| State: | Pennsylvania | Filing Company: | Genworth Life Insurance Company |
| :--- | :--- | :--- | :--- |
| TOI/Sub-TOI: | LTC03I Individual Long Term Care/LTC03I.001 Qualified |  |  |
| Product Name: | PCS 2015_IFA Round 3 |  |  |
| Project Name/Number: | PCS 2015_IFA Round 3/PCS 2015_IFA Round 3 |  |  |

## Filing at a Glance

Company:
Product Name:
State:
TOI:
Sub-TOI:
Filing Type:
Date Submitted:
SERFF Tr Num:
SERFF Status:
State Tr Num:
State Status:
Co Tr Num:
Implementation
Date Requested:
Author(s):
Reviewer(s):

Genworth Life Insurance Company
PCS 2015_IFA Round 3
Pennsylvania
LTC03I Individual Long Term Care
LTC03I. 001 Qualified
Rate - Confidential (Specific Named Group)
12/29/2015
GEFA-130373076
Pending State Action
GEFA-130373076
Data Request Sent
PCS 2015_IFA ROUND 3
On Approval
Brenda Bond, Richard Cromwell, Ronald Jackson, Jeanette Mai Jim Laverty (primary)

Disposition Date:
Disposition Status:
Implementation Date:
State Filing Description:
Proposed $89 \%$ rate increase ( $103 \%$ on unlimited BPs and $67 \%$ on limited BPs) on 3,090 PA policyholders of Genworth LTC forms 7000 and 7020.

| State: | Pennsylvania | Filing Company: | Genworth Life Insurance Company |
| :--- | :--- | :--- | :--- |
| TOI/Sub-TOI: | LTC03I Individual Long Term Care/LTC03I.001 Qualified |  |  |
| Product Name: | PCS 2015_IFA Round 3 |  |  |
| Project Name/Number: | PCS 2015_IFA Round 3/PCS 2015_IFA Round 3 |  |  |

## General Information

Project Name: PCS 2015_IFA Round 3
Project Number: PCS 2015_IFA Round 3
Requested Filing Mode: Review \& Approval
Explanation for Combination/Other:
Submission Type: New Submission
Overall Rate Impact: 83.3\%
Deemer Date:
Submitted By: Ronald Jackson

Status of Filing in Domicile: Not Filed
Date Approved in Domicile:
Domicile Status Comments: N/A
Market Type: Individual Individual Market Type:
Filing Status Changed: 03/08/2016
State Status Changed: 02/04/2016
Created By: Ronald Jackson
Corresponding Filing Tracking Number:

Filing Description:
RE:Genworth Life Insurance Company ("GLIC")
Company NAIC No: 70025
Policy Forms:7000 et al and 7020 et al

On December 10, 2012 GLIC submitted a filing with justification for a rate increase of $20 \%$ for all benefit periods. On March 8 , 2013, the Department approved a rate increase of $20 \%$ on all benefit periods.

On September 23, 2014 GLIC requested a 20\% rate increase for all benefit periods. On December 29, 2014, the Department approved a rate increase of $20 \%$ on all benefit periods. The attached letter summarizes the requested rate increases and approvals for these forms.

This rate increase filing is being made to: 1) continue to work to achieve the actuarial equivalent of rate increase originally requested in 2012; and 2) begin to implement the required increases that were included in GLIC's 2014 asset adequacy testing. To achieve these goals, GLIC is requesting a $103 \%$ rate increase for policies with lifetime benefit periods and a $67 \%$ rate increase for policies with limited benefit periods. These amounts include 1) the balance of the 2012 rate increase request that was not approved and 2) an additional $50 \%$ rate increase which was included in GLIC's 2014 asset adequacy testing. The updated assumptions used in GLIC's 2014 asset adequacy testing also have been used in this filing.

The details for the basis of these amounts are shown below.

The requested $103 \%$ rate increase for policies with lifetime benefit periods is calculated as follows:
2012 Justifiable Rate Increase Amount*: 95\%
Additional 2015 Request: 50\%
Approvals to Date: $44 \%$
Total 2015 Rate Increase Request: ((1.95)*(1.5))/(1.44) - $1=103 \%$
The requested $67 \%$ rate increase for policies with limited benefit periods is calculated as follows:
2012 Justifiable Rate Increase Amount*: 60\%
Additional 2015 Request: 50\%
Approvals to Date: 44\%
Total 2015 Rate Increase Request: $\left((1.6)^{*}(1.5)\right) /(1.44)-1=67 \%$
(*Note that the 2012 nationwide justifiable rate increase was $95 \%$ for policies with a lifetime benefit period and $60 \%$ for policies

| State: | Pennsylvania | Filing Company: | Genworth Life Insurance Company |
| :--- | :--- | :--- | :--- |
| TOI/Sub-TOI: | LTC03I Individual Long Term Care/LTC03I.001 Qualified |  |  |
| Product Name: | PCS 2015_IFA Round 3 |  |  |
| Project Name/Number: | PCS 2015_IFA Round 3/PCS 2015_IFA Round 3 |  |  |

with a limited benefit period. After conversations with the Department, GLIC limited the rate increase requested to $20 \%$ for all benefit periods. However, when calculating the requested rate increase above, GLIC has used the original justifiable rate increase amount.)

None of the rate increases sought in this filing would be implemented until previously approved increases have been fully implemented.

## Please note:

-These requested amounts are significantly less than the amount GLIC can justify in total.
-Consistent with GLIC's 2014 Asset Adequacy Testing, we anticipate filing future rate increase requests of similar magnitude. -GLIC will continue to monitor the experience of this block [and will react according to the experience development.] -This filing, with self-limited lifetime loss ratios, does not imply the acceptance of the lifetime loss ratios contained in this filing as an acceptable measure of profitability or as a minimum threshold for future rate increase filings.

These existing policy forms provide benefits for institutional confinement and/or home care. They are collectively referred to as the PCS Series of policies and were issued in your state from October 1994 through June 2003. They are no longer being marketed in any state. Nationwide, the last policies for these forms were issued in 2004. The company is requesting the approval of a premium rate increase on the above listed forms and all associated riders due to adverse experience.

The assumptions applied to the attached projections are based on Genworth's actual nationwide in-force experience with adjustments as considered appropriate for future projections, based on expected differences in experience due to either policy characteristics or underwriting criteria. Best Estimate assumptions for voluntary terminations, mortality, and morbidity do not include any provision for contingency or risk margin. Updated claim severity assumptions led to the significant strengthening GLIC made to its claims reserve in the third quarter of 2014. Claimants are expected to stay on claim longer and use more of their available benefits than had been previously assumed. As a result of updated claims assumptions, lifetime loss ratios have increased. The exhibits attached were calculated with these updated assumptions.

GLIC will offer insureds affected by the premium increase several options to change their benefits in order to maintain a premium level reasonably similar to what they were paying prior to the rate increase. The benefit and rate combinations are consistent with the rate tables approved by the Department at the original filing.

Additionally, we will make an optional limited benefit available to those policyholders who wish to elect a limited paid-up Long Term Care insurance benefit. This option provides a paid-up policy with benefits equal to the total of premium paid, less any claims paid. While we strongly encourage policyholders to maintain coverage, we believe it is important to provide a comprehensive set of options.

Thank you for your assistance in reviewing this filing.

## Company and Contact

## Filing Contact Information

Ronald N. Jackson, Contract Analyst
Product Compliance
P O Box 27601
Richmond, VA 23261-7601
ronald.jackson@genworth.com
804-289-6725 [Phone]
804-281-6916 [FAX]

| State: | Pennsylvania | Filing Company: | Genworth Life Insurance Company |
| :--- | :--- | :--- | :--- |
| TOI/Sub-TOI: | LTC03I Individual Long Term Care/LTC03I.001 Qualified |  |  |
| Product Name: | PCS 2015_IFA Round 3 |  |  |
| Project Name/Number: | PCS 2015_IFA Round 3/PCS 2015_IFA Round 3 |  |  |

## Filing Company Information

| Genworth Life Insurance Company | CoCode: 70025 | State of Domicile: Delaware |
| :--- | :--- | :--- |
| 6610 W Broad Street | Group Code: 4011 |  |
| Richmond, VA 23230 | Group Name: | Annuity |
| (804) 281-6600 ext. [Phone] | FEIN Number: 91-6027719 | State ID Number: |

## Filing Fees

| Fee Required? | Yes |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Fee Amount: | $\$ 100.00$ |  |  |  |
| Retaliatory? | Yes |  |  |  |
| Fee Explanation: | DE, the domiciliary state, requires $\$ 100$ | per rate submission. |  |  |
| Per Company: | Yes |  |  |  |
| Company |  | Amount | Date Processed | Transaction \# |
| Genworth Life Insurance Company | $\$ 100.00$ | $12 / 29 / 2015$ | 104362919 |  |



| State: | Pennsylvania $\quad$ Filing Company: Genworth Life Insurance Company |  |
| :--- | :--- | :--- |
| TOI/Sub-TOI: | LTC03I Individual Long Term Care/LTC03I.001 Qualified |  |
| Product Name: | PCS 2015_IFA Round 3 |  |
| Project Name/Number: | PCS 2015_IFA Round 3/PCS 2015_IFA Round 3 |  |

## Objection Letter

Objection Letter Status
Objection Letter Date
Data Request Sent
02/25/2016
Submitted Date 02/25/2016

Respond By Date
Dear Ronald N. Jackson,

## Introduction:

Feb 25, 2016

Ronald N. Jackson, Contract Analyst
Product Compliance
Genworth Life Insurance Company
POBox 27601
Richmond, VA 23261-7601
RE:Proposed 89\% rate increase ( $103 \%$ on unlimited BPs and $67 \%$ on limited BPs) on 3,090 PA policyholders of Genworth LTC forms 7000 and 7020; The PCS Block;
Pennsylvania Insurance Department ID \# GEFA-130373076
Dear Mr. Jackson:
The Pennsy/vania Insurance Department has received and conducted a preliminary review of the above captioned filing. In order to properly review the filing, we are requesting the following information. To facilitate a timely review, we request this information be provided within 14 days of the date of this letter. If you have any questions or difficulties in providing the data within this time frame, please call me at (717) 783-2117.

The proposed rate increase will be published in the Pennsylvania Bulletin on 1/23/16. The initial 30-day comment period will end on $2 / 21 / 16$. Statutorily, the Department must either approve or disapprove this filing within 45 days after the end of the public comment period.

Please furnish the following information to the Department.

1. There are 1,166 PCS policies in Pennsy/vania with lifetime benefits. How many were issued on or after 9-16-2002?
2. There are 1,924 PCS policies in Pennsylvania with limited benefits. How many were issued on or after 9-16-2002?

Sincerely,

James Laverty, ASA, MAAA
Actuary
Bureau of Life, Accident and Health Insurance

## Conclusion:

Sincerely,
Jim Laverty

| State: | Pennsylvania | Filing Company: | Genworth Life Insurance Company |
| :--- | :--- | :--- | :--- |
| TOI/Sub-TOI: | LTCO3I Individual Long Term Care/LTC03I.001 Qualified |  |  |
| Product Name: | PCS 2015_IFA Round 3 |  |  |
| Project Name/Number: | PCS 2015_IFA Round 3/PCS 2015_IFA Round 3 |  |  |

## Objection Letter

| Objection Letter Status | Data Request Sent |
| :--- | :--- |
| Objection Letter Date | $02 / 04 / 2016$ |
| Submitted Date | $02 / 04 / 2016$ |
| Respond By Date |  |
| Dear Ronald N. Jackson, |  |
| Introduction: |  |

Feb 4, 2016

Ronald N. Jackson, Contract Analyst
Product Compliance
Genworth Life Insurance Company
PO Box 27601
Richmond, VA 23261-7601
RE:Proposed 89\% rate increase ( $103 \%$ on unlimited BPs and $67 \%$ on limited BPs) on 3,090 PA policyholders of Genworth LTC forms 7000 and 7020; The PCS Block;
Pennsylvania Insurance Department ID \# GEFA-130373076
Dear Mr. Jackson:
The Pennsy/vania Insurance Department has received and conducted a preliminary review of the above captioned filing. In order to properly review the filing, we are requesting the following information. To facilitate a timely review, we request this information be provided within 14 days of the date of this letter. If you have any questions or difficulties in providing the data within this time frame, please call me at (717) 783-2117.

The proposed rate increase will be published in the Pennsylvania Bulletin on 1/23/16. The initial 30-day comment period will end on $2 / 21 / 16$. Statutorily, the Department must either approve or disapprove this filing within 45 days after the end of the public comment period.

Please furnish the following information to the Department.

1. Note that Exhibit la in the filing shows the nationwide historical and projected calendar-year earned premium and incurred claims for the PCS block. It shows all benefit periods and restates the nationwide experience since 2012 assuming that all states received the 20\% rate increase that was approved in 2013 in PA and the similar 20\% increase that was approved in PA in 2014.

Exhibit lb is similar to la but shows only lifetime benefits periods. Exhibit Ic is similar to la but displays only limited benefits periods.
Please create alternate tables in an Excel that are similar to Exhibits la, Ib, and Ic but restate the nationwide historical and projected earned premium so that it all appears to be earned since inception in 1993 at the current Pennsylvania rate level.
2. The cover letter mentions that insureds will be offered options to mitigate the effects of the rate increase? In particular, will insureds be able to reduce their daily benefit, increase their elimination period, or decrease their benefit period in order to lessen the effect of the rate increase?
3. Please provide Exhibits Ia, Ib, Ic, IIa, IIb, and IIc in an Excel workbook.

| State: | Pennsy/vania | Filing Company: | Genworth Life Insurance Company |
| :--- | :--- | ---: | :--- |
| TOI/Sub-TOI: | LTC03I Individual Long Term Care/LTC03I.001 Qualified |  |  |
| Product Name: | PCS 2015_IFA Round 3 |  |  |
| Project Name/Number: | PCS 2015_IFA Round 3/PCS 2015_IFA Round 3 |  |  |

Sincerely,

James Laverty, ASA, MAAA
Actuary
Bureau of Life, Accident and Health Insurance

## Conclusion:

Sincerely,
Jim Laverty

|  | SERFF Tracking \#: G | GEFA-130373076 | State Tracking \#: | GEFA-130373076 |  | Company Tracking \#: | PCS 2015_IFA ROUND 3 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | State: | Pennsy/vania |  |  | Filing Company: | Genworth Life | ce Company |
|  | TOI/Sub-TOI: | LTC03I Individ | Term Care/LTC03I | Qualified |  |  |  |
|  | Product Name: | PCS 2015_IFA |  |  |  |  |  |
|  | Project Name/Number: | PCS 2015_IFA | 3/PCS 2015_IFA Ro |  |  |  |  |
|  | Response Letter |  |  |  |  |  |  |
|  | Response Letter Status |  |  | itted to State |  |  |  |
|  | Response Letter Date |  |  | /2016 |  |  |  |
|  | Submitted Date |  |  | /2016 |  |  |  |

## Dear Jim Laverty,

## Introduction:

In response to comments received on February 25, 2016:

## Response 1

## Comments:

We ask that you review the attached reply letter.

## Changed Items:

## Supporting Document Schedule Item Changes

| Satisfied - Item: | Response Letter (3/8/16) |
| :--- | :--- |
| Comments: |  |
| Attachment(s): | PA PCS Objection 2 Response 20160229.pdf |

No Form Schedule items changed.
No Rate/Rule Schedule items changed.

## Conclusion:

If there are any questions, please contact us using the information provided.

Email: ronald.jackson@genworth.com
Phone: (804) 289-6725
Fax: (804) 281-6769

## Sincerely,

Ronald Jackson


No Form Schedule items changed.
No Rate/Rule Schedule items changed.

## Conclusion:

| State: | Pennsylvania | Filing Company: |
| :--- | :--- | :--- |
| TOI/Sub-TOI: | LTC03I Individual Long Term Care/LTC03I.001 Qualified |  |
| Product Name: | PCS 2015_IFA Round 3 |  |
| Project Name/Number: | PCS 2015_IFA Round 3/PCS 2015_IFA Round 3 |  |
| If there are any questions, please contact us using the information provided. |  |  |
| Email: ronald.jackson@genworth.com |  |  |
| Phone: (804) 289-6725 |  |  |
| Fax: (804) 281-6769 |  |  |
| $\quad$ Sincerely, |  |  |
| Ronald Jackson |  |  |


| State: | Pennsy/vania | Filing Company: | Genworth Life Insurance Company |
| :--- | :--- | :--- | :--- |
| TOI/Sub-TOI: | LTC03I Individual Long Term Care/LTC03I.001 Qualified |  |  |
| Product Name: | PCS 2015_IFA Round 3 |  |  |
| Project Name/Number: | PCS 2015_IFA Round 3/PCS 2015_IFA Round 3 |  |  |

## Note To Filer

## Created By:

Jim Laverty on 03/23/2016 02:44 PM

## Last Edited By:

Jim Laverty
Submitted On:
03/23/2016 02:44 PM

## Subject:

Review Period Change

## Comments:

Pursuant to the authority granted through Act 134, the Department is extending its review period for 45 days. The deemer date is May 21, 2016.

Please call me at 717-783-2117 if you have any questions

| SERFF Tracking \#: | GEFA-130373076 | State Tracking \#: | GEFA-130373076 | Company Tracking \#: | PCS 2015_IFA ROUND 3 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| State: | Pennsylvania |  | Filing Company: | Genworth Life Insurance Company |  |
| TOI/Sub-TOI: | LTC03I Individual Long Term Care/LTC031.001 Qualified |  |  |  |  |
| Product Name: | PCS 2015_IFA Round 3 |  |  |  |  |
| Project Name/Number: | PCS 2015_IFA Round 3/PCS 2015_IFA Round 3 |  |  |  |  |

## Rate Information

Rate data applies to filing.

| Filing Method: | SERFF |
| :--- | :--- |
| Rate Change Type: | Increase |
| Overall Percentage of Last Rate Revision: | $20.000 \%$ |
| Effective Date of Last Rate Revision: | $12 / 29 / 2014$ |
| Filing Method of Last Filing: | SERFF |

## Company Rate Information

| Company Name: | Overall \% <br> Indicated <br> Change: | Overall \% <br> Rate <br> Impact: | Written Premium Change for this Program: | Number of Policy Holders Affected for this Program: | Written Premium for this Program: | Maximum \% Change (where req'd): | Minimum \% Change (where req'd): |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Genworth Life Insurance Company | 83.300\% | 83.300\% | \$6,570,390 | 3,090 | \$7,883,659 | 103.000\% | 67.000\% |


| State: | Pennsylvania | Filing Company: | Genworth Life Insurance Company |
| :---: | :---: | :---: | :---: |
| TOI/Sub-TOI: | LTC03I Individual Long Term Care/LTC03I.001 Qualified |  |  |
| Product Name: | PCS 2015_IFA Round 3 |  |  |
| Project Name/Number: | PCS 2015_IFA Round 3/PCS 2015_IFA Round 3 |  |  |

## Rate/Rule Schedule

| Item <br> No. | Schedule <br> Item <br> Status | Document Name | Affected Form Numbers <br> (Separated with commas) | Rate Action | Rate Action Information | Attachments |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| 1 | Rate Tables | 7000 et al, 7020 et al | Revised | Previous State Filing Number: <br> GEFA-129733583 <br> Percent Rate Change Request: | PA PCS Rate Tables <br> 20151228.pdf, |  |

