Insurance Compact Product Filing Statistics
*As of October 31, 2018*

The tables below provide statistics on the product filings submitted to the Insurance Compact since first accepting product filings in June 2007 through October 31, 2018.

<table>
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<tr>
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</tr>
</thead>
<tbody>
<tr>
<td>Companies Registered</td>
<td>228</td>
<td>228</td>
<td>226</td>
<td>205</td>
<td>198</td>
<td>182</td>
<td>167</td>
<td>133</td>
<td>113</td>
<td>75</td>
</tr>
<tr>
<td>Products Received</td>
<td>1,103</td>
<td>1,132</td>
<td>1,059</td>
<td>863</td>
<td>999</td>
<td>806</td>
<td>744</td>
<td>464</td>
<td>368</td>
<td>244</td>
</tr>
<tr>
<td>Forms Submitted</td>
<td>3,355</td>
<td>4,130</td>
<td>3,835</td>
<td>3,326</td>
<td>3,205</td>
<td>2,657</td>
<td>2,595</td>
<td>1,588</td>
<td>1,456</td>
<td>1,314</td>
</tr>
<tr>
<td>Amended Filings</td>
<td>98</td>
<td>137</td>
<td>229</td>
<td>197</td>
<td>220</td>
<td>251</td>
<td>157</td>
<td>78</td>
<td>40</td>
<td>185</td>
</tr>
<tr>
<td>Products Approved</td>
<td>974</td>
<td>1,158</td>
<td>976</td>
<td>829</td>
<td>876</td>
<td>769</td>
<td>625</td>
<td>436</td>
<td>320</td>
<td>279</td>
</tr>
<tr>
<td>Transactions*</td>
<td>29,328</td>
<td>37,925</td>
<td>31,455</td>
<td>26,016</td>
<td>26,164</td>
<td>24,066</td>
<td>19,063</td>
<td>13,685</td>
<td>8,446</td>
<td>7,494</td>
</tr>
<tr>
<td>Approval Time (avg)**</td>
<td>24</td>
<td>20</td>
<td>30</td>
<td>33</td>
<td>27</td>
<td>28</td>
<td>23</td>
<td>38</td>
<td>42</td>
<td>28</td>
</tr>
<tr>
<td>States/Filing (median)***</td>
<td>42</td>
<td>41</td>
<td>40</td>
<td>40</td>
<td>41</td>
<td>39</td>
<td>39</td>
<td>37</td>
<td>34</td>
<td>33</td>
</tr>
<tr>
<td>Mix &amp; Match</td>
<td>35%</td>
<td>44%</td>
<td>50%</td>
<td>51%</td>
<td>55%</td>
<td>57%</td>
<td>62%</td>
<td>63%</td>
<td>63%</td>
<td>75%</td>
</tr>
<tr>
<td>State Filing Fees Collected</td>
<td>$2,393,990</td>
<td>$2,639,337</td>
<td>$2,439,645</td>
<td>$2,077,363</td>
<td>$2,302,532</td>
<td>$1,856,432</td>
<td>$1,728,081</td>
<td>$992,506</td>
<td>$735,683</td>
<td>$499,942</td>
</tr>
<tr>
<td>Compact Filing Fees</td>
<td>$1,066,176</td>
<td>$1,057,246</td>
<td>$1,086,736</td>
<td>$681,045</td>
<td>$749,452</td>
<td>$649,929</td>
<td>$407,788</td>
<td>$274,127</td>
<td>$225,442</td>
<td>$130,900</td>
</tr>
</tbody>
</table>

Historical Filing Data

Registrations as of October 2008 to October 2018

* “Transactions” refers to the total number of SERFF transactions that have been made through the Insurance Compact.
** 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”.
***This metric has changed from average to median to reflect 75% of Insurance Compact filings include more than a majority of the states on approval.
2018 INSURANCE COMPACT PRODUCT FILING TRENDS
*OCTOBER 31, 2018*

* There are over 22 Types of Insurance (TOIs) available for filing using the 100 adopted Uniform Standards with 130 various sub-TOIs available.

* 7,397 products have been approved by the Insurance Compact to date since June 2007; which equates to over 227,257 SERFF transactions.

* The TOIs for the Product Filings submitted through SERFF for Compact Filings 2018:
  - LIFE (61% of all products received):
    - 35% have been TOI – Other (generally application filings)
    - 22% have been Whole Life Products
    - 19% have been Term Life Products
    - 18% have been Flexible Premium Adjustable
    - 3% have been Variable Life
    - 2% have been Group Life Term
    - 1% have been Endowment
  - ANNUITIES (24% of all products received):
    - 47% have been Deferred Non-Variable Annuity
    - 23% have been Annuity – Special
    - 18% have been Deferred Variable Annuity
    - 7% have been Immediate Non-Variable Annuity
    - 5% have been TOI – Other (generally application filings)
  - LONG-TERM CARE (12% of all products received)
  - DISABILITY INCOME (3% of all products received):
    - 73% have been Individual Disability
    - 27% have been Group Disability

* Of all of the Registered Companies who have submitted filings since 2007:
  - 5% have filed more than 75 times
  - 5% have filed 50 or more times
  - 22% have filed 20 or more times
  - 17% have filed 10 or more times
  - 40% have filed more than twice
  - 11% have filed once; of the 2018 Registered Companies 7% are first time filers

* There have been almost 28,000 forms submitted with product filing submissions. The average number of forms per filing is 3. The largest single submission consisted of 103 forms (filed in 2013); and in 2018, the largest single submission consisted of 57 forms.