



## ACTUARIAL MEMORANDUM

### 2021 Large Group MVPHP Manual Rate and Addendum Filing

#### **Purpose of Filing**

The purpose of this filing is to demonstrate the development of manual rates in support of MVP Health Plan's (MVPHP) Large Group HMO product portfolio and seek approval of the manual rates and factors used to develop group specific premium rates. The premium rates included in this filing are for group effective dates between 1/1/2021 and 12/31/2021. The rates are effective for 12 months. This rate filing has been prepared to satisfy the requirements of 8 V.S.A § 5104 and is not intended to be used for other purposes.

#### **Scope of Filing**

As of February 2020, there are 2,058 members enrolled in Large Group plans on MVPHP. Of these members, 1,635 have a 1<sup>st</sup> quarter renewal, 0 have a 2<sup>nd</sup> quarter renewal, 310 have a 3<sup>rd</sup> quarter renewal, and 113 have a 4<sup>th</sup> quarter renewal.

The overall projected annual revenue change for 1Q 2021 is -1.2% and is driven by three factors which are described below.

- Manual Rate Change: MVP is proposing a quarterly manual rate decrease of -7.8% which translates to an annual decrease of -3.3%.
- Age/Gender Table Normalization: The average age/gender factor of the population in this experience period compared to the prior filing is .989. The annual change to the age/gender factor results in a revenue decrease of -1.2%. MVP is dividing all the current age/gender factors by this amount (.989) which is actuarially equivalent to normalizing the claim projection by the same factor. The normalized age/gender table is included in Appendix B of the file, "Appendices A-C – 1Q 2021.xlsx".
- Change in Target Loss Ratio: MVP is decreasing its target loss ratio from 86.6% in the 1Q 2020 filing to 85.7% for this rate filing which is increasing the overall revenue change by 1.0%. The drivers of this increase include: an increase in the contribution of reserves from 1.0% to 2.0%, the reintroduction of the Comparative Effectiveness Research Tax, an increase in the administrative load from 8.2% to 8.6%, and an increase in the Vermont Vaccine Pilot Program Fee. This is offset by a decrease to the billback amounts paid to the state of Vermont and the removal of the ACA insurer tax.

Please see the following table for a derivation of the overall revenue change for 1Q to 4Q 2021.

**Derivation of Annual Revenue Change Based on Quarterly Rate Changes**

	1Q '21 Annual Increase	2Q '21 Annual Increase	3Q '21 Annual Increase	4Q '21 Annual Increase
<b>Manual Rate Changes</b>	-3.3%	-3.1%	-2.7%	-2.3%
Age Gender Table Normalization	1.2%	1.2%	1.2%	1.2%
Impact of Changes in Target Loss Ratio	1.0%	1.0%	1.0%	1.0%
<b>Proposed Annual Revenue Change</b>	<b>-1.2%</b>	<b>-1.0%</b>	<b>-0.6%</b>	<b>-0.1%</b>

**Experience Period Claims**

Large group Vermont claims incurred between March 2019 and February 2020, paid through April 2020 (with incurred estimates updated through June 2020) were the basis of MVP's rate analysis. Fee-for-service (FFS) medical and pharmacy claims were projected to the 1Q 2021 rating period by applying 22 months of trend to the experience period data. The capitation and non-FFS costs included in the rate development represent MVP's best estimate of these costs during the rating period.

**Pooling Charge**

To account for volatility in high cost claims, claims in excess of \$100,000 are being removed from the claim projection and replaced by a pooling charge. Because MVP has limited large group data in Vermont, the pooling charges in this filing align with MVP's large group business in New York, consistent with prior filings. The pooling charge of 12.84% is equal to the \$100,000 pooling charge included in MVP's LG Addendum which is included with this SERFF submission. For a summary of the high cost claim ratio in recent time periods, please refer to the attached file, "Rolling 12 Medical and Rx Data – LG".

**IBNR Factor**

As previously stated, MVP is reflecting an incurred estimate with four months of claim run-out. We have completed the claims using an IBNR factor of 1.8% which is our best estimate of ultimate liabilities as of 6/30/20. MVP uses a combined trended PMPM and completion factor method to value its ultimate claim liabilities. Please see the following table comparing incurred and paid claim amounts by month for the experience period. Note that this IBNR model is not exclusive to this block of business, so the paid and incurred claim amounts will not tie out to the experience in the filing. The IBNR factor 1.059 seen below for July 2019 is due to a large claimant worth roughly \$600,000. Without this claim the IBNR factor would be 1.003.

<b>Incurred Month</b>	<b>Paid Claims</b>	<b>Incurred Claims</b>	<b>IBNR Factor</b>
202002	\$11,835,452	\$12,592,205	1.064
202001	\$12,576,177	\$13,045,042	1.037
201912	\$11,467,575	\$11,696,700	1.020
201911	\$11,327,114	\$11,415,759	1.008
201910	\$11,967,759	\$12,033,176	1.005
201909	\$11,211,177	\$11,253,348	1.004
201908	\$10,879,066	\$10,869,888	0.999
201907	\$11,074,095	\$11,722,578	1.059
201906	\$10,552,246	\$10,570,667	1.002
201905	\$12,035,563	\$12,110,739	1.006
201904	\$11,263,324	\$11,296,111	1.003
201903	\$11,676,958	\$11,682,023	1.000
<b>Total</b>	<b>\$137,866,506</b>	<b>\$140,288,236</b>	<b>1.018</b>

### **Development of Manual Rate Increase**

Exhibit 3a demonstrates the development of the proposed 1<sup>st</sup> quarter rate action. FFS medical claims completed with IBNR and adjusted for the pooling charge are projected to the rating period. An adjustment to the claim projection is made to account for New York’s HCRA Surcharge. The New York HCRA Surcharge included in the claim projection is based only on claims paid for services performed by New York hospitals. The load for this surcharge equals 0.15% and is based on historical HCRA fees incurred by Vermont members.

Experience period Rx claims are adjusted for pooling and projected to the rating period. To project rebates, MVP has taken the experience period rebates as a percentage of the experience period allowed claims (27.94%) and applied that percentage to the rating period allowed claims. This represents MVP’s best estimate of future rebates that will be shared between the PBM and MVP.

For plans that are considered Qualified High-Deductible Health Plans (QHDHPs), certain drugs are classified as preventive and are not subject to the member’s deductible. MVP classified antidepressants and antipsychotic/antimanic agents as “preventive” effective January 1, 2020.

Quantifying the effect of this benefit change takes place in two steps. First, MVP analyzed experience period pharmacy claims that fall under those categories. In the experience period, QHDHP members spent \$10,906 under their deductible for these drugs, which was then converted to a PMPM amount using total membership for each cohort in the experience period. This amount was \$0.76 for QHDHP members (\$0.48 PMPM on all Vermont Large Group members).

Secondly, to ensure that this load was only applied to QHDHPs, MVP adjusted the historical data in its benefit relativity model to capture these drugs as preventive before the benefit AVs were calculated. As part of our benefit re-sloping process for this filing, the coverage of these drugs as preventative was built into our pricing of the safe harbor riders. This is causing the riders to have a higher relativity in the rating period than in the experience period. This results in the costs only being passed on to the QHDHP members and not those who won’t have access to the benefit.

Non-FFS claim expenses and capitation expenses are added to the claim projection. Please see the following table for a summary of non-FFS and capitation expenses reflected in MVP’s rate development for this filing.

<b>Summary of Capitations and Non-FRDM Claim Expenses</b>	
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Other Medical Expense not in warehouse	\$1.49
Net Reinsurance Expense	\$0.48
Medical Home and PCP Incentive	\$1.72
<b>Total</b>	<b>\$3.69</b>

The expected non-FFS medical expenses added to the claim projection reflect costs associated with net reinsurance expense, PCP incentive payments and Medical Home, and other miscellaneous MVP claim expenses not included in the historical experience period data such as manual checks and Massachusetts surcharges. The Other Medical Expense data is comprised of a 3-year average of data for all Vermont group sizes and companies (MVPHIP and MVPHIC) in order to minimize random variation in this block of business.

