



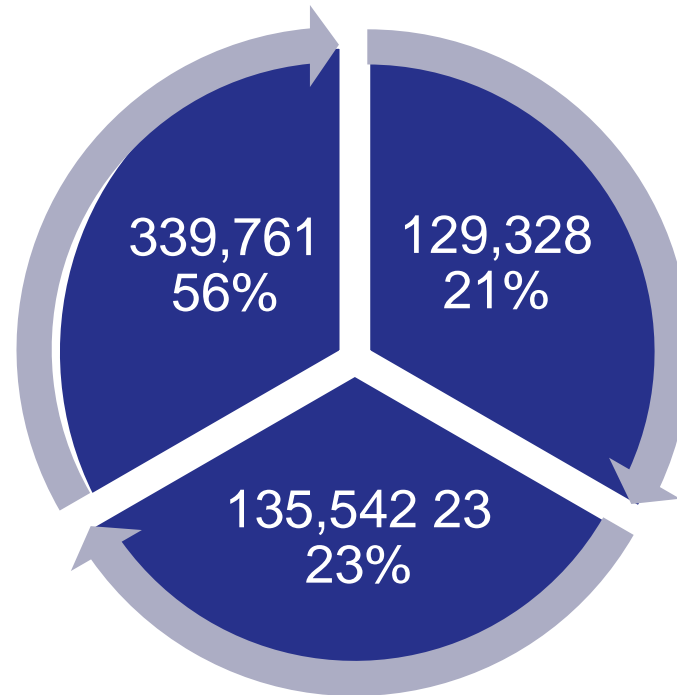
# California Partnership Dashboards

California Partnership for Long-Term Care  
Task Force  
June 20, 2017



# All Insurers Policies In-Force Partner vs. Non-Partner Insurers

All Insurers  
Policies In-Force  
Partner vs. Non-Partner Insurers  
1994 -2015



\*Partner Insurer  
\*Non-Partner Insurer

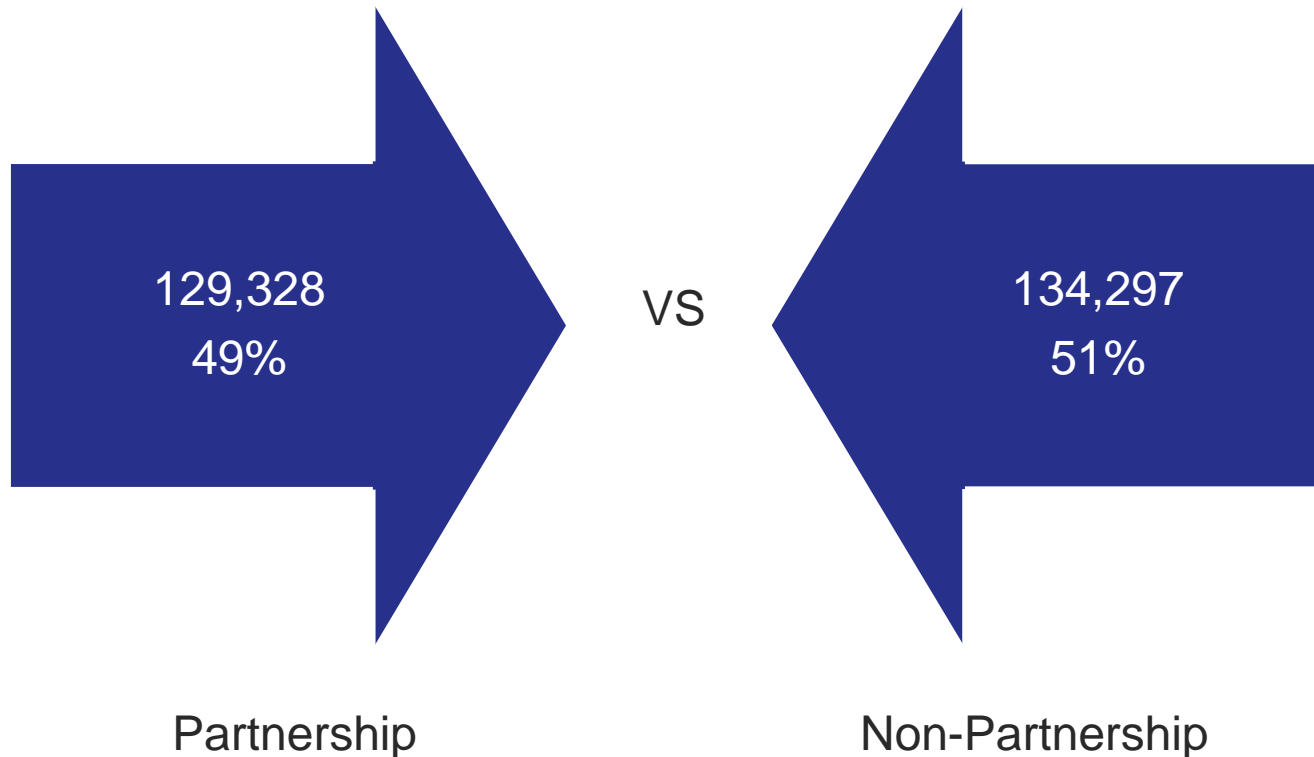
PI\* Partnership (21%)  
PI\* Non-Partnership (23%)  
NPI\*\* Non-Partnership (56%)

