REALLOCATION OF EXPENSES AND INVESTMENT INCOME
For the Year Ending December 31, 2016

|  |  | 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 | SNBC Integrated | MSC+ | PMAP | MNCare | Dental | Other | Admin Services |
| 1 | Employee benefit expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 2 | Sales expenses |  |  | - |  |  |  |  |  |  |  |  |  |  |  |  |
| 3 | General busines//office expense |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 4 | State premium taxes and assessments | 2,034,613 |  | 2,034,613 |  |  |  |  | 656,986 |  |  | 1,356,299 | 21,328 |  |  |  |
| 5 | Consulting and professional fees |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 6 | Outsourced services | 2,596,216 |  | 2,596,216 |  |  |  |  | 830,789 |  |  | 1,739,465 | 25,962 |  |  |  |
| 7 | Other expenses | - |  | - |  |  |  |  |  |  |  |  |  |  |  |  |
| 8 | Total Direct Expenses | 4,630,829 |  | 4,630,829 | - |  |  |  | 1,487,775 | - |  | 3,095,764 | 47,290 | 0 | 0 | 0 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | 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 | $\begin{gathered} \hline \text { SNBC MA } \\ \text { only } \end{gathered}$ | SNBC Integrated | MSC+ | PMAP | MNCare | Dental | Other | Admin Services |
| 9 | Employee benefit expenses | 4,999,797 |  | 4,999,797 |  |  |  |  | 1,599,936 |  |  | 3,349,863 | 49,998 |  |  |  |
| 10 | Sales expenses | 606,241 |  | 606,241 |  |  |  |  | 193,997 |  |  | 406,182 | 6,062 |  |  |  |
| 11 | General business/office expense | (2,119,229) |  | (2,119,229) |  |  |  |  | $(678,153)$ |  |  | $(1,419,883)$ | $(21,192)$ |  |  |  |
| 12 | State premium taxes and assessments | - |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 13 | Consulting and professional fees | 2,312,981 |  | 2,312,981 |  |  |  |  | 740,154 |  |  | 1,549,697 | 23,130 |  |  |  |
| 14 | Outsourced services | 2,420,889 |  | 2,420,889 |  |  |  |  | 774,685 |  |  | 1,621,996 | 24,209 |  |  |  |
| 15 | Other expenses | 171,916 |  | 171,916 |  |  |  |  | 55,013 |  |  | 115,184 | 1,719 |  |  |  |
| 16 | Total Indirect Expenses | 8,392,595 |  | 8,392,595 | - | - | - | - | 2,685,631 | - |  | 5,623,038 | 83,926 | 0 | 0 | 0 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | 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 | $\begin{array}{\|c} \hline \text { Medicare } \\ \text { Advantage } \\ \hline \end{array}$ | Medicare Cost | MSHO | $\begin{gathered} \text { SNBC MA } \\ \text { only } \\ \hline \end{gathered}$ | $\begin{gathered} \text { SNBC } \\ \text { Integrated } \end{gathered}$ | MSC+ | PMAP | MNCare | Dental | Other | Admin Services |
| 17 | Employee benefit expenses | 4,999,797 |  | 4,999,797 | - |  | - | - | 1,599,936 | - |  | 3,349,863 | 49,998 | 0 | 0 | 0 |
| 18 | Sales expenses | 606,241 |  | 606,241 | - | - | - |  | 193,997 | - |  | 406,182 | 6,062 | 0 | 0 | 0 |
| 19 | General busines//office expense | (2,119,229) | - | (2,119,229) | - | - | - | - | $(678,153)$ | - |  | $(1,419,883)$ | $(21,192)$ | 0 | 0 | 0 |
| 20 | State premium taxes and assessments | 2,034,613 |  | 2,034,613 | - | - | - | - | 656,986 | - |  | 1,356,299 | 21,328 | 0 | 0 | 0 |
| 21 | Consulting and professional fees | 2,312,981 | - | 2,312,981 | - | - | - | - | 740,154 | - |  | 1,549,697 | 23,130 | 0 | 0 | 0 |
| 22 | Outsourced services | 5,017,105 |  | 5,017,105 | - | - | - | - | 1,605,474 | - |  | 3,361,461 | 50,171 | 0 | 0 | 0 |
| 23 | Other expenses | 171,916 | - | 171,916 | - | - | - | - | 55,013 | - |  | 115,184 | 1,719 | 0 | 0 | 0 |
| 24 | Total Non-Claim Expenses = Sum of Lines 17 to 23 | 13,023,424 |  | 13,023,424 |  |  |  |  | 4,173,406 | - |  | 8,718,802 | 131,216 | 0 | 0 | 0 |
| 25 | Claims Adjustment Expenses | 8,046,685 |  | 8,046,685 |  |  |  |  | 2,574,939 |  |  | 5,391,279 | 80,467 |  |  |  |
| 26 | Revenues (Supp Report \#1, Line 8) | 127,024,342 |  | 127,024,342 |  |  |  | 97,023 | 41,001,518 |  |  | 84,602,069 | 1,323,732 |  |  |  |
| 27 | Incurred Claims (Supp Report \#1, Line 18 + Line 22) | 105,716,196 |  | 105,716,196 |  |  |  | $(5,584)$ | 34,107,776 |  |  | 70,443,076 | 1,170,928 |  |  |  |
| 28 | Net Investment Gain/(Loss) (Allocated) - Line 25 | 338,331 |  | 338,331 |  |  |  |  | 282,563 |  |  | 46,595 | 9,173 |  |  |  |
| 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 | 576,368 |  | 576,368 | - | - | - | 102,607 | 427,960 | - |  | 95,507 | $(49,706)$ |  | 0 | 0 |

