As Reported by the Senate Insurance, Commerce and Labor Committee

124th General Assembly
Regular Session
2001-2002

Sub. H. B. No. 421

REPRESENTATIVES G. Smith, Husted, Seitz, Flowers, Willamowski, Collier, Schaffer, Jolivette, Krupinski, Ogg, Evans, Stapleton, Hughes, McGregor, Reidelbach, Perry, Clancy, Carano, D. Miller, Lendrum, Coates, Sferra, Niehaus, Latell, Flannery, Distel, Cirelli, Roman, Strahorn, Redfern, Allen, Otterman, Sulzer, DeBose, Key, Schmidt, Salerno

ABILL

То	amend sections 3901.321, 3905.45, 3905.451, and	-
	3915.073 of the Revised Code relative to insurance	2
	policies that are issued, sold, or assigned for the	3
	purpose of purchasing funeral or burial goods or	4
	services, interest earned under the Standard	Ę
	Nonforfeiture Law for Individual Deferred	6
	Annuities, and acquisitions conducted under the	-
	Holding Company Systems Law.	8

BE IT ENACTED BY THE GENERAL ASSEMBLY OF THE STATE OF OHIO:

Section 1. That sections 3901.321, 3905.45, 3905.451, and	9
3915.073 of the Revised Code be amended to read as follows:	10
Sec. 3901.321. (A) For the purposes of this section:	11
(1) "Acquiring party" means any person by whom or on whose	12
behalf a merger or other acquisition of control is to be effected.	13
(2) "Domestic insurer" includes any person controlling a	14
domestic insurer unless the person, as determined by the	15

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superintendent of insurance, is either directly or through its affiliates primarily engaged in business other than the business of insurance.	16 17 18
(3) "Person" does not include any securities broker holding, in the usual and customary broker's function, less than twenty per cent of the voting securities of an insurance company or of any person that controls an insurance company.	19 20 21 22
(B)(1) Subject to compliance with division (B)(2) of this section, no person other than the issuer shall do any of the following if, as a result, the person would, directly or indirectly, including by means of conversion or the exercise of any right to acquire, be in control of a domestic insurer:	23 24 25 26 27
(a) Make a tender offer for any voting security of a domestic insurer;(b) Make a request or invitation for tenders of any voting	28 29 30
security of a domestic insurer; (c) Enter into any agreement to exchange securities of a domestic insurer;	31 32 33
(d) Seek to acquire or acquire, in the open market or otherwise, any voting security of a domestic insurer;	34 35
(e) Enter into an agreement to merge with, or otherwise to acquire control of, a domestic insurer.	36 37
(2)(a) No person shall engage in any transaction described in division (B)(1) of this section, unless all of the following conditions are met:	38 39 40
(i) The person has filed with the superintendent of insurance a statement containing the information required by division (C) of this section;	41 42 43
(ii) The person has sent the statement to the domestic insurer;	44 45

- (iii) The offer, request, invitation, agreement, or

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 acquisition has been approved by the superintendent in the manner
 provided in division (F) of this section.

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- (b) The requirements of division (B)(2)(a) of this section 49 shall be met at the time any offer, request, or invitation is 50 made, or any agreement is entered into, or prior to the 51 acquisition of the securities if no offer or agreement is 52 involved.

- (C) The statement required by division (B)(2) of this section shall be made under oath or affirmation, and shall contain all of the following information:
 - (1) The name and address of each acquiring party;
- (2) If the acquiring party is an individual, the individual's principal occupation and all offices and positions held during the past five years, and any conviction of crimes other than minor traffic violations during the past ten years;
- (3) If the acquiring party is not an individual, a report of the nature of its business operations during the past five years or for such lesser period as the acquiring party and any of its predecessors shall have been in existence; an informative description of the business intended to be done by the acquiring party and the acquiring party's subsidiaries; and a list of all individuals who are or who have been selected to become directors or executive officers of the acquiring party, who perform or will perform functions appropriate to such positions. The list shall include for each individual the information required by division (C)(2) of this section.
- (4) The source, nature, and amount of the consideration used or to be used in effecting the merger or other acquisition of control, a description of any transaction in which funds were or are to be obtained for any such purpose, including any pledge of