NOTE: Partnership, California LTC insurance penetration rate is 21%. Nationwide, LTC insurance penetration rate is estimated to be between 7% and 9%.



# Partner Insurer Policy Sales Partner vs. Non-partner Insurers

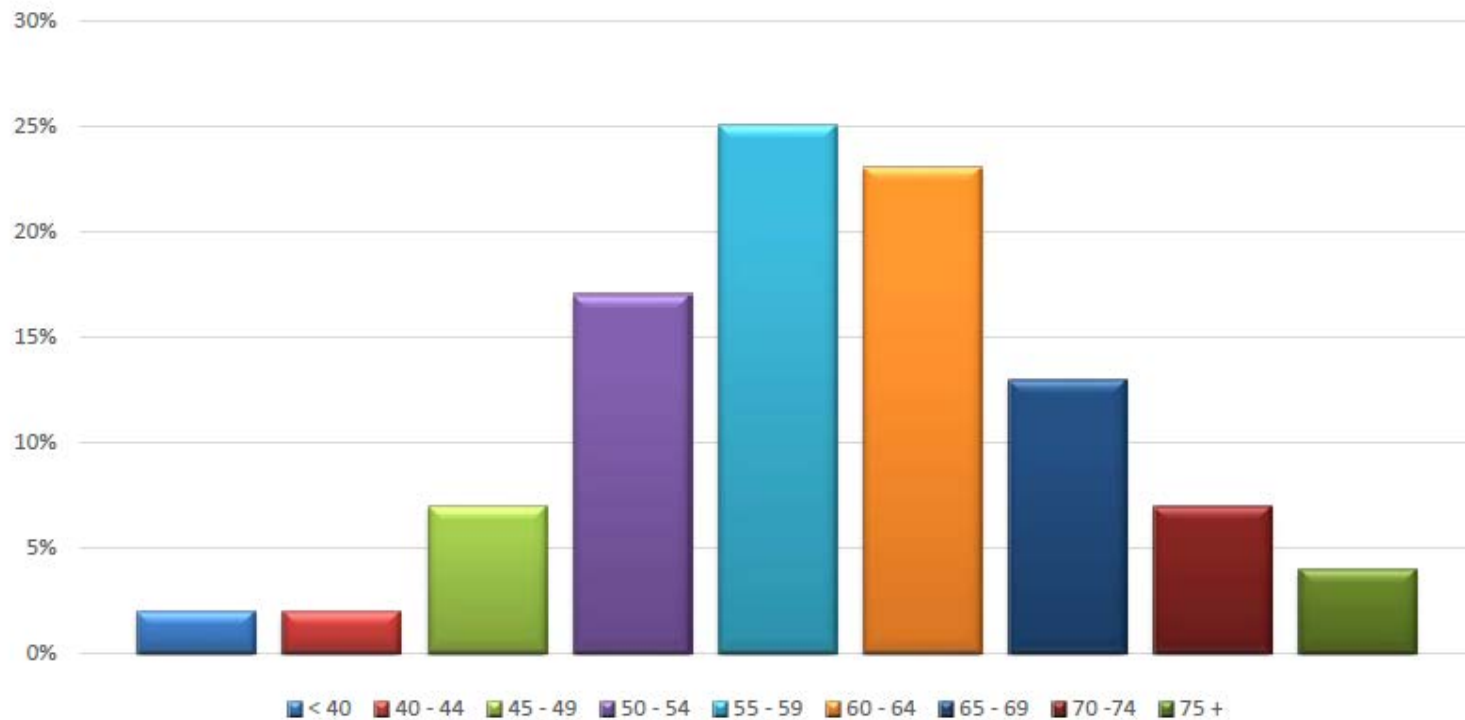
Partner Insurer Policy Sales  
Partnership vs. Non-Partnership  
1994 -2015





