

Annuities Interrogatories

| | | Yes No Response | Explanation |
|-------|--|--------------------|-------------|
| 01 | Individual Fixed Annuities - Does the company have data to report for this product type? | | -- |
| 02 | Individual Variable Annuities - Does the company have data to report for this product type? | | -- |
| 03/04 | Is there a reason that the reported Individual Fixed Annuities information may identify the company as an outlier or be substantially different from previously reported data (such as assuming, selling or closing blocks of business; shifting market strategies; underwriting changes, etc)? | | |
| 05/06 | Is there a reason that the reported Individual Variable Annuities information may identify the company as an outlier or be substantially different from previously reported data (such as assuming, selling or closing blocks of business; shifting market strategies; underwriting changes, etc)? | | |
| 07 | Additional state specific Individual Fixed Annuities comments (optional): | -- | |
| 08 | Additional state specific Individual Variable Annuities comments (optional): | -- | |

Annuities

| | | Individual Fixed Annuities Value | Individual Variable Annuities Value |
|----|--|-------------------------------------|--|
| 09 | Number of replacement contracts issued during the period . | | |
| 10 | Number of internal replacement contracts issued during the period. | | |
| 11 | Number of external replacement contracts issued during the period. | | |
| 12 | Number of contracts replaced where age of annuitant at replacement was < 65. | | |
| 13 | Number of contracts replaced where age of annuitant at replacement was 65 to 80. | | |
| 14 | Number of contracts replaced where age of annuitant at replacement was > 80. | | |
| 15 | | | |
| 16 | Number of new deferred contracts issued during the period where age of annuitant was < 65. | | |
| 17 | Number of new deferred contracts issued during the period where age of annuitant was 65 to 80. | | |
| 18 | Number of new deferred contracts issued during the period where age of annuitant was > 80. | | |
| 19 | | | |
| 20 | Number of contracts surrendered under 2 years from policy issue. | | |
| 21 | | | |

Annuities (2020)

Annuities

| | | Individual Fixed Annuities Value | Individual Variable Annuities Value |
|----|--|-------------------------------------|--|
| 24 | Number of contracts applied for during the period. | | |
| 25 | Number of free looks during the period. | | |
| 26 | Number of contracts in force at the end of the period. | | |
| 27 | Dollar amount of annuity considerations during the period. | | |
| 28 | Number of complaints received directly from any person or entity other than the DOI. | | |