Finally, adjustments are made to the projected net claims cost to account for average industry factor and the impact of membership changes over the experience period.

The industry normalization factor shown on Exhibit 3a was computed using MVP's census over the experience period along with the industry factors included in Appendix A of the file, "Appendices A-C – 1Q 2021.xlsx" which is included with this SERFF submission. MVP is not proposing changes to these factors for 2021. Because MVP is deriving its proposed rate increase from the 4Q 2020 manual rates which reflects an industry factor equal to 1.00, claim costs must be adjusted to be on a 1.00 basis as well. Over the experience period, the average industry factor was 1.011. To neutralize the impact of this factor on the required rate change, MVP is multiplying the 1Q 2021 claim projection times the reciprocal of this factor.

MVP is also making an adjustment to the claim projection for the impact of membership not representing a full 12-month contract over the experience period. Because deductibles are present in most these products, paid claims are suppressed in the early months of a member's contract and are higher than average in later contract months. Therefore, if the experience period membership is not evenly distributed by contract month, an adjustment to the claim costs should be made to reflect the expected claim costs for a 12-month contract period.

To determine the adjustment factor for the experience period claims cost, MVP used deductible suppression factors which were developed by analyzing commercial claims for members with 12 months of medical and Rx benefit coverage. MVP assumed that allowed claims were uniformly distributed by month and determined the expected paid claim cost for a given month relative to the average paid amount for 12 months. Factors were developed for a number of different deductible levels, and MVP split its experience period membership by these deductible levels to compute the appropriate adjustment factors. This adjustment factor equals 1.019 and can be found in Exhibit 3a. A quantitative derivation of this factor can be found in the file, "Impact of Membership Growth\_Decline on Experience Pd Claims".

To arrive at the data suggested quarterly rate change for 1Q 2021, the normalized net claim projection is compared to the 4Q 2020 manual rate that would be collected for the experience period enrollment to indicate the suggested quarterly manual rate change.

MVP has included two adjustments to the claim projection due to COVID-19. MVP is assuming that a vaccine to prevent the novel coronavirus (COVID-19) will be tested and widely available in 2021. To account for the costs an immunization would add to claim cost, MVP is assuming that an immunization would be covered in full at the cost of \$75 per dose. MVP is also assuming that 80% of the population would obtain the vaccine (based on an analysis published by Wakely

Consulting), which corresponds to a PMPM claim cost of \$5.00 PMPM (\$75 per dose times 80% utilization PMPY divided by 12 months). This adjustment can be found on Exhibit 3a.

As a result of the COVID-19 pandemic, elective surgeries and associated services have been postponed for effectively all of MVP's service area. As of the time of the filing, both Vermont and New Hampshire have announced that they are allowing the ramp up of elective procedures again. Therefore, MVP is assuming that 2 months of elective surgeries have been canceled in 2020.

MVP analyzed its entire commercial population for 2019 and found that the claim cost related to elective services was \$45.09 PMPM. To value what the delay of these elective services will be worth in 2021, MVP made the following assumptions:

- Resumption of a normal level of elective services will begin in mid-May 2020
- Twenty percent (20%) of elective services deferred during the 2 months will be eliminated
- In order to recoup lost revenue, beginning in August 2020 providers will perform 110% of their prior elective service volume until deferred services were fully performed

These assumptions combine to add \$4.51 PMPM in claim cost for the time period of January to April 2021 (at which point all deferred services will be made up and providers will return to normal utilization levels). MVP is reflecting \$1.50 PMPM (\$4.51 PMPM for 4 months, converted to an annual PMPM) in Exhibit 3a to account for the increased utilization.

MVP has also developed 2Q 2021 to 4Q 2021 manual rates for this rate filing. Please see Exhibits 3b to 3d which are identical to Exhibit 3a except for the fact that one additional quarter of 2021 trend has been applied to the experience period claims as well as impact of the COVID assumptions. In 2Q 2021 MVP is only reflecting the COVID pent up demand for April 2021 while Q3 2021 and Q4 2021 are reflecting no COVID pent up demand. Comparing the 2Q 2021 projected claims to the 1Q 2021 claim projection determines the quarterly manual rate change, and similarly for 3Q 2021 and 4Q 2021.

MVP has included an adjustment for the leap day that occurred in the experience period. The adjustment is equal to 365/366 and is applied to the projection period to reduce projected claims.

### **Medical Trend Factors**

The development of annual medical paid claim trend factors for 1Q 2021 is illustrated in Exhibit 2a. MVP is reflecting 1.0% medical utilization trends in the current filing, and the assumed unit cost trends reflect known and assumed price increases from MVP's provider network as of the filing date.

As stated previously, MVP has assumed 1.0% for medical utilization trends in the current filing. MVP analyzed its combined MVPHIC and MVPHP Vermont data for 36 months between 2017 and 2019. In performing this analysis, we were concerned with the large impact that membership growth in other blocks of business (MVPHP small group and individual exchange) was having on the total utilization trend for Vermont. Removing MVPHP data from the calculation would leave a block that was not considered credible. As part of the 2021 Exchange filing, L&E analyzed the entire VT marketplace and determined that a 1.0% utilization trend was reasonable, and we have elected to consistently reflect the 1.0% utilization trend.

The assumed unit cost trends reflect known and assumed price increases from MVP's provider network. The 2020 unit cost trends for VT hospitals reflect the approved Green Mountain Care Board hospital budgets. Please see Exhibit 2A for the unit cost trends by claim category by year. The 2021 unit cost trends for VT hospitals reflect the proposed commercial rate requests from the hospitals to the GMCB. MVP's unit cost trends for non-VT providers for both years reflect the best estimate of MVP's contract negotiations. MVP has assumed that the 2022 annual trend is equal to the 2021 trend, as we lack information on unit cost trends for 2022 at this time.

In addition to the medical cost inflation rate assumed from the historical experience period to the rating period, an adjustment is needed to reflect the impact of cost share leveraging on the carrier's share of the medical cost. Leveraging is a result of the fixed nature of deductibles and copays in health benefit plans. When there are fixed member deductibles and copays, the carrier bears a greater portion of the cost of medical inflation. Therefore, an additional factor adjustment is made to the trend assumption to capture this cost.

The trend applied to the deductible portion of the experience period was derived using the distribution of claims for MVP's VT book of business. Claims below the average deductible amount over the experience period were trended at the applicable allowed trend rate while claims greater than the deductible were held flat.

Also included in this filing are paid trend development exhibits for 2Q 2021 to 4Q 2021. Please see Exhibits 2c, 2e, and 2g which are identical to Exhibit 2a except there is one more quarter of trend reflected in each calculation.

**Rx Trend Factors**

Annual Rx trend factors split by generic, brand and specialty drugs are illustrated in Exhibit 2a. These trend factors were supplied by MVP's pharmacy benefit manager (PBM) and reflect their best estimate of expected changes to pharmacy costs and drug utilization, given MVP's data as a starting point. Supporting documentation illustrating how the Rx trends shown on Exhibit 2a were converted to paid trends for 1Q 2021 can be found in Exhibit 2b.

The PBM has provided trends for 2020 and 2021. The trends for 2022 are assumed to be equal to the 2021 trends. The trend forecast provided by MVP's PBM accounts for drugs coming off patent, changes in average wholesale price, new drugs being released to the market, and price competitiveness amongst generic and brand drug manufacturers. Please see the following table which displays MVP's pharmacy trends in this filing.

