

Potential applicants will use this General Eligibility Worksheet to determine their eligibility for admission into the State of New Jersey to transact business under Life, Annuity, and/or Health lines of authority. If a company is determined ineligible, please do not submit an application, as all application fees are deemed nonrefundable.

Pursuant to N.J.A.C. 11:2-1.7(c), applications accepted after November 15 of each year shall not be reviewed until the NAIC Annual Statement for said year becomes available and is received for review. The review of such applications shall begin after receipt by the Department of the last annual statement and after the latest financial information of the applicant is available in electronic format from the NAIC database.

A. CAPITAL & SURPLUS REQUIREMENTS

i.) **STOCK COMPANIES** - Pursuant to N.J.S.A. 17B:18-68, below are New Jersey's requirements for capital and surplus. Pursuant to N.J.S.A. 17B:23-1 an insurer must meet these requirements based on the lines of authority for which it is authorized by its state of domicile, whether or not it writes them in New Jersey. Place a check mark on the line that indicates the line(s) of authority for which the applicant is authorized by their state of domicile.

| <u>Lines of Authority</u> | <u>NJ Capital Requirements</u> | <u>NJ Surplus Requirements</u> |
|---|--------------------------------|--------------------------------|
| ___ Health..... | \$ 700,000 | \$2,800,000 |
| ___ Life and/or Annuities | \$1,000,000 | \$4,000,000 |
| ___ Life and/or Annuities and Health..... | \$1,530,000 | \$6,120,000 |

To the right of the lines of authority are the New Jersey capital and surplus requirements. For example, if the applicant has authority for "Annuities & Health", then they must possess a minimum of \$1,530,000 in capital and \$6,120,000 in surplus.

Please fill-in the domiciliary state's requirements for a New Jersey stock insurer applying for admission for the same lines of authority for which the applicant is authorized.

Domicile State's Capital Requirement: _____

Domicile State's Surplus Requirement: _____

If the minimum capital and surplus requirements are higher for a like New Jersey insurer applying for admission to your state of domicile, then the applicant must meet those higher requirements pursuant to the Retaliatory Provisions of N.J.S.A. 17B:23-5.

If the applicant's capital exceeds the minimum, the excess counts towards surplus. For example, if the applicant were to be authorized in its state of domicile for only life and annuities and had capital of \$1,500,000 and surplus of \$3,700,000, then the minimum required capital is \$1,000,000 and the excess of \$500,000 can be counted as part of surplus.

NOTE: Pursuant to N.J.A.C. 11:2-1.4(a)2.ii, capital & surplus requirements may be reduced by the Commissioner to only those lines which the applicant actually transacts, if the applicant's Board of Directors pass a resolution stating the applicant will not issue, in any of the United States or any other country, those particular lines of insurance, which the applicant does not now transact. For example, the applicant has life, health, and annuities on the certificate of authority from its state of domicile, but only has capital of \$1,000,000 and surplus of \$4,000,000. If the applicant has no health insurance business and its Board of Directors pass a resolution stating the applicant will not issue health insurance in any state, then the Commissioner may reduce

the capital and surplus requirements to that of a company for life and annuities only. Please note this reduction in requirements is not automatic.

Does the applicant meet or exceed the minimum capital and surplus requirements?

Yes. Go to Question A3 - Risk Based Capital Level.

No. Are you requesting a reduction in capital and/or surplus requirements pursuant to N.J.A.C. 11:2-1.4(a)2.ii?

Yes. What line(s) of business will the applicant refrain from issuing in any state? (None is not correct.)

Go to Question A3 - Risk Based Capital Level.

No. We regret to inform you that the applicant is ineligible.

