For the Year Ending December 311, 2019
Public Information, Minnesota Statues \& 62D.08

|  |  | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 |
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| Line | Direct Non-Claim Expenses | Total | Non MN products | Total MN products | Commercial | Medicare Advantage | $\begin{gathered} \hline \text { Medicare } \\ \text { Cost } \\ \hline \end{gathered}$ | $\begin{array}{\|c\|} \hline \text { Medicare } \\ \text { Supplement } \\ \hline \end{array}$ | $\begin{gathered} \hline \text { Medicare } \\ \text { Part D } \\ \hline \end{gathered}$ | msho | $\begin{gathered} \text { SNBC MA } \\ \text { only } \\ \hline \end{gathered}$ | SNBC Integrated | PMAP | MsC+ | MNCare | Dental | Other | $\begin{array}{\|c} \text { Admin } \\ \text { Services } \end{array}$ |
| 1 | Employee benefit expenses | 3,185,341 |  | 3,185,341 |  |  |  |  |  | 255,610 | 150,088 | 70,043 | 1,250,085 | 102,326 | 155,445 |  |  | 1,201,744 |
| 2 | Sales expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 3 | General business/office expense | 477,817 |  | 477,817 |  |  |  |  |  | 38,343 | 22,514 | 10,507 | 187,519 | 15,349 | 23,318 |  |  | 180,267 |
| 4 | State premium taxes and assessments |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 5 | Consulting and professional fees | 825,747 |  | 825,747 |  |  |  |  |  | 66,263 | 38,908 | 18,158 | 324,063 | 26,526 | 40,297 |  |  | 311,532 |
| 6 | Outsourced services | 1,778,096 |  | 1,778,096 |  |  |  |  |  | 142,684 | 83,781 | 39,099 | 697,815 | 57,119 | 86,771 |  |  | 670,827 |
| 7 | Other expenses | 56,25 |  | 56,25 |  |  |  |  |  | 4,514 | 2,651 | 1,237 | 22,077 | 1,807 | 2,745 |  |  | 21,224 |
| 8 | Total Direct Expenses | 6,323,256 | - | 6,323,256 | - | - | - | - |  | 507,414 | 297,942 | 139,044 | 2,481,559 | 203,127 | 308,576 |  |  | 2,385,594 |


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| Line | Reallocated Indirect Non-Claim Expenses | Total | Non MN products | Total MN products | Commercial | Medicare | $\begin{gathered} \text { Medicare } \\ \text { Cost } \end{gathered}$ | Medicare Supplent | $\begin{gathered} \hline \text { Medicare } \\ \text { Part D } \end{gathered}$ | MSHO | $\begin{array}{\|c\|} \hline \begin{array}{c} \text { SNBC MA MA } \\ \text { only } \end{array} \\ \hline \end{array}$ | $\underset{\text { Integrated }}{\text { SNBC }}$ | PMAP | MSC+ | MNCare | Dental | Other | $\begin{aligned} & \text { Admin } \\ & \text { Services } \end{aligned}$ |
| 9 | Employe benefit expenses | 3,405,515 |  | 3,405,515 |  |  |  |  |  | 473,494 | 201,305 | 24,093 | 1,220,752 | 88,497 | 112,564 |  |  | 1,284,810 |
| 10 | Sales expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 11 | General businessofffice expense | 1,194,150 |  | 1,194,150 |  |  |  |  |  | 166,031 | 70,588 | 8,448 | 428,059 | 31,032 | 39,471 |  |  | 450,521 |
| 12 | State premium taxes and assessments |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 13 | Consulting and professional fees | 961,284 |  | 961,284 |  |  |  |  |  | 133,654 | 56,823 | 6,801 | 344,585 | 24,980 | 31,774 |  |  | 362,667 |
| 14 | Outsourced services | 260,316 |  | 260,316 |  |  |  |  |  | 36,194 | 15,388 | 1,842 | 93,312 | 6,765 | 8,604 |  |  | 98,211 |
| 15 | Other expenses | 118,396 |  | 118,396 |  |  |  |  |  | 16,461 | 6,998 | 838 | 42,441 | 3,077 | 3,913 |  |  | 44,668 |
| 16 | Total Indirect Expenses | 5,939,661 | - | 5,939,661 | - | - |  | - | - | 825,834 | 351,102 | 42,022 | 2,129,149 | 154,351 | 196,326 |  |  | 2,240,877 |