Rx Trends Used in 2021 MVP VT Large Group Filing						
	2020/2019 Trend		2021/2020 Trend		2022/2021 Trend	
	Unit Cost	Utilization	Unit Cost	Unit Cost	Unit Cost	Utilization
Generic	-16.6%	2.8%	-8.9%	2.3%	-8.9%	2.3%
Brand	11.9%	-6.8%	4.6%	1.5%	4.6%	1.5%
Specialty	6.4%	8.4%	6.0%	9.1%	6.0%	9.1%

Please see the attached file, "Rolling 12 Medical and Rx Data - LG.xlsx" which contains a rolling 12-month summary of total Rx claim costs as well as Rx data broken out by Generic, Brand, and Specialty.

Also included in this filing are paid trend development exhibits for 2Q 2021 to 4Q 2021. Please see Exhibits 2d, 2f and 2h which are identical to Exhibit 2b except there is one more quarter of trend reflected in each calculation.

**Retention Expenses**

Retention expenses are outlined in the attached Addendum. The following table represents MVP's Large Group administrative expenses as filed in the Supplemental Health Care Exhibit over the past four years:

**Administrative Expense Summary - Data Taken from Supplemental Health Care Exhibit**

VT Large Group – MVPHIC & MVPHP				
	Member Months	Premium PMPM	Admin PMPM	Admin Expense Ratio
2016	37,858	\$450.19	\$36.77	8.2%
2017	25,372	\$474.10	\$42.09	8.9%
2018	26,765	\$484.55	\$48.67	10.0%
2019	22,511	\$499.97	\$46.35	9.3%

Admin PMPM reflects the following lines from Part I of the SHCE: 6.6, 8.3, 10.1, and 10.4

Changes have been made to the following retention items since the 1Q 2020 filing:

- Administrative Load: MVP is proposing to increase the administrative expense load in the current filing from 8.2% of premium to 8.6% of premium. Since MVP is proposing a rate decrease, a higher percent of premium is needed to achieve the desired administrative costs.
- Covered Lives Assessment: The 2021 covered lives assessment has yet to be finalized by New York State. MVP is assuming a 5% increase in the 2020 covered lives assessment, consistent with prior filings.

The following taxes/assessments are included in the attached Addendum:

*VT Paid Claim Tax*

The State of Vermont charges a 0.999% tax on paid claims.

*18 V.S.A § 9374 (h)(1) Billback*

\$1.84 PMPM is added for fees MVP must pay to the State of Vermont to help fund expenses incurred by state agencies and other non-profit organizations on MVP's behalf, including the Green Mountain Care Board, the Vermont Program for Quality in Health Care, Inc. and the Office of the Health Care Advocate. MVP's total liability (MVPHP plus MVPHIC) for Fiscal Year 2020 is \$764,713. Due to MVP's rapid membership growth from 2017 to 2020 as well as changes to funding mechanisms for each of the programs, MVP is estimating its combined liability for 2020 to be \$859,089. This is spread across MVP's entire Vermont membership as of February 2020 to calculate the estimated PMPM payment.

*VT Vaccine Pilot*

Based on information provided by the Vermont Vaccine Purchasing Program (VVPP), MVP's rates are \$9.26 per covered child and \$0.96 covered adult for January to March 2021, followed by an estimate of \$10.60 per covered child and \$1.09 per covered adult thereafter. Based on a blend of MVP's child and adult membership in the projection period, the total PMPM costs are \$2.28 for the first quarter of 2021 followed by \$2.60 PMPM for the final three quarters. MVP blended those two PMPMs together by applying 25% weight to the first quarter and 75% weight to the final three quarters. This blended PMPM was then compared to the projection period premium PMPM before the assessment load (\$561.99) to convert the assessment to a percent of premium load of 0.45%.

**Loss Ratio Information**

The traditional target loss ratio (claims cost / premium) for the manual rates proposed in this rate filing is 85.7%. After adjusting for taxes/assessments and expenses associated with quality improvements, the Federal target loss ratio for the rates proposed in this filing is 87.0%. Please see the following table for more detail:

**Target Loss Ratio for LG VT in 1Q 2021**

	<b>Large Group VT</b>
A) Claims Expense	\$468.50
B) Taxes/Assessments	\$4.57
C) Quality Improvement	\$2.84
D) Premium	\$546.58
E) Traditional Loss Ratio = A) / D)	<b>85.7%</b>
F) Federal Loss Ratio = [A) + C)] / [D) - B)]	<b>87.0%</b>

**Supplemental Exhibits**

Also included with this filing is a historical claim and membership summary for the past 36 months grouped into rolling 12-month periods. Incurred claims from March 2017 – February 2020 completed through June 2020 are reflected in the data. Note the data represented in these files excludes the 51-100 eligible subscriber block that previously transitioned into the small group market.

**Re-Sloping of Benefits**

MVP has used its proprietary benefit relativity model to update the relativities for all existing plan offerings. Exhibit 3e shows the 4Q2020 net required revenue before and after the benefit re-sloping for all medical/pharmacy/safe harbor plan combinations along with the membership for the plan. The membership weighted net required revenue after adjusting the relativities is equal to before, ensuring revenue neutrality.

**New Products**

MVP is offering five new base products to this market effective 1/1/21: VT3HMO123XL, VT3HMO124XL, VT3HMO125XL, VT3HMO126XL, and VT3HMO127XL. MVP utilized its proprietary benefit relativity model to value the benefits associated with the new plans. The manual rates for these new plans reflect the benefit differences.

**Actuarial Certification**

I, Christopher Pontiff, am an Associate of the Society of Actuaries. I have examined the assumptions and methods used in determining MVP's requested rates. Based on my review and examination, it is my opinion that the proposed premium rates are reasonable in relation to the benefits provided and that they are not excessive, inadequate, nor unfairly discriminatory. This rate filing conforms to the applicable Standards of Practice as promulgated by the Actuarial Standards Board.



Christopher Pontiff, ASA  
Professional, Actuarial  
MVP Health Care

08/14/2020  
Date





**MVP Health Care -- 2021 LG HMO Rate Filing**

Large Group VT HMO AR44 Rate Filing  
For Effective Dates Beginning Between January 1, 2021 - December 31, 2021

Exhibit 1 -- Summary of Medical Coplans Offered  
Exhibit 2a -- 1Q 2021 Pricing Trend Assumptions  
Exhibits 2b -- 1Q 2021 Rx Paid Trend Development  
Exhibit 2c -- 2Q 2021 Pricing Trend Assumptions  
Exhibits 2d -- 2Q 2021 Rx Paid Trend Development  
Exhibit 2e -- 3Q 2021 Pricing Trend Assumptions  
Exhibits 2f --3Q 2021 Rx Paid Trend Development  
Exhibit 2g -- 4Q 2021 Pricing Trend Assumptions  
Exhibits 2h -- 4Q 2021 Rx Paid Trend Development  
Exhibit 3a -- 1Q 2021 Claim Projection and Proposed Rate Change  
Exhibit 3b -- 2Q 2021 Claim Projection and Proposed Rate Change  
Exhibit 3c -- 3Q 2021 Claim Projection and Proposed Rate Change  
Exhibit 3d -- 4Q 2021 Claim Projection and Proposed Rate Change  
Exhibit 3e -- Revenue Neutrality  
Exhibit 4a -- Medical Manual Rates  
Exhibit 4b -- Medical Rider Rates  
Exhibit 4c -- Rx Rider Rates

## Exhibit 1 -- Summary of Medical Coplans Offered

Large Group VT HMO AR44 Rate Filing  
For Effective Dates Beginning Between January 1, 2021 - December 31, 2021