Exhibit III
Genworth Life Insurance Company
Current Annual Premiums

Form: 7000,7020 , et al
Annual Premiums per $\$ 10$ Daily Benefit

Lifetime Benefit Period

| Issue | Elimination Period | No Benefit Increase Option Elimination Period | Elimination Period | Elimination Period | Simple Benefit Increase Option Elimination Period | Elimination Period | Elimination Period | Compound Benefit Increase Option Elimination Period | Elimination Period |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Age | 0 Days | 50 Days | 100 Days | 0 Days | 50 Days | 100 Days | 0 Days | 50 Days | 100 Days |
| 18 | 116.09 | 106.57 | 100.86 | 180.79 | 159.85 | 146.53 | 239.78 | 218.86 | 203.63 |
| 19 | 116.09 | 106.57 | 100.86 | 180.79 | 159.85 | 146.53 | 239.78 | 218.86 | 203.63 |
| 20 | 116.09 | 106.57 | 100.86 | 180.79 | 159.85 | 146.53 | 239.78 | 218.86 | 203.63 |
| 21 | 116.09 | 106.57 | 100.86 | 180.79 | 159.85 | 146.53 | 239.78 | 218.86 | 203.63 |
| 22 | 116.09 | 106.57 | 100.86 | 180.79 | 159.85 | 146.53 | 239.78 | 218.86 | 203.63 |
| 23 | 116.09 | 106.57 | 100.86 | 180.79 | 159.85 | 146.53 | 239.78 | 218.86 | 203.63 |
| 24 | 116.09 | 106.57 | 100.86 | 180.79 | 159.85 | 146.53 | 239.78 | 218.86 | 203.63 |
| 25 | 116.09 | 106.57 | 100.86 | 180.79 | 159.85 | 146.53 | 239.78 | 218.86 | 203.63 |
| 26 | 116.09 | 106.57 | 100.86 | 180.79 | 159.85 | 146.53 | 239.78 | 218.86 | 203.63 |
| 27 | 116.09 | 106.57 | 100.86 | 180.79 | 159.85 | 146.53 | 239.78 | 218.86 | 203.63 |
| 28 | 116.09 | 106.57 | 100.86 | 180.79 | 159.85 | 146.53 | 239.78 | 218.86 | 203.63 |
| 29 | 116.09 | 106.57 | 100.86 | 180.79 | 159.85 | 146.53 | 239.78 | 218.86 | 203.63 |
| 30 | 116.09 | 106.57 | 100.86 | 180.79 | 159.85 | 146.53 | 239.78 | 218.86 | 203.63 |
| 31 | 116.09 | 106.57 | 100.86 | 180.79 | 159.85 | 146.53 | 239.78 | 218.86 | 203.63 |
| 32 | 116.09 | 106.57 | 100.86 | 180.79 | 159.85 | 146.53 | 239.78 | 218.86 | 203.63 |
| 33 | 116.09 | 106.57 | 100.86 | 180.79 | 159.85 | 146.53 | 239.78 | 218.86 | 203.63 |
| 34 | 116.09 | 106.57 | 100.86 | 180.79 | 159.85 | 146.53 | 239.78 | 218.86 | 203.63 |
| 35 | 116.09 | 106.57 | 100.86 | 180.79 | 159.85 | 146.53 | 239.78 | 218.86 | 203.63 |
| 36 | 116.09 | 106.57 | 100.86 | 180.79 | 159.85 | 146.53 | 239.78 | 218.86 | 203.63 |
| 37 | 116.09 | 106.57 | 100.86 | 180.79 | 159.85 | 146.53 | 239.78 | 218.86 | 203.63 |
| 38 | 116.09 | 106.57 | 100.86 | 180.79 | 159.85 | 146.53 | 239.78 | 218.86 | 203.63 |
| 39 | 116.09 | 106.57 | 100.86 | 180.79 | 159.85 | 146.53 | 239.78 | 218.86 | 203.63 |
| 40 | 116.09 | 106.57 | 100.86 | 180.79 | 159.85 | 146.53 | 239.78 | 218.86 | 203.63 |
| 41 | 116.09 | 106.57 | 100.86 | 180.79 | 159.85 | 146.53 | 239.78 | 218.86 | 203.63 |
| 42 | 116.09 | 106.57 | 100.86 | 180.79 | 159.85 | 146.53 | 239.78 | 218.86 | 203.63 |
| 43 | 116.09 | 106.57 | 100.86 | 180.79 | 159.85 | 146.53 | 239.78 | 218.86 | 203.63 |
| 44 | 116.09 | 106.57 | 100.86 | 180.79 | 159.85 | 146.53 | 239.78 | 218.86 | 203.63 |
| 45 | 116.09 | 106.57 | 100.86 | 180.79 | 159.85 | 146.53 | 239.78 | 218.86 | 203.63 |
| 46 | 119.89 | 110.38 | 102.77 | 184.61 | 163.67 | 148.44 | 245.51 | 222.67 | 207.43 |
| 47 | 121.80 | 112.27 | 104.68 | 186.50 | 165.58 | 150.35 | 249.31 | 226.46 | 211.25 |
| 48 | 121.80 | 112.27 | 106.57 | 190.31 | 169.37 | 154.15 | 253.10 | 230.27 | 215.05 |
| 49 | 123.70 | 114.19 | 108.48 | 192.22 | 171.28 | 156.05 | 255.01 | 232.19 | 216.95 |
| 50 | 125.62 | 116.09 | 108.48 | 196.01 | 173.18 | 157.96 | 258.83 | 234.08 | 218.86 |
| 51 | 127.51 | 118.00 | 112.27 | 199.82 | 178.90 | 163.67 | 260.72 | 237.89 | 222.67 |
| 52 | 133.21 | 123.70 | 116.09 | 205.54 | 184.61 | 169.37 | 268.34 | 245.51 | 230.27 |
| 53 | 138.94 | 127.51 | 119.89 | 215.05 | 194.11 | 178.90 | 279.77 | 255.01 | 237.89 |
| 54 | 146.53 | 133.21 | 125.62 | 226.46 | 205.54 | 190.31 | 291.17 | 264.53 | 247.40 |
| 55 | 154.15 | 140.83 | 131.32 | 239.78 | 218.86 | 203.63 | 306.41 | 277.85 | 258.83 |
| 56 | 165.58 | 150.35 | 140.83 | 255.01 | 234.08 | 218.86 | 321.62 | 293.09 | 274.04 |
| 57 | 176.99 | 161.77 | 150.35 | 270.24 | 249.31 | 234.08 | 340.66 | 310.20 | 289.27 |
| 58 | 188.41 | 169.37 | 157.96 | 287.36 | 266.42 | 253.10 | 359.69 | 329.24 | 308.30 |
| 59 | 203.63 | 184.61 | 171.28 | 310.20 | 285.47 | 270.24 | 380.62 | 348.26 | 325.43 |
| 60 | 216.95 | 196.01 | 180.79 | 329.24 | 304.50 | 289.27 | 403.46 | 369.20 | 346.37 |
| 61 | 232.19 | 211.25 | 196.01 | 352.08 | 327.34 | 312.11 | 430.10 | 393.94 | 369.20 |
| 62 | 251.21 | 226.46 | 211.25 | 374.92 | 348.26 | 331.14 | 458.65 | 420.58 | 393.94 |
| 63 | 270.24 | 245.51 | 228.37 | 395.84 | 367.30 | 348.26 | 489.10 | 449.14 | 422.50 |
| 64 | 287.36 | 260.72 | 243.59 | 416.78 | 384.42 | 363.50 | 519.55 | 479.58 | 452.94 |
| 65 | 308.30 | 281.66 | 262.63 | 439.62 | 403.46 | 380.62 | 553.81 | 511.93 | 485.29 |
| 66 | 333.05 | 304.50 | 285.47 | 468.16 | 428.20 | 401.56 | 591.86 | 548.09 | 519.55 |
| 67 | 363.50 | 333.05 | 312.11 | 506.23 | 464.35 | 435.82 | 637.55 | 589.97 | 557.62 |
| 68 | 395.84 | 363.50 | 340.66 | 557.62 | 510.04 | 479.58 | 687.02 | 631.82 | 595.67 |
| 69 | 435.82 | 397.74 | 373.01 | 618.50 | 565.22 | 530.98 | 742.20 | 679.40 | 637.55 |
| 70 | 479.58 | 437.71 | 409.16 | 688.92 | 629.93 | 591.86 | 801.20 | 728.88 | 679.40 |
| 71 | 530.98 | 481.48 | 449.14 | 763.14 | 698.45 | 656.57 | 869.71 | 785.98 | 730.79 |
| 72 | 584.26 | 530.98 | 496.72 | 843.07 | 770.76 | 723.18 | 942.04 | 852.60 | 791.70 |
| 73 | 650.87 | 589.97 | 550.00 | 926.81 | 848.78 | 795.50 | 1,023.86 | 926.81 | 862.10 |
| 74 | 721.28 | 652.76 | 607.09 | 1,018.16 | 930.61 | 871.62 | 1,111.40 | 1,010.54 | 943.93 |
| 75 | 801.20 | 723.18 | 669.89 | 1,115.22 | 1,016.26 | 949.66 | 1,206.56 | 1,101.90 | 1,033.39 |
| 76 | 883.03 | 795.50 | 738.41 | 1,216.08 | 1,109.51 | 1,037.18 | 1,305.53 | 1,198.96 | 1,128.54 |
| 77 | 964.87 | 871.62 | 808.82 | 1,324.56 | 1,206.56 | 1,128.54 | 1,410.20 | 1,297.92 | 1,223.70 |
| 78 | 1,046.71 | 947.75 | 881.14 | 1,433.03 | 1,309.33 | 1,225.60 | 1,518.68 | 1,398.79 | 1,318.85 |
| 79 | 1,128.54 | 1,023.86 | 955.36 | 1,543.42 | 1,414.01 | 1,326.47 | 1,629.06 | 1,501.55 | 1,415.90 |
| 80 | 1,214.18 | 1,105.70 | 1,033.39 | 1,663.32 | 1,526.28 | 1,434.95 | 1,747.06 | 1,608.12 | 1,516.78 |
| 81 | 1,313.14 | 1,198.96 | 1,122.83 | 1,794.62 | 1,650.00 | 1,554.84 | 1,876.46 | 1,726.12 | 1,627.15 |
| 82 | 1,427.33 | 1,305.53 | 1,223.70 | 1,944.98 | 1,792.73 | 1,691.86 | 2,021.10 | 1,859.33 | 1,752.76 |
| 83 | 1,562.45 | 1,431.13 | 1,343.59 | 2,121.96 | 1,956.38 | 1,846.01 | 2,182.87 | 2,009.68 | 1,895.48 |
| 84 | 1,728.01 | 1,581.48 | 1,482.53 | 2,331.30 | 2,146.69 | 2,024.90 | 2,367.46 | 2,182.87 | 2,061.06 |
| 85 | 1,884.07 | 1,724.21 | 1,615.74 | 2,540.65 | 2,340.82 | 2,207.60 | 2,580.61 | 2,378.88 | 2,245.67 |
| 86 | 2,053.45 | 1,880.27 | 1,760.38 | 2,769.02 | 2,552.06 | 2,405.52 | 2,812.78 | 2,593.93 | 2,447.40 |
| 87 | 2,238.05 | 2,049.64 | 1,918.32 | 3,018.32 | 2,782.34 | 2,622.47 | 3,065.90 | 2,828.02 | 2,668.15 |
| 88 | 2,439.78 | 2,234.24 | 2,091.52 | 3,290.47 | 3,033.55 | 2,858.46 | 3,341.86 | 3,083.03 | 2,907.94 |
| 89 | 2,658.65 | 2,435.98 | 2,279.93 | 3,587.35 | 3,305.69 | 3,115.38 | 3,642.54 | 3,360.89 | 3,170.58 |
| 90 | 2,898.43 | 2,654.83 | 2,485.45 | 3,910.88 | 3,602.58 | 3,395.14 | 3,969.88 | 3,663.48 | 3,456.05 |
| 91 | 3,159.16 | 2,894.62 | 2,710.02 | 4,262.95 | 3,926.10 | 3,701.53 | 4,327.66 | 3,992.71 | 3,766.25 |
| 92 | 3,442.70 | 3,155.34 | 2,953.61 | 4,647.38 | 4,280.09 | 4,034.58 | 4,717.80 | 4,352.40 | 4,105.00 |
| 93 | 3,752.93 | 3,438.91 | 3,220.06 | 5,066.06 | 4,664.51 | 4,398.07 | 5,142.18 | 4,744.44 | 4,474.20 |
| 94 | 4,089.77 | 3,749.11 | 3,509.33 | 5,522.81 | 5,085.10 | 4,793.92 | 5,604.64 | 5,170.74 | 4,877.65 |

Exhibit III
Genworth Life Insurance Company
Current Annual Premiums

Form: 7000,7020 , et al
Annual Premiums per $\$ 10$ Daily Benefit

6 Year Benefit Period

| Issue | Elimination Period | No Benefit Increase Option Elimination Period | Elimination Period | Elimination Period | Simple Benefit Increase Option Elimination Period | Elimination Period | Elimination Period | Compound Benefit Increase Option Elimination Period | Elimination Period |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Age | 0 Days | 50 Days | 100 Days | 0 Days | 50 Days | 100 Days | 0 Days | 50 Days | 100 Days |
| 18 | 100.86 | 91.36 | 85.63 | 150.35 | 135.12 | 125.62 | 207.43 | 188.41 | 176.99 |
| 19 | 100.86 | 91.36 | 85.63 | 150.35 | 135.12 | 125.62 | 207.43 | 188.41 | 176.99 |
| 20 | 100.86 | 91.36 | 85.63 | 150.35 | 135.12 | 125.62 | 207.43 | 188.41 | 176.99 |
| 21 | 100.86 | 91.36 | 85.63 | 150.35 | 135.12 | 125.62 | 207.43 | 188.41 | 176.99 |
| 22 | 100.86 | 91.36 | 85.63 | 150.35 | 135.12 | 125.62 | 207.43 | 188.41 | 176.99 |
| 23 | 100.86 | 91.36 | 85.63 | 150.35 | 135.12 | 125.62 | 207.43 | 188.41 | 176.99 |
| 24 | 100.86 | 91.36 | 85.63 | 150.35 | 135.12 | 125.62 | 207.43 | 188.41 | 176.99 |
| 25 | 100.86 | 91.36 | 85.63 | 150.35 | 135.12 | 125.62 | 207.43 | 188.41 | 176.99 |
| 26 | 100.86 | 91.36 | 85.63 | 150.35 | 135.12 | 125.62 | 207.43 | 188.41 | 176.99 |
| 27 | 100.86 | 91.36 | 85.63 | 150.35 | 135.12 | 125.62 | 207.43 | 188.41 | 176.99 |
| 28 | 100.86 | 91.36 | 85.63 | 150.35 | 135.12 | 125.62 | 207.43 | 188.41 | 176.99 |
| 29 | 100.86 | 91.36 | 85.63 | 150.35 | 135.12 | 125.62 | 207.43 | 188.41 | 176.99 |
| 30 | 100.86 | 91.36 | 85.63 | 150.35 | 135.12 | 125.62 | 207.43 | 188.41 | 176.99 |
| 31 | 100.86 | 91.36 | 85.63 | 150.35 | 135.12 | 125.62 | 207.43 | 188.41 | 176.99 |
| 32 | 100.86 | 91.36 | 85.63 | 150.35 | 135.12 | 125.62 | 207.43 | 188.41 | 176.99 |
| 33 | 100.86 | 91.36 | 85.63 | 150.35 | 135.12 | 125.62 | 207.43 | 188.41 | 176.99 |
| 34 | 100.86 | 91.36 | 85.63 | 150.35 | 135.12 | 125.62 | 207.43 | 188.41 | 176.99 |
| 35 | 100.86 | 91.36 | 85.63 | 150.35 | 135.12 | 125.62 | 207.43 | 188.41 | 176.99 |
| 36 | 100.86 | 91.36 | 85.63 | 150.35 | 135.12 | 125.62 | 207.43 | 188.41 | 176.99 |
| 37 | 100.86 | 91.36 | 85.63 | 150.35 | 135.12 | 125.62 | 207.43 | 188.41 | 176.99 |
| 38 | 100.86 | 91.36 | 85.63 | 150.35 | 135.12 | 125.62 | 207.43 | 188.41 | 176.99 |
| 39 | 100.86 | 91.36 | 85.63 | 150.35 | 135.12 | 125.62 | 207.43 | 188.41 | 176.99 |
| 40 | 100.86 | 91.36 | 85.63 | 150.35 | 135.12 | 125.62 | 207.43 | 188.41 | 176.99 |
| 41 | 100.86 | 91.36 | 85.63 | 150.35 | 135.12 | 125.62 | 207.43 | 188.41 | 176.99 |
| 42 | 100.86 | 91.36 | 85.63 | 150.35 | 135.12 | 125.62 | 207.43 | 188.41 | 176.99 |
| 43 | 100.86 | 91.36 | 85.63 | 150.35 | 135.12 | 125.62 | 207.43 | 188.41 | 176.99 |
| 44 | 100.86 | 91.36 | 85.63 | 150.35 | 135.12 | 125.62 | 207.43 | 188.41 | 176.99 |
| 45 | 100.86 | 91.36 | 85.63 | 150.35 | 135.12 | 125.62 | 207.43 | 188.41 | 176.99 |
| 46 | 102.77 | 93.25 | 87.54 | 154.15 | 138.94 | 127.51 | 211.25 | 192.22 | 180.79 |
| 47 | 104.68 | 95.16 | 89.45 | 156.05 | 140.83 | 129.41 | 215.05 | 196.01 | 182.69 |
| 48 | 106.57 | 97.06 | 89.45 | 157.96 | 142.73 | 133.21 | 216.95 | 197.93 | 186.50 |
| 49 | 108.48 | 98.95 | 91.36 | 161.77 | 146.53 | 135.12 | 218.86 | 199.82 | 186.50 |
| 50 | 108.48 | 98.95 | 91.36 | 163.67 | 148.44 | 137.03 | 222.67 | 201.73 | 188.41 |
| 51 | 110.38 | 100.86 | 93.25 | 167.47 | 152.26 | 140.83 | 226.46 | 205.54 | 192.22 |
| 52 | 116.09 | 102.77 | 95.16 | 173.18 | 156.05 | 144.64 | 230.27 | 211.25 | 197.93 |
| 53 | 119.89 | 106.57 | 98.95 | 180.79 | 163.67 | 152.26 | 239.78 | 218.86 | 203.63 |
| 54 | 125.62 | 112.27 | 104.68 | 190.31 | 173.18 | 161.77 | 249.31 | 226.46 | 211.25 |
| 55 | 131.32 | 119.89 | 112.27 | 203.63 | 184.61 | 173.18 | 260.72 | 235.99 | 220.76 |
| 56 | 140.83 | 127.51 | 118.00 | 215.05 | 196.01 | 182.69 | 274.04 | 247.40 | 230.27 |
| 57 | 150.35 | 135.12 | 125.62 | 230.27 | 209.35 | 196.01 | 289.27 | 262.63 | 243.59 |
| 58 | 159.85 | 144.64 | 135.12 | 247.40 | 224.57 | 209.35 | 308.30 | 277.85 | 258.83 |
| 59 | 173.18 | 156.05 | 144.64 | 264.53 | 241.69 | 226.46 | 327.34 | 294.98 | 274.04 |
| 60 | 186.50 | 167.47 | 154.15 | 285.47 | 258.83 | 241.69 | 350.16 | 315.92 | 293.09 |
| 61 | 201.73 | 180.79 | 165.58 | 304.50 | 277.85 | 258.83 | 373.01 | 336.84 | 312.11 |
| 62 | 216.95 | 194.11 | 178.90 | 325.43 | 296.88 | 277.85 | 397.74 | 359.69 | 334.94 |
| 63 | 230.27 | 207.43 | 192.22 | 344.46 | 314.00 | 294.98 | 422.50 | 382.52 | 355.88 |
| 64 | 247.40 | 222.67 | 205.54 | 365.40 | 333.05 | 310.20 | 449.14 | 407.26 | 378.72 |
| 65 | 264.53 | 237.89 | 220.76 | 384.42 | 350.16 | 327.34 | 475.78 | 432.00 | 401.56 |
| 66 | 285.47 | 256.92 | 237.89 | 411.07 | 373.01 | 348.26 | 506.23 | 460.56 | 430.10 |
| 67 | 312.11 | 279.77 | 258.83 | 445.32 | 403.46 | 376.82 | 544.30 | 494.81 | 460.56 |
| 68 | 340.66 | 308.30 | 285.47 | 487.20 | 443.42 | 412.98 | 586.15 | 532.87 | 496.72 |
| 69 | 373.01 | 336.84 | 312.11 | 536.68 | 487.20 | 454.84 | 633.73 | 572.83 | 530.98 |
| 70 | 409.16 | 369.20 | 342.56 | 593.77 | 538.57 | 502.42 | 685.13 | 618.50 | 572.83 |
| 71 | 451.03 | 407.26 | 378.72 | 656.57 | 595.67 | 553.81 | 742.20 | 667.99 | 618.50 |
| 72 | 500.52 | 452.94 | 420.58 | 721.28 | 654.67 | 608.99 | 805.02 | 725.09 | 671.78 |
| 73 | 557.62 | 502.42 | 464.35 | 793.60 | 717.47 | 666.08 | 877.33 | 789.78 | 732.70 |
| 74 | 618.50 | 557.62 | 515.74 | 869.71 | 785.98 | 728.88 | 957.25 | 864.01 | 801.20 |
| 75 | 687.02 | 616.61 | 569.03 | 953.45 | 860.20 | 799.30 | 1,041.00 | 942.04 | 875.44 |
| 76 | 757.44 | 679.40 | 628.03 | 1,041.00 | 940.13 | 871.62 | 1,128.54 | 1,023.86 | 953.45 |
| 77 | 831.66 | 747.92 | 692.72 | 1,132.34 | 1,021.97 | 949.66 | 1,223.70 | 1,111.40 | 1,035.29 |
| 78 | 907.78 | 816.43 | 755.54 | 1,229.40 | 1,113.32 | 1,035.29 | 1,318.85 | 1,198.96 | 1,119.02 |
| 79 | 983.90 | 886.85 | 822.14 | 1,328.38 | 1,204.66 | 1,122.83 | 1,419.71 | 1,290.30 | 1,202.76 |
| 80 | 1,063.82 | 959.17 | 890.65 | 1,433.03 | 1,303.63 | 1,216.08 | 1,524.38 | 1,385.45 | 1,292.21 |
| 81 | 1,155.18 | 1,044.80 | 970.58 | 1,551.02 | 1,412.11 | 1,318.85 | 1,638.58 | 1,488.23 | 1,389.26 |
| 82 | 1,261.75 | 1,141.86 | 1,061.93 | 1,684.25 | 1,535.81 | 1,436.84 | 1,766.08 | 1,606.22 | 1,499.64 |
| 83 | 1,383.55 | 1,254.14 | 1,166.60 | 1,838.40 | 1,676.64 | 1,568.16 | 1,910.72 | 1,737.53 | 1,623.34 |
| 84 | 1,533.90 | 1,389.26 | 1,292.21 | 2,017.30 | 1,838.40 | 1,720.42 | 2,076.29 | 1,889.78 | 1,766.08 |
| 85 | 1,672.84 | 1,514.87 | 1,408.30 | 2,198.09 | 2,003.96 | 1,874.57 | 2,262.79 | 2,059.15 | 1,925.94 |
| 86 | 1,823.17 | 1,651.90 | 1,535.81 | 2,396.00 | 2,184.77 | 2,043.94 | 2,466.42 | 2,243.76 | 2,099.11 |
| 87 | 1,986.84 | 1,800.34 | 1,674.73 | 2,611.07 | 2,380.78 | 2,228.53 | 2,689.08 | 2,445.49 | 2,287.52 |
| 88 | 2,165.74 | 1,962.10 | 1,825.07 | 2,845.14 | 2,595.83 | 2,428.36 | 2,930.77 | 2,666.24 | 2,493.07 |
| 89 | 2,359.85 | 2,139.10 | 1,988.74 | 3,102.06 | 2,829.91 | 2,647.22 | 3,195.31 | 2,906.04 | 2,717.63 |
| 90 | 2,572.99 | 2,331.30 | 2,167.63 | 3,381.82 | 3,084.92 | 2,885.11 | 3,482.69 | 3,166.76 | 2,963.14 |
| 91 | 2,805.18 | 2,540.65 | 2,363.66 | 3,686.32 | 3,362.78 | 3,143.93 | 3,796.69 | 3,452.23 | 3,229.57 |
| 92 | 3,058.28 | 2,769.02 | 2,576.81 | 4,017.46 | 3,665.38 | 3,427.49 | 4,139.26 | 3,762.43 | 3,520.74 |
| 93 | 3,334.24 | 3,018.32 | 2,808.98 | 4,379.04 | 3,994.62 | 3,735.79 | 4,512.25 | 4,101.19 | 3,838.56 |
| 94 | 3,634.93 | 3,290.47 | 3,062.09 | 4,772.98 | 4,354.30 | 4,072.63 | 4,917.61 | 4,470.40 | 4,184.93 |

