



**STATE OF CONNECTICUT**  
*INSURANCE DEPARTMENT*

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In The Matter Of :  
Genworth Life and Annuity Insurance Company : **Docket No. LH 16-118**  
Medicare Supplement Insurance :  
-----X

**ORDER**

I, Katharine L Wade, Commissioner of the State of Connecticut, having read the record, do hereby adopt the findings and recommendations of Danny K. Albert, Hearing Officer in the above matter and issue the following order, to wit:

Genworth Life and Annuity Insurance Company's rate increase request for its individual Standardized Medicare supplement insurance policy forms GMSPB06 CT (Plan B), GMSPD06 CT (Plan D), GMSPE06 CT (Plan E) and GMSPG06 CT (Plan G) is approved as submitted.

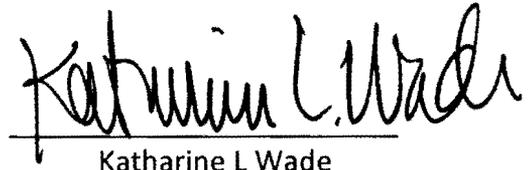
The company's rate increase request for its individual Standardized Medicare supplement insurance policy form GMSPF06 CT (Plan F) is disapproved as submitted. However, a 9.5% rate increase is hereby granted for this form.

Genworth Life and Annuity Insurance Company's rate increase request for its individual Standardized Medicare supplement insurance policy form GMSPHF06 CT (High Deductible Plan F) is disapproved as submitted. The Connecticut and nationwide inception-to-date loss ratios for this form have yet to satisfy the statutorily required loss ratio of 65%. The rate on this form is to be maintained at its current rate level, with no change.

Genworth Life and Annuity Insurance Company is directed to submit revised rate schedules for its Plan F and High Deductible Plan F, reflecting the rate action approved herein. The revised rate schedules must be submitted to the Insurance Department by the close of business on Friday, December 30, 2016.

The rate action approved herein is reasonable in relationship to the benefits and estimated claim costs the company can reasonably expect to realize under these policy forms.

Dated at Hartford, Connecticut, this 9<sup>th</sup> day of December, 2016.

A handwritten signature in black ink that reads "Katharine L. Wade". The signature is written in a cursive style with a horizontal line underneath the name.

Katharine L Wade  
Commissioner



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**PROPOSED FINAL DECISION**

**1. INTRODUCTION**

The Insurance Commissioner of the State of Connecticut is empowered to review rates charged for individual and group Medicare supplement policies sold to any resident of this State who is eligible for Medicare. The source for this regulatory authority is contained in Chapter 700c and Section 38a-495a of the Connecticut General Statutes.

After due notice, a hearing was held at the Insurance Department in Hartford, CT on Thursday, December 1, 2016, to consider whether or not the rate increases requested by Genworth Life and Annuity Insurance Company on its Medicare supplement insurance business should be approved.

No members from the general public attended the hearing.

No company representatives from Genworth Life and Annuity Insurance Company attended the hearing.

The hearing was conducted in accordance with the requirements of Section 38a-474, Connecticut General Statutes, the Uniform Administrative Procedures Act, Chapter 54 of Section 38a-8-1 et seq. of the Regulations of Connecticut State Agencies.

A Medicare supplement policy is a private health insurance policy sold on an individual or group basis, which provides benefits that are additional to the benefits provided by Medicare. For many years Medicare supplement policies have been highly regulated under both state and federal law to protect the interests of persons eligible for Medicare who depend on these policies to provide additional coverage for the costs of health care.

Effective December 1, 2005, Connecticut amended its program of standardized Medicare supplement policies in accordance with Section 38a-496a of the Connecticut General Statutes, and Sections 38a-495a-1 through 38a-495a-21 of the Regulations of Connecticut Agencies. This program, which conforms to federal requirements, provides a "core" package of benefits known as Plan A. Insurers may also offer any one or more of eleven other plans (Plans B through N).

Effective January 1, 2006, in accordance with Section 38a-495c of the Connecticut General Statutes (as amended by Public Act 05-20) premiums for all Medicare supplement policies in the state must use community rating. Rates for Plans A through N must be computed without regard to age, gender, previous claims history or the medical condition of any person covered by a Medicare supplement policy or certificate.

The statute provides that coverage under Plans A through N may not be denied on the basis of age, gender, previous claims history or the medical condition of any covered person. Insurers may exclude benefits for losses incurred within six months from the effective date of coverage based on a pre-existing condition.

