For the Year Ending December 31, 2017
Public Information, Minnesota Statutes § 62D.08

|  |  | 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 | 31,657,458 | 0 | 31,657,458 | 19,300,995 | 0 | 10,362,436 | 0 | 0 | 0 | 0 | 0 | 1,994,027 | 0 | 0 |
| 2 | Sales expenses | 296,402 | 0 | 296,402 | 180,711 | 0 | 97,021 | 0 | 0 | 0 | 0 | 0 | 18,670 | 0 | 0 |
| 3 | General business/office expense | 14,485,735 | 0 | 14,485,735 | 8,831,698 | 0 | 4,741,616 | 0 | 0 | 0 | 0 | 0 | 912,421 | 0 | 0 |
| 4 | State premium taxes and assessments | 7,889,668 | 0 | 7,889,668 | 4,539,207 | 0 | 2,118,457 | 0 | 0 | 0 | 0 | 0 | 1,232,004 | 0 | 0 |
| 5 | Consulting and professional fees | 1,761,433 | 0 | 1,761,433 | 1,073,915 | 0 | 576,570 | 0 | 0 | 0 | 0 | 0 | 110,948 | 0 | 0 |
| 6 | Outsourced services | 2,077,732 | 0 | 2,077,732 | 1,266,757 | 0 | 680,104 | 0 | 0 | 0 | 0 | 0 | 130,871 | 0 | 0 |
| 7 | Other expenses | 3,173,714 | 0 | 3,173,714 | 1,934,957 | 0 | 1,038,852 | 0 | 0 | 0 | 0 | 0 | 199,905 | 0 | 0 |
| 8 | Total Direct Expenses | 61,342,142 | 0 | 61,342,142 | 37,128,240 | 0 | 19,615,056 | 0 | 0 | 0 | 0 | 0 | 4,598,846 | 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 | 31,657,458 | 0 | 31,657,458 | 19,300,995 | 0 | 10,362,436 | 0 | 0 | 0 | 0 | 0 | 1,994,027 | 0 | 0 |
| 18 | Sales expenses | 296,402 | 0 | 296,402 | 180,711 | 0 | 97,021 | 0 | 0 | 0 | 0 | 0 | 18,670 | 0 | 0 |
| 19 | General business/office expense | 14,485,735 | 0 | 14,485,735 | 8,831,698 | 0 | 4,741,616 | 0 | 0 | 0 | 0 | 0 | 912,421 | 0 | 0 |
| 20 | State premium taxes and assessments | 7,889,668 | 0 | 7,889,668 | 4,539,207 | 0 | 2,118,457 | 0 | 0 | 0 | 0 | 0 | 1,232,004 | 0 | 0 |
| 21 | Consulting and professional fees | 1,761,433 | 0 | 1,761,433 | 1,073,915 | 0 | 576,570 | 0 | 0 | 0 | 0 | 0 | 110,948 | 0 | 0 |
| 22 | Outsourced services | 2,077,732 | 0 | 2,077,732 | 1,266,757 | 0 | 680,104 | 0 | 0 | 0 | 0 | 0 | 130,871 | 0 | 0 |
| 23 | Other expenses | 3,173,714 | 0 | 3,173,714 | 1,934,957 | 0 | 1,038,852 | 0 | 0 | 0 | 0 | 0 | 199,905 | 0 | 0 |
| 24 | Total Non-Claim Expenses = Sum of Lines 17 to 23 | 61,342,142 | 0 | 61,342,142 | 37,128,240 | 0 | 19,615,056 | 0 | 0 | 0 | 0 | 0 | 4,598,846 | 0 | 0 |
| 25 | Claims Adjustment Expenses | 17,513,621 | 0 | 17,513,621 | 8,310,014 | 0 | 9,200,642 | 0 | 0 | 0 | 0 | 0 | 2,965 | 0 | 0 |
| 26 | Revenues (Supp Report \#1, Line 8) | 1,424,926,941 |  | 1,424,926,941 | 878,061,865 | 0 | 497,922,445 | 0 | 0 | 0 | 0 | 0 | 48,942,631 | 0 | 0 |
| 27 | Incurred Claims (Supp Report \#1, Line 18 + Line 22) | 1,323,952,100 |  | 1,323,952,100 | 872,002,523 | 0 | 403,567,430 | 0 | 0 | 0 | 0 | 0 | 48,382,147 | 0 | 0 |
| 28 | Net Investment Gain/(Loss) (Allocated) | 5,048,344 |  | 5,048,344 | 3,179,344 | 0 | 1,869,000 | 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 | 27,167,422 | 0 | 27,167,422 | $(36,199,568)$ | 0 | 67,408,317 | 0 | 0 | 0 | 0 | 0 | $(4,041,327)$ | 0 | 0 |

