



|      |   | 1                   | 2                | 3                   | 4                   | 5                  | 6                   | 7                   | 8               | 9        | 10           | 11              | 12       | 13       | 14       | 15                  |
|------|---|---------------------|------------------|---------------------|---------------------|--------------------|---------------------|---------------------|-----------------|----------|--------------|-----------------|----------|----------|----------|---------------------|
| Line | Direct plus Indirect Non-Claim Expenses                 | Total               | Non MN           | Total MN            | Commercial          | Medicare Advantage | Medicare Cost       | Medicare Supplement | Medicare Part D | MSHO     | SNBC MA Only | SNBC Integrated | PMAP     | MSC+     | MN Care  | Dental              |
| 17   | Employee benefit expenses                               | 46,023,151          | 962,579          | 45,060,572          | 39,302,895          | 0                  | 256,161             | 0                   | 0               | 0        | 0            | 0               | 0        | 0        | 0        | 5,501,516           |
| 18   | Sales expenses  | 4,179,084           | 591,825          | 3,587,259           | 3,411,336           | 0                  | 90,457              | 0                   | 0               | 0        | 0            | 0               | 0        | 0        | 0        | 85,466              |
| 19   | General business/office expense                         | 19,496,609          | 407,774          | 19,088,835          | 16,649,732          | 0                  | 108,517             | 0                   | 0               | 0        | 0            | 0               | 0        | 0        | 0        | 2,330,586           |
| 20   | State premium taxes and assessments                     | 4,588,458           | 20,271           | 4,568,187           | 3,540,676           | 0                  | 5,394               | 0                   | 0               | 0        | 0            | 0               | 0        | 0        | 0        | 1,022,117           |
| 21   | Consulting and professional fees                        | 5,452,970           | 114,050          | 5,338,920           | 4,656,732           | 0                  | 30,351              | 0                   | 0               | 0        | 0            | 0               | 0        | 0        | 0        | 651,837             |
| 22   | Outsourced services                                     | 78,547              | 1,643            | 76,904              | 67,078              | 0                  | 437                 | 0                   | 0               | 0        | 0            | 0               | 0        | 0        | 0        | 9,389               |
| 23   | Other expenses  | 2,110,633           | 44,144           | 2,066,489           | 1,802,440           | 0                  | 11,748              | 0                   | 0               | 0        | 0            | 0               | 0        | 0        | 0        | 252,301             |
| 24   | <b>Total Non-Claim Expenses = Sum of Lines 17 to 23</b> | <b>81,929,452</b>   | <b>2,142,286</b> | <b>79,787,166</b>   | <b>69,430,889</b>   | <b>0</b>           | <b>503,065</b>      | <b>0</b>            | <b>0</b>        | <b>0</b> | <b>0</b>     | <b>0</b>        | <b>0</b> | <b>0</b> | <b>0</b> | <b>9,853,212</b>    |
| 25   | <b>Claims Adjustment Expenses</b>                       | <b>10,194,979</b>   | <b>186,585</b>   | <b>10,008,394</b>   | <b>9,879,335</b>    | <b>0</b>           | <b>129,009</b>      | <b>0</b>            | <b>0</b>        | <b>0</b> | <b>0</b>     | <b>0</b>        | <b>0</b> | <b>0</b> | <b>0</b> | <b>50</b>           |
| 26   | Revenues (Supp Report #1, Line 8)                       | 1,212,726,951       | 12,142,664       | 1,200,584,287       | 1,148,031,360       | 0                  | (12,077,498)        | 0                   | 0               | 0        | 0            | 0               | 0        | 0        | 0        | 64,630,425          |
| 27   | Incurred Claims (Supp Report #1, Line 18 + Line 22)     | 1,219,191,892       | 10,098,492       | 1,209,093,400       | 1,137,044,561       | 0                  | 3,711,399           | 0                   | 0               | 0        | 0            | 0               | 0        | 0        | 0        | 68,337,440          |
| 28   | Net Investment Gain/(Loss) (Allocated)                  | 5,453,300           | (15,992)         | 5,469,292           | 7,393,294           | 0                  | (1,924,002)         | 0                   | 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        | 0        | 0                   |
| 30   | Federal and Foreign Income Taxes Incurred               | 0                   | 0                | 0                   | 0                   | 0                  | 0                   | 0                   | 0               | 0        | 0            | 0               | 0        | 0        | 0        | 0                   |
| 31   | <b>Net Income = Lines 26+28+29-24-25-27-30</b>          | <b>(93,136,072)</b> | <b>(300,691)</b> | <b>(92,835,381)</b> | <b>(60,930,131)</b> | <b>0</b>           | <b>(18,344,973)</b> | <b>0</b>            | <b>0</b>        | <b>0</b> | <b>0</b>     | <b>0</b>        | <b>0</b> | <b>0</b> | <b>0</b> | <b>(13,560,277)</b> |