

IX. NURSING HOME COVERAGE

National⁷¹

1998

As indicated in Exhibit 13, according to **29** respondents in the national market, **96.4%** of long-term care insurance policyholders had nursing home coverage. The average maximum daily nursing home benefit was **\$100.14** per day.

In the national group market, the percentage of policyholders who had nursing home coverage was **99.9%**; in the national individual market, **94.0%** of policyholders had nursing home coverage. In the national group market, the average maximum daily nursing home benefit was **\$84.11** per day; in the national individual market, it was **\$99.85** per day.

2001

As indicated in Exhibit 13, according to **34** respondents in the national market, **97.8%** of long-term care insurance policyholders had nursing home coverage. The average maximum daily nursing home benefit was **\$115.95** per day.

In the national group market, the percentage of policyholders who had nursing home coverage was **100%**; in the national individual market, **96.7%** of policyholders had nursing home coverage. In the national group market, the average maximum daily nursing home benefit was **\$91.52** per day; in the national individual market, it was **\$112.11** per day.

Massachusetts^{72, 73}

1998

As indicated in Exhibit 13, according to **23** respondents in the Massachusetts market, **99.7%** of long-term care insurance policyholders had nursing home coverage. The average maximum daily nursing home benefit was **\$116.38** per day.

In the Massachusetts group market, the percentage of policyholders who had nursing home coverage was **99.9%**; in the Massachusetts individual market, **99.5%** of policyholders had nursing home coverage. In the Massachusetts group market, the average maximum daily nursing home benefit was **\$113.84** per day; in the Massachusetts individual market, it was **\$125.16** per day.

⁷¹ One group carrier that completed the survey no longer markets its group products and does not appear in statistical data after calendar year 1999.

⁷² Two carriers are active only in the group market in Massachusetts.

⁷³ One group carrier that completed the survey no longer markets its group products and does not appear in statistical data after calendar year 1999.

2001

As indicated in Exhibit 13, according to **34** respondents in the Massachusetts market, **98.7%** of long-term care insurance policyholders had nursing home coverage. The average maximum daily nursing home benefit was **\$133.40** per day.

In the Massachusetts group market, the percentage of policyholders who had nursing home coverage was **100%**; in the Massachusetts individual market, **97.7%** of policyholders had nursing home coverage. In the Massachusetts group market, the average maximum daily nursing home benefit was **\$102.94** per day; in the Massachusetts individual market, it was **\$152.62** per day.

EXHIBIT 13

LONG-TERM CARE INSURANCE

PERCENTAGE OF POLICYHOLDERS WHO
PURCHASED NURSING HOME COVERAGE
AND THE AVERAGE MAXIMUM DAILY AMOUNT PURCHASED
IN 1996, 1998 and 2001 ⁷⁴

National	1996		1998		2001	
	# Resp.	% Purchase	# Resp.	% Purchase	# Resp.	% Purchase
Total	27	99.4%	29	96.4%	34	97.8%
Group	10	100.0%	9	99.9%	8	100.0%
Individual	17	98.7%	20	94.0%	26	96.7%

	# Resp.	\$ Coverage	# Resp.	\$ Coverage	# Resp.	\$ Coverage
Total	26	\$100.13	29	\$100.14	34	\$115.95
Group	10	\$101.68	9	\$84.11	8	\$91.52
Individual	16	\$98.21	20	\$99.85	26	\$112.11

Massachusetts	1996		1998		2001	
	# Resp.	% Purchase	# Resp.	% Purchase	# Resp.	% Purchase
Total	24	99.7%	23	99.7%	34	98.7%
Group	10	100.0%	9	99.9%	8	100.0%
Individual	14	99.4%	14	99.5%	26	97.7%

	# Resp.	\$ Coverage	# Resp.	\$ Coverage	# Resp.	\$ Coverage
Total	24	\$116.08	23	\$116.38	34	\$133.40
Group	10	\$113.21	9	\$113.84	8	\$102.94
Individual	14	\$119.77	14	\$125.16	26	\$152.62

⁷⁴ One group carrier that completed the survey no longer markets its group products and does not appear in statistical data after calendar year 1999.