Exhibit III
Genworth Life Insurance Company
Current Annual Premiums

Form: 7000,7020 , et al
Annual Premiums per $\$ 10$ Daily Benefit

4 Year Benefit Period

| Issue | Elimination Period | No Benefit Increase Option Elimination Period | Elimination Period | Elimination Period | Simple Benefit Increase Option Elimination Period | Elimination Period | Elimination Period | Compound Benefit Increase Option Elimination Period | Elimination Period |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Age | 0 Days | 50 Days | 100 Days | 0 Days | 50 Days | 100 Days | 0 Days | 50 Days | 100 Days |
| 18 | 87.54 | 76.12 | 68.52 | 121.80 | 112.27 | 106.57 | 175.09 | 159.85 | 150.35 |
| 19 | 87.54 | 76.12 | 68.52 | 121.80 | 112.27 | 106.57 | 175.09 | 159.85 | 150.35 |
| 20 | 87.54 | 76.12 | 68.52 | 121.80 | 112.27 | 106.57 | 175.09 | 159.85 | 150.35 |
| 21 | 87.54 | 76.12 | 68.52 | 121.80 | 112.27 | 106.57 | 175.09 | 159.85 | 150.35 |
| 22 | 87.54 | 76.12 | 68.52 | 121.80 | 112.27 | 106.57 | 175.09 | 159.85 | 150.35 |
| 23 | 87.54 | 76.12 | 68.52 | 121.80 | 112.27 | 106.57 | 175.09 | 159.85 | 150.35 |
| 24 | 87.54 | 76.12 | 68.52 | 121.80 | 112.27 | 106.57 | 175.09 | 159.85 | 150.35 |
| 25 | 87.54 | 76.12 | 68.52 | 121.80 | 112.27 | 106.57 | 175.09 | 159.85 | 150.35 |
| 26 | 87.54 | 76.12 | 68.52 | 121.80 | 112.27 | 106.57 | 175.09 | 159.85 | 150.35 |
| 27 | 87.54 | 76.12 | 68.52 | 121.80 | 112.27 | 106.57 | 175.09 | 159.85 | 150.35 |
| 28 | 87.54 | 76.12 | 68.52 | 121.80 | 112.27 | 106.57 | 175.09 | 159.85 | 150.35 |
| 29 | 87.54 | 76.12 | 68.52 | 121.80 | 112.27 | 106.57 | 175.09 | 159.85 | 150.35 |
| 30 | 87.54 | 76.12 | 68.52 | 121.80 | 112.27 | 106.57 | 175.09 | 159.85 | 150.35 |
| 31 | 87.54 | 76.12 | 68.52 | 121.80 | 112.27 | 106.57 | 175.09 | 159.85 | 150.35 |
| 32 | 87.54 | 76.12 | 68.52 | 121.80 | 112.27 | 106.57 | 175.09 | 159.85 | 150.35 |
| 33 | 87.54 | 76.12 | 68.52 | 121.80 | 112.27 | 106.57 | 175.09 | 159.85 | 150.35 |
| 34 | 87.54 | 76.12 | 68.52 | 121.80 | 112.27 | 106.57 | 175.09 | 159.85 | 150.35 |
| 35 | 87.54 | 76.12 | 68.52 | 121.80 | 112.27 | 106.57 | 175.09 | 159.85 | 150.35 |
| 36 | 87.54 | 76.12 | 68.52 | 121.80 | 112.27 | 106.57 | 175.09 | 159.85 | 150.35 |
| 37 | 87.54 | 76.12 | 68.52 | 121.80 | 112.27 | 106.57 | 175.09 | 159.85 | 150.35 |
| 38 | 87.54 | 76.12 | 68.52 | 121.80 | 112.27 | 106.57 | 175.09 | 159.85 | 150.35 |
| 39 | 87.54 | 76.12 | 68.52 | 121.80 | 112.27 | 106.57 | 175.09 | 159.85 | 150.35 |
| 40 | 87.54 | 76.12 | 68.52 | 121.80 | 112.27 | 106.57 | 175.09 | 159.85 | 150.35 |
| 41 | 87.54 | 76.12 | 68.52 | 121.80 | 112.27 | 106.57 | 175.09 | 159.85 | 150.35 |
| 42 | 87.54 | 76.12 | 68.52 | 121.80 | 112.27 | 106.57 | 175.09 | 159.85 | 150.35 |
| 43 | 87.54 | 76.12 | 68.52 | 121.80 | 112.27 | 106.57 | 175.09 | 159.85 | 150.35 |
| 44 | 87.54 | 76.12 | 68.52 | 121.80 | 112.27 | 106.57 | 175.09 | 159.85 | 150.35 |
| 45 | 87.54 | 76.12 | 68.52 | 121.80 | 112.27 | 106.57 | 175.09 | 159.85 | 150.35 |
| 46 | 89.45 | 76.12 | 68.52 | 123.70 | 114.19 | 108.48 | 176.99 | 161.77 | 152.26 |
| 47 | 89.45 | 78.04 | 70.42 | 125.62 | 116.09 | 110.38 | 178.90 | 165.58 | 156.05 |
| 48 | 91.36 | 79.93 | 72.31 | 127.51 | 118.00 | 112.27 | 180.79 | 167.47 | 157.96 |
| 49 | 91.36 | 79.93 | 72.31 | 129.41 | 119.89 | 112.27 | 182.69 | 167.47 | 157.96 |
| 50 | 93.25 | 81.84 | 74.22 | 131.32 | 121.80 | 114.19 | 184.61 | 169.37 | 159.85 |
| 51 | 95.16 | 81.84 | 74.22 | 135.12 | 123.70 | 116.09 | 188.41 | 173.18 | 161.77 |
| 52 | 95.16 | 85.63 | 78.04 | 140.83 | 129.41 | 121.80 | 194.11 | 175.09 | 163.67 |
| 53 | 98.95 | 89.45 | 81.84 | 148.44 | 135.12 | 125.62 | 199.82 | 180.79 | 169.37 |
| 54 | 104.68 | 93.25 | 85.63 | 156.05 | 140.83 | 131.32 | 207.43 | 188.41 | 175.09 |
| 55 | 110.38 | 98.95 | 91.36 | 165.58 | 150.35 | 138.94 | 216.95 | 194.11 | 178.90 |
| 56 | 116.09 | 102.77 | 95.16 | 176.99 | 159.85 | 148.44 | 228.37 | 203.63 | 186.50 |
| 57 | 123.70 | 110.38 | 102.77 | 190.31 | 171.28 | 157.96 | 241.69 | 215.05 | 197.93 |
| 58 | 133.21 | 119.89 | 110.38 | 203.63 | 182.69 | 169.37 | 256.92 | 226.46 | 207.43 |
| 59 | 144.64 | 129.41 | 118.00 | 220.76 | 196.01 | 180.79 | 275.95 | 243.59 | 222.67 |
| 60 | 154.15 | 137.03 | 125.62 | 237.89 | 213.14 | 196.01 | 294.98 | 260.72 | 237.89 |
| 61 | 167.47 | 148.44 | 137.03 | 258.83 | 228.37 | 209.35 | 314.00 | 277.85 | 255.01 |
| 62 | 180.79 | 161.77 | 148.44 | 275.95 | 245.51 | 226.46 | 336.84 | 298.79 | 272.15 |
| 63 | 194.11 | 171.28 | 156.05 | 293.09 | 262.63 | 241.69 | 357.78 | 315.92 | 287.36 |
| 64 | 205.54 | 182.69 | 167.47 | 312.11 | 279.77 | 258.83 | 376.82 | 333.05 | 304.50 |
| 65 | 220.76 | 194.11 | 176.99 | 331.14 | 298.79 | 275.95 | 397.74 | 350.16 | 319.73 |
| 66 | 237.89 | 211.25 | 192.22 | 352.08 | 317.82 | 294.98 | 420.58 | 373.01 | 340.66 |
| 67 | 258.83 | 228.37 | 209.35 | 380.62 | 344.46 | 319.73 | 451.03 | 399.66 | 365.40 |
| 68 | 283.56 | 251.21 | 230.27 | 416.78 | 374.92 | 346.37 | 487.20 | 432.00 | 393.94 |
| 69 | 310.20 | 275.95 | 253.10 | 454.84 | 407.26 | 376.82 | 525.25 | 466.26 | 428.20 |
| 70 | 340.66 | 302.59 | 277.85 | 500.52 | 447.24 | 411.07 | 567.13 | 506.23 | 464.35 |
| 71 | 374.92 | 334.94 | 308.30 | 550.00 | 489.10 | 449.14 | 612.80 | 548.09 | 506.23 |
| 72 | 414.88 | 371.10 | 340.66 | 603.29 | 536.68 | 490.99 | 667.99 | 597.58 | 551.89 |
| 73 | 462.46 | 412.98 | 380.62 | 660.38 | 588.05 | 538.57 | 730.79 | 654.67 | 603.29 |
| 74 | 513.84 | 458.65 | 422.50 | 723.18 | 641.35 | 588.05 | 801.20 | 715.56 | 658.46 |
| 75 | 570.94 | 510.04 | 470.08 | 789.78 | 702.24 | 645.14 | 875.44 | 780.28 | 717.47 |
| 76 | 633.73 | 565.22 | 519.55 | 862.10 | 768.86 | 706.04 | 955.36 | 850.69 | 780.28 |
| 77 | 698.45 | 622.31 | 572.83 | 942.04 | 841.18 | 772.66 | 1,037.18 | 924.91 | 848.78 |
| 78 | 766.94 | 685.13 | 629.93 | 1,023.86 | 915.40 | 843.07 | 1,122.83 | 999.13 | 917.29 |
| 79 | 837.36 | 747.92 | 688.92 | 1,111.40 | 993.43 | 915.40 | 1,208.47 | 1,077.17 | 989.62 |
| 80 | 911.59 | 814.52 | 749.82 | 1,204.66 | 1,079.06 | 995.33 | 1,299.82 | 1,160.90 | 1,067.64 |
| 81 | 997.22 | 890.65 | 820.24 | 1,307.44 | 1,174.22 | 1,084.76 | 1,400.69 | 1,250.34 | 1,151.38 |
| 82 | 1,094.28 | 978.19 | 900.17 | 1,423.52 | 1,278.89 | 1,181.82 | 1,511.06 | 1,351.21 | 1,244.64 |
| 83 | 1,206.56 | 1,077.17 | 991.51 | 1,554.84 | 1,396.87 | 1,292.21 | 1,640.47 | 1,467.29 | 1,351.21 |
| 84 | 1,337.88 | 1,197.06 | 1,101.90 | 1,703.28 | 1,530.10 | 1,415.90 | 1,785.11 | 1,596.70 | 1,471.10 |
| 85 | 1,457.78 | 1,305.53 | 1,200.86 | 1,857.43 | 1,667.11 | 1,543.42 | 1,944.98 | 1,741.33 | 1,604.32 |
| 86 | 1,589.10 | 1,423.52 | 1,309.33 | 2,024.90 | 1,817.47 | 1,682.34 | 2,120.05 | 1,897.40 | 1,748.95 |
| 87 | 1,731.83 | 1,551.02 | 1,427.33 | 2,207.60 | 1,981.14 | 1,834.58 | 2,310.36 | 2,068.68 | 1,906.91 |
| 88 | 1,887.89 | 1,689.96 | 1,556.74 | 2,405.52 | 2,160.02 | 2,000.16 | 2,517.82 | 2,255.18 | 2,078.20 |
| 89 | 2,057.26 | 1,842.20 | 1,697.57 | 2,622.47 | 2,354.14 | 2,180.95 | 2,744.28 | 2,458.81 | 2,264.69 |
| 90 | 2,241.85 | 2,007.78 | 1,849.82 | 2,858.46 | 2,565.38 | 2,376.98 | 2,991.68 | 2,679.56 | 2,468.33 |
| 91 | 2,443.58 | 2,188.57 | 2,015.38 | 3,115.38 | 2,795.66 | 2,590.13 | 3,260.02 | 2,921.27 | 2,690.99 |
| 92 | 2,664.35 | 2,386.50 | 2,196.19 | 3,395.14 | 3,046.87 | 2,822.30 | 3,553.10 | 3,183.90 | 2,932.69 |
| 93 | 2,904.13 | 2,601.55 | 2,394.10 | 3,701.53 | 3,320.92 | 3,075.42 | 3,872.82 | 3,471.26 | 3,197.22 |
| 94 | 3,164.86 | 2,835.62 | 2,609.15 | 4,034.58 | 3,619.70 | 3,351.37 | 4,221.08 | 3,783.37 | 3,484.58 |

Exhibit III
Genworth Life Insurance Company
Current Annual Premiums

Form: 7000,7020 , et al
Annual Premiums per $\$ 10$ Daily Benefit

3 Year Benefit Period

| Issue | Elimination Period | No Benefit Increase Option Elimination Period | Elimination Period | Elimination Period | Simple Benefit Increase Option Elimination Period | Elimination Period | Elimination Period | Compound Benefit Increase Option Elimination Period | Elimination Period |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Age | 0 Days | 50 Days | 100 Days | 0 Days | 50 Days | 100 Days | 0 Days | 50 Days | 100 Days |
| 18 | 76.12 | 66.61 | 60.90 | 108.48 | 98.95 | 91.36 | 154.15 | 138.94 | 129.41 |
| 19 | 76.12 | 66.61 | 60.90 | 108.48 | 98.95 | 91.36 | 154.15 | 138.94 | 129.41 |
| 20 | 76.12 | 66.61 | 60.90 | 108.48 | 98.95 | 91.36 | 154.15 | 138.94 | 129.41 |
| 21 | 76.12 | 66.61 | 60.90 | 108.48 | 98.95 | 91.36 | 154.15 | 138.94 | 129.41 |
| 22 | 76.12 | 66.61 | 60.90 | 108.48 | 98.95 | 91.36 | 154.15 | 138.94 | 129.41 |
| 23 | 76.12 | 66.61 | 60.90 | 108.48 | 98.95 | 91.36 | 154.15 | 138.94 | 129.41 |
| 24 | 76.12 | 66.61 | 60.90 | 108.48 | 98.95 | 91.36 | 154.15 | 138.94 | 129.41 |
| 25 | 76.12 | 66.61 | 60.90 | 108.48 | 98.95 | 91.36 | 154.15 | 138.94 | 129.41 |
| 26 | 76.12 | 66.61 | 60.90 | 108.48 | 98.95 | 91.36 | 154.15 | 138.94 | 129.41 |
| 27 | 76.12 | 66.61 | 60.90 | 108.48 | 98.95 | 91.36 | 154.15 | 138.94 | 129.41 |
| 28 | 76.12 | 66.61 | 60.90 | 108.48 | 98.95 | 91.36 | 154.15 | 138.94 | 129.41 |
| 29 | 76.12 | 66.61 | 60.90 | 108.48 | 98.95 | 91.36 | 154.15 | 138.94 | 129.41 |
| 30 | 76.12 | 66.61 | 60.90 | 108.48 | 98.95 | 91.36 | 154.15 | 138.94 | 129.41 |
| 31 | 76.12 | 66.61 | 60.90 | 108.48 | 98.95 | 91.36 | 154.15 | 138.94 | 129.41 |
| 32 | 76.12 | 66.61 | 60.90 | 108.48 | 98.95 | 91.36 | 154.15 | 138.94 | 129.41 |
| 33 | 76.12 | 66.61 | 60.90 | 108.48 | 98.95 | 91.36 | 154.15 | 138.94 | 129.41 |
| 34 | 76.12 | 66.61 | 60.90 | 108.48 | 98.95 | 91.36 | 154.15 | 138.94 | 129.41 |
| 35 | 76.12 | 66.61 | 60.90 | 108.48 | 98.95 | 91.36 | 154.15 | 138.94 | 129.41 |
| 36 | 76.12 | 66.61 | 60.90 | 108.48 | 98.95 | 91.36 | 154.15 | 138.94 | 129.41 |
| 37 | 76.12 | 66.61 | 60.90 | 108.48 | 98.95 | 91.36 | 154.15 | 138.94 | 129.41 |
| 38 | 76.12 | 66.61 | 60.90 | 108.48 | 98.95 | 91.36 | 154.15 | 138.94 | 129.41 |
| 39 | 76.12 | 66.61 | 60.90 | 108.48 | 98.95 | 91.36 | 154.15 | 138.94 | 129.41 |
| 40 | 76.12 | 66.61 | 60.90 | 108.48 | 98.95 | 91.36 | 154.15 | 138.94 | 129.41 |
| 41 | 76.12 | 66.61 | 60.90 | 108.48 | 98.95 | 91.36 | 154.15 | 138.94 | 129.41 |
| 42 | 76.12 | 66.61 | 60.90 | 108.48 | 98.95 | 91.36 | 154.15 | 138.94 | 129.41 |
| 43 | 76.12 | 66.61 | 60.90 | 108.48 | 98.95 | 91.36 | 154.15 | 138.94 | 129.41 |
| 44 | 76.12 | 66.61 | 60.90 | 108.48 | 98.95 | 91.36 | 154.15 | 138.94 | 129.41 |
| 45 | 76.12 | 66.61 | 60.90 | 108.48 | 98.95 | 91.36 | 154.15 | 138.94 | 129.41 |
| 46 | 78.04 | 74.22 | 62.80 | 110.38 | 100.86 | 93.25 | 156.05 | 140.83 | 131.32 |
| 47 | 79.93 | 76.12 | 64.70 | 112.27 | 102.77 | 95.16 | 159.85 | 144.64 | 133.21 |
| 48 | 79.93 | 76.12 | 64.70 | 114.19 | 102.77 | 95.16 | 161.77 | 146.53 | 135.12 |
| 49 | 81.84 | 76.12 | 64.70 | 116.09 | 104.68 | 97.06 | 163.67 | 148.44 | 137.03 |
| 50 | 81.84 | 78.04 | 66.61 | 118.00 | 106.57 | 98.95 | 163.67 | 148.44 | 137.03 |
| 51 | 83.74 | 79.93 | 68.52 | 121.80 | 108.48 | 100.86 | 167.47 | 150.35 | 138.94 |
| 52 | 85.63 | 81.84 | 68.52 | 123.70 | 112.27 | 104.68 | 171.28 | 154.15 | 142.73 |
| 53 | 89.45 | 83.74 | 70.42 | 131.32 | 118.00 | 108.48 | 176.99 | 157.96 | 146.53 |
| 54 | 93.25 | 87.54 | 74.22 | 138.94 | 125.62 | 116.09 | 182.69 | 163.67 | 150.35 |
| 55 | 97.06 | 91.36 | 78.04 | 148.44 | 133.21 | 121.80 | 192.22 | 171.28 | 156.05 |
| 56 | 102.77 | 97.06 | 83.74 | 156.05 | 140.83 | 129.41 | 201.73 | 178.90 | 163.67 |
| 57 | 110.38 | 104.68 | 89.45 | 167.47 | 150.35 | 138.94 | 211.25 | 188.41 | 173.18 |
| 58 | 119.89 | 112.27 | 95.16 | 180.79 | 161.77 | 148.44 | 226.46 | 199.82 | 180.79 |
| 59 | 127.51 | 121.80 | 102.77 | 196.01 | 173.18 | 157.96 | 241.69 | 213.14 | 194.11 |
| 60 | 138.94 | 131.32 | 112.27 | 209.35 | 184.61 | 169.37 | 258.83 | 228.37 | 207.43 |
| 61 | 150.35 | 140.83 | 121.80 | 226.46 | 199.82 | 180.79 | 277.85 | 245.51 | 222.67 |
| 62 | 161.77 | 152.26 | 129.41 | 243.59 | 215.05 | 196.01 | 294.98 | 258.83 | 235.99 |
| 63 | 173.18 | 163.67 | 140.83 | 258.83 | 228.37 | 209.35 | 312.11 | 275.95 | 251.21 |
| 64 | 184.61 | 175.09 | 150.35 | 275.95 | 245.51 | 224.57 | 331.14 | 291.17 | 264.53 |
| 65 | 197.93 | 186.50 | 159.85 | 293.09 | 260.72 | 239.78 | 348.26 | 308.30 | 281.66 |
| 66 | 211.25 | 199.82 | 171.28 | 314.00 | 281.66 | 258.83 | 371.10 | 327.34 | 298.79 |
| 67 | 230.27 | 218.86 | 186.50 | 340.66 | 304.50 | 279.77 | 395.84 | 350.16 | 319.73 |
| 68 | 251.21 | 237.89 | 203.63 | 367.30 | 329.24 | 302.59 | 426.30 | 376.82 | 344.46 |
| 69 | 275.95 | 262.63 | 224.57 | 401.56 | 357.78 | 327.34 | 460.56 | 407.26 | 373.01 |
| 70 | 302.59 | 287.36 | 247.40 | 437.71 | 388.24 | 355.88 | 498.61 | 441.52 | 403.46 |
| 71 | 333.05 | 317.82 | 272.15 | 477.67 | 424.39 | 388.24 | 540.48 | 479.58 | 439.62 |
| 72 | 367.30 | 352.08 | 302.59 | 525.25 | 464.35 | 424.39 | 586.15 | 521.45 | 477.67 |
| 73 | 409.16 | 390.14 | 334.94 | 576.64 | 510.04 | 466.26 | 639.44 | 569.03 | 523.36 |
| 74 | 454.84 | 433.90 | 371.10 | 631.82 | 559.51 | 511.93 | 698.45 | 622.31 | 570.94 |
| 75 | 506.23 | 481.48 | 411.07 | 692.72 | 612.80 | 559.51 | 763.14 | 679.40 | 622.31 |
| 76 | 559.51 | 530.98 | 452.94 | 757.44 | 669.89 | 612.80 | 829.75 | 736.50 | 675.60 |
| 77 | 618.50 | 586.15 | 502.42 | 827.86 | 732.70 | 669.89 | 902.08 | 801.20 | 734.60 |
| 78 | 679.40 | 645.14 | 551.89 | 898.27 | 797.40 | 730.79 | 972.49 | 865.92 | 793.60 |
| 79 | 742.20 | 704.15 | 603.29 | 970.58 | 864.01 | 793.60 | 1,046.71 | 930.61 | 854.50 |
| 80 | 806.92 | 768.86 | 660.38 | 1,050.50 | 936.34 | 860.20 | 1,128.54 | 1,001.03 | 917.29 |
| 81 | 883.03 | 843.07 | 723.18 | 1,138.06 | 1,016.26 | 934.43 | 1,212.28 | 1,077.17 | 987.71 |
| 82 | 966.77 | 924.91 | 795.50 | 1,237.02 | 1,103.81 | 1,016.26 | 1,309.33 | 1,162.80 | 1,065.74 |
| 83 | 1,067.64 | 1,020.07 | 877.33 | 1,347.40 | 1,204.66 | 1,109.51 | 1,417.81 | 1,259.86 | 1,155.18 |
| 84 | 1,181.82 | 1,130.45 | 970.58 | 1,478.71 | 1,320.76 | 1,216.08 | 1,541.52 | 1,370.23 | 1,256.05 |
| 85 | 1,288.39 | 1,231.32 | 1,058.12 | 1,611.94 | 1,438.75 | 1,326.47 | 1,680.43 | 1,493.94 | 1,368.34 |
| 86 | 1,404.49 | 1,341.70 | 1,153.28 | 1,756.57 | 1,568.16 | 1,446.36 | 1,830.79 | 1,629.06 | 1,492.03 |
| 87 | 1,530.10 | 1,461.59 | 1,257.96 | 1,914.53 | 1,708.99 | 1,575.77 | 1,996.36 | 1,775.59 | 1,627.15 |
| 88 | 1,667.11 | 1,592.90 | 1,370.23 | 2,087.71 | 1,863.14 | 1,718.50 | 2,175.25 | 1,935.46 | 1,773.70 |
| 89 | 1,817.47 | 1,735.63 | 1,493.94 | 2,276.11 | 2,030.62 | 1,872.65 | 2,371.26 | 2,110.54 | 1,933.56 |
| 90 | 1,981.14 | 1,891.68 | 1,629.06 | 2,481.65 | 2,213.30 | 2,042.04 | 2,584.42 | 2,300.84 | 2,106.73 |
| 91 | 2,160.02 | 2,061.06 | 1,775.59 | 2,704.31 | 2,413.14 | 2,226.62 | 2,816.59 | 2,508.29 | 2,297.04 |
| 92 | 2,354.14 | 2,245.67 | 1,935.46 | 2,947.91 | 2,630.09 | 2,426.46 | 3,069.71 | 2,734.76 | 2,504.50 |
| 93 | 2,565.38 | 2,447.40 | 2,110.54 | 3,212.44 | 2,866.08 | 2,645.30 | 3,345.65 | 2,980.27 | 2,729.04 |
| 94 | 2,795.66 | 2,668.15 | 2,300.84 | 3,501.71 | 3,124.90 | 2,883.19 | 3,646.36 | 3,248.59 | 2,974.55 |