# Partnership Policies Sold (by Age Group)

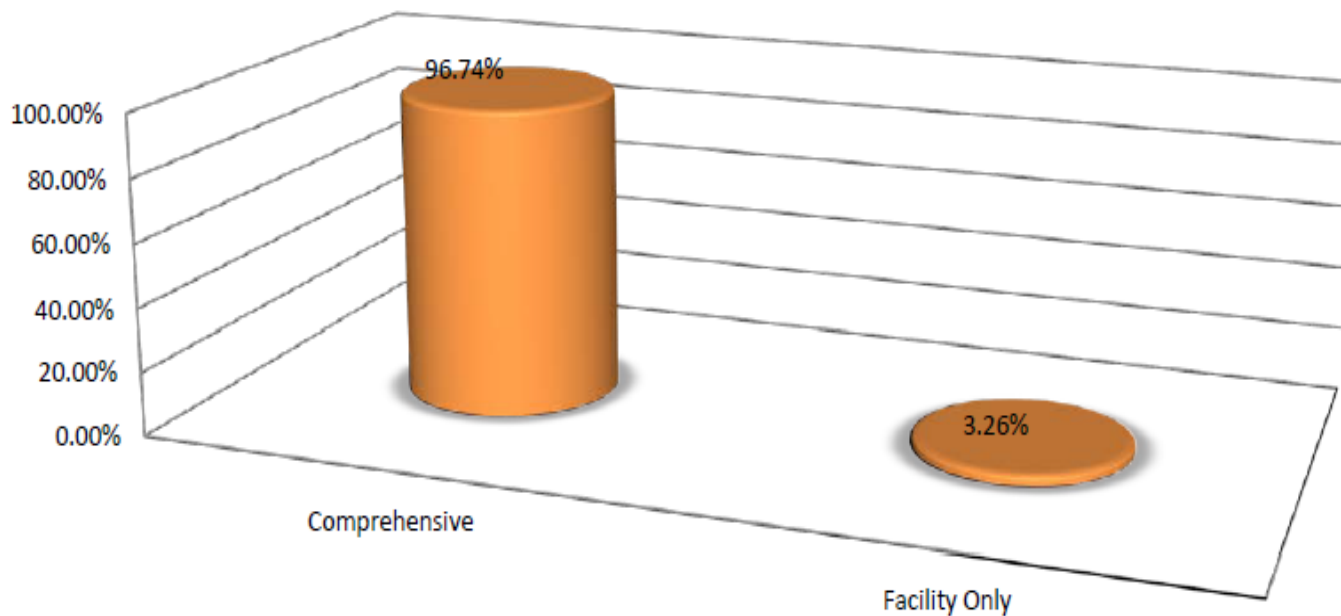
Partnership Policies Sold  
By Age Group  
(As of 12/31/2015)





