

Life Insurance Company of Alabama (LICOA)									
Taxonomy Report									
			Strategic	Operational	Insurance	Equity	Interest rate	Credit	
	Owner								Pre Mitigation
									Frequency Severity Velocity Risk Score
LIABILITIES									
Product Management									
Underwriting	Edmondson			X					3 6 8 23
Consumer Issues	M Causey/Lewis			X					4 6 6 22
Policy Lapses	Keck			X					3 4 7 18
Competitor Pricing	Keck			X					4 4 5 17
Morbidity	Keck			X					3 4 6 17
Electronic commerce	M Causey/Lewis			X					3 4 4 15
New business	M Causey/Lewis	X		X					3 3 3 12
Pricing Adequacy - Premium Risk	Keck			X		X			3 4 5 16
Product Design	Keck			X					3 4 5 16
Reserve adequacy	Keck			X					3 4 5 16
Tail Risk of Liabilities	Keck			X					3 4 5 16
Pricing Adequacy/Discipline	Keck			X		X			3 3 6 15
Mortality/Longevity	Keck			X					3 3 5 14
Expense margin	Keck			X					3 3 4 13
Reinsurance Counterparty Risk	Keck			X			X		2 2 5 11
Moral Hazard									
Antiselection	Edmondson			X					3 5 8 21
Fraudulent Information	H Casey			X					3 7 4 21
Claims	H Casey			X					3 5 3 16
Distribution									
Distributor Recruitment	M Causey/Lewis		X						5 4 4 17
Policy Churning	Edmondson		X						4 4 5 17
Advertising	M Causey/Lewis		X						3 5 3 16
Distributor Productivity	M Causey/Lewis		X						3 3 3 12
Cost of Distribution	M Causey/Lewis		X						3 3 3 12
Distributor Retention/Succession	M Causey/Lewis		X						4 4 4 16
Concentration - customers, producers	M Causey/Lewis		X	X					2 4 3 13
Distributor Fraud	M Causey/Lewis		X	X					3 2 2 9
Balance Sheet Management									
Internal Controls	A Causey		X						6 6 7 25
Claims Paying Process	H Casey		X	X					2 5 8 20
Surplus Strain	Keck	X							4 4 5 17
Mark-to-Market Risk	Hulsey			X	X	X	X		2 4 5 15
Premium Accounting Process	Hulsey		X						3 3 3 12
Expense Paying Process	Hulsey		X						3 2 3 10
Reputation									
Corporate Image	Daugette	X							3 4 9 20
Cyber Risk/Internet	T Cole	X	X						4 5 6 20
Quality of Service	H Casey	X							2 4 7 17
Ethics & Compliance	H Casey	X							2 3 2 10
Market									
Competition from other carriers	M Causey/Lewis	X		X					5 3 3 14
Untested Markets	M Causey/Lewis	X		X					3 4 5 16
Uncontrolled Growth	Keck	X		X					2 4 7 17
Competition from new entrants	M Causey/Lewis	X		X					5 3 3 14
Market Saturation	M Causey/Lewis	X		X					1 2 2 7