

---

# FINANCIAL EXPERIENCE REPORT

Superior Court of California

January 1, 2016 through December 31, 2016

Policy Numbers: 33849, 33850 & 55056

*Submitted by*

**Minnesota Life Insurance Company**

**Experience by Coverage****For the Period January 1, 2016 through December 31, 2016**

<b>Coverage</b>	<b>Earned Premium*</b>	<b>Incurred Claims</b>	<b>Incurred Loss Ratio</b>
Basic Term Life	\$27,397	\$4,218	15.4%
Supplemental Term Life	153,363	437	0.3%
VGUL	568	5	0.9%
<b>Total Life Coverages</b>	<b>\$181,328</b>	<b>\$4,660</b>	<b>2.6%</b>
Employee Voluntary AD&D	\$3,608	\$38	1.1%
Employee & Family Voluntary AD&D	21,527	110	0.5%
<b>Total AD&amp;D Coverages</b>	<b>\$25,135</b>	<b>\$148</b>	<b>0.6%</b>
Ported Coverage	\$4,058	\$0	0.0%

\* Earned Premium for VGUL is the Cost of Insurance applied to each insured's account

Notes:            Incurred Claims =            Paid Claims + Interest  
    + Current Reported Life Reserve - Prior Reported Life Reserve  
    + Current Reported Waiver Reserve - Prior Reported Waiver Reserve  
    + Current Waiver IBNR Reserve - Prior Waiver IBNR Reserve  
    + Conversion Charges

## Cumulative Experience by Coverage

	Earned Premium	Incurred Claims	Incurred Loss Ratio
<b>Basic Term Life</b>			
01/01/16 - 12/31/16	\$27,397	\$4,218	15.4%
01/01/15 - 12/31/15	22,147	2,015	9.1%
01/01/14 - 12/31/14	21,122	(38)	(0.2%)
08/01/10 - 12/31/13	80,013	23,954	29.9%
<b>Total</b>	<b>\$150,679</b>	<b>\$30,149</b>	<b>20.0%</b>
<b>Supplemental Term Life</b>			
01/01/16 - 12/31/16	\$153,363	\$437	0.3%
01/01/15 - 12/31/15	139,233	(1,455)	(1.0%)
01/01/14 - 12/31/14	130,157	105	0.1%
08/01/10 - 12/31/13	429,575	206,703	48.1%
<b>Total</b>	<b>\$852,328</b>	<b>\$205,790</b>	<b>24.1%</b>
<b>VGUL</b>			
01/01/16 - 12/31/16	\$568	\$5	0.9%
01/01/15 - 12/31/15	336	3	0.9%
01/01/14 - 12/31/14	235	9	3.8%
08/01/10 - 12/31/13	1,820	0	0.0%
<b>Total</b>	<b>\$2,959</b>	<b>\$17</b>	<b>0.6%</b>
<b>Employee Voluntary AD&amp;D</b>			
01/01/16 - 12/31/16	\$3,608	\$38	1.1%
01/01/15 - 12/31/15	2,304	(1)	(0.0%)
01/01/14 - 12/31/14	2,328	(4)	(0.2%)
08/01/10 - 12/31/13	9,387	72	0.8%
<b>Total</b>	<b>\$17,627</b>	<b>\$105</b>	<b>0.6%</b>

### Cumulative Experience by Coverage

	<u>Earned Premium</u>	<u>Incurred Claims</u>	<u>Incurred Loss Ratio</u>
<b>Employee &amp; Family Voluntary AD&amp;D</b>			
01/01/16 - 12/31/16	\$21,527	\$110	0.5%
01/01/15 - 12/31/15	17,750	10	0.1%
01/01/14 - 12/31/14	17,413	1	0.0%
08/01/10 - 12/31/13	59,869	25,882	43.2%
<b>Total</b>	<b>\$116,559</b>	<b>\$26,003</b>	<b>22.3%</b>