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the domestic insurer's stock, or the stock of any of its	77
subsidiaries or controlling affiliates, and the identity of	78
persons furnishing such consideration;	79
(5) Fully audited financial information as to the earnings	80
and financial condition of each acquiring party for its preceding	81
five fiscal years, or for such lesser period as the acquiring	82
party and any of its predecessors shall have been in existence,	83
and similar unaudited information as of a date not earlier than	84
ninety days prior to the filing of the statement;	85
(6) Any plans or proposals which each acquiring party may	86
have to liquidate such domestic insurer, to sell its assets or	87
merge or consolidate it with any person, or to make any other	88
material change in its business or corporate structure or	89
management;	90
(7) The number of shares of any security of such issuer or	91
such controlling person that each acquiring party proposes to	92
acquire, and the terms of the offer, request, invitation,	93
agreement, or acquisition, and a statement as to the method by	94
which the fairness of the proposal was determined;	95
(8) The amount of each class of any security of such issuer	96
or such controlling person which is beneficially owned or	97
concerning which there is a right to acquire beneficial ownership	98
by each acquiring party;	99
(9) A full description of any contracts, arrangements, or	100
understandings with respect to any security of such issuer or such	101
controlling person in which any acquiring party is involved,	102
including but not limited to transfer of any of the securities,	103
joint ventures, loan or option arrangements, puts or calls,	104
guarantees of loans, guarantees against loss or guarantees of	105
profits, division of losses or profits, or the giving or	106
withholding of proxies. The description shall identify the persons	107

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with whom such contracts, arrangements, or understandings have	108
been made.	109
(10) A description of the purchase of any security of such	110
issuer or such controlling person during the year preceding the	111
filing of the statement, by any acquiring party, including the	112
dates of purchase, names of the purchasers, and consideration paid	113
or agreed to be paid therefor;	114
(11) A description of any recommendations to purchase any	115
security of such issuer or such controlling person made during the	116
year preceding the filing of the statement, by any acquiring	117
party, or by anyone based upon interviews or at the suggestion of	118
the acquiring party;	119
(12) Copies of all tender offers for, requests, or	120
invitations for tenders of, exchange offers for, and agreements to	121
acquire or exchange any securities of such issuer or such	122
controlling person, and, if distributed, of additional	123
solicitation material relating thereto;	124
(13) The terms of any agreement, contract, or understanding	125
made with or proposed to be made with any broker or dealer as to	126
solicitation of securities of such issuer or such controlling	127
person for tender, and the amount of any fees, commissions, or	128
other compensation to be paid to brokers or dealers with regard	129
thereto;	130
(14) With respect to proposed affiliations between depository	131
institutions or any affiliate thereof, within the meaning of Title	132
I, section 104(c) of the "Gramm-Leach-Bliley Act," Pub. L. No.	133
106-102, 113 Stat. 1338 (1999), and a domestic insurer, the	134
proposed effective date of the acquisition or change of control;	135
(15) Such additional information as the superintendent may by	136
rule prescribe as necessary or appropriate for the protection of	137
policyholders of the domestic insurer or in the public interest.	138

- (D)(1) If the person required to file the statement required by division (B)(2) of this section is a partnership, limited partnership, syndicate, or other group, the superintendent may require that the information required by division (C) of this section be furnished with respect to each partner of such partnership or limited partnership, each member of such syndicate or group, and each person that controls such partner or member. If any such partner, member, or person is a corporation, or the person required to file the statement is a corporation, the superintendent may require that the information required by division (C) of this section be furnished with respect to the corporation, each officer and director of the corporation, and each person that is directly or indirectly the beneficial owner of more than ten per cent of the outstanding voting securities of the corporation.
- (2) If any material change occurs in the facts set forth in the statement required by division (B)(2) of this section, an amendment setting forth such change, together with copies of all documents and other material relevant to the change, shall be filed with the superintendent by the person subject to division (B)(2) of this section and sent to the domestic insurer within two business days after such person learns of the occurrence of the material change.
- (E) If any offer, request, invitation, agreement, or acquisition described in division (B)(1) of this section is proposed to be made by means of a registration statement under the "Securities Act of 1933," 48 Stat. 74, 15 U.S.C.A. 78a, or in circumstances requiring the disclosure of similar information under the "Securities Exchange Act of 1934," 48 Stat. 881, 15 U.S.C.A. 78a, or under a state law requiring similar registration or disclosure, the person required to file the statement required