Exhibit III
Genworth Life Insurance Company
Current Annual Premiums

Form: 7000,7020 , et al
Annual Premiums per $\$ 10$ Daily Benefit

2 Year Benefit Period

| Issue | Elimination Period | No Benefit Increase Option Elimination Period | Elimination Period | Elimination Period | Simple Benefit Increase Option Elimination Period | Elimination Period | Elimination Period | Compound Benefit Increase Option Elimination Period | Elimination Period |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Age | 0 Days | 50 Days | 100 Days | 0 Days | 50 Days | 100 Days | 0 Days | 50 Days | 100 Days |
| 18 | 62.80 | 55.20 | 49.48 | 89.45 | 76.12 | 68.52 | 123.70 | 108.48 | 97.06 |
| 19 | 62.80 | 55.20 | 49.48 | 89.45 | 76.12 | 68.52 | 123.70 | 108.48 | 97.06 |
| 20 | 62.80 | 55.20 | 49.48 | 89.45 | 76.12 | 68.52 | 123.70 | 108.48 | 97.06 |
| 21 | 62.80 | 55.20 | 49.48 | 89.45 | 76.12 | 68.52 | 123.70 | 108.48 | 97.06 |
| 22 | 62.80 | 55.20 | 49.48 | 89.45 | 76.12 | 68.52 | 123.70 | 108.48 | 97.06 |
| 23 | 62.80 | 55.20 | 49.48 | 89.45 | 76.12 | 68.52 | 123.70 | 108.48 | 97.06 |
| 24 | 62.80 | 55.20 | 49.48 | 89.45 | 76.12 | 68.52 | 123.70 | 108.48 | 97.06 |
| 25 | 62.80 | 55.20 | 49.48 | 89.45 | 76.12 | 68.52 | 123.70 | 108.48 | 97.06 |
| 26 | 62.80 | 55.20 | 49.48 | 89.45 | 76.12 | 68.52 | 123.70 | 108.48 | 97.06 |
| 27 | 62.80 | 55.20 | 49.48 | 89.45 | 76.12 | 68.52 | 123.70 | 108.48 | 97.06 |
| 28 | 62.80 | 55.20 | 49.48 | 89.45 | 76.12 | 68.52 | 123.70 | 108.48 | 97.06 |
| 29 | 62.80 | 55.20 | 49.48 | 89.45 | 76.12 | 68.52 | 123.70 | 108.48 | 97.06 |
| 30 | 62.80 | 55.20 | 49.48 | 89.45 | 76.12 | 68.52 | 123.70 | 108.48 | 97.06 |
| 31 | 62.80 | 55.20 | 49.48 | 89.45 | 76.12 | 68.52 | 123.70 | 108.48 | 97.06 |
| 32 | 62.80 | 55.20 | 49.48 | 89.45 | 76.12 | 68.52 | 123.70 | 108.48 | 97.06 |
| 33 | 62.80 | 55.20 | 49.48 | 89.45 | 76.12 | 68.52 | 123.70 | 108.48 | 97.06 |
| 34 | 62.80 | 55.20 | 49.48 | 89.45 | 76.12 | 68.52 | 123.70 | 108.48 | 97.06 |
| 35 | 62.80 | 55.20 | 49.48 | 89.45 | 76.12 | 68.52 | 123.70 | 108.48 | 97.06 |
| 36 | 62.80 | 55.20 | 49.48 | 89.45 | 76.12 | 68.52 | 123.70 | 108.48 | 97.06 |
| 37 | 62.80 | 55.20 | 49.48 | 89.45 | 76.12 | 68.52 | 123.70 | 108.48 | 97.06 |
| 38 | 62.80 | 55.20 | 49.48 | 89.45 | 76.12 | 68.52 | 123.70 | 108.48 | 97.06 |
| 39 | 62.80 | 55.20 | 49.48 | 89.45 | 76.12 | 68.52 | 123.70 | 108.48 | 97.06 |
| 40 | 62.80 | 55.20 | 49.48 | 89.45 | 76.12 | 68.52 | 123.70 | 108.48 | 97.06 |
| 41 | 62.80 | 55.20 | 49.48 | 89.45 | 76.12 | 68.52 | 123.70 | 108.48 | 97.06 |
| 42 | 62.80 | 55.20 | 49.48 | 89.45 | 76.12 | 68.52 | 123.70 | 108.48 | 97.06 |
| 43 | 62.80 | 55.20 | 49.48 | 89.45 | 76.12 | 68.52 | 123.70 | 108.48 | 97.06 |
| 44 | 62.80 | 55.20 | 49.48 | 89.45 | 76.12 | 68.52 | 123.70 | 108.48 | 97.06 |
| 45 | 62.80 | 55.20 | 49.48 | 89.45 | 76.12 | 68.52 | 123.70 | 108.48 | 97.06 |
| 46 | 62.80 | 55.20 | 51.38 | 91.36 | 78.04 | 70.42 | 125.62 | 110.38 | 98.95 |
| 47 | 64.70 | 57.10 | 51.38 | 93.25 | 79.93 | 72.31 | 129.41 | 112.27 | 100.86 |
| 48 | 64.70 | 57.10 | 51.38 | 95.16 | 81.84 | 74.22 | 129.41 | 114.19 | 102.77 |
| 49 | 66.61 | 58.99 | 53.28 | 95.16 | 81.84 | 74.22 | 131.32 | 114.19 | 102.77 |
| 50 | 66.61 | 58.99 | 53.28 | 95.16 | 83.74 | 76.12 | 133.21 | 116.09 | 104.68 |
| 51 | 68.52 | 58.99 | 53.28 | 97.06 | 85.63 | 78.04 | 135.12 | 116.09 | 104.68 |
| 52 | 68.52 | 60.90 | 55.20 | 100.86 | 87.54 | 79.93 | 137.03 | 119.89 | 108.48 |
| 53 | 72.31 | 62.80 | 57.10 | 106.57 | 93.25 | 85.63 | 142.73 | 123.70 | 112.27 |
| 54 | 74.22 | 64.70 | 58.99 | 112.27 | 98.95 | 89.45 | 148.44 | 129.41 | 116.09 |
| 55 | 79.93 | 70.42 | 62.80 | 119.89 | 104.68 | 95.16 | 152.26 | 133.21 | 121.80 |
| 56 | 83.74 | 72.31 | 64.70 | 125.62 | 110.38 | 100.86 | 159.85 | 138.94 | 125.62 |
| 57 | 91.36 | 78.04 | 68.52 | 135.12 | 119.89 | 108.48 | 169.37 | 148.44 | 133.21 |
| 58 | 97.06 | 83.74 | 74.22 | 144.64 | 127.51 | 116.09 | 178.90 | 157.96 | 142.73 |
| 59 | 104.68 | 91.36 | 81.84 | 156.05 | 135.12 | 121.80 | 192.22 | 167.47 | 150.35 |
| 60 | 114.19 | 98.95 | 89.45 | 167.47 | 146.53 | 131.32 | 203.63 | 178.90 | 161.77 |
| 61 | 121.80 | 106.57 | 97.06 | 178.90 | 156.05 | 140.83 | 218.86 | 192.22 | 175.09 |
| 62 | 133.21 | 118.00 | 106.57 | 194.11 | 167.47 | 150.35 | 232.19 | 203.63 | 184.61 |
| 63 | 142.73 | 125.62 | 114.19 | 207.43 | 180.79 | 161.77 | 247.40 | 216.95 | 197.93 |
| 64 | 150.35 | 133.21 | 121.80 | 222.67 | 194.11 | 175.09 | 260.72 | 228.37 | 207.43 |
| 65 | 159.85 | 140.83 | 129.41 | 237.89 | 207.43 | 186.50 | 275.95 | 243.59 | 220.76 |
| 66 | 171.28 | 152.26 | 140.83 | 256.92 | 224.57 | 201.73 | 293.09 | 256.92 | 234.08 |
| 67 | 186.50 | 165.58 | 150.35 | 275.95 | 239.78 | 216.95 | 314.00 | 277.85 | 253.10 |
| 68 | 203.63 | 180.79 | 165.58 | 296.88 | 258.83 | 234.08 | 340.66 | 298.79 | 270.24 |
| 69 | 222.67 | 197.93 | 180.79 | 319.73 | 281.66 | 255.01 | 367.30 | 321.62 | 291.17 |
| 70 | 245.51 | 218.86 | 199.82 | 344.46 | 302.59 | 274.04 | 395.84 | 346.37 | 312.11 |
| 71 | 270.24 | 239.78 | 220.76 | 373.01 | 327.34 | 296.88 | 428.20 | 374.92 | 340.66 |
| 72 | 298.79 | 266.42 | 243.59 | 407.26 | 357.78 | 325.43 | 466.26 | 407.26 | 367.30 |
| 73 | 331.14 | 293.09 | 268.34 | 449.14 | 393.94 | 357.78 | 504.31 | 443.42 | 401.56 |
| 74 | 367.30 | 323.52 | 294.98 | 496.72 | 435.82 | 393.94 | 548.09 | 483.40 | 439.62 |
| 75 | 407.26 | 357.78 | 323.52 | 546.19 | 479.58 | 433.90 | 593.77 | 523.36 | 477.67 |
| 76 | 451.03 | 393.94 | 355.88 | 599.47 | 525.25 | 475.78 | 643.25 | 570.94 | 521.45 |
| 77 | 498.61 | 435.82 | 393.94 | 654.67 | 572.83 | 519.55 | 696.54 | 616.61 | 563.32 |
| 78 | 546.19 | 479.58 | 433.90 | 707.96 | 620.41 | 563.32 | 749.82 | 664.19 | 607.09 |
| 79 | 595.67 | 525.25 | 477.67 | 761.24 | 669.89 | 608.99 | 806.92 | 711.77 | 647.05 |
| 80 | 648.96 | 576.64 | 527.16 | 818.34 | 721.28 | 656.57 | 867.82 | 763.14 | 692.72 |
| 81 | 709.86 | 631.82 | 580.45 | 883.03 | 778.37 | 707.96 | 934.43 | 818.34 | 742.20 |
| 82 | 778.37 | 694.63 | 639.44 | 955.36 | 843.07 | 766.94 | 1,004.83 | 881.14 | 797.40 |
| 83 | 858.30 | 765.05 | 702.24 | 1,039.09 | 917.29 | 835.46 | 1,086.67 | 949.66 | 858.30 |
| 84 | 949.66 | 844.98 | 776.46 | 1,138.06 | 1,004.83 | 915.40 | 1,178.02 | 1,031.48 | 934.43 |
| 85 | 1,035.29 | 921.10 | 846.88 | 1,240.82 | 1,096.19 | 997.22 | 1,284.60 | 1,124.74 | 1,018.16 |
| 86 | 1,128.54 | 1,004.83 | 923.02 | 1,353.11 | 1,195.14 | 1,086.67 | 1,400.69 | 1,225.60 | 1,109.51 |
| 87 | 1,229.40 | 1,096.19 | 1,006.75 | 1,474.91 | 1,303.63 | 1,183.74 | 1,526.28 | 1,335.97 | 1,208.47 |
| 88 | 1,339.79 | 1,195.14 | 1,098.08 | 1,608.12 | 1,421.63 | 1,290.30 | 1,663.32 | 1,455.86 | 1,316.95 |
| 89 | 1,459.68 | 1,303.63 | 1,197.06 | 1,752.76 | 1,549.13 | 1,406.39 | 1,813.66 | 1,587.18 | 1,434.95 |
| 90 | 1,591.00 | 1,421.63 | 1,305.53 | 1,910.72 | 1,688.05 | 1,533.90 | 1,977.32 | 1,729.92 | 1,564.36 |
| 91 | 1,733.74 | 1,549.13 | 1,423.52 | 2,082.00 | 1,840.31 | 1,672.84 | 2,156.21 | 1,885.98 | 1,705.18 |
| 92 | 1,889.78 | 1,688.05 | 1,551.02 | 2,268.50 | 2,005.87 | 1,823.17 | 2,350.34 | 2,055.36 | 1,859.33 |
| 93 | 2,059.15 | 1,840.31 | 1,689.96 | 2,472.13 | 2,186.66 | 1,986.84 | 2,561.57 | 2,239.94 | 2,026.80 |
| 94 | 2,243.76 | 2,005.87 | 1,842.20 | 2,694.80 | 2,382.68 | 2,165.74 | 2,791.86 | 2,441.68 | 2,209.51 |

Exhibit III
Genworth Life Insurance Company
103\% Increase to Current Year Premiums

