$\quad \begin{aligned} & \text { UCare Minnesota } \\ & \text { Minesosta Supplement Report \#1A }\end{aligned}$
REALLOCATION OF EXPENSES AND INESTMENT INCOME

For the Year Ending December 31, 2022

|  |  |  | 2 | 3 | 4 | 5 |  | 7 |  |  | 10 | 11 | 12 | 13 |  | 15 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Line | Direct Non-Claim Expenses | Total | Non MN | ${ }_{\substack{\text { Total MN } \\ \text { products }}}$ | Commercial | Medicare Advantage | Medicare | Medicare | Medicare | мsho | $\underset{\substack{\text { SNBC MA } \\ \text { onlv }}}{\text { a }}$ |  | PMAP | usct | NCare | ental | Other | ${ }_{\substack{\text { Admin } \\ \text { Serices }}}^{\text {a }}$ |
| 1 | Employe benefititexpenses | 1,813,993 |  | 1,813,993 | 459,529 | 560,964 |  |  |  | 411,149 |  | ${ }^{177,365}$ |  |  |  |  | ${ }^{116,965}$ |  |
| 2 | Sales expenses | 23,144,506 |  | 23,14,506 | 4,186,930 | 17,628,298 |  |  |  | 459,482 | 25,228 | 324,410 | 422,83 |  | ${ }_{6,235}$ |  | 91,090 |  |
| 3 | General business office expense | 9,326,551 |  | 9,326,551 | 2,786,225 | 2,439,744 |  | 1,279 |  | 945,033 | 152,415 | 1,088,825 | 1, $1,65,886$ | 84,531 | 185,042 |  | 15,770 |  |
| 4 | State premium taxes and assessmer | 76,350,105 |  | ${ }^{76,350,105}$ | 1, $13,37,7699$ |  |  | 461 |  | 5,871,090 | 9,410,726 | ${ }^{847,808}$ | 38,807,616 | 978,974 | 4,106,061 |  |  |  |
| 5 | Consulting and professional fees | 16,042,582 |  | ${ }^{16,04,585}$ | \|, $1,398,8959$ | 10,190,420 |  |  |  | $1,929,946$ <br> 89958 |  | 年, 51,505 | ${ }_{1}^{128,595}$ |  | ${ }_{\text {che }}^{\text {98,555 }}$ |  | 1,772,188 |  |
| ${ }_{7} 6$ | Oitsourced servics | 9,0,01,299 32,999750 |  | 9,051,929 32999750 | $1,20,388$ <br> 16,875 | ${ }_{\text {4,547,077 }}^{2,624110}$ |  |  |  | 889,588 | $\xrightarrow{148,002} 1$ | 369,650 | $\frac{1,640,99}{21,288,870}$ | , $\begin{array}{r}\text { 32,472 } \\ 1.720 .913\end{array}$ |  |  |  |  |
| 8 | Total Direct Expenses | 168,729,415 |  | 168,729,415 | 23,36,976 | 37,99,612 |  | 1,740 |  | 13,553,72 | 11,23,100 | 4,180,557 | 63,924,718 | 5,915,45 | $6,629,483$ |  | 1,92,012 |  |