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by division (B)(2) of this section may use such documents in	171
furnishing the information required by that statement.	172
(F)(1) The superintendent shall approve any merger or other	173
acquisition of control described in division (B)(1) of this	174
section unless, after a public hearing, the superintendent finds	175
that any of the following apply:	176
(a) After the change of control, the domestic insurer would	177
not be able to satisfy the requirements for the issuance of a	178
license to write the line or lines of insurance for which it is	179
<pre>presently licensed;</pre>	180
(b) The effect of the merger or other acquisition of control	181
would be substantially to lessen competition in insurance in this	182
state or tend to create a monopoly;	183
(c) The financial condition of any acquiring party is such as	184
might jeopardize the financial stability of the domestic insurer,	185
or prejudice the interests of its policyholders;	186
(d) The plans or proposals that the acquiring party has to	187
liquidate the domestic insurer, sell its assets, or consolidate or	188
merge it with any person, or to make any other material change in	189
its business or corporate structure or management, are unfair and	190
unreasonable to policyholders of the domestic insurer and not in	191
the public interest;	192
(e) The competence, experience, and integrity of those	193
persons that would control the operation of the domestic insurer	194
are such that it would not be in the interest of policyholders of	195
the domestic insurer and of the public to permit the merger or	196
other acquisition of control;	197
(f) The acquisition is likely to be hazardous or prejudicial	198
to the insurance-buying public.	199
(2)(a) Chapter 119. of the Revised Code, except for section	200

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119.09 of the Revised Code, applies to the notice of any hearing	201
held under division (F)(1) of this section, including the notice	202
of the hearing, the conduct of the hearing, the orders issued	203
pursuant to it, the review of the orders, and all other matters	204
relating to the holding of the hearing, but only to the extent	205
that Chapter 119. of the Revised Code is not inconsistent or in	206
conflict with this section.	207
(b) The notice of a hearing required under this division	208
shall be transmitted by personal service, certified mail, e-mail,	209
or any other method designed to ensure and confirm receipt of the	210
notice, to the persons and addresses designated to receive notices	211
and correspondence in the information statement filed under	212
division (B)(2) of this section. Confirmation of receipt of the	213
notice, including electronic "Read Receipt" confirmation, shall	214
constitute evidence of compliance with the requirement of this	215
section. The notice of hearing shall include the reasons for the	216
proposed action and a statement informing the acquiring party that	217
the party is entitled to a hearing. The notice also shall inform	218
the acquiring party that at the hearing the acquiring party may	219
appear in person, by attorney, or by such other representative as	220
is permitted to practice before the superintendent, or that the	221
acquiring party may present its position, arguments, or	222
contentions in writing, and that at the hearing the acquiring	223
party may present evidence and examine witnesses appearing for and	224
against the acquiring party. A copy of the notice also shall be	225
transmitted to attorneys or other representatives of record	226
representing the acquiring party.	227
(c) The hearing shall be held at the offices of the	228
superintendent within ten calendar days, but not earlier than	229
seven calendar days, of the date of transmission of the notice of	230
hearing by any means, unless it is postponed or continued; but in	231
no event shall the hearing be held unless notice is received at	232

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least three days prior to the hearing. The superintendent may postpone or continue the hearing upon receipt of a written request by an acquiring party, or upon the superintendent's motion. provided, however, a hearing in connection with a proposed change of control involving a depository institution or any affiliate thereof, within the meaning of Title I, section 104(c) of the "Gramm-Leach-Bliley Act," Pub. L. No. 106-102, 113 Stat. 1338 (1999), and a domestic insurer, may be postponed or continued only upon the request of an acquiring party, or upon the superintendent's motion when the acquiring party agrees in writing to extend the sixty-day period provided for in section 104(c) of the "Gramm-Leach-Bliley Act," by a number of days equal to the number of days of such postponement or continuance.