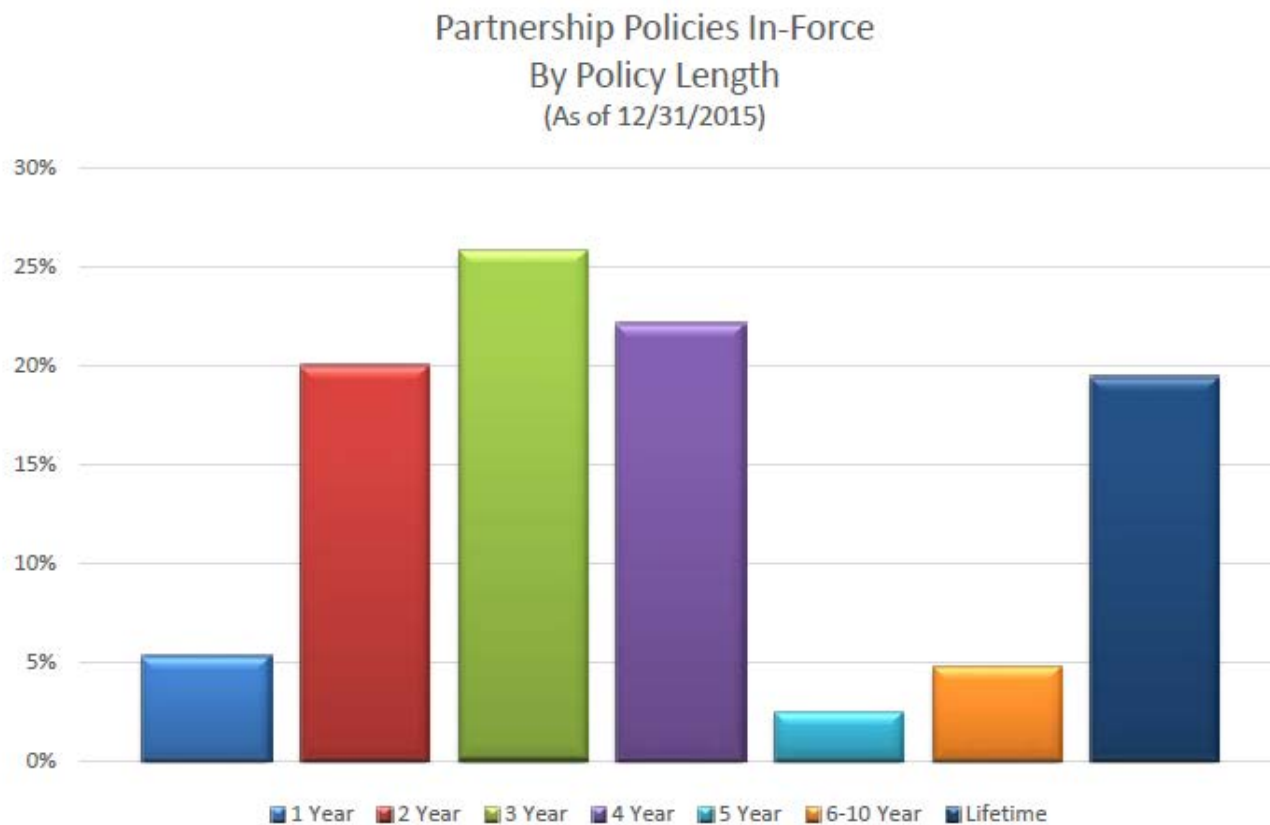
# Partnership Policy Purchasers (by Policy Type)

Partnership Policy Purchasers  
By Policy Type  
(As of 12/31/2015)





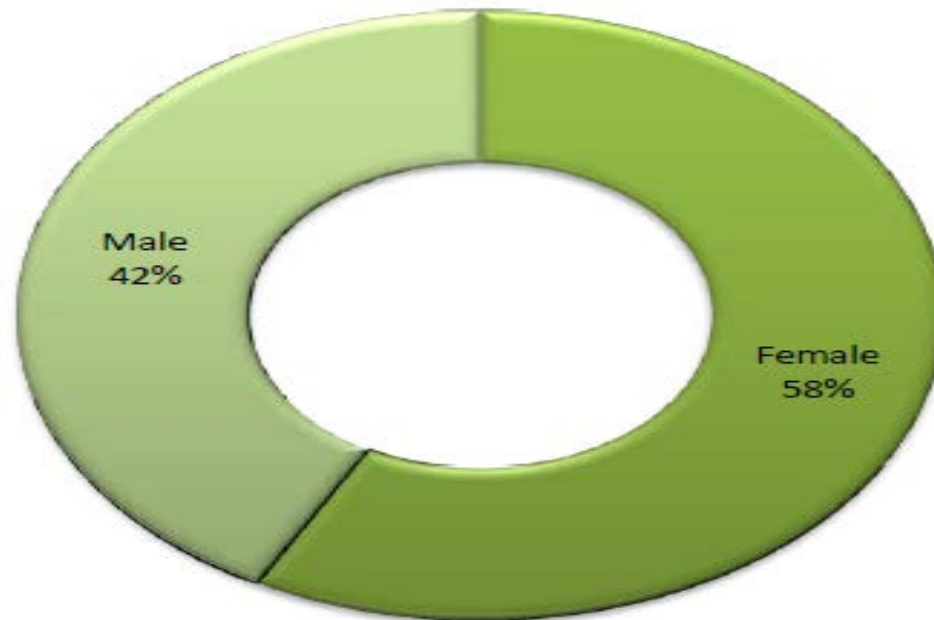
# Partnership Policy In-Force (by Policy Length)