HMO Coplan	Product Type	In-Network Benefits										Pharmacy
		PCP	SCP	IP (Med/Surg)	ER	OP Surg	DME	Amb	Ded	Coins.	OOP Max	
VT3HMO087ZLN	HMO	\$25	\$40	\$500	\$100	\$150	50%	\$100	\$0	0%	\$5,300	Riders Available
VT3HMO089ZLN	HMO	\$30	\$50	\$1,000	\$100	\$150	50%	\$100	\$0	0%	\$5,300	Riders Available
VT3HMO091ZLE	HyHMO	\$20	\$20	20%	\$100	20%	50%	20%	\$3,000	20%	\$5,300	Riders Available
VT3HMO092ZLE	HyHMO	\$20	\$20	20%	\$100	20%	50%	20%	\$1,000	20%	\$2,000	Riders Available
VT3HMO093ZLE	HyHMO	\$20	\$20	20%	\$100	20%	50%	20%	\$2,000	20%	\$4,000	Riders Available
VT3HMO095ZLE	HyHMO	\$25	\$40	20%	\$100	20%	50%	20%	\$1,000	20%	\$3,000	Riders Available
VT3HMO100ZLE	HyHMO	\$25	\$40	20%	\$100	20%	50%	20%	\$2,000	20%	\$4,000	Riders Available
VT3HMO101ZLE	HyHMO	\$25	\$40	20%	\$100	20%	50%	20%	\$3,000	20%	\$5,300	Riders Available
VT3HMO103ZLE	HyHMO	\$30	\$50	20%	\$100	20%	50%	20%	\$1,000	20%	\$3,000	Riders Available
VT3HMO107ZLE	HyHMO	\$30	\$50	20%	\$100	20%	50%	20%	\$3,000	20%	\$5,300	Riders Available
VT3HMO110ZLE	HyHMO	\$30	\$30	20%	\$200	20%	50%	20%	\$2,000	20%	\$5,300	Riders Available
VT3HMO116ZLE	HyHMO	\$30	\$50	\$0	\$200	\$0	50%	\$0	\$5,000	0%	\$5,300	Riders Available
VT3HMO117ZLE	HyHMO	\$0	\$0	\$0	\$0	\$0	50%	\$0	\$5,000	0%	\$5,000	Riders Available
VT3HMO118ZLE	HyHMO	\$30	\$0	\$0	\$0	\$0	0%	\$0	\$4,000	0%	\$4,000	Riders Available
VT3HDH01AXLB	HDHMOagg	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,500	0%	\$2,500	\$10/\$30/\$50
VT3HDH02AXLB	HDHMOagg	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,500	0%	\$3,500	\$10/\$30/\$50
VT3HDH07AXLB	HDHMOagg	20%	20%	20%	20%	20%	20%	20%	\$1,500	20%	\$3,000	20%/20%/40%
VT3HDH08AXLB	HDHMOagg	20%	20%	20%	20%	20%	20%	20%	\$2,000	20%	\$4,000	20%/20%/40%
VT3HDH09AXLB	HDHMOagg	20%	20%	20%	20%	20%	20%	20%	\$2,500	20%	\$5,000	20%/20%/40%
VT3HDH15AXLB	HDHMOagg	20%	20%	20%	20%	20%	20%	20%	\$2,500	20%	\$5,000	50%
VT3HDH17AXLB	HDHMOagg	\$30	\$50	\$500	\$150	\$200	50%	\$150	\$2,500	0%	\$5,000	\$10/\$30/\$50
VT3HDH19EXLBE	HDHMO	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$5,000	0%	\$5,000	\$0 after Deductible
VT3HDH43EXLBE	HDHMO	\$0	\$0	\$0	\$0	\$0	0%	\$0	\$4,000	0%	\$4,000	\$0 after Deductible
VT3HDH46AXLB	HDHMOagg	\$0	\$0	\$0	\$0	\$0	0%	\$0	\$3,000	0%	\$3,000	\$0 after Deductible
VT3HDH50EXLBE	HDHMO	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$6,550	0%	\$6,550	\$0 after Deductible
VT3HDH51EXLBE	HDHMO	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$6,650	0%	\$6,650	\$0 after Deductible
VT3HDH52AXLB	HDHMOagg	30%	30%	30%	30%	30%	30%	30%	\$3,000	30%	\$6,000	30%/30%/50%
VT3HDH55AXLC	HDHMOagg	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$6,750	0%	\$6,750	\$0 after Deductible
VT3HDH56AXLB	HDHMO	\$35	\$60	\$1,000	\$200	\$500	50%	\$50	\$2,700	0%	\$6,750	\$10/\$40/\$60
VT3HDH57EXLBE	HDHMO	\$35	\$60	\$1,000	\$200	\$500	50%	\$50	\$3,000	0%	\$6,000	\$10/\$40/\$60
VT3HDH58AXLC	HDHMOagg	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$4,000	0%	\$4,000	\$0 after Deductible
VT3HDH59AXLB	HDHMO	\$35	\$60	\$1,000	\$200	\$500	50%	\$50	\$5,000	0%	\$6,550	\$10/\$40/\$60
VT3HDH60EXLB	HDHMO	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,800	0%	\$2,800	\$0 after Deductible
VT3HMO119ZLE	HyHMO	\$25	\$50	20%	\$200	20%	50%	20%	\$500	20%	\$1,250	Riders Available
VT3HMO120ZLE	HyHMO	\$25	\$50	30%	\$150	30%	50%	30%	\$750	30%	\$2,000	Riders Available
VT3HMH122XLC	HDHMOagg	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$7,900	0%	\$7,900	\$0 after Deductible
VT3HMH123XL	HDHMOagg	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$7,900	0%	\$7,900	\$10/\$30/\$50
VT3HMH124XLE	HDHMO	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$4,000	0%	\$4,000	\$10/\$30/\$50
VT3HMH125XL	HDHMOagg	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$6,900	0%	\$6,900	\$10/\$30/\$50
VT3HMH126XLE	HDHMO	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$6,900	0%	\$6,900	\$10/\$30/\$50
VT3HMH127XLE	HDHMO	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$3,000	0%	\$3,000	\$10/\$30/\$50

<b>Exhibit 2a -- Pricing Trend Assumptions -- 1Q Projection</b>
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Large Group VT HMO AR44 Rate Filing  
For Effective Dates Beginning Between January 1, 2021 - March 31, 2021

Experience Period:	March 1, 2019 - February 29, 2020
Rating Period:	January 1, 2021 - December 31, 2021

<b>Months of Trend</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>Total</b>
	10	12	0	<b>22</b>

<b>Medical Trend Summary</b>
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<b>2020 Annual Trend</b>				
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	<b>% of Allowed Claims</b>	<b>Unit Cost</b>	<b>Utilization</b>	<b>Total</b>
IP	25.2%	5.1%	1.0%	6.1%
OP	43.4%	4.4%	1.0%	5.5%
PHY	25.3%	1.4%	1.0%	2.4%
OTR	6.1%	2.0%	1.0%	3.0%
<b>Medical Total</b>		<b>3.7%</b>	<b>1.0%</b>	<b>4.7%</b>

<b>2021 Annual Trend</b>				
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	<b>% of Allowed Claims</b>	<b>Unit Cost</b>	<b>Utilization</b>	<b>Total</b>
IP	25.5%	7.4%	1.0%	8.5%
OP	43.6%	7.5%	1.0%	8.5%
PHY	24.8%	4.6%	1.0%	5.6%
OTR	6.0%	5.0%	1.0%	6.1%
<b>Medical Total</b>		<b>6.6%</b>	<b>1.0%</b>	<b>7.7%</b>

<b>2022 Annual Trend</b>				
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	<b>% of Allowed Claims</b>	<b>Unit Cost</b>	<b>Utilization</b>	<b>Total</b>
IP	25.7%	7.4%	1.0%	8.5%
OP	44.0%	7.5%	1.0%	8.5%
PHY	24.3%	2.8%	1.0%	3.9%
OTR	5.9%	5.0%	1.0%	6.1%
<b>Medical Total</b>		<b>6.2%</b>	<b>1.0%</b>	<b>7.2%</b>