(d) For the purpose of conducting any hearing held under this section, the superintendent may require the attendance of such witnesses and the production of such books, records, and papers as the superintendent desires, and may take the depositions of witnesses residing within or without the state in the same manner as is prescribed by law for the taking of depositions in civil actions in the court of common pleas, and for that purpose the superintendent may, and upon the request of an acquiring party shall, issue a subpoena for any witnesses or a subpoena duces tecum to compel the production of any books, records, or papers, directed to the sheriff of the county where such witness resides or is found, which shall be served and returned in the same manner as a subpoena in a criminal case is served and returned. The fees and mileage of the sheriff and witnesses shall be the same as that allowed in the court of common pleas in criminal cases. Fees and mileage shall be paid from the fund in the state treasury for the use of the superintendent in the same manner as other expenses of the superintendent are paid. In any case of disobedience or neglect of any subpoena served on any person or the refusal of any

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witness to testify in any matter regarding which the witness may	265
lawfully be interrogated, the court of common pleas of any county	266
where such disobedience, neglect, or refusal occurs or any judge	267
thereof, on application by the superintendent, shall compel	268
obedience by attachment proceedings for contempt, as in the case	269
of disobedience of the requirements of a subpoena issued from the	270
court or a refusal to testify therein.	271
In any hearing held under this section, a record of the	272
testimony, as provided by stenographic means or by use of audio	273
electronic recording devices, as determined by the superintendent,	274
and other evidence submitted shall be taken at the expense of the	275
superintendent. The record shall include all of the testimony and	276
other evidence, and rulings on the admissibility thereof,	277
presented at the hearing.	278
The superintendent shall pass upon the admissibility of	279
evidence, but a party to the proceedings may at that time object	280
to the rulings of the superintendent, and if the superintendent	281
refuses to admit evidence, the party offering the evidence shall	282
proffer the evidence. The proffer shall be made a part of the	283
record of the hearing.	284
In any hearing held under this section, the superintendent	285
may call any person to testify under oath as upon	286
cross-examination. The superintendent, or any one delegated by the	287
superintendent to conduct a hearing, may administer oaths or	288
affirmations.	289
In any hearing under this section, the superintendent may	290
appoint a hearing officer to conduct the hearing; the hearing	291
officer has the same powers and authority in conducting the	292
hearing as is granted to the superintendent. The hearing officer	293
shall have been admitted to the practice of law in the state and	294
be possessed of any additional qualifications as the	295
superintendent requires. The hearing officer shall submit to the	296

superintendent a written report setting forth the hearing	297
officer's finding of fact and conclusions of law and a	298
recommendation of the action to be taken by the superintendent. A	299
copy of the written report and recommendation shall, within seven	300
days of the date of filing thereof, be served upon the acquiring	301
party or the acquiring party's attorney or other representative of	302
record, by personal service, certified mail, e-mail, or any other	303
method designed to ensure and confirm receipt of the report. The	304
acquiring party may, within three days of receipt of the copy of	305
the written report and recommendation, file with the	306
superintendent written objections to the report and	307
recommendation, which objections the superintendent shall consider	308
before approving, modifying, or disapproving the recommendation.	309
The superintendent may grant extensions of time to the acquiring	310
party within which to file such objections. No recommendation of	311
the hearing officer shall be approved, modified, or disapproved by	312
the superintendent until after three days following the service of	313
the report and recommendation as provided in this section. The	314
superintendent may order additional testimony to be taken or	315
permit the introduction of further documentary evidence. The	316
superintendent may approve, modify, or disapprove the	317
recommendation of the hearing officer, and the order of the	318
superintendent based on the report, recommendation, transcript of	319
testimony, and evidence, or the objections of the acquiring party,	320
and additional testimony and evidence shall have the same effect	321
as if the hearing had been conducted by the superintendent. No	322
such recommendation is final until confirmed and approved by the	323
superintendent as indicated by the order entered in the record of	324
proceedings, and if the superintendent modifies or disapproves the	325
recommendations of the hearing officer, the reasons for the	326
modification or disapproval shall be included in the record of	327
proceedings.	328

(b) It is not otherwise comprehended within the purposes of

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a domestic insurer;