Form: 7000,7020 , et al
Annual Premiums per $\$ 10$ Daily Benefit

Lifetime Benefit Period

| Issue | Elimination Period | No Benefit Increase Option Elimination Period | Elimination Period | Elimination Period | Simple Benefit Increase Option Elimination Period | Elimination Period | Elimination Period | Compound Benefit Increase Option Elimination Period | Elimination Period |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Age | 0 Days | 50 Days | 100 Days | 0 Days | 50 Days | 100 Days | 0 Days | 50 Days | 100 Days |
| 18 | 235.66 | 216.34 | 204.75 | 367.00 | 324.50 | 297.46 | 486.75 | 444.29 | 413.37 |
| 19 | 235.66 | 216.34 | 204.75 | 367.00 | 324.50 | 297.46 | 486.75 | 444.29 | 413.37 |
| 20 | 235.66 | 216.34 | 204.75 | 367.00 | 324.50 | 297.46 | 486.75 | 444.29 | 413.37 |
| 21 | 235.66 | 216.34 | 204.75 | 367.00 | 324.50 | 297.46 | 486.75 | 444.29 | 413.37 |
| 22 | 235.66 | 216.34 | 204.75 | 367.00 | 324.50 | 297.46 | 486.75 | 444.29 | 413.37 |
| 23 | 235.66 | 216.34 | 204.75 | 367.00 | 324.50 | 297.46 | 486.75 | 444.29 | 413.37 |
| 24 | 235.66 | 216.34 | 204.75 | 367.00 | 324.50 | 297.46 | 486.75 | 444.29 | 413.37 |
| 25 | 235.66 | 216.34 | 204.75 | 367.00 | 324.50 | 297.46 | 486.75 | 444.29 | 413.37 |
| 26 | 235.66 | 216.34 | 204.75 | 367.00 | 324.50 | 297.46 | 486.75 | 444.29 | 413.37 |
| 27 | 235.66 | 216.34 | 204.75 | 367.00 | 324.50 | 297.46 | 486.75 | 444.29 | 413.37 |
| 28 | 235.66 | 216.34 | 204.75 | 367.00 | 324.50 | 297.46 | 486.75 | 444.29 | 413.37 |
| 29 | 235.66 | 216.34 | 204.75 | 367.00 | 324.50 | 297.46 | 486.75 | 444.29 | 413.37 |
| 30 | 235.66 | 216.34 | 204.75 | 367.00 | 324.50 | 297.46 | 486.75 | 444.29 | 413.37 |
| 31 | 235.66 | 216.34 | 204.75 | 367.00 | 324.50 | 297.46 | 486.75 | 444.29 | 413.37 |
| 32 | 235.66 | 216.34 | 204.75 | 367.00 | 324.50 | 297.46 | 486.75 | 444.29 | 413.37 |
| 33 | 235.66 | 216.34 | 204.75 | 367.00 | 324.50 | 297.46 | 486.75 | 444.29 | 413.37 |
| 34 | 235.66 | 216.34 | 204.75 | 367.00 | 324.50 | 297.46 | 486.75 | 444.29 | 413.37 |
| 35 | 235.66 | 216.34 | 204.75 | 367.00 | 324.50 | 297.46 | 486.75 | 444.29 | 413.37 |
| 36 | 235.66 | 216.34 | 204.75 | 367.00 | 324.50 | 297.46 | 486.75 | 444.29 | 413.37 |
| 37 | 235.66 | 216.34 | 204.75 | 367.00 | 324.50 | 297.46 | 486.75 | 444.29 | 413.37 |
| 38 | 235.66 | 216.34 | 204.75 | 367.00 | 324.50 | 297.46 | 486.75 | 444.29 | 413.37 |
| 39 | 235.66 | 216.34 | 204.75 | 367.00 | 324.50 | 297.46 | 486.75 | 444.29 | 413.37 |
| 40 | 235.66 | 216.34 | 204.75 | 367.00 | 324.50 | 297.46 | 486.75 | 444.29 | 413.37 |
| 41 | 235.66 | 216.34 | 204.75 | 367.00 | 324.50 | 297.46 | 486.75 | 444.29 | 413.37 |
| 42 | 235.66 | 216.34 | 204.75 | 367.00 | 324.50 | 297.46 | 486.75 | 444.29 | 413.37 |
| 43 | 235.66 | 216.34 | 204.75 | 367.00 | 324.50 | 297.46 | 486.75 | 444.29 | 413.37 |
| 44 | 235.66 | 216.34 | 204.75 | 367.00 | 324.50 | 297.46 | 486.75 | 444.29 | 413.37 |
| 45 | 235.66 | 216.34 | 204.75 | 367.00 | 324.50 | 297.46 | 486.75 | 444.29 | 413.37 |
| 46 | 243.38 | 224.07 | 208.62 | 374.76 | 332.25 | 301.33 | 498.39 | 452.02 | 421.08 |
| 47 | 247.25 | 227.91 | 212.50 | 378.59 | 336.13 | 305.21 | 506.10 | 459.71 | 428.84 |
| 48 | 247.25 | 227.91 | 216.34 | 386.33 | 343.82 | 312.92 | 513.79 | 467.45 | 436.55 |
| 49 | 251.11 | 231.81 | 220.21 | 390.21 | 347.70 | 316.78 | 517.67 | 471.35 | 440.41 |
| 50 | 255.01 | 235.66 | 220.21 | 397.90 | 351.56 | 320.66 | 525.42 | 475.18 | 444.29 |
| 51 | 258.85 | 239.54 | 227.91 | 405.63 | 363.17 | 332.25 | 529.26 | 482.92 | 452.02 |
| 52 | 270.42 | 251.11 | 235.66 | 417.25 | 374.76 | 343.82 | 544.73 | 498.39 | 467.45 |
| 53 | 282.05 | 258.85 | 243.38 | 436.55 | 394.04 | 363.17 | 567.93 | 517.67 | 482.92 |
| 54 | 297.46 | 270.42 | 255.01 | 459.71 | 417.25 | 386.33 | 591.08 | 537.00 | 502.22 |
| 55 | 312.92 | 285.88 | 266.58 | 486.75 | 444.29 | 413.37 | 622.01 | 564.04 | 525.42 |
| 56 | 336.13 | 305.21 | 285.88 | 517.67 | 475.18 | 444.29 | 652.89 | 594.97 | 556.30 |
| 57 | 359.29 | 328.39 | 305.21 | 548.59 | 506.10 | 475.18 | 691.54 | 629.71 | 587.22 |
| 58 | 382.47 | 343.82 | 320.66 | 583.34 | 540.83 | 513.79 | 730.17 | 668.36 | 625.85 |
| 59 | 413.37 | 374.76 | 347.70 | 629.71 | 579.50 | 548.59 | 772.66 | 706.97 | 660.62 |
| 60 | 440.41 | 397.90 | 367.00 | 668.36 | 618.13 | 587.22 | 819.02 | 749.48 | 703.13 |
| 61 | 471.35 | 428.84 | 397.90 | 714.72 | 664.50 | 633.58 | 873.10 | 799.70 | 749.48 |
| 62 | 509.96 | 459.71 | 428.84 | 761.09 | 706.97 | 672.21 | 931.06 | 853.78 | 799.70 |
| 63 | 548.59 | 498.39 | 463.59 | 803.56 | 745.62 | 706.97 | 992.87 | 911.75 | 857.67 |
| 64 | 583.34 | 529.26 | 494.49 | 846.06 | 780.37 | 737.90 | 1,054.69 | 973.55 | 919.47 |
| 65 | 625.85 | 571.77 | 533.14 | 892.43 | 819.02 | 772.66 | 1,124.23 | 1,039.22 | 985.14 |
| 66 | 676.09 | 618.13 | 579.50 | 950.36 | 869.25 | 815.17 | 1,201.48 | 1,112.62 | 1,054.69 |
| 67 | 737.90 | 676.09 | 633.58 | 1,027.65 | 942.63 | 884.71 | 1,294.23 | 1,197.64 | 1,131.97 |
| 68 | 803.56 | 737.90 | 691.54 | 1,131.97 | 1,035.38 | 973.55 | 1,394.65 | 1,282.59 | 1,209.21 |
| 69 | 884.71 | 807.41 | 757.21 | 1,255.55 | 1,147.40 | 1,077.89 | 1,506.67 | 1,379.18 | 1,294.23 |
| 70 | 973.55 | 888.55 | 830.59 | 1,398.51 | 1,278.76 | 1,201.48 | 1,626.44 | 1,479.63 | 1,379.18 |
| 71 | 1,077.89 | 977.40 | 911.75 | 1,549.17 | 1,417.85 | 1,332.84 | 1,765.51 | 1,595.54 | 1,483.50 |
| 72 | 1,186.05 | 1,077.89 | 1,008.34 | 1,711.43 | 1,564.64 | 1,468.06 | 1,912.34 | 1,730.78 | 1,607.15 |
| 73 | 1,321.27 | 1,197.64 | 1,116.50 | 1,881.42 | 1,723.02 | 1,614.86 | 2,078.44 | 1,881.42 | 1,750.06 |
| 74 | 1,464.20 | 1,325.10 | 1,232.39 | 2,066.86 | 1,889.14 | 1,769.39 | 2,256.14 | 2,051.40 | 1,916.18 |
| 75 | 1,626.44 | 1,468.06 | 1,359.88 | 2,263.90 | 2,063.01 | 1,927.81 | 2,449.32 | 2,236.86 | 2,097.78 |
| 76 | 1,792.55 | 1,614.86 | 1,498.97 | 2,468.64 | 2,252.31 | 2,105.48 | 2,650.23 | 2,433.89 | 2,290.94 |
| 77 | 1,958.69 | 1,769.39 | 1,641.90 | 2,688.86 | 2,449.32 | 2,290.94 | 2,862.71 | 2,634.78 | 2,484.11 |
| 78 | 2,124.82 | 1,923.93 | 1,788.71 | 2,909.05 | 2,657.94 | 2,487.97 | 3,082.92 | 2,839.54 | 2,677.27 |
| 79 | 2,290.94 | 2,078.44 | 1,939.38 | 3,133.14 | 2,870.44 | 2,692.73 | 3,306.99 | 3,048.15 | 2,874.28 |
| 80 | 2,464.79 | 2,244.57 | 2,097.78 | 3,376.54 | 3,098.35 | 2,912.95 | 3,546.53 | 3,264.48 | 3,079.06 |
| 81 | 2,665.67 | 2,433.89 | 2,279.34 | 3,643.08 | 3,349.50 | 3,156.33 | 3,809.21 | 3,504.02 | 3,303.11 |
| 82 | 2,897.48 | 2,650.23 | 2,484.11 | 3,948.31 | 3,639.24 | 3,434.48 | 4,102.83 | 3,774.44 | 3,558.10 |
| 83 | 3,171.77 | 2,905.19 | 2,727.49 | 4,307.58 | 3,971.45 | 3,747.40 | 4,431.23 | 4,079.65 | 3,847.82 |
| 84 | 3,507.86 | 3,210.40 | 3,009.54 | 4,732.54 | 4,357.78 | 4,110.55 | 4,805.94 | 4,431.23 | 4,183.95 |
| 85 | 3,824.66 | 3,500.15 | 3,279.95 | 5,157.52 | 4,751.86 | 4,481.43 | 5,238.64 | 4,829.13 | 4,558.71 |
| 86 | 4,168.50 | 3,816.95 | 3,573.57 | 5,621.11 | 5,180.68 | 4,883.21 | 5,709.94 | 5,265.68 | 4,968.22 |
| 87 | 4,543.24 | 4,160.77 | 3,894.19 | 6,127.19 | 5,648.15 | 5,323.61 | 6,223.78 | 5,740.88 | 5,416.34 |
| 88 | 4,952.75 | 4,535.51 | 4,245.79 | 6,679.65 | 6,158.11 | 5,802.67 | 6,783.98 | 6,258.55 | 5,903.12 |
| 89 | 5,397.06 | 4,945.04 | 4,628.26 | 7,282.32 | 6,710.55 | 6,324.22 | 7,394.36 | 6,822.61 | 6,436.28 |
| 90 | 5,883.81 | 5,389.30 | 5,045.46 | 7,939.09 | 7,313.24 | 6,892.13 | 8,058.86 | 7,436.86 | 7,015.78 |
| 91 | 6,413.09 | 5,876.08 | 5,501.34 | 8,653.79 | 7,969.98 | 7,514.11 | 8,785.15 | 8,105.20 | 7,645.49 |
| 92 | 6,988.68 | 6,405.34 | 5,995.83 | 9,434.18 | 8,688.58 | 8,190.20 | 9,577.13 | 8,835.37 | 8,333.15 |
| 93 | 7,618.45 | 6,980.99 | 6,536.72 | 10,284.10 | 9,468.96 | 8,928.08 | 10,438.63 | 9,631.21 | 9,082.63 |
| 94 | 8,302.23 | 7,610.69 | 7,123.94 | 11,211.30 | 10,322.75 | 9,731.66 | 11,377.42 | 10,496.60 | 9,901.63 |

Exhibit III
Genworth Life Insurance Company
67\% Increase to Current Year Premiums

Form: 7000,7020 , et al
Annual Premiums per $\$ 10$ Daily Benefit

6 Year Benefit Period

| Issue | Elimination Period | No Benefit Increase Option Elimination Period | Elimination Period | Elimination Period | Simple Benefit Increase Option Elimination Period | Elimination Period | Elimination Period | Compound Benefit Increase Option Elimination Period | Elimination Period |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Age | 0 Days | 50 Days | 100 Days | 0 Days | 50 Days | 100 Days | 0 Days | 50 Days | 100 Days |
| 18 | 168.44 | 152.57 | 143.00 | 251.08 | 225.65 | 209.79 | 346.41 | 314.64 | 295.57 |
| 19 | 168.44 | 152.57 | 143.00 | 251.08 | 225.65 | 209.79 | 346.41 | 314.64 | 295.57 |
| 20 | 168.44 | 152.57 | 143.00 | 251.08 | 225.65 | 209.79 | 346.41 | 314.64 | 295.57 |
| 21 | 168.44 | 152.57 | 143.00 | 251.08 | 225.65 | 209.79 | 346.41 | 314.64 | 295.57 |
| 22 | 168.44 | 152.57 | 143.00 | 251.08 | 225.65 | 209.79 | 346.41 | 314.64 | 295.57 |
| 23 | 168.44 | 152.57 | 143.00 | 251.08 | 225.65 | 209.79 | 346.41 | 314.64 | 295.57 |
| 24 | 168.44 | 152.57 | 143.00 | 251.08 | 225.65 | 209.79 | 346.41 | 314.64 | 295.57 |
| 25 | 168.44 | 152.57 | 143.00 | 251.08 | 225.65 | 209.79 | 346.41 | 314.64 | 295.57 |
| 26 | 168.44 | 152.57 | 143.00 | 251.08 | 225.65 | 209.79 | 346.41 | 314.64 | 295.57 |
| 27 | 168.44 | 152.57 | 143.00 | 251.08 | 225.65 | 209.79 | 346.41 | 314.64 | 295.57 |
| 28 | 168.44 | 152.57 | 143.00 | 251.08 | 225.65 | 209.79 | 346.41 | 314.64 | 295.57 |
| 29 | 168.44 | 152.57 | 143.00 | 251.08 | 225.65 | 209.79 | 346.41 | 314.64 | 295.57 |
| 30 | 168.44 | 152.57 | 143.00 | 251.08 | 225.65 | 209.79 | 346.41 | 314.64 | 295.57 |
| 31 | 168.44 | 152.57 | 143.00 | 251.08 | 225.65 | 209.79 | 346.41 | 314.64 | 295.57 |
| 32 | 168.44 | 152.57 | 143.00 | 251.08 | 225.65 | 209.79 | 346.41 | 314.64 | 295.57 |
| 33 | 168.44 | 152.57 | 143.00 | 251.08 | 225.65 | 209.79 | 346.41 | 314.64 | 295.57 |
| 34 | 168.44 | 152.57 | 143.00 | 251.08 | 225.65 | 209.79 | 346.41 | 314.64 | 295.57 |
| 35 | 168.44 | 152.57 | 143.00 | 251.08 | 225.65 | 209.79 | 346.41 | 314.64 | 295.57 |
| 36 | 168.44 | 152.57 | 143.00 | 251.08 | 225.65 | 209.79 | 346.41 | 314.64 | 295.57 |
| 37 | 168.44 | 152.57 | 143.00 | 251.08 | 225.65 | 209.79 | 346.41 | 314.64 | 295.57 |
| 38 | 168.44 | 152.57 | 143.00 | 251.08 | 225.65 | 209.79 | 346.41 | 314.64 | 295.57 |
| 39 | 168.44 | 152.57 | 143.00 | 251.08 | 225.65 | 209.79 | 346.41 | 314.64 | 295.57 |
| 40 | 168.44 | 152.57 | 143.00 | 251.08 | 225.65 | 209.79 | 346.41 | 314.64 | 295.57 |
| 41 | 168.44 | 152.57 | 143.00 | 251.08 | 225.65 | 209.79 | 346.41 | 314.64 | 295.57 |
| 42 | 168.44 | 152.57 | 143.00 | 251.08 | 225.65 | 209.79 | 346.41 | 314.64 | 295.57 |
| 43 | 168.44 | 152.57 | 143.00 | 251.08 | 225.65 | 209.79 | 346.41 | 314.64 | 295.57 |
| 44 | 168.44 | 152.57 | 143.00 | 251.08 | 225.65 | 209.79 | 346.41 | 314.64 | 295.57 |
| 45 | 168.44 | 152.57 | 143.00 | 251.08 | 225.65 | 209.79 | 346.41 | 314.64 | 295.57 |
| 46 | 171.63 | 155.73 | 146.19 | 257.43 | 232.03 | 212.94 | 352.79 | 321.01 | 301.92 |
| 47 | 174.82 | 158.92 | 149.38 | 260.60 | 235.19 | 216.11 | 359.13 | 327.34 | 305.09 |
| 48 | 177.97 | 162.09 | 149.38 | 263.79 | 238.36 | 222.46 | 362.31 | 330.54 | 311.46 |
| 49 | 181.16 | 165.25 | 152.57 | 270.16 | 244.71 | 225.65 | 365.50 | 333.70 | 311.46 |
| 50 | 181.16 | 165.25 | 152.57 | 273.33 | 247.89 | 228.84 | 371.86 | 336.89 | 314.64 |
| 51 | 184.33 | 168.44 | 155.73 | 279.67 | 254.27 | 235.19 | 378.19 | 343.25 | 321.01 |
| 52 | 193.87 | 171.63 | 158.92 | 289.21 | 260.60 | 241.55 | 384.55 | 352.79 | 330.54 |
| 53 | 200.22 | 177.97 | 165.25 | 301.92 | 273.33 | 254.27 | 400.43 | 365.50 | 340.06 |
| 54 | 209.79 | 187.49 | 174.82 | 317.82 | 289.21 | 270.16 | 416.35 | 378.19 | 352.79 |
| 55 | 219.30 | 200.22 | 187.49 | 340.06 | 308.30 | 289.21 | 435.40 | 394.10 | 368.67 |
| 56 | 235.19 | 212.94 | 197.06 | 359.13 | 327.34 | 305.09 | 457.65 | 413.16 | 384.55 |
| 57 | 251.08 | 225.65 | 209.79 | 384.55 | 349.61 | 327.34 | 483.08 | 438.59 | 406.80 |
| 58 | 266.95 | 241.55 | 225.65 | 413.16 | 375.03 | 349.61 | 514.86 | 464.01 | 432.25 |
| 59 | 289.21 | 260.60 | 241.55 | 441.77 | 403.62 | 378.19 | 546.66 | 492.62 | 457.65 |
| 60 | 311.46 | 279.67 | 257.43 | 476.73 | 432.25 | 403.62 | 584.77 | 527.59 | 489.46 |
| 61 | 336.89 | 301.92 | 276.52 | 508.52 | 464.01 | 432.25 | 622.93 | 562.52 | 521.22 |
| 62 | 362.31 | 324.16 | 298.76 | 543.47 | 495.79 | 464.01 | 664.23 | 600.68 | 559.35 |
| 63 | 384.55 | 346.41 | 321.01 | 575.25 | 524.38 | 492.62 | 705.58 | 638.81 | 594.32 |
| 64 | 413.16 | 371.86 | 343.25 | 610.22 | 556.19 | 518.03 | 750.06 | 680.12 | 632.46 |
| 65 | 441.77 | 397.28 | 368.67 | 641.98 | 584.77 | 546.66 | 794.55 | 721.44 | 670.61 |
| 66 | 476.73 | 429.06 | 397.28 | 686.49 | 622.93 | 581.59 | 845.40 | 769.14 | 718.27 |
| 67 | 521.22 | 467.22 | 432.25 | 743.68 | 673.78 | 629.29 | 908.98 | 826.33 | 769.14 |
| 68 | 568.90 | 514.86 | 476.73 | 813.62 | 740.51 | 689.68 | 978.87 | 889.89 | 829.52 |
| 69 | 622.93 | 562.52 | 521.22 | 896.26 | 813.62 | 759.58 | 1,058.33 | 956.63 | 886.74 |
| 70 | 683.30 | 616.56 | 572.08 | 991.60 | 899.41 | 839.04 | 1,144.17 | 1,032.90 | 956.63 |
| 71 | 753.22 | 680.12 | 632.46 | 1,096.47 | 994.77 | 924.86 | 1,239.47 | 1,115.54 | 1,032.90 |
| 72 | 835.87 | 756.41 | 702.37 | 1,204.54 | 1,093.30 | 1,017.01 | 1,344.38 | 1,210.90 | 1,121.87 |
| 73 | 931.23 | 839.04 | 775.46 | 1,325.31 | 1,198.17 | 1,112.35 | 1,465.14 | 1,318.93 | 1,223.61 |
| 74 | 1,032.90 | 931.23 | 861.29 | 1,452.42 | 1,312.59 | 1,217.23 | 1,598.61 | 1,442.90 | 1,338.00 |
| 75 | 1,147.32 | 1,029.74 | 950.28 | 1,592.26 | 1,436.53 | 1,334.83 | 1,738.47 | 1,573.21 | 1,461.98 |
| 76 | 1,264.92 | 1,134.60 | 1,048.81 | 1,738.47 | 1,570.02 | 1,455.61 | 1,884.66 | 1,709.85 | 1,592.26 |
| 77 | 1,388.87 | 1,249.03 | 1,156.84 | 1,891.01 | 1,706.69 | 1,585.93 | 2,043.58 | 1,856.04 | 1,728.93 |
| 78 | 1,515.99 | 1,363.44 | 1,261.75 | 2,053.10 | 1,859.24 | 1,728.93 | 2,202.48 | 2,002.26 | 1,868.76 |
| 79 | 1,643.11 | 1,481.04 | 1,372.97 | 2,218.39 | 2,011.78 | 1,875.13 | 2,370.92 | 2,154.80 | 2,008.61 |
| 80 | 1,776.58 | 1,601.81 | 1,487.39 | 2,393.16 | 2,177.06 | 2,030.85 | 2,545.71 | 2,313.70 | 2,157.99 |
| 81 | 1,929.15 | 1,744.82 | 1,620.87 | 2,590.20 | 2,358.22 | 2,202.48 | 2,736.43 | 2,485.34 | 2,320.06 |
| 82 | 2,107.12 | 1,906.91 | 1,773.42 | 2,812.70 | 2,564.80 | 2,399.52 | 2,949.35 | 2,682.39 | 2,504.40 |
| 83 | 2,310.53 | 2,094.41 | 1,948.22 | 3,070.13 | 2,799.99 | 2,618.83 | 3,190.90 | 2,901.68 | 2,710.98 |
| 84 | 2,561.61 | 2,320.06 | 2,157.99 | 3,368.89 | 3,070.13 | 2,873.10 | 3,467.40 | 3,155.93 | 2,949.35 |
| 85 | 2,793.64 | 2,529.83 | 2,351.86 | 3,670.81 | 3,346.61 | 3,130.53 | 3,778.86 | 3,438.78 | 3,216.32 |
| 86 | 3,044.69 | 2,758.67 | 2,564.80 | 4,001.32 | 3,648.57 | 3,413.38 | 4,118.92 | 3,747.08 | 3,505.51 |
| 87 | 3,318.02 | 3,006.57 | 2,796.80 | 4,360.49 | 3,975.90 | 3,721.65 | 4,490.76 | 4,083.97 | 3,820.16 |
| 88 | 3,616.79 | 3,276.71 | 3,047.87 | 4,751.38 | 4,335.04 | 4,055.36 | 4,894.39 | 4,452.62 | 4,163.43 |
| 89 | 3,940.95 | 3,572.30 | 3,321.20 | 5,180.44 | 4,725.95 | 4,420.86 | 5,336.17 | 4,853.09 | 4,538.44 |
| 90 | 4,296.89 | 3,893.27 | 3,619.94 | 5,647.64 | 5,151.82 | 4,818.13 | 5,816.09 | 5,288.49 | 4,948.44 |
| 91 | 4,684.65 | 4,242.89 | 3,947.31 | 6,156.15 | 5,615.84 | 5,250.36 | 6,340.47 | 5,765.22 | 5,393.38 |
| 92 | 5,107.33 | 4,624.26 | 4,303.27 | 6,709.16 | 6,121.18 | 5,723.91 | 6,912.56 | 6,283.26 | 5,879.64 |
| 93 | 5,568.18 | 5,040.59 | 4,691.00 | 7,313.00 | 6,671.02 | 6,238.77 | 7,535.46 | 6,848.99 | 6,410.40 |
| 94 | 6,070.33 | 5,495.08 | 5,113.69 | 7,970.88 | 7,271.68 | 6,801.29 | 8,212.41 | 7,465.57 | 6,988.83 |