A. CAPITAL & SURPLUS REQUIREMENTS (continued)

ii.) **MUTUAL COMPANIES** - Pursuant to N.J.S.A. 17B:18-68, below are New Jersey's requirements for surplus in dollars. Pursuant to N.J.S.A. 17B:23-1 an insurer must meet or exceed these requirements based on the lines of authority for which it is authorized by its state of domicile, whether or not it writes them in New Jersey. Put a check mark on the line which indicates the line(s) of authority for which the applicant is authorized by their state of domicile.

| <u>Lines of Authority</u> | <u>NJ Surplus Requirements</u> |
|--|--------------------------------|
| <input type="checkbox"/> Health..... | \$3,000,000 |
| <input type="checkbox"/> Life and/or Annuities | \$4,000,000 |
| <input type="checkbox"/> Life and/or Annuities and Health..... | \$6,300,000 |

To the right of the lines of authority are the New Jersey surplus requirements. For example, if the applicant has authority for "Life and Annuities", they must possess a minimum of \$4,000,000 in surplus. If the applicant has "Annuities & Health" authority, they must possess a minimum of \$6,300,000 in surplus.

Please fill-in the domiciliary state's requirements for a New Jersey mutual insurer applying for admission for the same lines of authority for which the applicant is authorized.

Domicile State's Surplus Requirement: _____

If the minimum surplus requirement is higher for a like New Jersey insurer applying for admission to your state of domicile, then the applicant must meet those higher requirements pursuant to the Retaliatory Provisions of N.J.S.A. 17B:23-5.

NOTE: Pursuant to N.J.A.C. 11:2-1.4(a)2.ii, the Surplus requirements may be reduced by the Commissioner to only those lines which the applicant actually transacts, if the applicant's Board of Directors pass a resolution stating the applicant will not issue, in any of the United States or any other country, those particular lines of insurance, which the applicant does not now transact. For example, the applicant has life, health, and annuities on the certificate of authority from its state of domicile, but only has surplus of \$4,000,000. If the

applicant has no health insurance business and its Board of Directors pass a resolution stating the applicant will not issue health insurance in any state, then the Commissioner may reduce the surplus requirement to that of a mutual company for life and annuities only. Please note this reduction in the surplus requirement is not automatic.

Does the applicant meet or exceed the minimum surplus requirement?

Yes. Go to Question A3 - Risk Based Capital Level.

No. Are you requesting a reduction in the surplus requirement pursuant to N.J.A.C. 11:2-1.4(a)2.ii?

Yes. What line(s) of business will the applicant refrain from issuing in any state? (None is not correct.)

Go to Question A3 - Risk Based Capital Level.

No. We regret to inform you that the applicant is ineligible.

A. CAPITAL & SURPLUS REQUIREMENTS (continued)

iii.) **RISK BASED CAPITAL LEVEL** - Pursuant to N.J.S.A. 17B:18-67 through 72, "The Dynamic Capital and Surplus Act of 1993", and N.J.A.C. 11:2-39, life insurers must meet a risk based capital ("RBC") requirement for doing business in New Jersey. RBC event levels are defined at N.J.A.C. 11:2-39 in terms of a company's Total Adjusted Capital ("TAC") to its Authorized Control Level Risk Based Capital. This ratio can be found in the Annual Statement Five Year Historical Data, Risk-Based Capital Analysis section, "Total Adjusted Capital" divided by "Authorized Control Level Risk Based Capital".

Total Adjusted Capital: \$ _____

Authorized Control Level RBC: \$ _____

Total Adjusted Capital/Authorized Control Level: _____%

Failure Levels

200% <= TAC < 250% of Authorized Control Level RBC and a negative trend
Company Action Level Event

150% <= TAC < 200% of Authorized Control Level RBC
Company Action Level Event

100% <= TAC < 150% of Authorized Control Level RBC
Regulatory Action Level Event

70% <= TAC < 100% of Authorized Control Level RBC
Authorized Control Level Event

0% <= TAC < 70% of Authorized Control Level RBC
Mandatory Control Level Event

Does the applicant's Total Adjusted Capital as a percentage of Authorized Control Level RBC exceed the above listed levels?

Yes. Go to Questions B - IRIS.

