

**HMO Minnesota d/b/a Blue Plus**  
**Minnesota Supplement Report #1A**  
**REALLOCATION OF EXPENSES AND INVESTMENT INCOME**  
**For the Year Ending December 31, 2018**  
**Public Information, Minnesota Statutes § 62D.08**

Line	Direct Non-Claims	Total	Non MN products	Total MN products	Commercial	Medicare Adv. (PPE)	Medicare Cost	MSHO	SNBC MA risk	SNBC Integrated	MSC+	PMAP	MNCare	Dental	Other (incl. Med. Suppl.)	Admin Services Omb.
1	Employee	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
2	Sales expenses	1,751,002	0	1,751,002	1,750,747	0	0	0	0	0	0	0	0	0	0	255
3	General	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
4	State premium	39,533,462	0	39,533,462	6,258,266	0	0	2,430,020	0	0	1,028,810	27,266,605	2,547,490	0	0	2,270
5	Consulting and	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
6	Outsourced	367,953	0	367,953	0	0	0	367,953	0	0	0	0	0	0	0	0
7	Other expenses	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
8	<b>Total Direct</b>	<b>41,652,417</b>	<b>0</b>	<b>41,652,417</b>	<b>8,009,013</b>	<b>0</b>	<b>0</b>	<b>2,797,973</b>	<b>0</b>	<b>0</b>	<b>1,028,810</b>	<b>27,266,605</b>	<b>2,547,490</b>	<b>0</b>	<b>2,525</b>	<b>0</b>

Line	Reallocated Indirect Non-	Total	Non MN products	Total MN products	Commercial	Medicare Advantages	Medicare Cost	MSHO	SNBC MA risk	SNBC Integrated	MSC+	PMAP	MNCare	Dental	Other	Admin Services Omb.
9	Employee	27,617,810	0	27,617,810	2,252,345	420	0	3,583,407	0	0	726,234	19,255,537	1,798,263	0	0	1,605
10	Sales expenses	557,684	0	557,684	45,481	8	0	72,359	0	0	14,665	388,826	36,312	0	0	32
11	General	9,661,078	0	9,661,078	787,901	147	0	1,253,523	0	0	254,046	6,735,843	629,056	0	0	561
12	State premium	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
13	Consulting and	20,236,188	0	20,236,188	1,650,344	308	0	2,625,642	0	0	532,128	14,108,963	1,317,627	0	0	1,176
14	Outsourced	3,853,340	0	3,853,340	314,256	59	0	499,970	0	0	101,327	2,686,605	250,900	0	0	224
15	Other expenses	905,739	0	905,739	73,867	14	0	117,519	0	0	23,817	631,494	58,975	0	0	53
16	<b>Total Indirect</b>	<b>62,831,840</b>	<b>0</b>	<b>62,831,840</b>	<b>5,124,193</b>	<b>956</b>	<b>0</b>	<b>8,152,422</b>	<b>0</b>	<b>0</b>	<b>1,652,216</b>	<b>43,807,268</b>	<b>4,091,134</b>	<b>0</b>	<b>3,651</b>	<b>0</b>

Line	Direct plus Indirect Non-	NAIC Total	Non MN products	Total MN products	Commercial	Medicare Advantages	Medicare Cost	MSHO	SNBC MA risk	SNBC Integrated	MSC+	PMAP	MNCare	Dental	Other	Admin Services Omb.
17	Employee	27,617,810	0	27,617,810	2,252,345	420	0	3,583,407	0	0	726,234	19,255,537	1,798,263	0	0	1,605
18	Sales expenses	2,308,686	0	2,308,686	1,796,228	8	0	72,359	0	0	14,665	388,826	36,312	0	0	287
19	General	9,661,078	0	9,661,078	787,901	147	0	1,253,523	0	0	254,046	6,735,843	629,056	0	0	561
20	State premium	39,533,462	0	39,533,462	6,258,266	0	0	2,430,020	0	0	1,028,810	27,266,605	2,547,490	0	0	2,270
21	Consulting and	20,236,188	0	20,236,188	1,650,344	308	0	2,625,642	0	0	532,128	14,108,963	1,317,627	0	0	1,176
22	Outsourced	4,221,293	0	4,221,293	314,256	59	0	867,923	0	0	101,327	2,686,605	250,900	0	0	224
23	Other expenses	905,739	0	905,739	73,867	14	0	117,519	0	0	23,817	631,494	58,975	0	0	53
24	<b>Total Non-</b>	<b>104,484,257</b>	<b>0</b>	<b>104,484,257</b>	<b>13,133,206</b>	<b>956</b>	<b>0</b>	<b>10,950,395</b>	<b>0</b>	<b>0</b>	<b>2,681,026</b>	<b>71,073,873</b>	<b>6,638,624</b>	<b>0</b>	<b>6,176</b>	<b>0</b>
25	Claims	105,519,966	0	105,519,966	9,967,577	1,202	0	6,449,043	0	0	1,566,102	81,044,203	6,480,578	0	0	11,261
26	Revenues	2,445,275,554	0	2,445,275,554	199,422,242	37,197	0	317,274,136	0	0	64,300,571	1,704,881,467	159,217,845	0	0	142,096
27	Incurred	2,115,810,565	0	2,115,810,565	122,162,593	0	0	284,722,134	0	0	59,290,784	1,507,755,544	141,795,305	0	0	84,205
28	Net	21,576,582	0	21,576,582	3,590,172	0	0	15,341,443	0	0	20,053	0	1,013,583	0	0	1,611,328
29	Aggregate	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
30	Federal and	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
31	<b>Net Income =</b>	<b>141,037,348</b>	<b>0</b>	<b>141,037,348</b>	<b>57,749,038</b>	<b>35,039</b>	<b>0</b>	<b>30,494,007</b>	<b>0</b>	<b>0</b>	<b>782,712</b>	<b>45,007,847</b>	<b>5,316,923</b>	<b>0</b>	<b>1,651,782</b>	<b>0</b>