# Partnership Policies In-Force (by Gender)

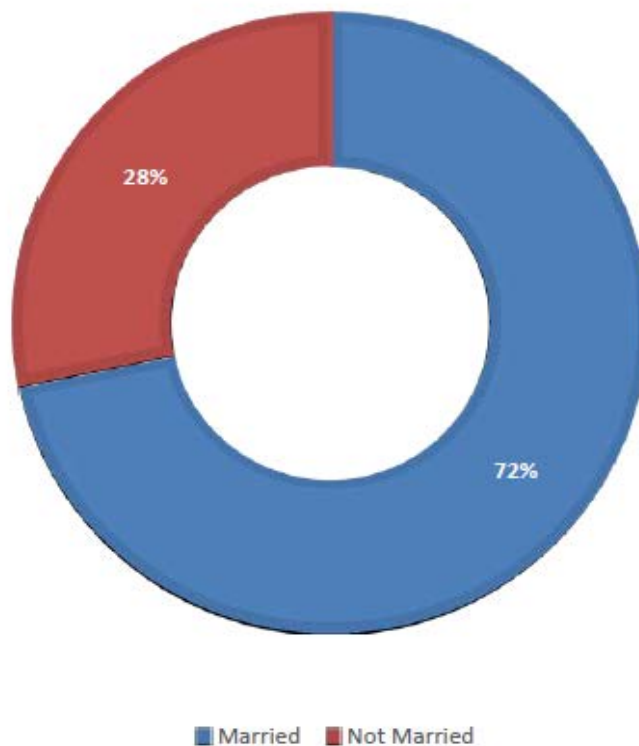
Partnership Policies In-Force  
By Gender  
(As of 12/31/2015)





# Partnership Policies In-Force (by Marital Status)

PARTNERSHIP POLICIES IN-FORCE  
BY MARITAL STATUS  
(AS OF 12/31/2015)