No. We regret to inform you the applicant is ineligible for admission pursuant to N.J.A.C. 11:2-1.4(a)3.iii.

B. IRIS

Has the applicant failed four or more NAIC IRIS tests based on the preceding year's annual statement?

No. Go to question C – Five Years Continuous Control.

Yes. Pursuant to N.J.A.C. 11:2-1.4(a)4.i, an applicant is deferred until it has demonstrated to the Commissioner and its state of domicile that the IRIS ratio results are not indicative of a financial condition that may be hazardous to the policyholders, stockholders, claimants, creditors, or the general public. Please attach an explanation as to why these IRIS test failures do not indicate a hazardous financial condition and any correspondence between the applicant and its state of domicile regarding these IRIS test failures. Note: If the explanation is not to the Commissioner's satisfaction, the applicant may not receive the Final Admissions Application. Go to question C – Five Years Continuous Control.

C. FIVE YEARS CONTINUOUS CONTROL

Pursuant to N.J.S.A. 17:27A-1, control is presumed to exist if any person, directly or indirectly, owns, controls, or holds with power to vote 10% or more of the voting securities. Has there been a change in control during the last five years?

No. Go to question D - Five Years Continuous, Active Operations.

Yes. We regret to inform you that the applicant is ineligible for admission pursuant to N.J.A.C. 11:2-1.4(a)5.i without either a Merger Waiver or Capital and Surplus Guarantee. Go to Question G - Merger Waiver.

D. FIVE YEARS CONTINUOUS, ACTIVE OPERATIONS

Has the applicant been continuously and actively engaged in the direct writing of insurance for the past five years?

Yes. Go to question E - Decrease in Surplus over Five Years.

No. We regret to inform you that the applicant is ineligible for admission pursuant to N.J.A.C. 11:2-1.4(a)5.i without either a Merger Waiver or Capital and Surplus Guarantee. Go to Question G - Merger Waiver.

E. DECREASE IN SURPLUS OVER FIVE YEARS

Has the applicant's surplus decreased over the last five years for reasons other than dividends to policyholders, reserve strengthening and increases in asset valuation reserve?

___ No. Go to question F - Profitability.

___ Yes. We regret to inform you that the applicant is ineligible for admission pursuant to N.J.A.C. 11:2-1.4(a)5.ii(2) without either a Merger Waiver or Capital and Surplus Guarantee. Go to Question G - Merger Waiver.

F. PROFITABILITY

The applicant must demonstrate that, during the last five years, it has generated a net gain from operations, after federal income taxes (NAIC Annual Statement page 4, line 33) in three years, of which two of these profitable years must be the most recent years.

Please indicate your net gain from operations for each of the following years:

- Current year 20 _____ <- Must be positive
- 20 _____ <- Must be positive
- 20 _____ one of these three
- 20 _____ remaining years
- 20 _____ must be positive.

Does the applicant meet or exceed the three out of five years profitability requirement?

___ Yes. Go to question I - Additional Items.

___ No. We regret to inform you that the applicant is ineligible for admission pursuant to N.J.A.C. 11:2-1.4(a)5.ii(1) without either a Merger Waiver or Capital and Surplus Guarantee. Go to Question G - Merger Waiver.

G. MERGER WAIVER

The Commissioner may, upon the request of the applicant, on a case by case basis, waive the five year seasoning requirement mentioned in C, D, E, and F under the following circumstances pursuant to N.J.A.C. 11:2-1.4(a)5.iii(3):

The applicant meets all of the following criteria:

- * is the surviving insurer of a merger or consolidation,
- * at least one of the merged insurers was authorized in New Jersey to transact the same lines of authority as the applicant,
- * has been actively engaged in insurance for five years,
- * is currently in good standing, and
- * must demonstrate a sound plan of operation in the opinion of the Commissioner.

Is the applicant claiming a waiver of the five years seasoning requirements based on a merger which satisfies the above outlined criteria?

