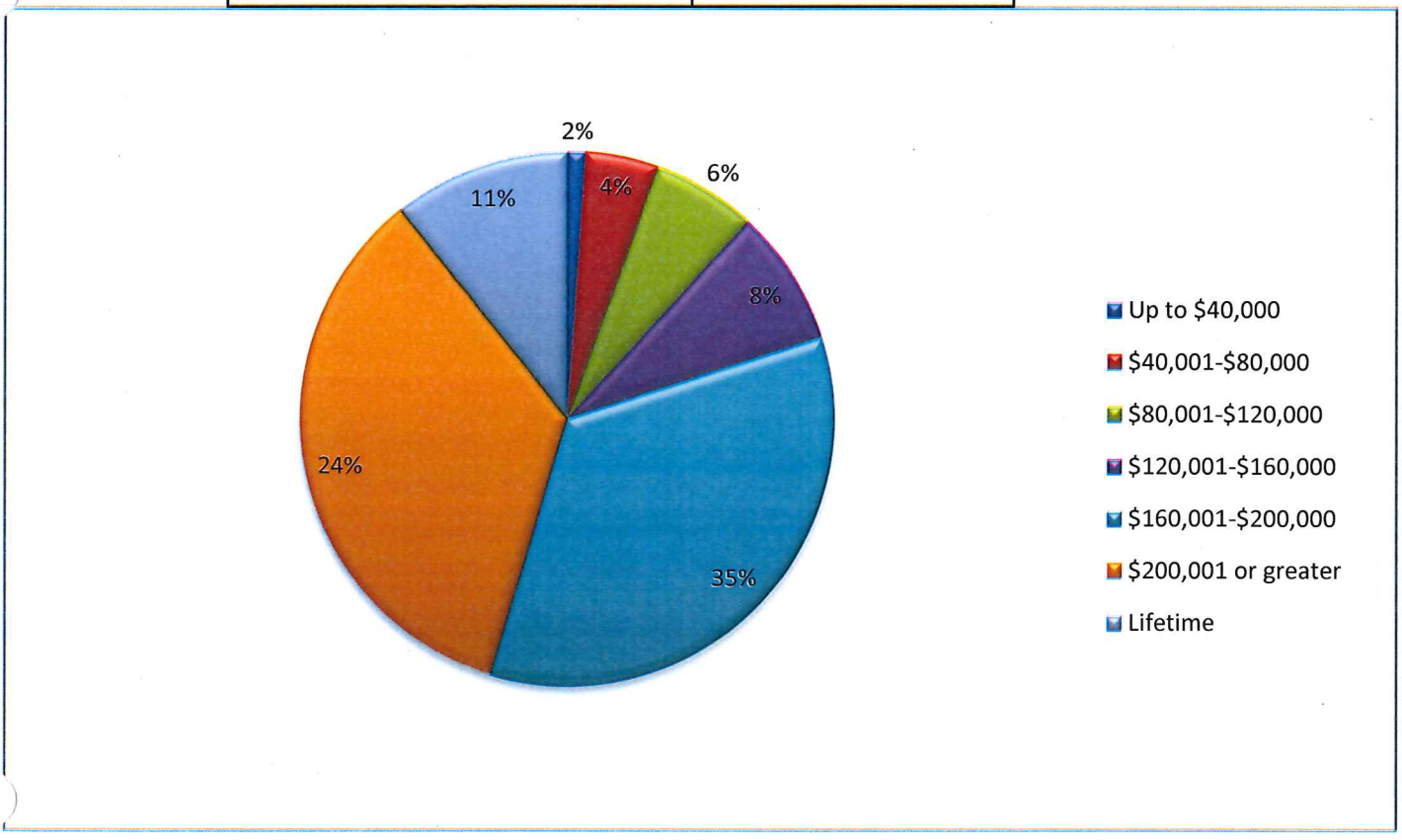
*Total Asset Protection became available 3-12-98 & grand fathered in those policies with coverage at initial purchase equal to or greater than state-set-dollar amount for 1998.

Maximum Policy Amount of Policies in Force:

Range: $21,977 - $6,504,300 (plus 3,914 lifetime policies)
Average amount: $195,298 (not including lifetime policies)

Maximum Benefit Amounts Selected By All Purchasers (Policies in Force)

Maximum Benefit Amount at Time of Purchase	**All Purchasers**
Up to $40,000 Approx: (1 yr)	383 (1.05%)
$40,001 - $80,000 (2 yrs)	1,628 (4.45%)
$80,001 - $120,000 (3 yrs)	2,313 (6.32%)
$120,001 - $160,000 (4 yrs)	3,011 (8.23%)
$160,001 - $200,000 (5 yrs)	12,643 (34.56%)
$200,001 or greater (6 yrs +) (excluding lifetime)	12,681 (34.67%)
Lifetime Policies	3,914 (10.70%)



Policyholders in Benefit
Information as of March 31, 2009

Benefit Status

Number of policyholders, to date, who have received benefit payments.	728
Number of policyholders in benefit as of Quarter 1, 2009.	271
Number of policyholders that received benefits and have died.	243
Number of policyholders, to date, who have exhausted their benefits and applied to Medicaid	30 (58 Exhausted)

Asset protection earned by policyholders to date.	$34,157,537,43
Asset protection earned to date that will not be accessed (policyholders who have died)	$8,385,662.25

Service Utilization

Type of Service* (other than case management)	**QTY**	**% of Total Claimants by Type of Service ** **
Nursing Home Care	489	67.17%
Home Health Aide – hourly care Home Health Aide – daily care	58 69	7.97% 9.48%
Attendant Care	3	0.41%
Other Institutional	0	0%
Hospital Bed Hold	105	14.42%
Assisted Living	160	21.98%
Adult Day Care	12	1.65%
Personal Care	32	4.40%
Alternate Level of Care	4	0.55%

*These categories are not mutually exclusive; therefore, percents shown will not total 100.
**This is the cumulative status of all claimants. The status and percent (%) will change as the claimant's status changes.

CLAIMANT PROFILE

Cumulative Aggregate of All Policyholders Who Used Benefits
As of March 31, 2009

Gender	Female	67.58%	
	Male	33.79%	
Marital Status	Not Married	42.58%	
	Married	52.88%	
	Unknown	4.81%	
Average Age At The Time Of Policy Purchase		71.9	
Average Age At The Time Of Claim		78.26	
Age Range At Time Of Claim	Range =	44 – 97	
	Mean =	79.25	
	Median =	79	
Policy Type Owned:	Nursing Home Only		28.85%
	Nursing Home & Home Care		74.59%

Average time elapsed between purchase date and claim date was 85.68 months (7.14 years)