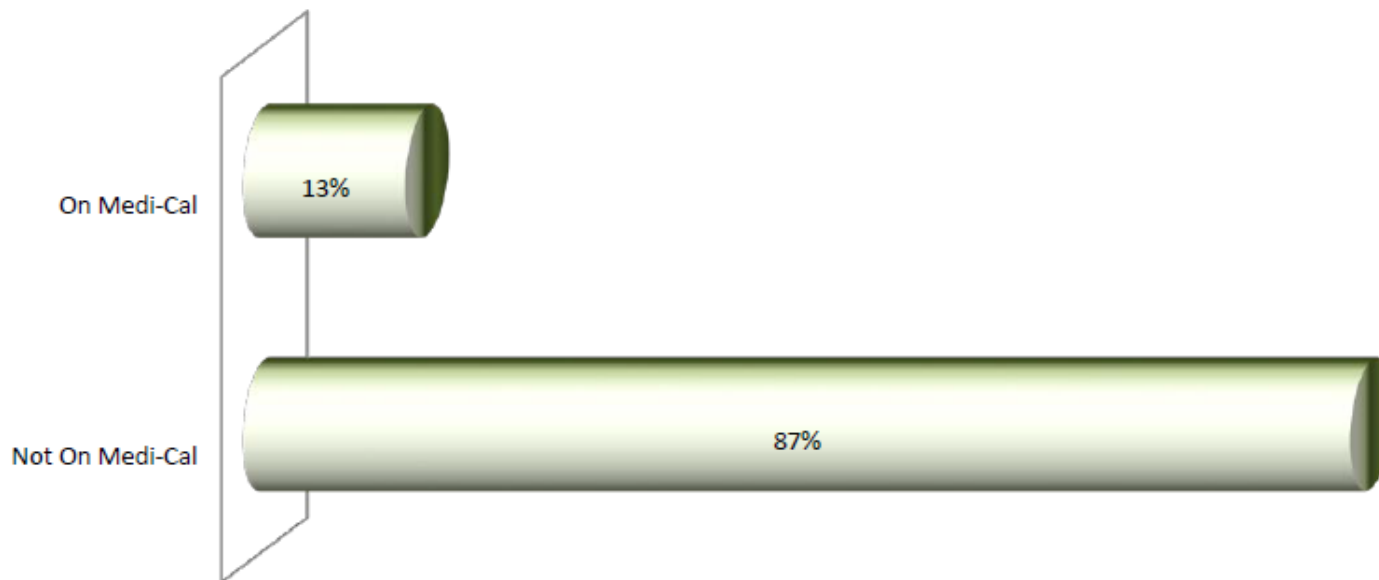






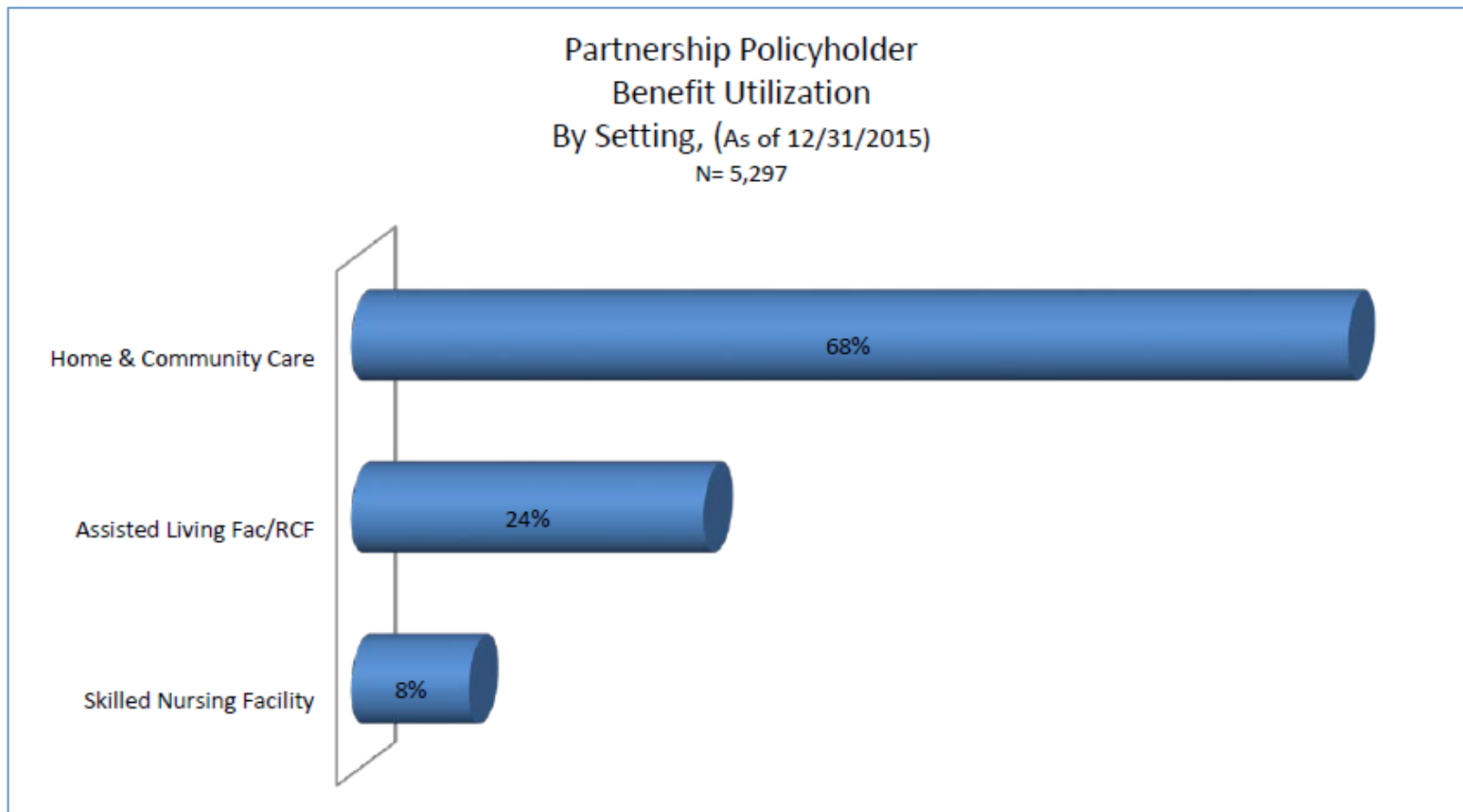
# Partnership Policyholders Exhausted Policy Benefits

