REALLOCATION OF EXPENSES AND INVESTMENT INCOME
For the Year Ending December 31, 2019

|  |  | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Line | Direct Non-Claim Expenses | Total | Non MN products | Total MN products | Commercial | Medicare Advantage | Medicare Cost | MSHO | SNBC MA only | $\begin{gathered} \text { SNBC } \\ \text { Integrated } \end{gathered}$ | MSC+ | PMAP | MNCare | Dental | Other | $\begin{gathered} \text { Admin } \\ \text { Services } \end{gathered}$ |
| 1 | Employee benefit expenses | 468,758 |  | 468,758 |  |  |  | 121,155 |  |  | 20,113 | 298,032 | 29,458 |  |  |  |
| 2 | Sales expenses | - |  | - |  |  |  | - |  |  | - | - | - |  |  |  |
| 3 | General business/office expense | 162,403 |  | 162,403 |  |  |  | 41,975 |  |  | 6,968 | 103,254 | 10,206 |  |  |  |
| 4 | State premium taxes and assessments | - |  | - |  |  |  | - |  |  | - | - | - |  |  |  |
| 5 | Consulting and professional fees | 399,061 |  | 399,061 |  |  |  | 103,141 |  |  | 17,123 | 253,719 | 25,078 |  |  |  |
| 6 | Outsourced services | 343,320 |  | 343,320 |  |  |  | 88,735 |  |  | 14,731 | 218,279 | 21,575 |  |  |  |
| 7 | Other expenses | 38,406 |  | 38,406 |  |  |  | 9,927 |  |  | 1,648 | 24,418 | 2,413 |  |  |  |
| 8 | Total Direct Expenses | 1,411,948 | - | 1,411,948 | - | - | - | 364,933 | - | - | 60,583 | 897,702 | 88,730 | - | - | - |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 |
| Line | Reallocated Indirect Non-Claim Expenses | Total | Non MN products | Total MN products | Commercial | Medicare Advantage | Medicare Cost | MSHO | $\begin{gathered} \text { SNBC MA } \\ \text { only } \end{gathered}$ | $\begin{gathered} \text { SNBC } \\ \text { Integrated } \end{gathered}$ | MSC+ | PMAP | MNCare | Dental | Other | Admin Services |
| 9 | Employee benefit expenses | 234,380 |  | 234,380 |  |  |  | 60,578 |  |  | 10,057 | 149,016 | 14,729 |  |  |  |
| 10 | Sales expenses | - |  | - |  |  |  | - |  |  | - | - | - |  |  |  |
| 11 | General business/office expense | 81,201 |  | 81,201 |  |  |  | 20,987 |  |  | 3,484 | 51,627 | 5,103 |  |  |  |
| 12 | State premium taxes and assessments | - |  | - |  |  |  | - |  |  | - | - | - |  |  |  |
| 13 | Consulting and professional fees | 199,532 |  | 199,532 |  |  |  | 51,571 |  |  | 8,561 | 126,861 | 12,539 |  |  |  |
| 14 | Outsourced services | 171,660 |  | 171,660 |  |  |  | 44,367 |  |  | 7,365 | 109,140 | 10,788 |  |  |  |
| 15 | Other expenses | 19,203 |  | 19,203 |  |  |  | 4,963 |  |  | 824 | 12,209 | 1,207 |  |  |  |
| 16 | Total Indirect Expenses | 705,976 | - | 705,976 | - | - | - | 182,466 | - | - | 30,291 | 448,853 | 44,366 | - | - | - |


|  |  | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Line | Direct plus Indirect Non-Claim Expenses | NAIC Total | Non MN products | Total MN products | Commercial | Medicare Advantage | Medicare Cost | MSHO | SNBC MA only | SNBC Integrated | MSC+ | PMAP | MNCare | Dental | Other | Admin Services |
| 17 | Employee benefit expenses | 703,138 | - | 703,138 | - | - | - | 181,733 | - | - | 30,170 | 447,048 | 44,187 | - | - |  |
| 18 | Sales expenses | - | - | - | - | - | - | - | - | - | - | - | - | - | - |  |
| 19 | General business/office expense | 243,604 | - | 243,604 | - | - | - | 62,962 | - | - | 10,452 | 154,881 | 15,309 |  | - |  |
| 20 | State premium taxes and assessments | - | - | - | - | - | - | - | - | - | - | - | - | - |  |  |
| 21 | Consulting and professional fees | 598,593 | - | 598,593 | - | - | - | 154,712 | - | - | 25,684 | 380,580 | 37,617 | - | - |  |
| 22 | Outsourced services | 514,980 | - | 514,980 | - | - | - | 133,102 | - | - | 22,096 | 327,419 | 32,363 | - | - |  |
| 23 | Other expenses | 57,609 | - | 57,609 | - | - | - | 14,890 | - | - | 2,472 | 36,627 | 3,620 | - | - |  |
| 24 | Total Non-Claim Expenses = Sum of Lines 17 to 23 | 2,117,924 | - | 2,117,924 | - | - | - | 547,399 | - | - | 90,874 | 1,346,555 | 133,096 | - | - | - |
| 25 | Claims Adjustment Expenses | 2,804,091 |  | 2,804,091 |  |  |  | 724,746 |  |  | 142,620 | 1,760,509 | 176,216 |  |  |  |
| 26 | Revenues (Supp Report \#1, Line 8) | 61,925,146 |  | 61,925,146 |  |  |  | 16,083,644 |  |  | 3,166,867 | 38,788,636 | 3,885,999 |  |  |  |
| 27 | Incurred Claims (Supp Report \#1, Line 18 + Line 22) | 59,126,496 |  | 59,126,496 |  |  |  | 14,974,878 |  |  | 2,721,229 | 37,485,528 | 3,944,861 |  |  |  |
| 28 | Net Investment Gain/(Loss) (Allocated) | 11,247 |  | 11,247 |  |  |  | 2,889 |  |  | 484 | 7,167 | 707 |  |  |  |
| 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 | (2,112,118) | - | (2,112,118) | - | - | - | $(160,490)$ | - | - | 212,628 | (1,796,789) | $(367,467)$ | - | - | - |

