

Long-Term Care Insurance Replacement and Lapse Reporting Form

LHL562 - Data Collection Form FOR THE STATE OF TEXAS

Due: No later than June 30 annually for the preceding calendar year

Additional information regarding this report is located on the Long-term care data call page on the TDI website.

| For the State of | For the Reporting Year of | Company NAIC Number: | |
|-----------------------|---------------------------|----------------------|--|
| Company Name: | | | |
| Company Address: | | | |
| City: | State: | ZIP: | |
| Contact Name: | | | |
| Contact Title: | | | |
| Contact Email: | | | |
| Contact Phone Number: | | | |
| | | | |

Instructions:

The purpose of this form is to specify the information regarding long-term care insurance policy replacements and lapses that insurers are required to report to the Commissioner of Insurance on a statewide basis. Specifically, every insurer shall maintain records for each agent on that agent's amount of long-term care insurance replacement sales as a percent of the agent's total annual sales and the amount of lapses of long-term care insurance policies sold by the agent as a percent of the agent's total annual sales. The following two tables indicate the information required in reporting the ten percent (10%) of the insurer's agents with the greatest percentages of replacements and lapses. If no replacements or lapses occurred, leave each table blank.

Listing of the 10% of Agents with the Greatest Percentage of Replacements (Limit of 22 Agents per Form)

| Agent's Name | Number of Policies Sold By This Agent | Number of Policies Replaced by This Agent | Number of Replacements As % of Number Sold By This Agent |
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Listing of the 10% of Agents with the Greatest Percentage of Lapses (Limit of 22 Agents per Form)

| | | Number of Policies | |
|---|--|-------------------------|--|
| Agent's Name | Number of Policies Sold By This Agent | Lapsed by This Agent | Number of Lapses As % of Number Sold By This Agent |
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| | | | sold as a percentage of the insure ies as a percentage of the insure |
| Replacement Policies Sold | | | |
| Annual Policies Sold | | | |
| Policies in Force (as of the | end of the preceding cale | endar year) | |
| % of Replacement Policies preceding calendar year) | Sold to Annual Policies S | old (as of the end of t | he |
| % of Replacement Policies preceding calendar year) | Sold to Policies in Force | (as of the end of the | |
| Policies Lapsed | | | |

% of Policies Lapsed to Annual Policies Sold (as of the end of the preceding calendar year)

% of Policies Lapsed to Policies in Force (as of the end of the

preceding calendar year)