<b>Leveraging Impact - Large Group Fee-For-Service Medical Claims</b>					
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	<b>Allowed</b>	<b>Coinsurance</b>	<b>Copay</b>	<b>Deductible</b>	<b>Paid*</b>
Experience Period:	\$419.92	\$3.84	\$6.25	\$78.31	\$331.52
22 Months of Trend:	1.119	1.119	1.018	1.039	1.139
Projection Period:	\$469.76	\$4.30	\$6.37	\$81.38	\$377.72
Allowed Trend (Annual)	6.3%				
Paid Trend (Annual)	7.4%				
<b>Leveraging (Annual)</b>	<b>1.0%</b>				

*ignores impact of removing high cost claims and replacing with pooling charge. Paid projection will not tie out to FFS claim projection on Tab 3a unless these adjustments are taken into account.*

<b>Rx Trend Summary</b>
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	<b>2019 Trend</b>		<b>2020 Trend</b>		<b>2021 Trend</b>	
	<b>Unit Cost</b>	<b>Utilization</b>	<b>Unit Cost</b>	<b>Utilization</b>	<b>Unit Cost</b>	<b>Utilization</b>
Generic	-16.6%	2.8%	-8.9%	2.3%	-8.9%	2.3%
Brand	11.9%	-6.8%	4.6%	1.5%	4.6%	1.5%
Specialty	6.4%	8.4%	6.0%	9.1%	6.0%	9.1%

<b>Exhibit 2b -- Rx Trend Development - 1Q</b>
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MVP Health Care -- 2021 LG HMO Rate Filing  
For Effective Dates Beginning Between January 1, 2021 - March 31, 2021

Experience Period: March 1, 2019 - February 29, 2020

Paid Through: June 30 2020

Member Months with Rx Benefit: 22,939

<b><u>Rx Claim Information</u></b>	<b>Generic</b>	<b>Brand</b>	<b>Specialty</b>	<b>Total</b>
	1	2	3	
Experience Period Scripts / 1000	10,940	558	130	11,629
Experience Period Allowed PMPM	\$17.65	\$15.57	\$42.87	\$76.09
Experience Period Deductible PMPM	\$3.59	\$0.99	\$1.43	\$6.00
Experience Period Copay PMPM	\$2.12	\$0.81	\$0.16	\$3.08
Experience Period Coinsurance PMPM	\$0.21	\$0.19	\$0.06	\$0.46
Experience Period Cost Sharing PMPM	\$5.93	\$1.98	\$1.64	\$9.55
Experience Period Paid PMPM	\$11.72	\$13.59	\$41.23	\$66.54
Annual Util Trend	1.025	0.976	1.088	1.024
Annual Unit Cost Trend	0.875	1.079	1.062	1.053
Annual Deductible Trend	1.027	1.027	1.027	1.027
Annual Paid Trend	0.829	1.059	1.159	1.086
Months of Trend to Q1 2021	22	22	22	22
Projected Scripts / 1000 as of Q1 2021	11,454	534	152	12,140
Projected Allowed PMPM as of Q1 2021	\$14.48	\$17.11	\$55.81	\$87.40
Projected Deductible PMPM	\$3.77	\$1.04	\$1.50	\$6.30
Projected Copay PMPM	\$2.22	\$0.77	\$0.18	\$3.18
Projected Coinsurance PMPM	\$0.18	\$0.20	\$0.08	\$0.46
Projected Cost Sharing PMPM as of Q1 2021	\$6.16	\$2.01	\$1.76	\$9.93
Projected Paid PMPM as of Q1 2021	\$8.31	\$15.10	\$54.05	\$77.46

**Exhibit 2c -- Pricing Trend Assumptions -- 2Q Projection**

Large Group VT HMO AR44 Rate Filing  
For Effective Dates Beginning Between April 1, 2021 - June 30, 2021

Experience Period:	March 1, 2019 - February 29, 2020
Rating Period:	April 1, 2021 - March 31, 2022

	2020	2021	2022	Total
<b>Months of Trend</b>	10	12	3	25

**Medical Trend Summary**

<b>2020 Annual Trend</b>				
	<b>% of Allowed</b>			
	<b>Claims</b>	<b>Unit Cost</b>	<b>Utilization</b>	<b>Total</b>
IP	25.2%	5.1%	1.0%	6.1%
OP	43.4%	4.4%	1.0%	5.5%
PHY	25.3%	1.4%	1.0%	2.4%
√/Intensity/Mandate/IBNR Miss	6.1%	2.0%	1.0%	3.0%
<b>Medical Total</b>	<b>3.7%</b>	<b>1.0%</b>	<b>4.7%</b>	

<b>2021 Annual Trend</b>				
	<b>% of Allowed</b>			
	<b>Claims</b>	<b>Unit Cost</b>	<b>Utilization</b>	<b>Total</b>
IP	25.5%	7.4%	1.0%	8.5%
OP	43.6%	7.5%	1.0%	8.5%
PHY	24.8%	4.6%	1.0%	5.6%
√/Intensity/Mandate/IBNR Miss	6.0%	5.0%	1.0%	6.1%
<b>Medical Total</b>	<b>6.6%</b>	<b>1.0%</b>	<b>7.7%</b>	

<b>2022 Annual Trend</b>				
	<b>% of Allowed</b>			
	<b>Claims</b>	<b>Unit Cost</b>	<b>Utilization</b>	<b>Total</b>
IP	25.7%	7.4%	1.0%	8.5%
OP	44.0%	7.5%	1.0%	8.5%
PHY	24.3%	2.8%	1.0%	3.9%
√/Intensity/Mandate/IBNR Miss	5.9%	5.0%	1.0%	6.1%
<b>Medical Total</b>	<b>6.2%</b>	<b>1.0%</b>	<b>7.2%</b>	

<b>Leveraging Impact - Large Group Fee-For-Service Medical Claims</b>					
	<b>Allowed</b>	<b>Coinsurance</b>	<b>Copay</b>	<b>Deductible</b>	<b>Paid*</b>
Experience Period:	\$419.92	\$3.84	\$6.25	\$78.31	\$331.52
25 Months of Trend:	1.138	1.138	1.021	1.046	1.163
Projection Period:	\$478.05	\$4.37	\$6.38	\$81.89	\$385.40
Allowed Trend (Annual)	6.4%				
Paid Trend (Annual)	7.5%				
<b>Leveraging (Annual)</b>	<b>1.0%</b>				

*\*Ignores impact of removing high cost claims and replacing with pooling charge. Paid projection will not tie out to FFS claim projection on Tab 3a unless these adjustments are taken into account.*

**Rx Trend Summary**

	<b>2019 Trend</b>		<b>2020 Trend</b>		<b>2021 Trend</b>	
	<b>Unit Cost</b>	<b>Utilization</b>	<b>Unit Cost</b>	<b>Utilization</b>	<b>Unit Cost</b>	<b>Utilization</b>
Generic	-16.6%	2.8%	-8.9%	2.3%	-8.9%	2.3%
Brand	11.9%	-6.8%	4.6%	1.5%	4.6%	1.5%
Specialty	6.4%	8.4%	6.0%	9.1%	6.0%	9.1%

<b>Exhibit 2d -- Rx Trend Development - 2Q</b>
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MVP Health Care -- 2021 LG HMO Rate Filing  
For Effective Dates Beginning Between April 1, 2021 - June 30, 2021

