|  |  | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Line | Direct Non-Claim Expenses | Total | Non MN | Total MN | Commercial | M + C | Medicare | MSHO | SNBC MA | SNBC | PMAP | MNCare | Dental | Other | Admin |
| 1 | Employee benefit expenses | 28,793,000 | 0 | 28,793,000 | 16,374,000 | 0 | 10,520,000 | 0 | 0 | 0 | 0 | 0 | 1,899,000 | 0 | 0 |
| 2 | Sales expenses | 182,000 | 0 | 182,000 | 104,000 | 0 | 66,000 | 0 | 0 | 0 | 0 | 0 | 12,000 |  | 0 |
| 3 | General business/office expense | 10,999,000 | 0 | 10,999,000 | 6,255,000 | 0 | 4,019,000 | 0 | 0 | 0 | 0 | 0 | 725,000 |  | 0 |
| 4 | State premium taxes and assessments | 8,548,000 | 0 | 8,548,000 | 2,396,000 | 0 | 4,657,000 | 0 | 0 | 0 | 0 | 0 | 1,495,000 |  | 0 |
| 5 | Consulting and professional fees | 1,143,000 | 0 | 1,143,000 | 650,000 | 0 | 418,000 | 0 | 0 | 0 | 0 | 0 | 75,000 |  | 0 |
| 6 | Outsourced services | 2,133,000 | 0 | 2,133,000 | 1,213,000 | 0 | 779,000 | 0 | 0 | 0 | 0 | 0 | 141,000 |  | 0 |
| 7 | Other expenses | 2,496,000 | 0 | 2,496,000 | 1,419,000 | 0 | 912,000 | 0 | 0 | 0 | 0 | 0 | 165,000 |  | 0 |
| 8 | Total Direct Expenses | 54,294,000 | 0 | 54,294,000 | 28,411,000 | 0 | 21,371,000 | 0 | 0 | 0 | 0 | 0 | 4,512,000 |  | 0 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 |
| Line | Reallocated Indirect Non-Claim Expenses | Total | Non MN | Total MN | Commercial | M + C | Medicare | MSHO | SNBC MA | SNBC | PMAP | MNCare | Dental | Other | Admin |
| 9 | Employee benefit expenses | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 10 | Sales expenses | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  | 0 |
| 11 | General business/office expense | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  | 0 |
| 12 | State premium taxes and assessments | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  | 0 |
| 13 | Consulting and professional fees | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  | 0 |
| 14 | Outsourced services | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  | 0 |
| 15 | Other expenses | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  | 0 |
| 16 | Total Indirect Expenses | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  | 0 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 |
| Line | Direct plus Indirect Non-Claim Expenses | NAIC Total | Non MN | Total MN | Commercial | M + C | Medicare | MSHO | SNBC MA | SNBC | PMAP | MNCare | Dental | Other | Admin |
| 17 | Employee benefit expenses | 28,793,000 | 0 | 28,793,000 | 16,374,000 | 0 | 10,520,000 | 0 | 0 | 0 | 0 | 0 | 1,899,000 |  | 0 |
| 18 | Sales expenses | 182,000 | 0 | 182,000 | 104,000 | 0 | 66,000 | 0 | 0 | 0 | 0 | 0 | 12,000 |  | 0 |
| 19 | General business/office expense | 10,999,000 | 0 | 10,999,000 | 6,255,000 | , | 4,019,000 | 0 | 0 | 0 | 0 | 0 | 725,000 |  | 0 |
| 20 | State premium taxes and assessments | 8,548,000 | 0 | 8,548,000 | 2,396,000 | 0 | 4,657,000 | 0 | 0 | 0 | 0 | 0 | 1,495,000 |  | 0 |
| 21 | Consulting and professional fees | 1,143,000 | 0 | 1,143,000 | 650,000 | 0 | 418,000 | 0 | 0 | 0 | 0 | 0 | 75,000 |  | 0 |
| 22 | Outsourced services | 2,133,000 | 0 | 2,133,000 | 1,213,000 | 0 | 779,000 | 0 | 0 | 0 | 0 | 0 | 141,000 |  | 0 |
| 23 | Other expenses | 2,496,000 | 0 | 2,496,000 | 1,419,000 | 0 | 912,000 | 0 | 0 | 0 | 0 | 0 | 165,000 |  | 0 |
| 24 | Total Non-Claim Expenses = Sum of Lines 17 to 23 | 54,294,000 | 0 | 54,294,000 | 28,411,000 | 0 | 21,371,000 | 0 | 0 | 0 | 0 | 0 | 4,512,000 |  | 0 |
| 25 | Claims Adjustment Expenses | 14,903,000 | 0 | 14,903,000 | 7,054,000 | 0 | 7,846,000 | 0 | 0 | 0 | 0 | 0 | 3,000 |  | 0 |
| 26 | Revenues (Supp Report \#1, Line 8) | 1,130,259,000 |  | 1,130,259,000 | 686,420,000 | 0 | 390,459,000 | 0 | 0 | 0 | 0 | 0 | 53,380,000 |  | 0 |
| 27 | Incurred Claims (Supp Report \#1, Line 18 + Line 22) | 1,052,986,000 |  | 1,052,986,000 | 671,217,000 | 0 | 344,890,000 | 0 | 0 | 0 | 0 | 0 | 36,879,000 |  | 0 |
| 28 | Net Investment Gain/(Loss) (Allocated) | 4,013,000 |  | 4,013,000 | 2,865,000 | 0 | 1,148,000 | 0 | 0 | 0 | 0 | 0 | 0 |  | 0 |
| 29 | Aggregate Write Ins for Other Income or (Expenses) | 0 |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  | 0 |
| 30 | Federal and Foreign Income Taxes Incurred | 0 |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  | 0 |
| 31 | Net Income = Lines 26+28+29-24-25-27-30 | 12,089,000 | 0 | 12,089,000 | $(17,397,000)$ | 0 | 17,500,000 | 0 | 0 | 0 | 0 | 0 | 11,986,000 |  | 0 |

