



**EXAMPLE:** The actual spreadsheet contains multiple pages covering 22 MCAS Ratios

## CEFLI Member Resource: Select 2024 MCAS Ratios Benchmarking Worksheet

**Purpose:** The spreadsheet allows CEFLI Member Companies to benchmark their company's experience against industry data for 22 MCAS ratios and quickly identify outliers. Companies may wish to review material outliers as an oversight effort.

**Access to the Resource:** To obtain this Member Resource as an Excel file, please email [carlastrauch@cefli.org](mailto:carlastrauch@cefli.org)

The spreadsheet is locked/protected except the row below each light grey row (i.e., the rows for entering company data).

- 1 Excluding column B, data appearing in the light grey rows reflects the 2024 MCAS state ratios.
- 2 Excluding column B, the row below each light grey row allows companies to enter their MCAS values by state.
- 3 Red cells indicate the company's ratio (in the row above) is greater than or equal to the NAIC ratio two rows above.
- 4 The column B grey cell reflects a simple (unweighted) formula, the average of the state MCAS ratios.
- 5 The column B cell below each grey cell reflects a simple (unweighted) formula, the company's state ratio average.

The excerpt below includes 4 of the 22 ratios contained on the spreadsheet to illustrate the format of the benchmarking resource.

Select 2024 NAIC MCAS Scorecard Data												
A Compliance & Ethics Forum for Life Insurers (CEFLI) Member Resource												
Data appearing in light grey cells in columns C - BA is the NAIC 2024 MCAS Scorecard data (as published on the NAIC's website on 10/01/25).												
^ Data appearing in light grey cells in column B, is the average of the data in columns C-BA for each respective row.												
ANNUITY REPLACEMENTS							Column B					
							Formula-Driven Nationwide Average <sup>A</sup>					
							AK	AL	AR	AZ	CA	
<b>Annuity - Individual Fixed: Ratio 1 - Replacements to Contracts Issued</b>							39,235	33,058	37,858	31,929	38,469	34,982
Use this row to enter your company's scorecard data.							44,508	35,842	36,500	57,800		
If column B is red, the company value is higher than the formula-driven nationwide average <sup>A</sup> or the corresponding state's average.												
<b>Annuity - Individual Fixed: Ratio 2 - Contracts Replaced Where Age &gt;80 Compared to Total Replacements</b>							11,292	6,156	14,567	11,631	11,759	9,186
Use this row to enter your company's scorecard data.							11,220	7,500	13,580	12,580		
If column B is red, the company value is higher than the formula-driven nationwide average <sup>A</sup> or the corresponding state's average.												
<b>Annuity - Individual Variable: Ratio 1 - Replacements to Contracts Issued</b>							30,932	23,778	35,365	26,956	34,131	29,198
Use this row to enter your company's scorecard data.							29,250	22,140	36,360			
If column B is red, the company value is higher than the formula-driven nationwide average <sup>A</sup> or the corresponding state's average.												
<b>Annuity - Individual Variable: Ratio 2 - Contracts Replaced where Age &gt;80 Compared to Total Replacements</b>							5,258	4,206	5,099	5,194	6,000	5,697
Use this row to enter your company's scorecard data.							8,513	4,000	5,040	16,500		
If column B is red, the company value is higher than the formula-driven nationwide average <sup>A</sup> or the corresponding state's average.												