Experience Period: March 1, 2019 - February 29, 2020

Paid Through: June 30 2020

Member Months with Rx Benefit: 22,939

<u>Rx Claim Information</u>	<u>Generic</u>	<u>Brand</u>	<u>Specialty</u>	<u>Total</u>
	1	2	3	
Experience Period Scripts / 1000	10,940	558	130	11,629
Experience Period Allowed PMPM	\$17.65	\$15.57	\$42.87	\$76.09
Experience Period Deductible PMPM	\$3.59	\$0.99	\$1.43	\$6.00
Experience Period Copay PMPM	\$2.12	\$0.81	\$0.16	\$3.08
Experience Period Coinsurance PMPM	\$0.21	\$0.19	\$0.06	\$0.46
Experience Period Cost Sharing PMPM	\$5.93	\$1.98	\$1.64	\$9.55
Experience Period Paid PMPM	\$11.72	\$13.59	\$41.23	\$66.54
Annual Util Trend	1.025	0.981	1.088	1.024
Annual Unit Cost Trend	0.880	1.075	1.062	1.056
Annual Deductible Trend	1.027	1.027	1.027	1.026
Annual Paid Trend	0.833	1.060	1.159	1.089
Months of Trend to Q2 2021	25	25	25	25
Projected Scripts / 1000 as of Q2 2021	11,519	536	155	12,211
Projected Allowed PMPM as of Q2 2021	\$14.22	\$17.37	\$57.87	\$89.46
Projected Deductible PMPM	\$3.80	\$1.05	\$1.51	\$6.35
Projected Copay PMPM	\$2.23	\$0.77	\$0.19	\$3.19
Projected Coinsurance PMPM	\$0.17	\$0.21	\$0.08	\$0.46
Projected Cost Sharing PMPM as of Q2 2021	\$6.20	\$2.03	\$1.77	\$10.00
Projected Paid PMPM as of Q2 2021	\$8.02	\$15.34	\$56.09	\$79.46

**Exhibit 2e -- Pricing Trend Assumptions -- 3Q Projection**

Large Group VT HMO AR44 Rate Filing  
For Effective Dates Beginning Between July 1, 2021 - September 30, 2021

Experience Period:	March 1, 2019 - February 29, 2020
Rating Period:	July 1, 2021 - June 30, 2022

	2020	2021	2022	Total
<b>Months of Trend</b>	10	12	6	<b>28</b>

**Medical Trend Summary**

<b>2020 Annual Trend</b>				
	<b>% of Allowed</b>			
	<b>Claims</b>	<b>Unit Cost</b>	<b>Utilization</b>	<b>Total</b>
IP	25.2%	5.1%	1.0%	6.1%
OP	43.4%	4.4%	1.0%	5.5%
PHY	25.3%	1.4%	1.0%	2.4%
√/Intensity/Mandate/IBNR Miss	6.1%	2.0%	1.0%	3.0%
<b>Medical Total</b>		<b>3.7%</b>	<b>1.0%</b>	<b>4.7%</b>

<b>2021 Annual Trend</b>				
	<b>% of Allowed</b>			
	<b>Claims</b>	<b>Unit Cost</b>	<b>Utilization</b>	<b>Total</b>
IP	25.5%	7.4%	1.0%	8.5%
OP	43.6%	7.5%	1.0%	8.5%
PHY	24.8%	4.6%	1.0%	5.6%
√/Intensity/Mandate/IBNR Miss	6.0%	5.0%	1.0%	6.1%
<b>Medical Total</b>		<b>6.6%</b>	<b>1.0%</b>	<b>7.7%</b>

<b>2022 Annual Trend</b>				
	<b>% of Allowed</b>			
	<b>Claims</b>	<b>Unit Cost</b>	<b>Utilization</b>	<b>Total</b>
IP	25.7%	7.4%	1.0%	8.5%
OP	44.0%	7.5%	1.0%	8.5%
PHY	24.3%	2.8%	1.0%	3.9%
√/Intensity/Mandate/IBNR Miss	5.9%	5.0%	1.0%	6.1%
<b>Medical Total</b>		<b>6.2%</b>	<b>1.0%</b>	<b>7.2%</b>

<b>Leveraging Impact - Large Group Fee-For-Service Medical Claims</b>					
	<b>Allowed</b>	<b>Coinsurance</b>	<b>Copay</b>	<b>Deductible</b>	<b>Paid*</b>
Experience Period:	\$419.92	\$3.84	\$6.25	\$78.31	\$331.52
28 Months of Trend:	1.159	1.159	1.023	1.052	1.186
Projection Period:	\$486.48	\$4.45	\$6.40	\$82.41	\$393.22
Allowed Trend (Annual)	6.5%				
Paid Trend (Annual)	7.6%				
<b>Leveraging (Annual)</b>	<b>1.0%</b>				

\*Ignores impact of removing high cost claims and replacing with pooling charge. Paid projection will not tie out to FFS claim projection on Tab 3a unless these adjustments are taken into account.

**Rx Trend Summary**

	<b>2019 Trend</b>		<b>2020 Trend</b>		<b>2021 Trend</b>	
	<b>Unit Cost</b>	<b>Utilization</b>	<b>Unit Cost</b>	<b>Utilization</b>	<b>Unit Cost</b>	<b>Utilization</b>
Generic	-16.6%	2.8%	-8.9%	2.3%	-8.9%	2.3%
Brand	11.9%	-6.8%	4.6%	1.5%	4.6%	1.5%
Specialty	6.4%	8.4%	6.0%	9.1%	6.0%	9.1%

<b>Exhibit 2f -- Rx Trend Development - 3Q</b>
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MVP Health Care -- 2021 LG HMO Rate Filing  
For Effective Dates Beginning Between July 1, 2021 - September 30, 2021

Experience Period: March 1, 2019 - February 29, 2020

Paid Through: June 30 2020

Member Months with Rx Benefit: 22,939

<u>Rx Claim Information</u>	<u>Generic</u>	<u>Brand</u>	<u>Specialty</u>	<u>Total</u>
	1	2	3	
Experience Period Scripts / 1000	10,940	558	130	11,629
Experience Period Allowed PMPM	\$17.65	\$15.57	\$42.87	\$76.09
Experience Period Deductible PMPM	\$3.59	\$0.99	\$1.43	\$6.00
Experience Period Copay PMPM	\$2.12	\$0.81	\$0.16	\$3.08
Experience Period Coinsurance PMPM	\$0.21	\$0.19	\$0.06	\$0.46
Experience Period Cost Sharing PMPM	\$5.93	\$1.98	\$1.64	\$9.55
Experience Period Paid PMPM	\$11.72	\$13.59	\$41.23	\$66.54
Annual Util Trend	1.025	0.984	1.088	1.024
Annual Unit Cost Trend	0.883	1.071	1.061	1.058
Annual Deductible Trend	1.028	1.028	1.028	1.027
Annual Paid Trend	0.837	1.061	1.159	1.091
Months of Trend to Q3 2021	28	28	28	28
Projected Scripts / 1000 as of Q3 2021	11,585	538	159	12,282
Projected Allowed PMPM as of Q3 2021	\$13.98	\$17.63	\$60.00	\$91.61
Projected Deductible PMPM	\$3.83	\$1.05	\$1.52	\$6.40
Projected Copay PMPM	\$2.25	\$0.78	\$0.19	\$3.21
Projected Coinsurance PMPM	\$0.17	\$0.21	\$0.08	\$0.46
Projected Cost Sharing PMPM as of Q3 2021	\$6.24	\$2.04	\$1.79	\$10.08
Projected Paid PMPM as of Q3 2021	\$7.73	\$15.59	\$58.21	\$81.54



**Exhibit 2g -- Pricing Trend Assumptions -- 4Q Projection**

Large Group VT HMO AR44 Rate Filing  
For Effective Dates Beginning Between October 1, 2021 - December 31, 2021

Experience Period:	March 1, 2019 - February 29, 2020
Rating Period:	October 1, 2021 - September 30, 2022

	2020	2021	2022	Total
Months of Trend	10	12	9	31

**Medical Trend Summary**

**2020 Annual Trend**

	% of Allowed			
	Claims	Unit Cost	Utilization	Total
IP	25.2%	5.1%	1.0%	6.1%
OP	43.4%	4.4%	1.0%	5.5%
PHY	25.3%	1.4%	1.0%	2.4%
√/Intensity/Mandate/IBNR Miss	6.1%	2.0%	1.0%	3.0%
<b>Medical Total</b>		<b>3.7%</b>	<b>1.0%</b>	<b>4.7%</b>