Exhibit III
Genworth Life Insurance Company
67\% Increase to Current Year Premiums

Form: 7000,7020 , et al
Annual Premiums per $\$ 10$ Daily Benefit

|  |  |  |  | 4 Ye | r Benefit Period |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Issue | Elimination Period | No Benefit Increase Option Elimination Period | Elimination Period | Elimination Period | Simple Benefit Increase Option Elimination Period | Elimination Period | Elimination Period | Compound Benefit Increase Option Elimination Period | Elimination Period |
| Age | 0 Days | 50 Days | 100 Days | 0 Days | 50 Days | 100 Days | 0 Days | 50 Days | 100 Days |
| 18 | 146.19 | 127.12 | 114.43 | 203.41 | 187.49 | 177.97 | 292.40 | 266.95 | 251.08 |
| 19 | 146.19 | 127.12 | 114.43 | 203.41 | 187.49 | 177.97 | 292.40 | 266.95 | 251.08 |
| 20 | 146.19 | 127.12 | 114.43 | 203.41 | 187.49 | 177.97 | 292.40 | 266.95 | 251.08 |
| 21 | 146.19 | 127.12 | 114.43 | 203.41 | 187.49 | 177.97 | 292.40 | 266.95 | 251.08 |
| 22 | 146.19 | 127.12 | 114.43 | 203.41 | 187.49 | 177.97 | 292.40 | 266.95 | 251.08 |
| 23 | 146.19 | 127.12 | 114.43 | 203.41 | 187.49 | 177.97 | 292.40 | 266.95 | 251.08 |
| 24 | 146.19 | 127.12 | 114.43 | 203.41 | 187.49 | 177.97 | 292.40 | 266.95 | 251.08 |
| 25 | 146.19 | 127.12 | 114.43 | 203.41 | 187.49 | 177.97 | 292.40 | 266.95 | 251.08 |
| 26 | 146.19 | 127.12 | 114.43 | 203.41 | 187.49 | 177.97 | 292.40 | 266.95 | 251.08 |
| 27 | 146.19 | 127.12 | 114.43 | 203.41 | 187.49 | 177.97 | 292.40 | 266.95 | 251.08 |
| 28 | 146.19 | 127.12 | 114.43 | 203.41 | 187.49 | 177.97 | 292.40 | 266.95 | 251.08 |
| 29 | 146.19 | 127.12 | 114.43 | 203.41 | 187.49 | 177.97 | 292.40 | 266.95 | 251.08 |
| 30 | 146.19 | 127.12 | 114.43 | 203.41 | 187.49 | 177.97 | 292.40 | 266.95 | 251.08 |
| 31 | 146.19 | 127.12 | 114.43 | 203.41 | 187.49 | 177.97 | 292.40 | 266.95 | 251.08 |
| 32 | 146.19 | 127.12 | 114.43 | 203.41 | 187.49 | 177.97 | 292.40 | 266.95 | 251.08 |
| 33 | 146.19 | 127.12 | 114.43 | 203.41 | 187.49 | 177.97 | 292.40 | 266.95 | 251.08 |
| 34 | 146.19 | 127.12 | 114.43 | 203.41 | 187.49 | 177.97 | 292.40 | 266.95 | 251.08 |
| 35 | 146.19 | 127.12 | 114.43 | 203.41 | 187.49 | 177.97 | 292.40 | 266.95 | 251.08 |
| 36 | 146.19 | 127.12 | 114.43 | 203.41 | 187.49 | 177.97 | 292.40 | 266.95 | 251.08 |
| 37 | 146.19 | 127.12 | 114.43 | 203.41 | 187.49 | 177.97 | 292.40 | 266.95 | 251.08 |
| 38 | 146.19 | 127.12 | 114.43 | 203.41 | 187.49 | 177.97 | 292.40 | 266.95 | 251.08 |
| 39 | 146.19 | 127.12 | 114.43 | 203.41 | 187.49 | 177.97 | 292.40 | 266.95 | 251.08 |
| 40 | 146.19 | 127.12 | 114.43 | 203.41 | 187.49 | 177.97 | 292.40 | 266.95 | 251.08 |
| 41 | 146.19 | 127.12 | 114.43 | 203.41 | 187.49 | 177.97 | 292.40 | 266.95 | 251.08 |
| 42 | 146.19 | 127.12 | 114.43 | 203.41 | 187.49 | 177.97 | 292.40 | 266.95 | 251.08 |
| 43 | 146.19 | 127.12 | 114.43 | 203.41 | 187.49 | 177.97 | 292.40 | 266.95 | 251.08 |
| 44 | 146.19 | 127.12 | 114.43 | 203.41 | 187.49 | 177.97 | 292.40 | 266.95 | 251.08 |
| 45 | 146.19 | 127.12 | 114.43 | 203.41 | 187.49 | 177.97 | 292.40 | 266.95 | 251.08 |
| 46 | 149.38 | 127.12 | 114.43 | 206.58 | 190.70 | 181.16 | 295.57 | 270.16 | 254.27 |
| 47 | 149.38 | 130.33 | 117.60 | 209.79 | 193.87 | 184.33 | 298.76 | 276.52 | 260.60 |
| 48 | 152.57 | 133.48 | 120.76 | 212.94 | 197.06 | 187.49 | 301.92 | 279.67 | 263.79 |
| 49 | 152.57 | 133.48 | 120.76 | 216.11 | 200.22 | 187.49 | 305.09 | 279.67 | 263.79 |
| 50 | 155.73 | 136.67 | 123.95 | 219.30 | 203.41 | 190.70 | 308.30 | 282.85 | 266.95 |
| 51 | 158.92 | 136.67 | 123.95 | 225.65 | 206.58 | 193.87 | 314.64 | 289.21 | 270.16 |
| 52 | 158.92 | 143.00 | 130.33 | 235.19 | 216.11 | 203.41 | 324.16 | 292.40 | 273.33 |
| 53 | 165.25 | 149.38 | 136.67 | 247.89 | 225.65 | 209.79 | 333.70 | 301.92 | 282.85 |
| 54 | 174.82 | 155.73 | 143.00 | 260.60 | 235.19 | 219.30 | 346.41 | 314.64 | 292.40 |
| 55 | 184.33 | 165.25 | 152.57 | 276.52 | 251.08 | 232.03 | 362.31 | 324.16 | 298.76 |
| 56 | 193.87 | 171.63 | 158.92 | 295.57 | 266.95 | 247.89 | 381.38 | 340.06 | 311.46 |
| 57 | 206.58 | 184.33 | 171.63 | 317.82 | 286.04 | 263.79 | 403.62 | 359.13 | 330.54 |
| 58 | 222.46 | 200.22 | 184.33 | 340.06 | 305.09 | 282.85 | 429.06 | 378.19 | 346.41 |
| 59 | 241.55 | 216.11 | 197.06 | 368.67 | 327.34 | 301.92 | 460.84 | 406.80 | 371.86 |
| 60 | 257.43 | 228.84 | 209.79 | 397.28 | 355.94 | 327.34 | 492.62 | 435.40 | 397.28 |
| 61 | 279.67 | 247.89 | 228.84 | 432.25 | 381.38 | 349.61 | 524.38 | 464.01 | 425.87 |
| 62 | 301.92 | 270.16 | 247.89 | 460.84 | 410.00 | 378.19 | 562.52 | 498.98 | 454.49 |
| 63 | 324.16 | 286.04 | 260.60 | 489.46 | 438.59 | 403.62 | 597.49 | 527.59 | 479.89 |
| 64 | 343.25 | 305.09 | 279.67 | 521.22 | 467.22 | 432.25 | 629.29 | 556.19 | 508.52 |
| 65 | 368.67 | 324.16 | 295.57 | 553.00 | 498.98 | 460.84 | 664.23 | 584.77 | 533.95 |
| 66 | 397.28 | 352.79 | 321.01 | 587.97 | 530.76 | 492.62 | 702.37 | 622.93 | 568.90 |
| 67 | 432.25 | 381.38 | 349.61 | 635.64 | 575.25 | 533.95 | 753.22 | 667.43 | 610.22 |
| 68 | 473.55 | 419.52 | 384.55 | 696.02 | 626.12 | 578.44 | 813.62 | 721.44 | 657.88 |
| 69 | 518.03 | 460.84 | 422.68 | 759.58 | 680.12 | 629.29 | 877.17 | 778.65 | 715.09 |
| 70 | 568.90 | 505.33 | 464.01 | 835.87 | 746.89 | 686.49 | 947.11 | 845.40 | 775.46 |
| 71 | 626.12 | 559.35 | 514.86 | 918.50 | 816.80 | 750.06 | 1,023.38 | 915.31 | 845.40 |
| 72 | 692.85 | 619.74 | 568.90 | 1,007.49 | 896.26 | 819.95 | 1,115.54 | 997.96 | 921.66 |
| 73 | 772.31 | 689.68 | 635.64 | 1,102.83 | 982.04 | 899.41 | 1,220.42 | 1,093.30 | 1,007.49 |
| 74 | 858.11 | 765.95 | 705.58 | 1,207.71 | 1,071.05 | 982.04 | 1,338.00 | 1,194.99 | 1,099.63 |
| 75 | 953.47 | 851.77 | 785.03 | 1,318.93 | 1,172.74 | 1,077.38 | 1,461.98 | 1,303.07 | 1,198.17 |
| 76 | 1,058.33 | 943.92 | 867.65 | 1,439.71 | 1,284.00 | 1,179.09 | 1,595.45 | 1,420.65 | 1,303.07 |
| 77 | 1,166.41 | 1,039.26 | 956.63 | 1,573.21 | 1,404.77 | 1,290.34 | 1,732.09 | 1,544.60 | 1,417.46 |
| 78 | 1,280.79 | 1,144.17 | 1,051.98 | 1,709.85 | 1,528.72 | 1,407.93 | 1,875.13 | 1,668.55 | 1,531.87 |
| 79 | 1,398.39 | 1,249.03 | 1,150.50 | 1,856.04 | 1,659.03 | 1,528.72 | 2,018.14 | 1,798.87 | 1,652.67 |
| 80 | 1,522.36 | 1,360.25 | 1,252.20 | 2,011.78 | 1,802.03 | 1,662.20 | 2,170.70 | 1,938.70 | 1,782.96 |
| 81 | 1,665.36 | 1,487.39 | 1,369.80 | 2,183.42 | 1,960.95 | 1,811.55 | 2,339.15 | 2,088.07 | 1,922.80 |
| 82 | 1,827.45 | 1,633.58 | 1,503.28 | 2,377.28 | 2,135.75 | 1,973.64 | 2,523.47 | 2,256.52 | 2,078.55 |
| 83 | 2,014.96 | 1,798.87 | 1,655.82 | 2,596.58 | 2,332.77 | 2,157.99 | 2,739.58 | 2,450.37 | 2,256.52 |
| 84 | 2,234.26 | 1,999.09 | 1,840.17 | 2,844.48 | 2,555.27 | 2,364.55 | 2,981.13 | 2,666.49 | 2,456.74 |
| 85 | 2,434.49 | 2,180.24 | 2,005.44 | 3,101.91 | 2,784.07 | 2,577.51 | 3,248.12 | 2,908.02 | 2,679.21 |
| 86 | 2,653.80 | 2,377.28 | 2,186.58 | 3,381.58 | 3,035.17 | 2,809.51 | 3,540.48 | 3,168.66 | 2,920.75 |
| 87 | 2,892.16 | 2,590.20 | 2,383.64 | 3,686.69 | 3,308.50 | 3,063.75 | 3,858.30 | 3,454.70 | 3,184.54 |
| 88 | 3,152.78 | 2,822.23 | 2,599.76 | 4,017.22 | 3,607.23 | 3,340.27 | 4,204.76 | 3,766.15 | 3,470.59 |
| 89 | 3,435.62 | 3,076.47 | 2,834.94 | 4,379.52 | 3,931.41 | 3,642.19 | 4,582.95 | 4,106.21 | 3,782.03 |
| 90 | 3,743.89 | 3,352.99 | 3,089.20 | 4,773.63 | 4,284.18 | 3,969.56 | 4,996.11 | 4,474.87 | 4,122.11 |
| 91 | 4,080.78 | 3,654.91 | 3,365.68 | 5,202.68 | 4,668.75 | 4,325.52 | 5,444.23 | 4,878.52 | 4,493.95 |
| 92 | 4,449.46 | 3,985.46 | 3,667.64 | 5,669.88 | 5,088.27 | 4,713.24 | 5,933.68 | 5,317.11 | 4,897.59 |
| 93 | 4,849.90 | 4,344.59 | 3,998.15 | 6,181.56 | 5,545.94 | 5,135.95 | 6,467.61 | 5,797.00 | 5,339.36 |
| 94 | 5,285.32 | 4,735.49 | 4,357.28 | 6,737.75 | 6,044.90 | 5,596.79 | 7,049.20 | 6,318.23 | 5,819.25 |

Exhibit III
Genworth Life Insurance Company
67\% Increase to Current Year Premiums

Form: 7000,7020 , et al
Annual Premiums per $\$ 10$ Daily Benefit

3 Year Benefit Period

| Issue | Elimination Period | No Benefit Increase Option Elimination Period | Elimination Period | Elimination Period | Simple Benefit Increase Option Elimination Period | Elimination Period | Elimination Period | Compound Benefit Increase Option Elimination Period | Elimination Period |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Age | 0 Days | 50 Days | 100 Days | 0 Days | 50 Days | 100 Days | 0 Days | 50 Days | 100 Days |
| 18 | 127.12 | 111.24 | 101.70 | 181.16 | 165.25 | 152.57 | 257.43 | 232.03 | 216.11 |
| 19 | 127.12 | 111.24 | 101.70 | 181.16 | 165.25 | 152.57 | 257.43 | 232.03 | 216.11 |
| 20 | 127.12 | 111.24 | 101.70 | 181.16 | 165.25 | 152.57 | 257.43 | 232.03 | 216.11 |
| 21 | 127.12 | 111.24 | 101.70 | 181.16 | 165.25 | 152.57 | 257.43 | 232.03 | 216.11 |
| 22 | 127.12 | 111.24 | 101.70 | 181.16 | 165.25 | 152.57 | 257.43 | 232.03 | 216.11 |
| 23 | 127.12 | 111.24 | 101.70 | 181.16 | 165.25 | 152.57 | 257.43 | 232.03 | 216.11 |
| 24 | 127.12 | 111.24 | 101.70 | 181.16 | 165.25 | 152.57 | 257.43 | 232.03 | 216.11 |
| 25 | 127.12 | 111.24 | 101.70 | 181.16 | 165.25 | 152.57 | 257.43 | 232.03 | 216.11 |
| 26 | 127.12 | 111.24 | 101.70 | 181.16 | 165.25 | 152.57 | 257.43 | 232.03 | 216.11 |
| 27 | 127.12 | 111.24 | 101.70 | 181.16 | 165.25 | 152.57 | 257.43 | 232.03 | 216.11 |
| 28 | 127.12 | 111.24 | 101.70 | 181.16 | 165.25 | 152.57 | 257.43 | 232.03 | 216.11 |
| 29 | 127.12 | 111.24 | 101.70 | 181.16 | 165.25 | 152.57 | 257.43 | 232.03 | 216.11 |
| 30 | 127.12 | 111.24 | 101.70 | 181.16 | 165.25 | 152.57 | 257.43 | 232.03 | 216.11 |
| 31 | 127.12 | 111.24 | 101.70 | 181.16 | 165.25 | 152.57 | 257.43 | 232.03 | 216.11 |
| 32 | 127.12 | 111.24 | 101.70 | 181.16 | 165.25 | 152.57 | 257.43 | 232.03 | 216.11 |
| 33 | 127.12 | 111.24 | 101.70 | 181.16 | 165.25 | 152.57 | 257.43 | 232.03 | 216.11 |
| 34 | 127.12 | 111.24 | 101.70 | 181.16 | 165.25 | 152.57 | 257.43 | 232.03 | 216.11 |
| 35 | 127.12 | 111.24 | 101.70 | 181.16 | 165.25 | 152.57 | 257.43 | 232.03 | 216.11 |
| 36 | 127.12 | 111.24 | 101.70 | 181.16 | 165.25 | 152.57 | 257.43 | 232.03 | 216.11 |
| 37 | 127.12 | 111.24 | 101.70 | 181.16 | 165.25 | 152.57 | 257.43 | 232.03 | 216.11 |
| 38 | 127.12 | 111.24 | 101.70 | 181.16 | 165.25 | 152.57 | 257.43 | 232.03 | 216.11 |
| 39 | 127.12 | 111.24 | 101.70 | 181.16 | 165.25 | 152.57 | 257.43 | 232.03 | 216.11 |
| 40 | 127.12 | 111.24 | 101.70 | 181.16 | 165.25 | 152.57 | 257.43 | 232.03 | 216.11 |
| 41 | 127.12 | 111.24 | 101.70 | 181.16 | 165.25 | 152.57 | 257.43 | 232.03 | 216.11 |
| 42 | 127.12 | 111.24 | 101.70 | 181.16 | 165.25 | 152.57 | 257.43 | 232.03 | 216.11 |
| 43 | 127.12 | 111.24 | 101.70 | 181.16 | 165.25 | 152.57 | 257.43 | 232.03 | 216.11 |
| 44 | 127.12 | 111.24 | 101.70 | 181.16 | 165.25 | 152.57 | 257.43 | 232.03 | 216.11 |
| 45 | 127.12 | 111.24 | 101.70 | 181.16 | 165.25 | 152.57 | 257.43 | 232.03 | 216.11 |
| 46 | 130.33 | 123.95 | 104.88 | 184.33 | 168.44 | 155.73 | 260.60 | 235.19 | 219.30 |
| 47 | 133.48 | 127.12 | 108.05 | 187.49 | 171.63 | 158.92 | 266.95 | 241.55 | 222.46 |
| 48 | 133.48 | 127.12 | 108.05 | 190.70 | 171.63 | 158.92 | 270.16 | 244.71 | 225.65 |
| 49 | 136.67 | 127.12 | 108.05 | 193.87 | 174.82 | 162.09 | 273.33 | 247.89 | 228.84 |
| 50 | 136.67 | 130.33 | 111.24 | 197.06 | 177.97 | 165.25 | 273.33 | 247.89 | 228.84 |
| 51 | 139.85 | 133.48 | 114.43 | 203.41 | 181.16 | 168.44 | 279.67 | 251.08 | 232.03 |
| 52 | 143.00 | 136.67 | 114.43 | 206.58 | 187.49 | 174.82 | 286.04 | 257.43 | 238.36 |
| 53 | 149.38 | 139.85 | 117.60 | 219.30 | 197.06 | 181.16 | 295.57 | 263.79 | 244.71 |
| 54 | 155.73 | 146.19 | 123.95 | 232.03 | 209.79 | 193.87 | 305.09 | 273.33 | 251.08 |
| 55 | 162.09 | 152.57 | 130.33 | 247.89 | 222.46 | 203.41 | 321.01 | 286.04 | 260.60 |
| 56 | 171.63 | 162.09 | 139.85 | 260.60 | 235.19 | 216.11 | 336.89 | 298.76 | 273.33 |
| 57 | 184.33 | 174.82 | 149.38 | 279.67 | 251.08 | 232.03 | 352.79 | 314.64 | 289.21 |
| 58 | 200.22 | 187.49 | 158.92 | 301.92 | 270.16 | 247.89 | 378.19 | 333.70 | 301.92 |
| 59 | 212.94 | 203.41 | 171.63 | 327.34 | 289.21 | 263.79 | 403.62 | 355.94 | 324.16 |
| 60 | 232.03 | 219.30 | 187.49 | 349.61 | 308.30 | 282.85 | 432.25 | 381.38 | 346.41 |
| 61 | 251.08 | 235.19 | 203.41 | 378.19 | 333.70 | 301.92 | 464.01 | 410.00 | 371.86 |
| 62 | 270.16 | 254.27 | 216.11 | 406.80 | 359.13 | 327.34 | 492.62 | 432.25 | 394.10 |
| 63 | 289.21 | 273.33 | 235.19 | 432.25 | 381.38 | 349.61 | 521.22 | 460.84 | 419.52 |
| 64 | 308.30 | 292.40 | 251.08 | 460.84 | 410.00 | 375.03 | 553.00 | 486.25 | 441.77 |
| 65 | 330.54 | 311.46 | 266.95 | 489.46 | 435.40 | 400.43 | 581.59 | 514.86 | 470.37 |
| 66 | 352.79 | 333.70 | 286.04 | 524.38 | 470.37 | 432.25 | 619.74 | 546.66 | 498.98 |
| 67 | 384.55 | 365.50 | 311.46 | 568.90 | 508.52 | 467.22 | 661.05 | 584.77 | 533.95 |
| 68 | 419.52 | 397.28 | 340.06 | 613.39 | 549.83 | 505.33 | 711.92 | 629.29 | 575.25 |
| 69 | 460.84 | 438.59 | 375.03 | 670.61 | 597.49 | 546.66 | 769.14 | 680.12 | 622.93 |
| 70 | 505.33 | 479.89 | 413.16 | 730.98 | 648.36 | 594.32 | 832.68 | 737.34 | 673.78 |
| 71 | 556.19 | 530.76 | 454.49 | 797.71 | 708.73 | 648.36 | 902.60 | 800.90 | 734.17 |
| 72 | 613.39 | 587.97 | 505.33 | 877.17 | 775.46 | 708.73 | 978.87 | 870.82 | 797.71 |
| 73 | 683.30 | 651.53 | 559.35 | 962.99 | 851.77 | 778.65 | 1,067.86 | 950.28 | 874.01 |
| 74 | 759.58 | 724.61 | 619.74 | 1,055.14 | 934.38 | 854.92 | 1,166.41 | 1,039.26 | 953.47 |
| 75 | 845.40 | 804.07 | 686.49 | 1,156.84 | 1,023.38 | 934.38 | 1,274.44 | 1,134.60 | 1,039.26 |
| 76 | 934.38 | 886.74 | 756.41 | 1,264.92 | 1,118.72 | 1,023.38 | 1,385.68 | 1,229.96 | 1,128.25 |
| 77 | 1,032.90 | 978.87 | 839.04 | 1,382.53 | 1,223.61 | 1,118.72 | 1,506.47 | 1,338.00 | 1,226.78 |
| 78 | 1,134.60 | 1,077.38 | 921.66 | 1,500.11 | 1,331.66 | 1,220.42 | 1,624.06 | 1,446.09 | 1,325.31 |
| 79 | 1,239.47 | 1,175.93 | 1,007.49 | 1,620.87 | 1,442.90 | 1,325.31 | 1,748.01 | 1,554.12 | 1,427.02 |
| 80 | 1,347.56 | 1,284.00 | 1,102.83 | 1,754.34 | 1,563.69 | 1,436.53 | 1,884.66 | 1,671.72 | 1,531.87 |
| 81 | 1,474.66 | 1,407.93 | 1,207.71 | 1,900.56 | 1,697.15 | 1,560.50 | 2,024.51 | 1,798.87 | 1,649.48 |
| 82 | 1,614.51 | 1,544.60 | 1,328.49 | 2,065.82 | 1,843.36 | 1,697.15 | 2,186.58 | 1,941.88 | 1,779.79 |
| 83 | 1,782.96 | 1,703.52 | 1,465.14 | 2,250.16 | 2,011.78 | 1,852.88 | 2,367.74 | 2,103.97 | 1,929.15 |
| 84 | 1,973.64 | 1,887.85 | 1,620.87 | 2,469.45 | 2,205.67 | 2,030.85 | 2,574.34 | 2,288.28 | 2,097.60 |
| 85 | 2,151.61 | 2,056.30 | 1,767.06 | 2,691.94 | 2,402.71 | 2,215.20 | 2,806.32 | 2,494.88 | 2,285.13 |
| 86 | 2,345.50 | 2,240.64 | 1,925.98 | 2,933.47 | 2,618.83 | 2,415.42 | 3,057.42 | 2,720.53 | 2,491.69 |
| 87 | 2,555.27 | 2,440.86 | 2,100.79 | 3,197.27 | 2,854.01 | 2,631.54 | 3,333.92 | 2,965.24 | 2,717.34 |
| 88 | 2,784.07 | 2,660.14 | 2,288.28 | 3,486.48 | 3,111.44 | 2,869.90 | 3,632.67 | 3,232.22 | 2,962.08 |
| 89 | 3,035.17 | 2,898.50 | 2,494.88 | 3,801.10 | 3,391.14 | 3,127.33 | 3,960.00 | 3,524.60 | 3,229.05 |
| 90 | 3,308.50 | 3,159.11 | 2,720.53 | 4,144.36 | 3,696.21 | 3,410.21 | 4,315.98 | 3,842.40 | 3,518.24 |
| 91 | 3,607.23 | 3,441.97 | 2,965.24 | 4,516.20 | 4,029.94 | 3,718.46 | 4,703.71 | 4,188.84 | 3,836.06 |
| 92 | 3,931.41 | 3,750.27 | 3,232.22 | 4,923.01 | 4,392.25 | 4,052.19 | 5,126.42 | 4,567.05 | 4,182.52 |
| 93 | 4,284.18 | 4,087.16 | 3,524.60 | 5,364.77 | 4,786.35 | 4,417.65 | 5,587.24 | 4,977.05 | 4,557.50 |
| 94 | 4,668.75 | 4,455.81 | 3,842.40 | 5,847.86 | 5,218.58 | 4,814.93 | 6,089.42 | 5,425.15 | 4,967.50 |