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has provided <u>delivered</u> all the goods and <u>performed all the</u>	391
services contracted for, by, or on behalf of the insured.	392
(B) A provider of funeral or burial goods or services shall	393
not pledge, assign, transfer, borrow from, or otherwise encumber	394
an insurance policy described in division (A) of this section	395
prior to delivering all the goods and performing all the services	396
contracted for, by, or on behalf of the insured. However, a	397
provider may assign or otherwise transfer such a policy to another	398
provider of funeral or burial goods or services in conjunction	399
with the assumption by the other provider of the contractual	400
obligation to provide the goods or services.	401
Sec. 3905.451. The sale of a \underline{A} life insurance policy that is	402
issued, sold, or assigned for the benefits purpose of which are	403
payable to the provider of purchasing funeral or burial goods or	404
services as payment for these, and the contractual obligation to	405
provide the goods or services is, are not the sale of a preneed	406
funeral contract as defined in subject to section 1111.19 of the	407
Revised Code.	408
Sec. 3915.073. (A) This section shall be known as the	409
standard nonforfeiture law for individual deferred annuities.	410
(B) This section does not apply to any reinsurance, group	411
annuity purchased under a retirement plan or plan of deferred	412
compensation established or maintained by an employer, including a	413
partnership or sole proprietorship, or by an employee	414
organization, or by both, other than a plan providing individual	415
retirement accounts or individual retirement annuities under	416
section 408 of the Internal Revenue Code of 1954, 26 U.S.C.A. 408,	417
as amended, premium deposit fund, variable annuity, investment	418
annuity, immediate annuity, any deferred annuity contract after	419
annuity payments have commenced, or reversionary annuity, nor to	420
any contract which is delivered outside this state through an	421

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agent	or	other	representative	οf	the	company	issuina	the	contract.	

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- (C) In the case of contracts issued on or after the operative date of this section as defined in division (L) of this section, no contract of annuity, except as stated in division (B) of this section shall be delivered or issued for delivery in this state unless it contains in substance the following provisions, or corresponding provisions that in the opinion of the superintendent are at least as favorable to the contractholder, upon cessation of payment of consideration under the contract:
- (1) That upon cessation of payment of considerations under a 431 contract, the company will grant a paid-up annuity benefit on a 432 plan stipulated in the contract of such value as is specified in 433 divisions (E), (F), (G), (H), and (J) of this section; 434
- (2) If a contract provides for a lump sum settlement at maturity, or at any other time, that upon surrender of the contract at or prior to the commencement of any annuity payments, the company will pay in lieu of any paid-up annuity benefit a cash surrender benefit of such amount as is specified in divisions (E), (F), (H), and (J) of this section. The company shall reserve the right to defer the payment of such cash surrender benefit for a period of six months after demand therefor with surrender of the contract.
- (3) A statement of the mortality table, if any, and interest rates used in calculating any minimum paid-up annuity, cash surrender, or death benefits that are guaranteed under the contract, together with sufficient information to determine the amounts of such benefits;
- (4) A statement that any paid-up annuity, cash surrender, or 449 death benefits that may be available under the contract are not 450 less than the minimum benefits required by any statute of the 451 state in which the contract is delivered and an explanation of the 452

sum of:

(a) Any prior withdrawals from or partial surrenders of the

contract accumulated at a rate of interest of three per cent per

annum; and

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(b) The amount of any indebtedness to the company on the 484 contract, including interest due and accrued; and increased by any 485 existing additional amounts credited by the company to the 486 contract. 487

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The net considerations for a given contract year used to define the minimum nonforfeiture amount shall be an amount not less than zero and shall be equal to the corresponding gross considerations credited to the contract during that contract year less an annual contract charge of thirty dollars and less a collection charge of one dollar and twenty-five cents per consideration credited to the contract during that contract year. The percentages of net considerations shall be sixty-five per cent of the net consideration for the first contract year and eighty-seven and one-half per cent of the net considerations for the second and later contract years. Notwithstanding the provisions of the preceding sentence, the percentage shall be sixty-five per cent of the portion of the total net consideration for any renewal contract year that exceeds by not more than two times the sum of those portions of the net considerations in all prior contract years for which the percentage was sixty-five per cent.

