



# The Future of the LTC Insurance Industry

Tom McInerney, *Genworth*



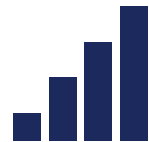
# Deep Experience & Commitment



~1 million LTC policyholders



330,000 LTC claims processed



Estimated \$20.7 billion net present value from achieved LTC rate actions since 2012<sup>1</sup>



<sup>1</sup> as of June 30, 2022





# Understanding the Need

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# The Boomers are coming of age...

**70 million** Baby Boomers in 2022<sup>1</sup>

**2030** When all Boomers will be 65+<sup>2</sup>

**19 million** Boomers will be 85+ in 2060, up  
from 6.7 million in 2020<sup>3</sup>

...with little planning for care...

**52%** of 65-year-olds will need LTC<sup>1</sup>

**1** out of **5** will need 5+ years of care<sup>2</sup>

**78%** of Americans 45+ do not have a plan<sup>3</sup>



<sup>1</sup> <https://aspe.hhs.gov/reports/long-term-services-supports-older-americans-risks-financing-research-brief-0>

<sup>2</sup> <https://acl.gov/ltc/basic-needs/how-much-care-will-you-need>

<sup>3</sup> <https://www.thrivent.com/insights/long-term-care/survey-says-americans-need-to-catch-up-on-long-term-care-planning>

...and inadequate savings...

**\$202k** median retirement savings<sup>1</sup>

**\$172k** average cost of LTC event<sup>2</sup>



<sup>1</sup> [https://transamericacenter.org/docs/default-source/retirement-survey-of-workers/tcrs2021\\_sr\\_four-generations-living-in-a-pandemic.pdf](https://transamericacenter.org/docs/default-source/retirement-survey-of-workers/tcrs2021_sr_four-generations-living-in-a-pandemic.pdf)

<sup>2</sup> <https://www.pwc.com/us/en/insurance/assets/pwc-insurance-cost-of-long-term-care.pdf>

...and their families feel it.

**66%** of caregivers dip into savings<sup>1</sup>

**6** hours missed work each week<sup>1</sup>

**51%** report negative impact to career<sup>1</sup>



<sup>1</sup> <https://pro.genworth.com/riiproweb/productinfo/pdf/682801BRO.pdf>



# Where We Need to Go

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- **How we manage client relationships**
- How we design financial products
- How we integrate into the caregiving process

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