

State of California  
Department of Insurance  
**CREDIT LIFE INSURANCE**  
**CALIFORNIA EXPERIENCE 2002-2004**  
[000's Omitted]

The following summarizes the California Credit Life Insurance experience for 2002-2004 as submitted to the Department of Insurance by 31 companies:

Class* of Business	Open-End or Closed-End Loan	2004	2004	2004	2004	2004		2003	2003	2003	2003	2003		2002	2002	2002	2002	2002		2002 - 2004 Total	2002 - 2004 Total	2002 - 2004 Total	2002 - 2004 Total	2002 - 2004 Total
		Actual Earned Premiums	Earned Premiums at Prima Facie Rates	Incurred Claims	Actual Loss Percentage	Loss Percentage at Prima Facie Rates		Actual Earned Premiums	Earned Premiums at Prima Facie Rates	Incurred Claims	Actual Loss Percentage	Loss Percentage at Prima Facie Rates		Actual Earned Premiums	Earned Premiums at Prima Facie Rates	Incurred Claims	Actual Loss Percentage	Loss Percentage at Prima Facie Rates		Actual Earned Premiums	Earned Premiums at Prima Facie Rates	Incurred Claims	Actual Loss Percentage	Loss Percentage at Prima Facie Rates
A	Open	1,949	1,728	737	37.8%	42.7%		1,184	1,221	557	47.0%	45.6%		1,041	1,118	546	52.4%	48.8%		4,174	4,067	1,840	44.1%	45.2%
B	Open	12,631	15,811	5,079	40.2%	32.1%		21,647	23,754	6,457	29.8%	27.2%		27,113	28,430	9,937	36.7%	35.0%		61,391	67,995	21,473	35.0%	31.6%
C	Open	12,298	13,227	6,630	53.9%	50.1%		12,831	13,883	7,483	58.3%	53.9%		13,805	14,462	6,574	47.6%	45.5%		38,934	41,572	20,687	53.1%	49.8%
D	Open	801	714	517	64.5%	72.4%		1,388	1,220	1,180	85.0%	96.7%		2,009	1,989	1,361	67.7%	68.4%		4,198	3,923	3,058	72.8%	78.0%
E	Open	1,987	1,996	565	28.4%	28.3%		2,455	2,448	1,042	42.4%	42.6%		3,178	3,084	785	24.7%	25.5%		7,620	7,528	2,392	31.4%	31.8%
	<b>Open</b>	<b>29,666</b>	<b>33,476</b>	<b>13,528</b>	<b>45.6%</b>	<b>40.4%</b>		<b>39,505</b>	<b>42,526</b>	<b>16,719</b>	<b>42.3%</b>	<b>39.3%</b>		<b>47,146</b>	<b>49,083</b>	<b>19,203</b>	<b>40.7%</b>	<b>39.1%</b>		<b>116,317</b>	<b>125,085</b>	<b>49,450</b>	<b>42.5%</b>	<b>39.5%</b>
A	Closed	3,331	3,454	1,470	44.1%	42.6%		3,890	4,559	1,904	48.9%	41.8%		5,014	8,396	2,209	44.1%	26.3%		12,235	16,409	5,583	45.6%	34.0%
B	Closed	1,849	1,780	1,460	79.0%	82.0%		3,230	2,829	2,528	78.3%	89.4%		4,534	4,128	3,229	71.2%	78.2%		9,613	8,737	7,217	75.1%	82.6%
C	Closed	888	921	373	42.0%	40.5%		941	980	294	31.2%	30.0%		1,059	1,076	693	65.4%	64.4%		2,888	2,977	1,360	47.1%	45.7%
D	Closed	9,087	11,007	5,182	57.0%	47.1%		10,837	11,292	6,438	59.4%	57.0%		13,000	12,033	5,847	45.0%	48.6%		32,924	34,332	17,467	53.1%	50.9%
E	Closed	2,333	2,280	975	41.8%	42.8%		2,242	2,163	2,802	125.0%	129.5%		5,836	7,142	3,701	63.4%	51.8%		10,411	11,585	7,478	71.8%	64.5%
	<b>Closed</b>	<b>17,488</b>	<b>19,442</b>	<b>9,460</b>	<b>54.1%</b>	<b>48.7%</b>		<b>21,140</b>	<b>21,823</b>	<b>13,966</b>	<b>66.1%</b>	<b>64.0%</b>		<b>29,443</b>	<b>32,775</b>	<b>15,679</b>	<b>53.3%</b>	<b>47.8%</b>		<b>68,071</b>	<b>74,040</b>	<b>39,105</b>	<b>57.4%</b>	<b>52.8%</b>
		<b>47,154</b>	<b>52,918</b>	<b>22,988</b>	<b>48.8%</b>	<b>43.4%</b>		<b>60,645</b>	<b>64,349</b>	<b>30,685</b>	<b>50.6%</b>	<b>47.7%</b>		<b>76,589</b>	<b>81,858</b>	<b>34,882</b>	<b>45.5%</b>	<b>42.6%</b>		<b>184,388</b>	<b>199,125</b>	<b>88,555</b>	<b>48.0%</b>	<b>44.5%</b>

\* As defined in California Code of Regulations, Title 10, Section 2248.33.