## Appendix

Summary of Incurred Claims

For the Period January 1, 2016 through December 31, 2016

Coverage	Life Claims				Waiver of Premium					Incurred Claims
	(+) Insurance Amount Paid	(+) Interest Paid	Reported Reserves		Reported Reserves		IBNR		(+) Conversion Charge	
			(+) Current Reserve	(-) Prior Reserve	(+) Current Reserve	(-) Prior Reserve	(+) Current Reserve	(-) Prior Reserve		
Basic Term Life	\$0.00	\$0.00	\$0.00	\$0.00	\$0	\$0	\$1,130	\$912	\$4,000	\$4,218
Supplemental Term Life	0.00	0.00	0.00	0.00	0	0	5,101	4,664	0	437
VGUL	0.00	0.00	0.00	0.00	0	0	17	12	0	5
Employee Voluntary AD&D	0.00	0.00	0.00	0.00	0	0	105	67	0	38
Employee & Family Voluntary AD&D	0.00	0.00	0.00	0.00	0	0	628	518	0	110
<b>Total</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0</b>	<b>\$0</b>	<b>\$6,981</b>	<b>\$6,173</b>	<b>\$4,000</b>	<b>\$4,808</b>

Basic Term Life Claims Experience

For the Period January 1, 2016 through December 31, 2016

Waiver of Premium Claims

Claim Number	Age at Onset	Gender	Date of Onset	Amount of Insurance	Current Reserve	Prior Reserve	Incurred Claims
				IBNR	\$1,130	\$912	\$218
		0	Total Claims		\$1,130	\$912	\$218

Basic Term Life Claims Experience  
For the Period January 1, 2016 through December 31, 2016

Conversions

Name	Age at Conversion	Gender	Effective Date	Amount of Conversion
Conversion 1	57	F	05/01/2016	\$20,000
1 Total Conversion				\$20,000
			Conversion Charge:	\$4,000



Supplemental Term Life Claims Experience  
 For the Period January 1, 2016 through December 31, 2016

Waiver of Premium Claims

Claim Number	Age at Onset	Gender	Date of Onset	Amount of Insurance	Current Reserve	Prior Reserve	Incurred Claims
				IBNR	\$5,101	\$4,664	\$437
		0	Total Claims		\$5,101	\$4,664	\$437

VGUL Claims Experience

For the Period January 1, 2016 through December 31, 2016

Waiver of Premium Claims

Claim Number	Age at Onset	Gender	Date of Onset	Amount of Insurance	Current Reserve	Prior Reserve	Incurred Claims
				IBNR	\$17	\$12	\$5
		0	Total Claims		\$17	\$12	\$5

Employee Voluntary AD&D Claims Experience  
 For the Period January 1, 2016 through December 31, 2016

Waiver of Premium Claims

Claim Number	Age at Onset	Gender	Date of Onset	Amount of Insurance	Current Reserve	Prior Reserve	Incurred Claims
				IBNR	\$105	\$67	\$38
0			Total Claims		\$105	\$67	\$38

Employee & Family Voluntary AD&D Claims Experience  
 For the Period January 1, 2016 through December 31, 2016

Waiver of Premium Claims

Claim Number	Age at Onset	Gender	Date of Onset	Amount of Insurance	Current Reserve	Prior Reserve	Incurred Claims
				IBNR	\$628	\$518	\$110
		0	Total Claims		\$628	\$518	\$110

## Basic Term Life Experience by Month

**For the Period January 1, 2016 through December 31, 2016**

Month	Paid Premium	Paid Claims
January 2016	\$1,907.05	\$0.00
February 2016	2,130.22	0.00
March 2016	2,138.82	0.00
April 2016	2,121.62	0.00
May 2016	2,121.62	0.00
June 2016	2,118.18	0.00
July 2016	2,444.98	0.00
August 2016	2,472.07	0.00
September 2016	2,474.22	0.00
October 2016	2,484.54	0.00
November 2016	2,466.91	0.00
December 2016	2,516.36	0.00
<b>Total</b>	<b>\$27,396.59</b>	<b>\$0.00</b>
Change in Life Reserves	0.00	0.00
Change in Waiver Reserves	0.00	0.00
Change in Waiver IBNR Reserves	0.00	218.00
Conversion Charges	0.00	4,000.00
	<b>Earned Premium</b>	<b>Incurred Claims</b>
<b>Total Basic Term Life</b>	<b>\$27,396.59</b>	<b>\$4,218.00</b>