|  |  | 1 | 2 | 3 | 4 | 5 |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Line | Direct plus Indirect Non-Claim Expenses | Natc Total | Non MN products | $\begin{aligned} & \text { Total MN } \\ & \text { products } \end{aligned}$ | Commercial | Medicare | $\begin{gathered} \text { Medicare } \\ \text { Cost } \end{gathered}$ | Medicare Supplement | $\begin{gathered} \text { Medicare } \\ \text { Part D } \end{gathered}$ | мsho | $\begin{gathered} \text { SNBC MA } \\ \text { only } \end{gathered}$ | $\underset{\text { SNBC }}{\text { Interated }}$ | PMAP | usc+ | NCare | Dental | Other | Admin Service |
| 17 | Employe benefi | 1,935 |  | 144,161,935 | 6,219,503 | $34,323,37$ |  | 711 |  | 8,119 | 13,819,062 | 4,25,460 | 57,514 | 1,931 | 297 |  | , |  |
| 18 | Sals sexpenses | 33,23,771 |  | 33,237,711 | 4,995,343 | 20,022,34 |  | 50 |  | 1,649,768 | 998,833 | ${ }^{611,442}$ | 4.426,006 | ${ }^{412,097}$ | 430,908 |  | 91,090 |  |
| 19 | General business office experse | 65,098,23 |  | 65,098,23 | 5,042,794 | 15,67, 220 |  | 1,558 |  | 7,522,200 | 5,532,263 | ${ }^{2,666,876}$ | 23,756,224 | 2,361,657 | 2,531,660 |  | 15,770 |  |
| 20 | State premium taxes and assessmerI | ${ }^{76,243,791}$ |  | 76,24,791 | ${ }^{13,323,067}$ | (25,216) |  | ${ }_{4} 61$ |  | 5,888,552 | 9,400,471 | ${ }^{844,785}$ | 38,76,450 | ${ }^{3,974,633}$ | 4,101,588 |  |  |  |
| 21 | Consulting and professional fees | 20,672,209 |  | 20,672,29 | 1,497,192 | 11,288,482 |  | 24 |  | 2,468,912 | 446,577 | ${ }^{123,162}$ | 1,964,749 | ${ }^{287,578}$ | ${ }^{293,346}$ |  | 1,722,188 |  |
| 22 | Outsourced services | 21,822,730 |  | 21,82, 7,30 | 1,807, 45 | 7,576,075 |  | 64 |  | 2,395,603 | 1,379, 884 | ${ }^{732,825}$ | 6,706,991 | ${ }^{555,890}$ | 671,154 |  |  |  |
| 23 | Other expenses | 33,99, 547 |  | 33,996,547 | 57,299 | 2,860,532 |  | 5 |  | 3,172,064 | 1,501,861 | 817,341 | 21,684,218 | 1,761,611 | 2,141,706 |  |  |  |
| 24 | Total Non-Claim Expenses = Sum of Lines 17 to 23 | 395,23,9,95 |  | 395,233,005 | 32,542, 254 | 91,71,399 |  | 2,873 |  | 40,26, 219 | 3, $3,78,950$ | 10,21,891 | 153,760,251 | 15,16,397 | 16,159,659 |  | 1,926,01 |  |
| 25 | Claims Adjustment Expenses | 166,483,713 |  | 156,483,713 | 5,832,596 | 41,78,083 |  | ${ }^{50,495}$ |  | 19,275,567 | 14,125,517 | 4,597,220 | 57,917,949 | 6,968,663 | 6,256,93 |  |  |  |
| 26 | Revenues (Sup Report t1, Line 8) | 6,075,48, 5 ,20 |  | $6^{6,075,488,520}$ | 233,036,090 | ${ }_{1}^{1,444,158,667}$ |  | 28,875 |  | $718,049,271$ | 587,33,357 | 173,152,324 | 2,414,943,878 | 248,599,992 | 256,186,066 |  |  |  |
| 27 | Incurred Claims (Supp Report 41, Line $18+$ Line 22$)$ | 5,215,710,139 |  | $5,215,710,139$ | 198,359,715 | 1,27, 298,285 |  | 6,083 |  | 631,018,972 | 527,965,278 | 150,76,566 | 2,00, 504,283 | 210,957,596 | 214,771,361 |  |  |  |
| 28 | Net Investment Giin(Loss) (Allocated) | 18,02, 642 |  | 18,602,642 | 3,826,411 |  |  |  |  | 5,106,587 | 3,626,117 | 47,437 | 5,085,451 |  | 910,639 |  |  |  |
| $\stackrel{29}{30}$ |  | (933,287) |  | (933,287) | (715,780) | (188,399) |  |  |  | (10,053) | (2,385) | (387) | (14,795) | (473) | (1,015) |  |  |  |
| 30 31 | $\frac{\text { Federal and Foreign Income Taxes Incurred }}{\text { Net Income }=\text { Lines } 26+28+29-2425-27-30}$ | 325,730,118 |  | 355,730,118 | (587,844) | 37,180,501 |  | (90,576) |  | 32,86,047 | 15,787,344 | 7,210,97 | 199,832,051 | 15,82,963 | 19,907,477 |  | (1,22,012) |  |
| 31 | Net Income $=$ Lines $26+28+29-24-25-72-30$ | 325,73,118 |  | 325,730,118 | (687,844) | 3, 180,501 |  | (90,570) |  | 32,86,047 | 15,78,34] | 7,210,997 | 199,832,051 | 15,82,863 | 19,907,47 |  | (1,926,012) |  |

Please use the space below to explain any discrepancies between what is reported in Supplement Report \#1 and Sı
ıpplement Report \#1a

## DRAFT

These categorized administrative expenses should roll up into the general administrative expenses reported on line 21 on Minnesota Supplement Report \#1, as well as the underwriting and investment exhibit part 3 - analysis of expenses, of the NAIC health blank. The categories are broken down as follows:

Employee benefit expenses: salaries, wages and benefits

Sales expenses: commissions, marketing and advertising; cost of sales-related materials, postage, telephone and printing materials

General business and office type expenses: rent; non-sales related postage, express and telephone; non-sales related printing and office supplies; taxes (excluding state premium taxes and assessments), licenses and fees; traveling expenses; insurance, except on real estate; collection and bank service charges; group service and administration fees; real estate expenses; real estate taxes; equipment; occupancy, depreciation and amortization; cost of depreciation of ECP equipment and software

State premium taxes and assessments

Consulting and professional fees: legal fees and expenses; certifications and accreditation fees; auditing, actuarial and other consulting fees; board, bureaus and association fees

Outsourced services: ECP; claims and other services

Other expenses: investment expenses not included elsewhere; aggregate write-ins for expenses; reimbursements by uninsured plans; reimbursements from fiscal intermediaries.

Indirect expenses must be allocated by dollars of premium income, or premium-equivalent for ASO business.
Investment gain must be allocated by the prior five years of net income.