Partnership Policyholders  
Who Have Exhausted Policy Benefits  
And Are/Are Not  
On Medi-Cal (as of 12/31/2013)  
N= 750



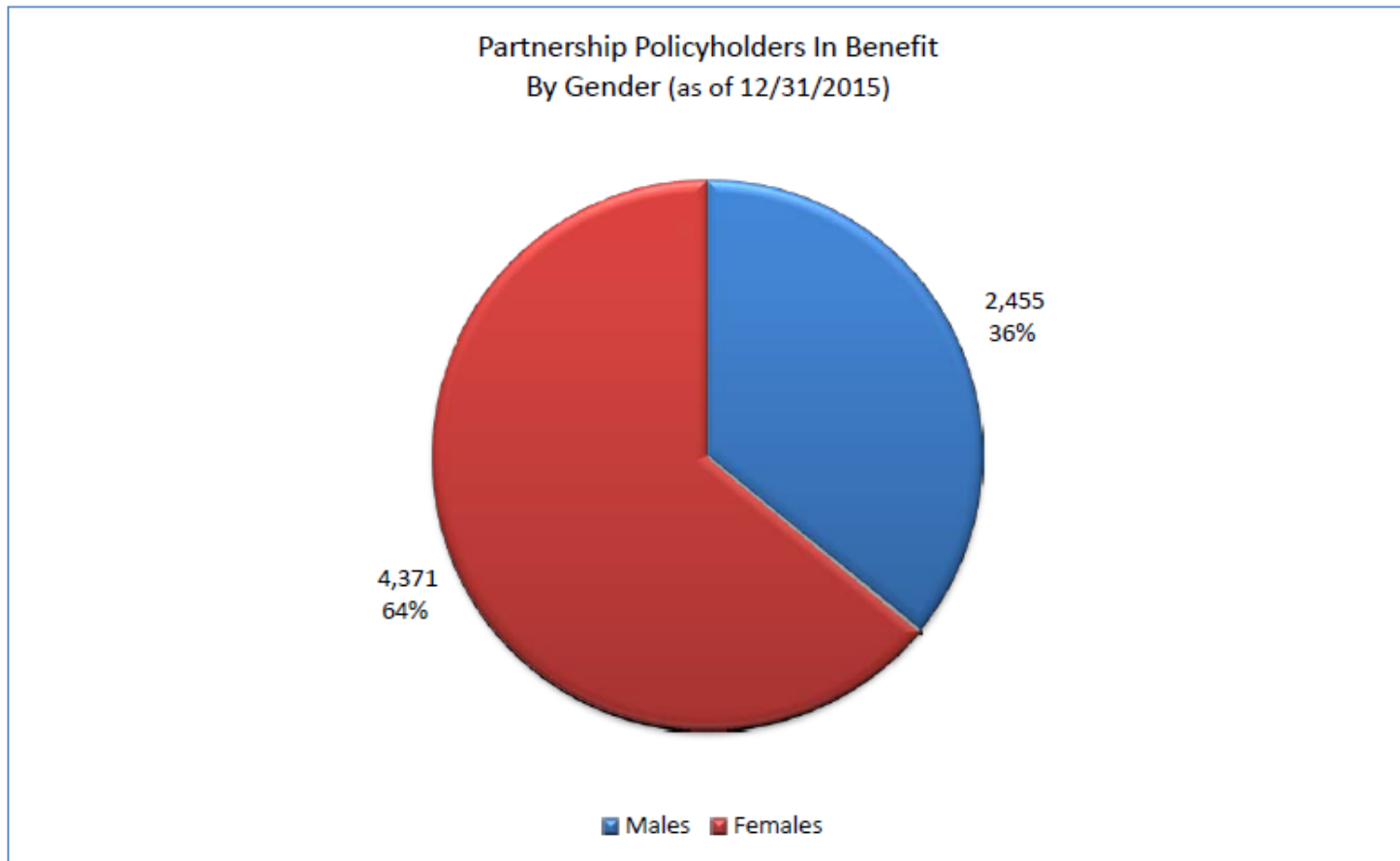


# Partnership Policyholder Benefit Utilization (by Setting)





# Partnership Policyholders In Benefit (by Gender)





# Questions?