**2021 Annual Trend**

	% of Allowed			
	Claims	Unit Cost	Utilization	Total
IP	25.5%	7.4%	1.0%	8.5%
OP	43.6%	7.5%	1.0%	8.5%
PHY	24.8%	4.6%	1.0%	5.6%
√/Intensity/Mandate/IBNR Miss	6.0%	5.0%	1.0%	6.1%
<b>Medical Total</b>		<b>6.6%</b>	<b>1.0%</b>	<b>7.7%</b>

**2022 Annual Trend**

	% of Allowed			
	Claims	Unit Cost	Utilization	Total
IP	25.7%	7.4%	1.0%	8.5%
OP	44.0%	7.5%	1.0%	8.5%
PHY	24.3%	2.8%	1.0%	3.9%
√/Intensity/Mandate/IBNR Miss	5.9%	5.0%	1.0%	6.1%
<b>Medical Total</b>		<b>6.2%</b>	<b>1.0%</b>	<b>7.2%</b>

**Leveraging Impact - Large Group Fee-For-Service Medical Claims**

	Allowed	Coinsurance	Copay	Deductible	Paid*
Experience Period:	\$419.92	\$3.84	\$6.25	\$78.31	\$331.52
31 Months of Trend:	1.179	1.179	1.026	1.059	1.210
Projection Period:	\$495.07	\$4.53	\$6.42	\$82.94	\$401.18
Allowed Trend (Annual)	6.6%				
Paid Trend (Annual)					7.7%
<b>Leveraging (Annual)</b>	<b>1.0%</b>				

\*Ignores impact of removing high cost claims and replacing with pooling charge. Paid projection will not tie out to FFS claim projection on Tab 3a unless these adjustments are taken into account.

**Rx Trend Summary**

	2019 Trend		2020 Trend		2021 Trend	
	Unit Cost	Utilization	Unit Cost	Utilization	Unit Cost	Utilization
Generic	-16.6%	2.8%	-8.9%	2.3%	-8.9%	2.3%
Brand	11.9%	-6.8%	4.6%	1.5%	4.6%	1.5%
Specialty	6.4%	8.4%	6.0%	9.1%	6.0%	9.1%

<b>Exhibit 2h -- Rx Trend Development - 4Q</b>
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MVP Health Care -- 2021 LG HMO Rate Filing  
For Effective Dates Beginning Between October 1, 2021 - December 31, 2021

Experience Period: March 1, 2019 - February 29, 2020

Paid Through: June 30 2020

Member Months with Rx Benefit: 22,939

<u>Rx Claim Information</u>	<u>Generic</u>	<u>Brand</u>	<u>Specialty</u>	<u>Total</u>
	1	2	3	
Experience Period Scripts / 1000	10,940	558	130	11,629
Experience Period Allowed PMPM	\$17.65	\$15.57	\$42.87	\$76.09
Experience Period Deductible PMPM	\$3.59	\$0.99	\$1.43	\$6.00
Experience Period Copay PMPM	\$2.12	\$0.81	\$0.16	\$3.08
Experience Period Coinsurance PMPM	\$0.21	\$0.19	\$0.06	\$0.46
Experience Period Cost Sharing PMPM	\$5.93	\$1.98	\$1.64	\$9.55
Experience Period Paid PMPM	\$11.72	\$13.59	\$41.23	\$66.54
Annual Util Trend	1.025	0.987	1.088	1.024
Annual Unit Cost Trend	0.886	1.069	1.061	1.060
Annual Deductible Trend	1.028	1.028	1.028	1.027
Annual Paid Trend	0.839	1.061	1.159	1.093
Months of Trend to Q4 2020	31	31	31	31
Projected Scripts / 1000 as of Q4 2020	11,651	540	162	12,353
Projected Allowed PMPM as of Q4 2020	\$13.74	\$17.90	\$62.22	\$93.85
Projected Deductible PMPM	\$3.86	\$1.06	\$1.53	\$6.45
Projected Copay PMPM	\$2.26	\$0.78	\$0.19	\$3.23
Projected Coinsurance PMPM	\$0.17	\$0.21	\$0.09	\$0.47
Projected Cost Sharing PMPM as of Q4 2020	\$6.28	\$2.06	\$1.81	\$10.15
Projected Paid PMPM as of Q4 2020	\$7.45	\$15.84	\$60.41	\$83.70

<b>Exhibit 3a -- Claim Projection &amp; Proposed Rate Change</b>
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Large Group VT HMO AR44 Rate Filing  
For Effective Dates Beginning Between January 1, 2021 - March 31, 2021

<b>LG HMO Claim Projection and Proposed Rate Change</b>
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Experience Period: March 1, 2019 - Febr

Completed Through: June 30, 2020

Experience Period Member Months	22,939
1) Experience Period Medical Claims PMPM	\$325.79
1a) Claims in Excess of \$100k over Experience Period	\$26.90
1b) Pooling Charge	1.128
2) IBNR Factor	1.018
3) Experience Period Incurred Medical Claims = [ 1) - 1a) ] * 1b) * 2)	\$343.21
4) Annual Medical Trend <i>Includes Paid Leveraging</i>	1.074
5) Months of Trend to Q1 2021	22
6) NY State HCRA Surcharge	0.15%
7) Trended Incurred Medical Claims PMPM as of Q1 2021 = [ 3) * 4) ^ [ 5) / 12 ] ] * [ 1 + 6) ]	\$391.63
8) Experience Period Rx Claims PMPM	\$66.54
8a) Rx Claims in Excess of \$100k over Experience Period	\$2.91
8b) Pooling Charge	1.128
8c) Pharmacy Benefit Carve-in	\$0.48
9) Annual Rx Trend <i>Includes Paid Leveraging</i>	1.086
10) Months of Trend to Q1 2021	22
11) Trended Gross Rx Claims PMPM as of Q1 2021 = [ 8) - 8a) + 8c) ] * 8b) * [ 9) ] ^ [ 10) / 12 ]	\$84.21
11a) Rx Rebates	(\$24.42)
12) Trended Net Rx Claims PMPM as of Q1 2021 = 11) + 11a)	\$59.79
13) Capitations and Non-FFS Claim Expenses	\$3.69
14) Industry Normalization Factor	0.989
15) Impact of Leap Year	0.997
16) Adjustment for COVID-19 Immunization Cost	\$5.00
17) Adjustment for COVID-19 Pent-up Demand	\$1.50
18) Impact of Membership Growth/Decline on Experience Pd Claims	1.019
19) Total Claim Cost as of Q1 2021 = [ [ 7) + 12) ] * 14) * 15) * 18) ] + 13) + 16) + 17)	\$463.90
20) Projected Net Revenue Collected at Q4 2020 Rate Level	\$503.31
21) Proposed Quarterly Rate Change = 19) / 20) - 1	<b>-7.8%</b>

<b>Exhibit 3b -- Claim Projection &amp; Proposed Rate Change</b>
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Large Group VT HMO AR44 Rate Filing  
For Effective Dates Beginning Between April 1, 2021 - June 30, 2021

<b>LG HMO Claim Projection and Proposed Rate Change</b>
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Experience Period: March 1, 2019 - Febr  
Completed Through: June 30, 2020