Exhibit III
Genworth Life Insurance Company
67\% Increase to Current Year Premiums

Form: 7000, 7020, et al
Annual Premiums per $\$ 10$ Daily Benefit

2 Year Benefit Period

| Issue | Elimination Period | No Benefit Increase Option Elimination Period | Elimination Period | Elimination Period | Simple Benefit Increase Option Elimination Period | Elimination Period | Elimination Period | Compound Benefit Increase Option Elimination Period | Elimination Period |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Age | 0 Days | 50 Days | 100 Days | 0 Days | 50 Days | 100 Days | 0 Days | 50 Days | 100 Days |
| 18 | 104.88 | 92.18 | 82.63 | 149.38 | 127.12 | 114.43 | 206.58 | 181.16 | 162.09 |
| 19 | 104.88 | 92.18 | 82.63 | 149.38 | 127.12 | 114.43 | 206.58 | 181.16 | 162.09 |
| 20 | 104.88 | 92.18 | 82.63 | 149.38 | 127.12 | 114.43 | 206.58 | 181.16 | 162.09 |
| 21 | 104.88 | 92.18 | 82.63 | 149.38 | 127.12 | 114.43 | 206.58 | 181.16 | 162.09 |
| 22 | 104.88 | 92.18 | 82.63 | 149.38 | 127.12 | 114.43 | 206.58 | 181.16 | 162.09 |
| 23 | 104.88 | 92.18 | 82.63 | 149.38 | 127.12 | 114.43 | 206.58 | 181.16 | 162.09 |
| 24 | 104.88 | 92.18 | 82.63 | 149.38 | 127.12 | 114.43 | 206.58 | 181.16 | 162.09 |
| 25 | 104.88 | 92.18 | 82.63 | 149.38 | 127.12 | 114.43 | 206.58 | 181.16 | 162.09 |
| 26 | 104.88 | 92.18 | 82.63 | 149.38 | 127.12 | 114.43 | 206.58 | 181.16 | 162.09 |
| 27 | 104.88 | 92.18 | 82.63 | 149.38 | 127.12 | 114.43 | 206.58 | 181.16 | 162.09 |
| 28 | 104.88 | 92.18 | 82.63 | 149.38 | 127.12 | 114.43 | 206.58 | 181.16 | 162.09 |
| 29 | 104.88 | 92.18 | 82.63 | 149.38 | 127.12 | 114.43 | 206.58 | 181.16 | 162.09 |
| 30 | 104.88 | 92.18 | 82.63 | 149.38 | 127.12 | 114.43 | 206.58 | 181.16 | 162.09 |
| 31 | 104.88 | 92.18 | 82.63 | 149.38 | 127.12 | 114.43 | 206.58 | 181.16 | 162.09 |
| 32 | 104.88 | 92.18 | 82.63 | 149.38 | 127.12 | 114.43 | 206.58 | 181.16 | 162.09 |
| 33 | 104.88 | 92.18 | 82.63 | 149.38 | 127.12 | 114.43 | 206.58 | 181.16 | 162.09 |
| 34 | 104.88 | 92.18 | 82.63 | 149.38 | 127.12 | 114.43 | 206.58 | 181.16 | 162.09 |
| 35 | 104.88 | 92.18 | 82.63 | 149.38 | 127.12 | 114.43 | 206.58 | 181.16 | 162.09 |
| 36 | 104.88 | 92.18 | 82.63 | 149.38 | 127.12 | 114.43 | 206.58 | 181.16 | 162.09 |
| 37 | 104.88 | 92.18 | 82.63 | 149.38 | 127.12 | 114.43 | 206.58 | 181.16 | 162.09 |
| 38 | 104.88 | 92.18 | 82.63 | 149.38 | 127.12 | 114.43 | 206.58 | 181.16 | 162.09 |
| 39 | 104.88 | 92.18 | 82.63 | 149.38 | 127.12 | 114.43 | 206.58 | 181.16 | 162.09 |
| 40 | 104.88 | 92.18 | 82.63 | 149.38 | 127.12 | 114.43 | 206.58 | 181.16 | 162.09 |
| 41 | 104.88 | 92.18 | 82.63 | 149.38 | 127.12 | 114.43 | 206.58 | 181.16 | 162.09 |
| 42 | 104.88 | 92.18 | 82.63 | 149.38 | 127.12 | 114.43 | 206.58 | 181.16 | 162.09 |
| 43 | 104.88 | 92.18 | 82.63 | 149.38 | 127.12 | 114.43 | 206.58 | 181.16 | 162.09 |
| 44 | 104.88 | 92.18 | 82.63 | 149.38 | 127.12 | 114.43 | 206.58 | 181.16 | 162.09 |
| 45 | 104.88 | 92.18 | 82.63 | 149.38 | 127.12 | 114.43 | 206.58 | 181.16 | 162.09 |
| 46 | 104.88 | 92.18 | 85.80 | 152.57 | 130.33 | 117.60 | 209.79 | 184.33 | 165.25 |
| 47 | 108.05 | 95.36 | 85.80 | 155.73 | 133.48 | 120.76 | 216.11 | 187.49 | 168.44 |
| 48 | 108.05 | 95.36 | 85.80 | 158.92 | 136.67 | 123.95 | 216.11 | 190.70 | 171.63 |
| 49 | 111.24 | 98.51 | 88.98 | 158.92 | 136.67 | 123.95 | 219.30 | 190.70 | 171.63 |
| 50 | 111.24 | 98.51 | 88.98 | 158.92 | 139.85 | 127.12 | 222.46 | 193.87 | 174.82 |
| 51 | 114.43 | 98.51 | 88.98 | 162.09 | 143.00 | 130.33 | 225.65 | 193.87 | 174.82 |
| 52 | 114.43 | 101.70 | 92.18 | 168.44 | 146.19 | 133.48 | 228.84 | 200.22 | 181.16 |
| 53 | 120.76 | 104.88 | 95.36 | 177.97 | 155.73 | 143.00 | 238.36 | 206.58 | 187.49 |
| 54 | 123.95 | 108.05 | 98.51 | 187.49 | 165.25 | 149.38 | 247.89 | 216.11 | 193.87 |
| 55 | 133.48 | 117.60 | 104.88 | 200.22 | 174.82 | 158.92 | 254.27 | 222.46 | 203.41 |
| 56 | 139.85 | 120.76 | 108.05 | 209.79 | 184.33 | 168.44 | 266.95 | 232.03 | 209.79 |
| 57 | 152.57 | 130.33 | 114.43 | 225.65 | 200.22 | 181.16 | 282.85 | 247.89 | 222.46 |
| 58 | 162.09 | 139.85 | 123.95 | 241.55 | 212.94 | 193.87 | 298.76 | 263.79 | 238.36 |
| 59 | 174.82 | 152.57 | 136.67 | 260.60 | 225.65 | 203.41 | 321.01 | 279.67 | 251.08 |
| 60 | 190.70 | 165.25 | 149.38 | 279.67 | 244.71 | 219.30 | 340.06 | 298.76 | 270.16 |
| 61 | 203.41 | 177.97 | 162.09 | 298.76 | 260.60 | 235.19 | 365.50 | 321.01 | 292.40 |
| 62 | 222.46 | 197.06 | 177.97 | 324.16 | 279.67 | 251.08 | 387.76 | 340.06 | 308.30 |
| 63 | 238.36 | 209.79 | 190.70 | 346.41 | 301.92 | 270.16 | 413.16 | 362.31 | 330.54 |
| 64 | 251.08 | 222.46 | 203.41 | 371.86 | 324.16 | 292.40 | 435.40 | 381.38 | 346.41 |
| 65 | 266.95 | 235.19 | 216.11 | 397.28 | 346.41 | 311.46 | 460.84 | 406.80 | 368.67 |
| 66 | 286.04 | 254.27 | 235.19 | 429.06 | 375.03 | 336.89 | 489.46 | 429.06 | 390.91 |
| 67 | 311.46 | 276.52 | 251.08 | 460.84 | 400.43 | 362.31 | 524.38 | 464.01 | 422.68 |
| 68 | 340.06 | 301.92 | 276.52 | 495.79 | 432.25 | 390.91 | 568.90 | 498.98 | 451.30 |
| 69 | 371.86 | 330.54 | 301.92 | 533.95 | 470.37 | 425.87 | 613.39 | 537.11 | 486.25 |
| 70 | 410.00 | 365.50 | 333.70 | 575.25 | 505.33 | 457.65 | 661.05 | 578.44 | 521.22 |
| 71 | 451.30 | 400.43 | 368.67 | 622.93 | 546.66 | 495.79 | 715.09 | 626.12 | 568.90 |
| 72 | 498.98 | 444.92 | 406.80 | 680.12 | 597.49 | 543.47 | 778.65 | 680.12 | 613.39 |
| 73 | 553.00 | 489.46 | 448.13 | 750.06 | 657.88 | 597.49 | 842.20 | 740.51 | 670.61 |
| 74 | 613.39 | 540.28 | 492.62 | 829.52 | 727.82 | 657.88 | 915.31 | 807.28 | 734.17 |
| 75 | 680.12 | 597.49 | 540.28 | 912.14 | 800.90 | 724.61 | 991.60 | 874.01 | 797.71 |
| 76 | 753.22 | 657.88 | 594.32 | 1,001.11 | 877.17 | 794.55 | 1,074.23 | 953.47 | 870.82 |
| 77 | 832.68 | 727.82 | 657.88 | 1,093.30 | 956.63 | 867.65 | 1,163.22 | 1,029.74 | 940.74 |
| 78 | 912.14 | 800.90 | 724.61 | 1,182.29 | 1,036.08 | 940.74 | 1,252.20 | 1,109.20 | 1,013.84 |
| 79 | 994.77 | 877.17 | 797.71 | 1,271.27 | 1,118.72 | 1,017.01 | 1,347.56 | 1,188.66 | 1,080.57 |
| 80 | 1,083.76 | 962.99 | 880.36 | 1,366.63 | 1,204.54 | 1,096.47 | 1,449.26 | 1,274.44 | 1,156.84 |
| 81 | 1,185.47 | 1,055.14 | 969.35 | 1,474.66 | 1,299.88 | 1,182.29 | 1,560.50 | 1,366.63 | 1,239.47 |
| 82 | 1,299.88 | 1,160.03 | 1,067.86 | 1,595.45 | 1,407.93 | 1,280.79 | 1,678.07 | 1,471.50 | 1,331.66 |
| 83 | 1,433.36 | 1,277.63 | 1,172.74 | 1,735.28 | 1,531.87 | 1,395.22 | 1,814.74 | 1,585.93 | 1,433.36 |
| 84 | 1,585.93 | 1,411.12 | 1,296.69 | 1,900.56 | 1,678.07 | 1,528.72 | 1,967.29 | 1,722.57 | 1,560.50 |
| 85 | 1,728.93 | 1,538.24 | 1,414.29 | 2,072.17 | 1,830.64 | 1,665.36 | 2,145.28 | 1,878.32 | 1,700.33 |
| 86 | 1,884.66 | 1,678.07 | 1,541.44 | 2,259.69 | 1,995.88 | 1,814.74 | 2,339.15 | 2,046.75 | 1,852.88 |
| 87 | 2,053.10 | 1,830.64 | 1,681.27 | 2,463.10 | 2,177.06 | 1,976.85 | 2,548.89 | 2,231.07 | 2,018.14 |
| 88 | 2,237.45 | 1,995.88 | 1,833.79 | 2,685.56 | 2,374.12 | 2,154.80 | 2,777.74 | 2,431.29 | 2,199.31 |
| 89 | 2,437.67 | 2,177.06 | 1,999.09 | 2,927.11 | 2,587.05 | 2,348.67 | 3,028.81 | 2,650.59 | 2,396.37 |
| 90 | 2,656.97 | 2,374.12 | 2,180.24 | 3,190.90 | 2,819.04 | 2,561.61 | 3,302.12 | 2,888.97 | 2,612.48 |
| 91 | 2,895.35 | 2,587.05 | 2,377.28 | 3,476.94 | 3,073.32 | 2,793.64 | 3,600.87 | 3,149.59 | 2,847.65 |
| 92 | 3,155.93 | 2,819.04 | 2,590.20 | 3,788.40 | 3,349.80 | 3,044.69 | 3,925.07 | 3,432.45 | 3,105.08 |
| 93 | 3,438.78 | 3,073.32 | 2,822.23 | 4,128.46 | 3,651.72 | 3,318.02 | 4,277.82 | 3,740.70 | 3,384.76 |
| 94 | 3,747.08 | 3,349.80 | 3,076.47 | 4,500.32 | 3,979.08 | 3,616.79 | 4,662.41 | 4,077.61 | 3,689.88 |





Attachment PA PCS Objection 1 Attachments 20160217.xIsx is not a PDF document and cannot be reproduced here.

Pennsylvania Insurance Department
RE: Genworth Life Insurance Company ("GLIC")
Company NAIC No: 70025
SERFF Tracking No: GEFA-130373076
Policy Forms: 7000 et al and 7020 et al

On December 10, 2012 GLIC submitted a filing with justification for a rate increase of $20 \%$ for all benefit periods. On March 8, 2013, the Department approved a rate increase of 20\% on all benefit periods.

On September 23, 2014 GLIC requested a $20 \%$ rate increase for all benefit periods. On December 29, 2014, the Department approved a rate increase of $20 \%$ on all benefit periods. The table below summarizes the requested rate increases and approvals for these forms:

|  |  | Request for Policies With |  |  | Approval for Policies With |  | Cumulative Approval From 2012 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Filing Date | SERFF Number | Lifetime <br> Benefits | Limited <br> Benefits | Approval Date | Lifetime <br> Benefits | Limited <br> Benefits | Lifetime <br> Benefits | Limited <br> Benefits |
| December 10, 2012 | GEFA-128749448 | $20 \%$ | $20 \%$ | March 8,2013 | $20 \%$ | $20 \%$ | $20 \%$ | $20 \%$ |
| September 23,2014 | GEFA-129733583 | $20 \%$ | $20 \%$ | December 29, 2014 | $20 \%$ | $20 \%$ | $44 \%$ | $44 \%$ |

This rate increase filing is being made to: 1) continue to work to achieve the actuarial equivalent of rate increase originally requested in 2012; and 2) begin to implement the required increases that were included in GLIC's 2014 asset adequacy testing. To achieve these goals, GLIC is requesting a $103 \%$ rate increase for policies with lifetime benefit periods and a $67 \%$ rate increase for policies with limited benefit periods. These amounts include 1) the balance of the 2012 rate increase request that was not approved and 2) an additional $50 \%$ rate increase which was included in GLIC's 2014 asset adequacy testing. The updated assumptions used in GLIC's 2014 asset adequacy testing also have been used in this filing.

The details for the basis of these amounts are shown below.
The requested $103 \%$ rate increase for policies with lifetime benefit periods is calculated as follows:

2012 Justifiable Rate Increase Amount*: 95\%
Additional 2015 Request: 50\%
Approvals to Date: 44\%
Total 2015 Rate Increase Request: $\left((1.95)^{*}(1.5)\right) /(1.44)-1=103 \%$
The requested $67 \%$ rate increase for policies with limited benefit periods is calculated as follows:

2012 Justifiable Rate Increase Amount*: 60\%
Additional 2015 Request: 50\%
Approvals to Date: 44\%
Total 2015 Rate Increase Request: $\left((1.6)^{*}(1.5)\right) /(1.44)-1=67 \%$
*Note that the 2012 nationwide justifiable rate increase was $95 \%$ for policies with a lifetime benefit period and $60 \%$ for policies with a limited benefit period. After conversations with the Department, GLIC limited the rate increase requested to $20 \%$ for all benefit periods. However, when calculating the requested rate increase above, GLIC has used the original justifiable rate increase amount.

None of the rate increases sought in this filing would be implemented until previously approved increases have been fully implemented.

Please note:

- These requested amounts are significantly less than the amount GLIC can justify in total.
- Consistent with GLIC's 2014 Asset Adequacy Testing, we anticipate filing future rate increase requests of similar magnitude.
- GLIC will continue to monitor the experience of this block [and will react according to the experience development.]
- This filing, with self-limited lifetime loss ratios, does not imply the acceptance of the lifetime loss ratios contained in this filing as an acceptable measure of profitability or as a minimum threshold for future rate increase filings.

These existing policy forms provide benefits for institutional confinement and/or home care. They are collectively referred to as the PCS Series of policies and were issued in your state from October 1994 through June 2003. They are no longer being marketed in any state. Nationwide, the last policies for these forms were issued in 2004. The company is requesting the approval of a premium rate increase on the above listed forms and all associated riders due to adverse experience.

The assumptions applied to the attached projections are based on Genworth's actual nationwide in-force experience with adjustments as considered appropriate for future projections, based on expected differences in experience due to either policy characteristics or underwriting criteria. Best Estimate assumptions for voluntary terminations, mortality, and morbidity do not include any provision for contingency or risk margin. Updated claim severity assumptions led to the significant strengthening GLIC made to its claims reserve in the third quarter of 2014. Claimants are expected to stay on claim longer and use more of their available benefits than had been previously assumed. As a result of updated claims assumptions, lifetime loss ratios have increased. The exhibits attached were calculated with these updated assumptions.