___ Yes. Go to Question I - Additional Items.

___ No. We regret to inform you the applicant is ineligible for admission without a Capital and Surplus Guarantee. Go to Question H.

H. CAPITAL AND SURPLUS GUARANTEE

The Commissioner may, upon the request of the applicant, on a case by case basis, waive the five year seasoning requirements mentioned above if the Board of Directors of an acceptable guarantor passes a resolution guaranteeing the applicant will meet New Jersey's minimum capital and surplus requirements during the first ten (10) years of its operations in this State.

A copy of the guarantee resolution in a form acceptable to the Department is enclosed for your information.

A guarantee and guarantor may be acceptable under the following circumstances pursuant to N.J.A.C. 11:2-1.4(a)5.iii(1),(2), and (4):

Case 1. The guarantor meets all of the following criteria:

- * is the parent of the applicant or an affiliate with the same ultimate parent, (The Commissioner may require the guarantee be provided by the ultimate parent.)
- * is a life insurer,
- * has been authorized in New Jersey for at least five (5) years, and
- * shall satisfy the Commissioner as to the soundness of its financial condition and methods of operation.

And the applicant meets all of the following criteria:

- * is the wholly owned subsidiary of the guarantor or an affiliate of the guarantor with the same ultimate parent, and
- * has not had a drop in surplus during the five years in question or such shorter time under current control, except for dividends to policyholders, reserve strengthening, or increasing of the asset valuation reserve.

Case 2. The guarantor meets all of the following criteria:

- * is the parent of the applicant and an insurer,
- * was authorized in New Jersey for at least one (1) year,
- * was in operation for five (5) years prior to its own admission to New Jersey,

- * shall satisfy the Commissioner as to the soundness of its financial condition and methods of operation,
- * secured admission by satisfying the above requirements, and
- * has one of the following ratings from one of these companies:
Standard & Poor's ratings of AAA or AA+;
A.M. Best ratings of A++ or A+;
Moody's ratings of Aaa or Aa1;
Duff & Phelps ratings of AAA or AA+; or
Dun & Bradstreet evaluation acceptable to the Department.

And the applicant meets all of the following criterion:

- * is a wholly owned subsidiary of the guarantor.

Case 3. The guarantor meets all of the following criteria:

- * is the ultimate parent of the applicant,
- * is a non-insurance company,
- * the ultimate parent must be a US corporation,
- * has been actively engaged in business during the five (5) years prior to the application,
- * has a net worth, excluding investment in insurance or insurance related subsidiaries, of at least \$25,000,000, and
- * has a Dun & Bradstreet evaluation acceptable to the Department or two (2) of the listed ratings from these companies:
Standard & Poor's ratings of AAA or AA+;
A.M. Best ratings of A++ or A+;
Moody's ratings of Aaa or Aa1; or
Duff & Phelps ratings of AAA or AA+.

And the applicant meets all of the following criteria:

- * has completed three continuous years of operation without a change in control,
- * has had gains from operations in two of the three years,
- * has an examination report conducted by its state of domicile subsequent to its first two years of operation and this report is in accordance with Department standards, and
- * has demonstrated a sound plan of operations in the opinion of the Commissioner.

Is the ten (10) year Capital and Surplus Guarantee being provided?

Yes. Under which Case?

Case 1. Go to Question I - Additional Items.

Case 2. Go to Question I - Additional Items.

Case 3. Go to Question I - Additional Items.

No. If the applicant neither meets the five year seasoning requirements nor meets the requirements for a merger waiver, and no Capital and Surplus Guarantee is being provided, then the applicant is ineligible for admission. Please try again at a later date.

I. ADDITIONAL ITEMS REQUIRED

- i. The most recent report(s) from rating agencies, including, but not limited to, A.M. Best, Moody's, Standard & Poor's, Fitch [formerly Duff & Phelps], and Dun & Bradstreet; and
- ii. The applicant's insurance holding company registration statements including holding company systems charts for the five most recent years.