|  |  | 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 | 30,491,000 | 0 | 30,491,000 | 19,365,000 | 0 | 9,172,000 | 0 | 0 | 0 | 0 | 0 | 1,954,000 | 0 | 0 |
| 2 | Sales expenses | 341,000 | 0 | 341,000 | 216,000 | 0 | 103,000 | 0 | 0 | 0 | 0 | 0 | 22,000 | 0 | 0 |
| 3 | General business/office expense | 12,963,000 | 0 | 12,963,000 | 8,233,000 | 0 | 3,899,000 | 0 | 0 | 0 | 0 | 0 | 831,000 | 0 | 0 |
| 4 | State premium taxes and assessments | 10,821,000 | 0 | 10,821,000 | 4,049,000 | 0 | 5,370,000 | 0 | 0 | 0 | 0 | 0 | 1,402,000 | 0 | 0 |
| 5 | Consulting and professional fees | 1,410,000 | 0 | 1,410,000 | 896,000 | 0 | 424,000 | 0 | 0 | 0 | 0 | 0 | 90,000 | 0 | 0 |
| 6 | Outsourced services | 2,297,000 | 0 | 2,297,000 | 1,459,000 | 0 | 691,000 | 0 | 0 | 0 | 0 | 0 | 147,000 | 0 | 0 |
| 7 | Other expenses | 3,157,000 | 0 | 3,157,000 | 2,005,000 | 0 | 950,000 | 0 | 0 | 0 | 0 | 0 | 202,000 | 0 | 0 |
| 8 | Total Direct Expenses | 61,480,000 | 0 | 61,480,000 | 36,223,000 | 0 | 20,609,000 | 0 | 0 | 0 | 0 | 0 | 4,648,000 | 0 | 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 | 0 |
| 11 | General business/office expense | 0 | 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 | 0 |
| 13 | Consulting and professional fees | 0 | 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 | 0 |
| 15 | Other expenses | 0 | 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 | 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 | 30,491,000 | 0 | 30,491,000 | 19,365,000 | 0 | 9,172,000 | 0 | 0 | 0 | 0 | 0 | 1,954,000 | 0 | 0 |
| 18 | Sales expenses | 341,000 | 0 | 341,000 | 216,000 | 0 | 103,000 | 0 | 0 | 0 | 0 | 0 | 22,000 | 0 | 0 |
| 19 | General business/office expense | 12,963,000 | 0 | 12,963,000 | 8,233,000 | 0 | 3,899,000 | 0 | 0 | 0 | 0 | 0 | 831,000 | 0 | 0 |
| 20 | State premium taxes and assessments | 10,821,000 | 0 | 10,821,000 | 4,049,000 | 0 | 5,370,000 | 0 | 0 | 0 | 0 | 0 | 1,402,000 | 0 | 0 |
| 21 | Consulting and professional fees | 1,410,000 | 0 | 1,410,000 | 896,000 | 0 | 424,000 | 0 | 0 | 0 | 0 | 0 | 90,000 | 0 | 0 |
| 22 | Outsourced services | 2,297,000 | 0 | 2,297,000 | 1,459,000 | 0 | 691,000 | 0 | 0 | 0 | 0 | 0 | 147,000 | 0 | 0 |
| 23 | Other expenses | 3,157,000 | 0 | 3,157,000 | 2,005,000 | 0 | 950,000 | 0 | 0 | 0 | 0 | 0 | 202,000 | 0 | 0 |
| 24 | Total Non-Claim Expenses = Sum of Lines 17 to 23 | 61,480,000 | 0 | 61,480,000 | 36,223,000 | 0 | 20,609,000 | 0 | 0 | 0 | 0 | 0 | 4,648,000 | 0 | 0 |
| 25 | Claims Adjustment Expenses | 16,862,000 | 0 | 16,862,000 | 8,035,000 | 0 | 8,827,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 26 | Revenues (Supp Report \#1, Line 8) | 1,262,925,000 |  | 1,262,925,000 | 784,607,000 | 0 | 428,000,000 | 0 | 0 | 0 | 0 | 0 | 50,318,000 | 0 | 0 |
| 27 | Incurred Claims (Supp Report \#1, Line 18 + Line 22) | 1,213,523,000 |  | 1,213,523,000 | 798,414,000 | 0 | 367,189,000 | 0 | 0 | 0 | 0 | 0 | 47,920,000 | 0 | 0 |
| 28 | Net Investment Gain/(Loss) (Allocated) | 15,088,000 |  | 15,088,000 | 12,153,000 | 0 | 2,935,000 | 0 | 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 | 0 |
| 30 | Federal and Foreign Income Taxes Incurred | 0 |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 31 | Net Income = Lines 26+28+29-24-25-27-30 | (13,852,000) | 0 | $(13,852,000)$ | $(45,912,000)$ | 0 | 34,310,000 | 0 | 0 | 0 | 0 | 0 | $(2,250,000)$ | 0 | 0 |