GLIC will offer insureds affected by the premium increase several options to change their benefits in order to maintain a premium level reasonably similar to what they were paying prior to the rate increase. The benefit and rate combinations are consistent with the rate tables approved by the Department at the original filing.

Additionally, we will make an optional limited benefit available to those policyholders who wish to elect a limited paid-up Long Term Care insurance benefit. This option provides a paid-up policy with benefits equal to the total of premium paid, less any claims paid. While we strongly encourage policyholders to maintain coverage, we believe it is important to provide a comprehensive set of options.

The following electronic items are included in this submission:

- This cover letter;
- Public and Confidential Actuarial Memoranda;
- PA Actuarial Supplement (PDF and Excel versions);
- Current and Proposed Rate Tables;
- A Status of Filing Exhibit.

Any applicable fees will be submitted as an EFT payment via SERFF.
The contact person for this filing is:
Elizabeth A. Foreman, FSA, MAAA
Assistant Vice President \& Actuary
Genworth Life Insurance Company
6620 West Broad Street Building 2
Richmond, VA 23230
(804) 922-8269
elizabeth.foreman@genworth.com

Thank you for your assistance in reviewing this filing.
Respectfully,


Jamala S. Murray, FSA, MAAA
Vice President \& Actuary, LTC Inforce Actuarial Genworth Life Insurance Company

Genworth Life Insurance Company
Address: 6620 West Broad Street, Richmond, VA 23230
Company NAIC No: 70025

## Actuarial Memorandum

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## Policy Forms 7000 et al and 7020 et al

These forms were issued in Pennsylvania from October 1994 through June 2003 and are no longer being marketed in any state. This form is also known as the PCS policy forms.

Exposed Lives with Policies Issued and Exposed Lives with Policies In-Force in Pennsylvania as of December 31, 2014

|  | Lifetime Benefit <br> Periods | Non-Lifetime <br> Benefit Periods | Total |
| :---: | :---: | :---: | :---: |
| Policy Lives Issued | 2,169 | 5,252 | 7,421 |
| Policy Lives Inforce | 1,166 | 1,924 | 3,090 |

Note: Of the 7,421 policy lives issued, 6,962 were issued prior to 9/16/2002 and 2,845 are still inforce.

## 1. Purpose and Justification of Filing

On December 10, 2012 Genworth Life Insurance Company ("GLIC") submitted a filing with justification for a rate increase of $20 \%$ for all benefit periods. On March 8, 2013, the Department approved a rate increase of $20 \%$ on all benefit periods.

On September 23, 2014 GLIC requested a 20\% rate increase for all benefit periods. On December 29, 2014, the Department approved a rate increase of $20 \%$ on all benefit periods. The table below summarizes the requested rate increases and approvals for these forms:

|  |  | Request for Policies With |  |  | Approval for Policies With |  | Cumulative Approval From 2012 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Filing Date | SERFF Number | Lifetime Benefits | Limited Benefits | Approval Date | Lifetime Benefits | Limited Benefits | Lifetime Benefits | Limited Benefits |
| December 10, 2012 | GEFA-128749448 | 20\% | 20\% | March 8, 2013 | 20\% | 20\% | 20\% | 20\% |
| September 23, 2014 | GEFA-129733583 | 20\% | 20\% | December 29, 2014 | 20\% | 20\% | 44\% | 44\% |

This rate increase filing is being made to: 1) continue to work to achieve the actuarial equivalent of rate increase originally requested in 2012; and 2) begin to implement the required increases that were included in GLIC's 2014 asset adequacy testing. To achieve these goals, GLIC is requesting a $103 \%$ rate increase for policies with lifetime benefit periods and a $67 \%$ rate increase for policies with limited benefit periods. These amounts include 1) the balance of the 2012 rate increase request that was not approved and 2) an additional $50 \%$ rate increase which was included in GLIC's 2014 asset adequacy testing. The updated assumptions used in GLIC's 2014 asset adequacy testing also have been used in this filing.

None of the rate increases sought in this filing would be implemented until previously approved increases have been fully implemented.

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## Actuarial Memorandum

December 2015
Please note:

- These requested amounts are significantly less than the amount GLIC can justify in total.
- Consistent with GLIC's 2014 Asset Adequacy Testing, we anticipate filing future rate increase requests of similar magnitude.
- GLIC will continue to monitor the experience of this block and will react according to the experience development.
- This filing, with self-limited lifetime loss ratios, does not imply the acceptance of the lifetime loss ratios contained in this filing as an acceptable measure of profitability or as a minimum threshold for future rate increase filings.

In determining the need for additional rate increases beyond what was requested in 2012, GLIC considered termination rates, claims, and the cost of waiting.

Termination Rates: Significantly fewer policies have terminated from voluntary lapses and death than originally expected. GLIC has updated its termination assumptions and these new assumptions are aligned much better with actual historical experience than original termination assumptions. Increased future earned premium, driven by lower than expected termination assumptions, are inadequate to offset increased future incurred claims.

Claims: Policyholders are staying on claim longer and utilizing more of their available benefit than originally expected. In the third quarter of 2014, GLIC updated claim severity assumptions which led to the significant strengthening GLIC made to its claims reserves.

Cost of Waiting: Delays in implementing warranted premium rate increases will require higher percentage increases borne by fewer policyholders in the future to obtain the same Lifetime Loss Ratio.

| Impact of Rate Increase Delay |  |
| :---: | :---: |
| Years Delayed | Required Increase* |
| None | $84 \%$ |
| 1 | $99 \%$ |
| 2 | $119 \%$ |
| 3 | $143 \%$ |
| 4 | $173 \%$ |
| 5 | $211 \%$ |
| *Weighted average of Lifetime and Non- <br> Lifetime rate increase |  |

The chart above demonstrates the weighted average impact of delaying the $103 \%$ lifetime and $67 \%$ limited rate increases needed in Pennsylvania.

This actuarial memorandum has been prepared to demonstrate that the requested increase satisfies the minimum requirements of your state and may not be suitable for other purposes.

# Address: 6620 West Broad Street, Richmond, VA 23230 <br> Company NAIC No: 70025 

## Actuarial Memorandum

December 2015

## 2. Confidentiality

This submission redacts information that is confidential, proprietary and competitively sensitive in nature. A complete, confidential, un-redacted version of this Actuarial Memorandum has been filed separately. We request that the complete, confidential version not be made available for public access.

## 3. Description of Benefits

These are individually underwritten certificates that provide comprehensive long term care coverage, and are known as part of the "PCS series". For policy forms under this coverage series, both a non-tax qualified and tax qualified version may have been offered. The policy forms reimburse expenses incurred by the insured subject to the amount of coverage purchased and to the prevailing expense for non-institutional services. Premium payments will be waived for facility stays after 90 consecutive days of confinement. A non-forfeiture benefit rider may have been offered.

Each form in the PCS series has benefit eligibility requirements which involve ADL (Activities of Daily Living) deficiencies or cognitive impairment. A daily benefit, benefit period, and elimination period are selected at issue. Some forms in the PCS series also include simple benefit increase or compound benefit increase options which are selected at issue. The simple benefit increase option will increase the original daily maximum by $5 \%$ each year starting with the second policy year and continuing for the life of the policy, unless terminated earlier by the insured. The compound benefit increase option will increase the prior year's daily maximum by $5 \%$ each year starting with the second policy year and continuing for the life of the policy, unless terminated earlier by the insured. The available choices for benefit period, elimination period, and benefit increase option, by form, can be found in the attached rate tables.

## 4. Marketing Method

Policies were primarily sold by captive agents that were provided leads from mass mailing responses.

## 5. Underwriting Description

The underwriting process included an assessment of functional and cognitive abilities at issue ages considered by GLIC to be appropriate. Various underwriting tools were used, in accordance with our underwriting requirements, including an application, medical records, an attending physician's statement, telephone interview and/or face-to-face assessment.

## 6. Renewability and Applicability

These policies are Guaranteed Renewable for life, as provided for under the terms and conditions of the policies. This filing is applicable to all in-force policies and associated riders issued in Pennsylvania on the above-referenced forms.

## 7. Area Factors

Geographic area factors are not used in rating these policies.

## Actuarial Memorandum

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## 8. Actuarial Assumptions

Redacted - see Section 2, above

## 9. Premiums

Premium rates are unisex, level (with the exception of rate increases) and payable for life. The premiums vary by issue age, daily benefit, benefit period, elimination period, benefit increase option, and any applicable riders selected.

## 10. Premium Modalization Rules

The following table shows the modal factors that are applied to the annual premium for policies, and the percentage of insureds selecting each premium mode on a nationwide basis.

| Premium Mode | Modal Factor | Lifetime | Non-Lifetime |
| :---: | :---: | :---: | :---: |
| Annual | 1.000 | $52.6 \%$ | $48.4 \%$ |
| Semi-Annual | 0.510 | $10.2 \%$ | $12.4 \%$ |
| Quarterly | 0.260 | $15.7 \%$ | $18.8 \%$ |
| Monthly | 0.090 | $21.5 \%$ | $20.5 \%$ |
| Total |  | $100.0 \%$ | $100.0 \%$ |

## 11. Active Life Reserves and Claim Liability Reserves

Active life reserves have not been used in this rate increase analysis. Claim reserves as of December 31, 2014 have been discounted to the date of incurral of each respective claim and included in historical incurred claims. Incurred but not reported reserve balances as of December 31, 2014 have been allocated to a calendar year of incurral and included in historic incurred claims. Discounting occurs at 4.0\%.

## 12. Trend Assumptions

As this is not medical insurance, we have not included any explicit medical cost trends in the projections.

## 13. Past and Future Earned Premium and Incurred Claims

Earned premiums and incurred claims projected through 2074 are developed from an asset share model representing actual contracts in-force through December 31, 2014. The assumptions described above for morbidity, voluntary lapse and mortality are used to project life years, earned premiums and incurred claims.

Exhibits I-A, I-B, I-C, II-A, II-B, and II-C are based on nationwide experience through December 31, 2014 for the forms affected by this rate increase to ensure maximum credibility.

Exhibit I-A and II-A are for all policies.
Exhibit I-B and II-B are only for policies with Lifetime Benefit Periods.
Exhibit I-C and II-C are only for policies with Limited Benefit Periods.

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## Actuarial Memorandum

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## Definition of Pennsylvania Approved Rate Increases

Earned premium from rate increases prior to 2012, if any, were considered fully implemented. All such premium is included in entirety in Exhibits I and II.

The rate increases requested beginning in 2012 were not fully approved in all states. Additionally, the implementation of rate increases requested in 2014 was incomplete as of December 31, 2014. We believe projecting a mixture of rate increases nationwide, some approved, some disapproved, some partially implemented, and some fully implemented would not accurately demonstrate whether or not a rate increase is justified. For clarity, earned premium from rate increases requested nationwide beginning in 2012 were excluded from Exhibits I-A, I-B, I-C, II-A, II-B, and II-C.

However, Exhibits I-A, I-B, and I-C do include the $20 \%$ premium rate increase approved by the state of Pennsylvania in 2013 and the 20\% premium rate increase approved by the state of Pennsylvania in 2014 with the rate increases applied to all policies and certificates nationwide. Moreover, the projections in Exhibit I are prior to the additional rate increase requested in this filing. By excluding all rate increases from other states and applying Pennsylvania rate increases to all policies nationwide, we have shown a projection with Pennsylvania Approved Rate Increases.

Exhibits II-A, II-B, and II-C include both the 2013 and the 2014 premium rate increases approved by the state of Pennsylvania applied to all policies nationwide, and the rate increase requested in this filing applied to all policies nationwide.

## Lifetime Loss Ratio Calculation

Historical experience is shown by claim incurral year with the loss ratio for each loss year calculated by the following formula:

2014

$\mathbf{L} \boldsymbol{R}_{\boldsymbol{j}}=$ loss ratio for year j
$\boldsymbol{P m}_{\boldsymbol{t}}{ }^{j}=$ claim payments in year t on claims incurred in year j, assumed to occur mid-year
${ }_{j} \boldsymbol{C R}_{2014}=$ open claim reserve held on December 31, 2014 for claims incurred in year j
${ }_{j}$ IBNR $_{2014}=$ incurred but not reported reserve as of December 31, 2014 attributable to claims incurred in year j
$E \boldsymbol{P}_{\boldsymbol{j}}=$ earned premium in year j , assumed mid-year
$\boldsymbol{j}=$ year of incurral
$v=1 / 1.040=0.961538$
A future annual loss ratio is calculated, with interest, as anticipated incurred claims divided by earned premiums. A lifetime loss ratio as of December 31, 2014 is calculated as the sum of accumulated past experience and discounted future experience where accumulation and discounting occur at 4.0\%.

Genworth Life Insurance Company
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## Actuarial Memorandum

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## 14. History of Previous Rate Revisions

A 12\% rate increase was accepted in your state on July 1, 2008.
An 18\% rate increase was accepted in your state on May 27, 2011.
A 20\% rate increase was accepted in your state on March 8, 2013.
A 20\% rate increase was accepted in your state on December 29, 2014.

## 15. Requested Rate Increase and Demonstration of Satisfaction of Loss Ratio Requirements

GLIC is requesting a $103 \%$ rate increase for policies with lifetime benefit periods and $67 \%$ rate increase for policies with limited benefit periods.

Although this request is significantly less than GLIC can justify, we are limiting our rate increase request at this time. Consistent with GLIC's 2014 Asset Adequacy Testing, we anticipate filing future rate increase requests of similar magnitude. GLIC will continue to monitor the experience of this block. This filing does not imply the acceptance of the lifetime loss ratios contained herein as an acceptable measure of profitability or as a minimum threshold for future rate increase filings.

There are no Limited Pay lives in-force on this policy form in your state.
Projected experience assuming the requested increase is not implemented is shown in Exhibits I-A, I-B, and I-C. Projected experience assuming the requested increase is implemented is shown in Exhibits II-A, II-B, and II-C. As shown in these exhibits, the expected lifetime loss ratios with and without the requested rate increases exceed the minimum loss ratio of $60 \%$.

Rate tables reflecting the requested increase are included with this memorandum as Exhibit III, attached separately. Please note that actual rates implemented may vary from those in Exhibit III slightly due to implementation rounding algorithms.

## 16. Pennsylvania Average Annual Premium Based on Exposed Lives

|  | Lifetime | Non-Lifetime |
| :---: | :---: | :---: |
| Before Rate Increase $^{*}$ | $\$ 3,069$ | $\$ 2,237$ |
| After Rate Increase | $\$ 6,231$ | $\$ 3,737$ |

*Note that some approved rate increases were only partially implemented as of December 31, 2014.

## 17. Proposed Effective Date

This rate increase will apply to policies on their anniversary date of issue or last coverage change, following a minimum 60-day policyholder notification period.

## 18. Nationwide Distribution of Business as of December 31, 2014 (Based on Exposed Lives)

Redacted - see Section 2, above

## 19. Pennsylvania and Nationwide Exposed Lives and Annualized Premium

## Genworth Life Insurance Company

Address: 6620 West Broad Street, Richmond, VA 23230
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As of December 31, 2014, the number of exposed lives in the state and nationwide is:

|  | Number of Exposed Lives |  | In-force Annualized Premium |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Lifetime | Non-Lifetime | Lifetime | Non-Lifetime |
| Pennsylvania | 1,166 | 1,924 | $\$ 3,578,718$ | $\$ 4,304,941$ |
| Nationwide | 22,277 | 40,353 | $\$ 65,757,480$ | $\$ 89,232,966$ |

Genworth Life Insurance Company

# Address: 6620 West Broad Street, Richmond, VA 23230 Company NAIC No: 70025 

## Actuarial Memorandum

December 2015

## 20. Actuarial Certification

I am a Fellow of the Society of Actuaries and a Member of the American Academy of Actuaries, and I meet the Academy's qualification standards for rendering this opinion and am familiar with the requirements for filing for increases in long-term care insurance premiums.

This memorandum has been prepared in conformity with all applicable Actuarial Standards of Practice, including ASOP No. 8.

I have relied on projection information provided by Long Term Care Group which was developed under the direction of, and using data, assumptions and methodologies provided by GLIC.

I have also relied on assumptions developed by GLIC's Long Term Care Experience Studies team. GLIC's Corporate Risk Committee approved those assumptions. The assumptions were developed with the assistance of a leading external actuarial consulting firm and subsequently peer reviewed by another leading external actuarial firm. Both external firms have strong Long Term Care experience. The peer review firm concluded that the assumptions in the aggregate are reasonable and supported by evidence.

I have reviewed and taken into consideration the policy design and coverage provided and GLIC's underwriting and claims adjudication processes.

I hereby certify that, to the best of my knowledge and judgment, this rate submission is in compliance with the applicable laws and regulations of your state when the original issued rates were first filed and accepted. In my opinion, the rates are not excessive or unfairly discriminatory.


Elizabeth A. Foreman, F.S.A., M.A.A.A.<br>Assistant Vice President \& Actuary, Genworth Life Insurance Company

Date: December 28, 2015

Genworth Life Insurance Company
Address: 6620 West Broad Street, Richmond, VA 23230
Company NAIC No: 70025
Actuarial Memorandum
December 2015
Exhibit la : PCS Policy Forms Nationwide Experience Projection All Benefit Periods with Pennsylvania Approved Rate Increases

Redacted - see Section 2, above
Exhibit Ib: PCS Policy Forms Nationwide Experience Projection Lifetime Benefit Period With Pennsylvania Approved Rate Increases

Redacted - see Section 2, above
Exhibit Ic: PCS Policy Forms Nationwide Experience Projection Limited Benefit Period With Pennsylvania Approved Rate Increases

Redacted - see Section 2, above
Exhibit Ila: PCS Policy Forms Nationwide Experience Projection All Benefit Periods with Proposed Rate Increases

Redacted - see Section 2, above
Exhibit llb: PCS Policy Forms Nationwide Experience Projection Lifetime Benefit Period With Proposed 103\% Rate Increase

Redacted - see Section 2, above
Exhibit Ilc: PCS Policy Forms Nationwide Experience Projection Limited Benefit Periods With Proposed 67\% Rate Increase

Redacted - see Section 2, above

Genworth Life libsurive iv
Genworth Life insurance Company
Status of Filing an of November r2, 2015
All Jurisdictions in which these Forms are Active
PCS I Series Policy Forms

${ }^{1}$ FL Comprenensive plans approved for $11 \%$; Nursing Home plans approved for $10 \%$
full amount in previous rate actions
${ }^{5}$ MN approved less than requested in 2007 rate action
All poicies issued in NJ are group trust policies sold under Alabama group trust. Alabama approval thus applies to all policies issued in NJ
${ }^{6}$ Graded based den issue age
${ }^{7}$ Weighted average: approved for $60 \%$ for issue ages 74 and under: $0 \%$ over age 75

## Objection Response

## Genworth Life Insurance Company

1. Note that Exhibit Ia in the filing shows the nationwide historical and projected calendar-year earned premium and incurred claims for the PCS block. It shows all benefit periods and restates the nationwide experience since 2012 assuming that all states received the $\mathbf{2 0 \%}$ rate increase that was approved in 2013 in PA and the similar $20 \%$ increase that was approved in PA in 2014.

Exhibit Ib is similar to Ia but shows only lifetime benefits periods. Exhibit Ic is similar to Ia but displays only limited benefits periods.

Please create alternate tables in an Excel that are similar to Exhibits Ia, Ib, and Ic but restate the nationwide historical and projected earned premium so that it all appears to be earned since inception in 1993 at the current Pennsylvania rate level.

Please see the tab Attachment 1 included in the attached Excel worksheet PA PCS Objection 1 Attachments 20160217.xlsx. Attachments 1-a, 1-b, and 1-c include lifetime loss ratio projections with earned premium calculated at the current approved level in Pennsylvania.
2. The cover letter mentions that insureds will be offered options to mitigate the effects of the rate increase? In particular, will insureds be able to reduce their daily benefit, increase their elimination period, or decrease their benefit period in order to lessen the effect of the rate increase?

Policyholder notifications include a section on coverage adjustment options. Options referenced include reducing the total amount of benefits available to pay for care, increasing the amount of time before benefits begin, reducing the length of time benefits last, and/or modifying any inflation protection policyholders may have. Additionally, our Customer Service team is prepared to help policyholders understand their options.
3. Please provide Exhibits Ia, Ib, Ic, IIa, IIb, and IIc in an Excel workbook.

Please see the tab Attachment 2 included in the attached Excel worksheet PA PCS Objection 1 Attachments 20160217.xlsx. Exhibits I-a, I-b, I-c, II-a, II-b, and II-c have been provided in the requested format.

## Objection Response

## Genworth Life Insurance Company

Let us know if there are any questions.
Regards,


Nicholas M. Sheahon, ASA, MAAA
Associate Actuary, Genworth Life Insurance Company

## Objection Response

## Genworth Life Insurance Company

This letter is in response to the comments received in your objection letter on February 25, 2016. The comments and our responses are as follows:

1. There are $\mathbf{1 , 1 6 6}$ PCS policies in Pennsylvania with lifetime benefits. How many were issued on or after 9-16-2002?

As of December 31, 2014, there were 227 PCS policies in Pennsylvania with lifetime benefits issued on or after September 16, 2002.
2. There are 1,924 PCS policies in Pennsylvania with limited benefits. How many were issued on or after 9-16-2002?

As of December 31, 2014, there were 18 PCS policies in Pennsylvania with limited benefits issued on or after September 16, 2002.

Please let us know if there are further questions.
Regards,


Nicola L Blaha, F.S.A., M.A.A.A.
Director and Actuary, Genworth Life Insurance Company

