Coronavirus (COVID-19):

Current Interest Rate Environment

On March 15, the Federal Reserve dropped interest rates to 0; the last time they were at this rate was 2008. How does the current rate environment affect the financial services industry? What do we expect to happen over the next 10 years? What are the biggest concerns? What actions are being considered to mitigate the current rate environment?

Do you expect the 10-year rate to continue to decline?



said yes



said no



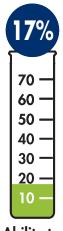
were not sure

Are you operating as if rates will stay level for the remainder of 2020?

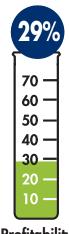


said yes

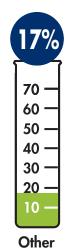
What is the biggest concern with regard to the current rate environment?



Ability to maintain sales/revenue

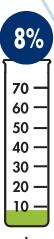


Profitability new business



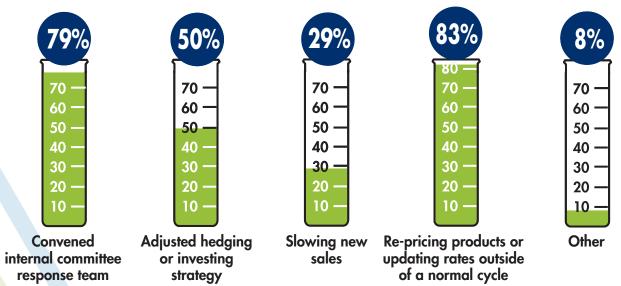
29% 70 -60 -50 -40 -30 -20 -10 -

Profitability in-force



Investment strategy for **GA** portfolio

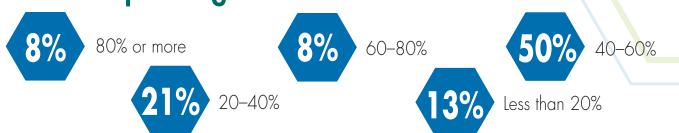
What actions have been taken to mitigate the effects of the current rate environment?



What other actions, if any, are being considered to mitigate the effects of the current rate environment?



What percent of senior management time is spent evaluating and responding to the current rate environment?



Methodology

LIMRA and LOMA surveyed 60 C-Suite executives from March 10–12, 2020 to learn how the low interest environment and COVID-19 are affecting the financial services industry.