|  |  | 1 | 2 | 3 |  | 5 | 6 | 7 | 8 | 9 | 10 |  | 12 |  | 14 |  | 16 | 17 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Line | Direct plus Indirect Non-Claim Expenses | NAIC Total | Non MN products | Total MN products | Commercial | Medicare | $\begin{gathered} \text { Medicare } \\ \text { Cost } \end{gathered}$ | Medicare Supplement | $\begin{gathered} \text { Medicare } \\ \text { Part D } \end{gathered}$ | msho | $\underset{\substack{\text { SNBC MA MA } \\ \text { only }}}{ }$ | $\underset{\text { Integrated }}{\text { SNBC }}$ | PMAP | MSC+ | MNCare | Dental | Other | $\begin{array}{\|c} \hline \text { Admin } \\ \text { Services } \end{array}$ |
| 17 | Employee benefit expenses | 6,990,856 |  | 6,590,856 |  |  |  |  |  | 729,104 | 351,393 | 94,136 | 2,470,837 | 190,823 | 268,009 |  |  | 2,486,554 |
| 18 | Sales expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 19 | General business/ffice expense | 1,671,967 |  | 1,671,967 |  |  |  |  |  | 204,374 | 93,102 | 18,955 | 615,578 | 46,381 | 62,789 |  |  | 630,788 |
| 20 | State premium taxes and assessments |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 21 | Consulting and professional fees | 1,787,031 |  | 1,787,031 |  |  |  |  |  | 199,917 | 95,731 | 24,959 | 668,648 | 51,506 | 72,071 |  |  | 674,199 |
| 22 | Outsourced services | 2,038,412 |  | 2,038,412 |  |  |  |  |  | 178,878 | 99,169 | 40,941 | 791,127 | 63,884 | 95,375 |  |  | 769,038 |
| 23 | Other expenses | 174,651 |  | 174,651 |  |  |  |  |  | 20,975 | 9,649 | 2,075 | 64,518 | 4,884 | 6,658 |  |  | 65,892 |
| 24 | Total Non-Claim Expenses = Sum of Lines 17 to 23 | 12,262,917 | - | 12,262,917 | - |  |  | - |  | 1,333,248 | 649,044 | 181,066 | 4,610,708 | 357,478 | 504,902 |  |  | 4,626,471 |
| 25 | Claims Adjustment Expenses | 12,448,116 |  | 12,44,116 |  |  |  |  |  | 1,604,085 | 941,880 | 439,559 | 7,844,946 | 642,147 | 975,499 |  |  |  |
| 26 | Revenues (Supp Report 11, Line 8) | 308,977,314 |  | 308,977,314 |  |  |  |  |  | 67,624,149 | 28,750,221 | 3,440,956 | 174,347,120 | 12,639,143 | 16,076,270 |  |  | 6,099,455 |
| 27 | Incurred Claims (Supp Report \#1, Line $18+$ Line 22) | 284,608,374 |  | 284,608,374 |  |  |  |  |  | ${ }_{61,405,246}$ | 26,906,501 | 4,584,406 | 164,720,321 | 11,369,668 | 15,622,232 |  |  |  |
| 28 | Net Investment Gain/(Loss) (Allocated) | 470,959 |  | 470,959 |  |  |  |  |  | 44,227 | 480,562 | (315,862) | 111,873 | 216,825 | (119,709) |  |  | 53,043 |
| 29 | Aggregate Write Ins for Other Income or (Expenses) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 30 | Federal and Foreign Income Taxes Incurred |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 31 | Net Income $=$ Lines 26+28+29-24-25-27-30 | 128,866 |  | 128,866 |  |  |  |  |  | 3,325,797 | 733,358 | (2,07,937) | (2,716,982) |  | (1,146,072) |  |  | 1,526,027 |