**Supplemental Term Life Experience by Month**  
**For the Period January 1, 2016 through December 31, 2016**

Month	Paid Premium	Paid Claims
January 2016	\$12,618.97	\$0.00
February 2016	12,782.64	0.00
March 2016	12,834.88	0.00
April 2016	12,639.56	0.00
May 2016	12,669.12	0.00
June 2016	12,689.62	0.00
July 2016	12,804.57	0.00
August 2016	12,925.48	0.00
September 2016	12,812.96	0.00
October 2016	12,873.45	0.00
November 2016	12,842.09	0.00
December 2016	12,869.80	0.00
<b>Total</b>	<b>\$153,363.14</b>	<b>\$0.00</b>
Change in Life Reserves	0.00	0.00
Change in Waiver Reserves	0.00	0.00
Change in Waiver IBNR Reserves	0.00	437.00
Conversion Charges	0.00	0.00
	<b>Earned Premium</b>	<b>Incurred Claims</b>
<b>Total Supplemental Term Life</b>	<b>\$153,363.14</b>	<b>\$437.00</b>

## VGUL Experience by Month

**For the Period January 1, 2016 through December 31, 2016**

Month	Paid Premium	Paid Claims
January 2016	\$46.06	\$0.00
February 2016	46.06	0.00
March 2016	46.94	0.00
April 2016	46.94	0.00
May 2016	46.94	0.00
June 2016	46.94	0.00
July 2016	46.94	0.00
August 2016	46.94	0.00
September 2016	48.60	0.00
October 2016	48.60	0.00
November 2016	48.60	0.00
December 2016	48.60	0.00
<b>Total</b>	<b>\$568.16</b>	<b>\$0.00</b>
Change in Life Reserves	0.00	0.00
Change in Waiver Reserves	0.00	0.00
Change in Waiver IBNR Reserves	0.00	5.00
Conversion Charges	0.00	0.00
	<b>Earned Premium</b>	<b>Incurred Claims</b>
<b>Total VGUL</b>	<b>\$568.16</b>	<b>\$5.00</b>

## Employee Voluntary AD&D Experience by Month

**For the Period January 1, 2016 through December 31, 2016**

Month	Paid Premium	Paid Claims
January 2016	\$311.50	\$0.00
February 2016	311.50	0.00
March 2016	306.50	0.00
April 2016	303.50	0.00
May 2016	301.50	0.00
June 2016	301.50	0.00
July 2016	301.50	0.00
August 2016	296.50	0.00
September 2016	293.50	0.00
October 2016	293.50	0.00
November 2016	293.50	0.00
December 2016	293.50	0.00
<b>Total</b>	<b>\$3,608.00</b>	<b>\$0.00</b>
Change in Life Reserves	0.00	0.00
Change in Waiver Reserves	0.00	0.00
Change in Waiver IBNR Reserves	0.00	38.00
Conversion Charges	0.00	0.00
	<b>Earned Premium</b>	<b>Incurred Claims</b>
<b>Total Employee Voluntary AD&amp;D</b>	<b>\$3,608.00</b>	<b>\$38.00</b>



**Employee & Family Voluntary AD&D Experience by Month**  
**For the Period January 1, 2016 through December 31, 2016**

Month	Paid Premium	Paid Claims
January 2016	\$1,838.70	\$0.00
February 2016	1,840.20	0.00
March 2016	1,809.30	0.00
April 2016	1,797.15	0.00
May 2016	1,800.15	0.00
June 2016	1,797.15	0.00
July 2016	1,797.15	0.00
August 2016	1,803.15	0.00
September 2016	1,788.15	0.00
October 2016	1,769.85	0.00
November 2016	1,742.85	0.00
December 2016	1,742.85	0.00
<b>Total</b>	<b>\$21,526.65</b>	<b>\$0.00</b>
Change in Life Reserves	0.00	0.00
Change in Waiver Reserves	0.00	0.00
Change in Waiver IBNR Reserves	0.00	110.00
Conversion Charges	0.00	0.00
	<b>Earned Premium</b>	<b>Incurred Claims</b>
<b>Total Employee &amp; Family Voluntary AD&amp;D</b>	<b>\$21,526.65</b>	<b>\$110.00</b>