Notwithstanding any other provision of this section, for any contract issued on or after the effective date of this amendment, and before September 1, 2004, the interest rate at which net considerations, partial withdrawals, and partial surrenders shall be accumulated for purposes of determining minimum nonforfeiture amounts shall be one and one-half per cent per annum.

(2) With respect to contracts providing for fixed scheduled considerations, minimum nonforfeiture amounts shall be calculated on the assumption that considerations are paid annually in advance and shall be defined as for contracts with flexible considerations which are paid annually with two exceptions:

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(a) The portion of the net consideration for the first
contract year to be accumulated shall be the sum of sixty-five per
cent of the net consideration for the first contract year plus
twenty-two and one-half per cent of the excess of the net
consideration for the first contract year over the lesser of the
net considerations for the second and third contract years;

- 522 (b) The annual contract charge shall be the lesser of (i) thirty dollars or (ii) ten per cent of the gross annual 523 consideration. 524
- (3) With respect to contracts providing for a single consideration, minimum nonforfeiture amounts shall be defined as for contracts with flexible considerations except that the percentage of net consideration used to determine the minimum nonforfeiture amount shall be equal to ninety per cent and the net consideration shall be the gross consideration less a contract charge of seventy-five dollars.
- (E) Any paid-up annuity benefit available under a contract shall be such that its present value on the date annuity payments are to commence is at least equal to the minimum nonforfeiture amount on that date. Such present value shall be computed using the mortality table, if any, and the interest rate specified in the contract for determining the minimum paid-up annuity benefits quaranteed in the contract.
- (F) For contracts which provide cash surrender benefits, such cash surrender benefits available prior to maturity shall not be less than the present value as of the date of surrender of that portion of the maturity value of the paid-up annuity benefit that would be provided under the contract at maturity arising from considerations paid prior to the time of cash surrender reduced by the amount appropriate to reflect any prior withdrawals from or partial surrenders of the contract, such present value being calculated on the basis of an interest rate not more than one per

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cent higher than the interest rate specified in the contract for accumulating the net considerations to determine such maturity value, decreased by the amount of any indebtedness to the company on the contract, including interest due and accrued, and increased by any existing additional amounts credited by the company to the contract. In no event shall any cash surrender benefit be less than the minimum nonforfeiture amount at that time. The death benefit under such contracts shall be at least equal to the cash surrender benefit.

- (G) For contracts that do not provide cash surrender benefits, the present value of any paid-up annuity benefit available as a nonforfeiture option at any time prior to maturity shall not be less than the present value of that portion of the maturity value of the paid-up annuity benefit provided under the contract arising from considerations paid prior to the time the contract is surrendered in exchange for, or changed to, a deferred paid-up annuity, such present value being calculated for the period prior to the maturity date on the basis of the interest rate specified in the contract for accumulating the net considerations to determine such maturity value, and increased by any existing additional amounts credited by the company to the contract. For contracts that do not provide any death benefits prior to the commencement of any annuity payments, such present values shall be calculated on the basis of such interest rate and the mortality table specified in the contract for determining the maturity value of the paid-up annuity benefit. However, in no event shall the present value of a paid-up annuity benefit be less than the minimum nonforfeiture amount at that time.
- (H) For the purpose of determining the benefits calculated under divisions (F) and (G) of this section, in the case of annuity contracts under which an election may be made to have annuity payments commence at optional maturity dates, the maturity

(3) As other policy benefits additional to life insurance,

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endowment and annuity benefits, and considerations for all such	611
additional benefits shall be disregarded in ascertaining the	612
minimum nonforfeiture amounts, paid-up annuity, cash surrender,	613
and death benefits that may be required by this section.	614
The inclusion of such additional benefits shall not be	615
required in any paid-up benefits, unless such additional benefits	616
separately would require minimum nonforfeiture amounts, paid-up	617
annuity, cash surrender, and death benefits.	618
(L) Any company may file with the superintendent a written	619
notice of its election to comply with the provisions of this	620
section on or before July 1, 1980. The date specified in the	621
notice shall be the operative date of this section for such	622
company. If a company makes no such election, the operative date	623
of this section for the company shall be July 1, 1980.	624
Section 2. That existing sections 3901.321, 3905.45,	625
3905.451, and 3915.073 of the Revised Code are hereby repealed.	626