Effective October 1, 1998, carriers that offer Plan B or Plan C must make these plans as well as Plan A, available to all persons eligible for Medicare by reason of disability.

Insurers must also make the necessary arrangements to receive notice of all claims paid by Medicare for their insureds so that supplement benefits can be computed and paid without requiring insureds to file claim forms for such benefits. This process of direct notice and automatic claims payment is commonly referred to as "piggybacking" or "crossover".

Sections 38a-495 and 38a-522 of the Connecticut General Statutes, and Section 38a-495a-10 of the Regulations of Connecticut Agencies, state that individual and group Medicare supplement policies must have anticipated loss ratios of 65% and 75%, respectively. Under Sections 38a-495-7 and 38a-495a-10 of the Regulations of Connecticut Agencies, filings for rate increases must demonstrate that actual and expected losses in relation to premiums meet these standards, and anticipated loss ratios for the entire future period for which the requested premiums are calculated to provide coverage must be expected to equal or exceed the appropriate loss ratio standard.

Section 38a-473 of the Connecticut General Statutes provides that no insurer may incorporate in its rates for Medicare supplement policies factors for expenses that exceed 150% of the average expense ratio for that insurer's entire written premium for all lines of health insurance for the previous calendar year.

## II. FINDING OF FACT

After reviewing the exhibits entered into the record of this proceeding, and utilizing the experience, technical competence and specialized knowledge of the Insurance Department, the undersigned makes the following findings of fact:

1. Genworth Life and Annuity Insurance Company has requested the following rate increase on its individual standardized Medicare supplement plans:

<u>Plan</u>	<u>Proposed Rate Increase</u>
B	9.5%
D	9.5%
E	9.5%
F	12.5%
High Ded F	9.5%
G	9.5%

There are 44 policies in-force in Connecticut as of 8/31/16, while there are 4,913 policies in-force nationwide.

2. The last rate increase approved by the Department was 9.0% for Plans B through G, effective 8/1/15, and 6.2% for high deductible Plan F effective 8/1/12.

3. This product was marketed through both independent and captive agents, but now represents a closed block of business.
4. Genworth Life and Annuity Insurance Company certified that their expense factors are in compliance with section 38a-473, C.G.S.
5. Genworth Life and Annuity Insurance Company has conformed to subsection (e) of section 38a-495c, C.G.S. regarding the automatic claims processing requirement.

6. Below is Connecticut specific loss ratios, by plan, for 2015, 2016 (through August) and inception-to-date:

<u>Plan</u>	<u>2015</u>	<u>2016</u>	<u>Inception-to-date</u>
B	9.5%	7.3%	144.7%
D	26.1%	25.1%	92.4%
E	23.4%	32.1%	89.2%
F	41.4%	18.3%	72.7%
High F	31.1%	21.5%	59.8%
G	8.2%	29.5%	24.4%
Total	29.7%	24.4%	87.2%

7. Below is Nationwide loss ratios, by plan, for 2015, 2016 (through August) and inception-to-date:

<u>Plan</u>	<u>2015</u>	<u>2016</u>	<u>Inception-to-date</u>
B	60.1%	80.9%	75.0%
D	55.8%	61.1%	73.4%
E	70.5%	65.1%	84.3%
F	64.4%	70.4%	66.2%
High F	48.5%	33.2%	29.1%
G	72.7%	84.8%	69.5%
Total	63.4%	70.3%	69.3%

8. The proposed rates are designed to satisfy the Connecticut regulatory loss ratio of 65%.
9. Genworth's 2017 Medicare supplement rate filing proposal is in compliance with the requirements of Regulation 38a-474 as it applies to the contents of the rate submission as well as the Actuarial memorandum.

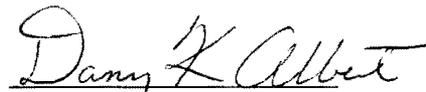
### III. RECOMMENDATION

Recommend that the 9.5% rate increase for plans B, D, E and G be approved as submitted. These rate changes are reasonable in relationship to the benefits, estimated claim costs and the anticipated loss ratios the company expects to realize on this business.

Recommend that the 12.5% rate increase for Plan F be disapproved as submitted but limited to 9.5% increase.

Also recommend that the 9.5% rate increase request for High Deductible Plan F be disapproved as submitted. Both Connecticut and Nationwide inception-to-date loss ratios have yet to achieve the required 65% loss ratio for High Deductible Plan F.

Dated at Hartford, Connecticut, this 9<sup>th</sup> day of December, 2016.

  
Danny K. Albert  
Hearing Officer