Experience Period Member Months	22,939
1) Experience Period Medical Claims PMPM	\$325.79
1a) Claims in Excess of \$100k over Experience Period	\$26.90
1b) Pooling Charge	1.128
2) IBNR Factor	1.018
3) Experience Period Incurred Medical Claims = [ 1) - 1a) ] * 1b) * 2)	\$343.21
4) Annual Medical Trend <i>Includes Paid Leveraging</i>	1.075
5) Months of Trend to Q2 2021	25
6) NY State HCRA Surcharge	0.15%
7) Trended Incurred Medical Claims PMPM as of Q2 2021 = [ 3) * 4) ^ [ 5) / 12 ] ] * [ 1 + 6) ]	\$399.60
8) Experience Period Rx Claims PMPM	\$66.54
8a) Rx Claims in Excess of \$100k over Experience Period	\$2.91
8b) Pooling Charge	1.128
8c) Pharmacy Benefit Carve-in	\$0.48
9) Annual Rx Trend <i>Includes Paid Leveraging</i>	1.089
10) Months of Trend to Q2 2021	25
11) Trended Gross Rx Claims PMPM as of Q2 2021 = [ 8) - 8a) + 8c) ] * 8b) * [ 9) ] ^ [ 10) / 12 ]	\$86.38
11a) Rx Rebates	(\$25.00)
12) Trended Net Rx Claims PMPM as of Q2 2021 = 11) + 11a)	\$61.38
13) Capitations and Non-FFS Claim Expenses	\$3.69
14) Industry Normalization Factor	0.989
15) Impact of Leap Year	0.997
16) Adjustment for COVID-19 Immunization Cost	\$5.00
17) Adjustment for COVID-19 Pent-up Demand	\$0.38
18) Impact of Membership Growth/Decline on Experience Pd Claim	1.019
19) Total Claim Cost as of Q2 2021 = [ [ 7) + 12) ] * 14) * 15) * 18) ] + 13) + 16) + 17)	\$472.38
20) Projected Claim Cost Q1 2021 <i>Based on distribution of experience period members</i>	\$463.90
21) Proposed Quarterly Rate Change = 19) / 20) - 1	<b>1.8%</b>

<b>Exhibit 3b -- Claim Projection &amp; Proposed Rate Change</b>
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Large Group VT HMO AR44 Rate Filing  
For Effective Dates Beginning Between July 1, 2021 - September 30, 2021

<b>LG HMO Claim Projection and Proposed Rate Change</b>
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Experience Period: March 1, 2019 - Febr  
Completed Through: June 30, 2020

Experience Period Member Months	22,939
1) Experience Period Medical Claims PMPM	\$325.79
1a) Claims in Excess of \$100k over Experience Period	\$26.90
1b) Pooling Charge	1.128
2) IBNR Factor	1.018
3) Experience Period Incurred Medical Claims = [ 1) - 1a) ] * 1b) * 2)	\$343.21
4) Annual Medical Trend <i>Includes Paid Leveraging</i>	1.076
5) Months of Trend to Q3 2021	28
6) NY State HCRA Surcharge	0.15%
7) Trended Incurred Medical Claims PMPM as of Q3 2021 = [ 3) * 4) ^ [ 5) / 12 ] ] * [ 1 + 6) ]	\$407.71
8) Experience Period Rx Claims PMPM	\$66.54
8a) Rx Claims in Excess of \$100k over Experience Period	\$2.91
8b) Pooling Charge	1.128
8c) Pharmacy Benefit Carve-in	\$0.48
9) Annual Rx Trend <i>Includes Paid Leveraging</i>	1.091
10) Months of Trend to Q3 2021	28
11) Trended Gross Rx Claims PMPM as of Q3 2021 = [ 8) - 8a) + 8c) ] * 8b) * [ 9) ] ^ [ 10) / 12 ]	\$88.64
11a) Rx Rebates	(\$25.60)
12) Trended Net Rx Claims PMPM as of Q3 2021 = 11) + 11a)	\$63.04
13) Capitations and Non-FFS Claim Expenses	\$3.69
14) Industry Normalization Factor	0.989
15) Impact of Leap Year	0.997
16) Adjustment for COVID-19 Immunization Cost	\$5.00
17) Adjustment for COVID-19 Pent-up Demand	\$0.00
18) Impact of Membership Growth/Decline on Experience Pd Claim	1.019
19) Total Claim Cost as of Q3 2021 = [ [ 7) + 12) ] * 14) * 15 * 18) ] + 13 + 16 + 17)	\$481.82
20) Projected Claim Cost Q2 2021 <i>Based on distribution of experience period members</i>	\$472.38
21) Proposed Quarterly Rate Change = 19) / 20) - 1	<b>2.0%</b>

<b>Exhibit 3b -- Claim Projection &amp; Proposed Rate Change</b>
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Large Group VT HMO AR44 Rate Filing  
For Effective Dates Beginning Between October 1, 2021 - December 31, 2021

<b>LG HMO Claim Projection and Proposed Rate Change</b>
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Experience Period: March 1, 2019 - Febr  
Completed Through: June 30, 2020

Experience Period Member Months	22,939
1) Experience Period Medical Claims PMPM	\$325.79
1a) Claims in Excess of \$100k over Experience Period	\$26.90
1b) Pooling Charge	1.1284
2) IBNR Factor	1.018
3) Experience Period Incurred Medical Claims = [ 1) - 1a) ] * 1b) * 2)	\$343.21
4) Annual Medical Trend <i>Includes Paid Leveraging</i>	1.07663
5) Months of Trend to Q4 2021	31
6) NY State HCRA Surcharge	0.15%
7) Trended Incurred Medical Claims PMPM as of Q4 2021 = [ 3) * 4) ^ [ 5) / 12 ] ] * [ 1 + 6) ]	\$415.96
8) Experience Period Rx Claims PMPM	\$66.54
8a) Rx Claims in Excess of \$100k over Experience Period	\$2.91
8b) Pooling Charge	1.1284
8c) Pharmacy Benefit Carve-in	\$0.48
9) Annual Rx Trend <i>Includes Paid Leveraging</i>	1.093
10) Months of Trend to Q4 2021	31
11) Trended Gross Rx Claims PMPM as of Q4 2021 = [ 8) - 8a) + 8c) ] * 8b) * [ 9) ] ^ [ 10) / 12 ]	\$90.99
11a) Rx Rebates	(\$26.22)
12) Trended Net Rx Claims PMPM as of Q4 2021 = 11) + 11a)	\$64.77
13) Capitations and Non-FFS Claim Expenses	\$3.69
14) Industry Normalization Factor	0.989
15) Impact of Leap Year	0.997
16) Adjustment for COVID-19 Immunization Cost	\$5.00
17) Adjustment for COVID-19 Pent-up Demand	\$0.00
18) Impact of Membership Growth/Decline on Experience Pd Claim	1.019
19) Total Claim Cost as of Q4 2021 = [ [ 7) + 12) ] * 14) * 15 * 18) ] + 13 + 16 + 17)	\$491.85
20) Projected Claim Cost Q3 2021 <i>Based on distribution of experience period members</i>	\$481.82
21) Proposed Quarterly Rate Change = 19) / 20) - 1	<b>2.1%</b>

**Exhibit 3e -- Revenue Neutrality of Proposed Rate Relativity Changes**

**MVP Health Care -- 2021 LG HMO Rate Filing  
For Effective Dates Beginning Between January 1, 2021 - December 31, 2021**

<b>Coplan</b>	<b>Rx Coplan</b>	<b>Prev Rx Coverage Rider</b>	<b>Member Months</b>	<b>Total Required Revenue for 4Q20 before Resloping</b>	<b>Total Required Revenue for 4Q20 After Resloping</b>
VT3HMO100ZLE	RXVT3HMB501ZL	NO	234	\$551.60	\$539.02
VT3HDH01AXLB	INTEGRATED	RXVT3HDH511L-A	30	\$561.67	\$556.14
VT3HDH01AXLB	INTEGRATED	RXVT3HDH510L-A	111	\$559.31	\$556.14
VT3HDH02AXLB	INTEGRATED	NO	200	\$486.91	\$486.81
VT3HDH02AXLB	INTEGRATED	RXVT3HDH511L-B	236	\$493.99	\$491.20
VT3HDH02AXLB	INTEGRATED	RXVT3HDH510L-B	1108	\$493.08	\$491.20
VT3HDH08AXLB	INTEGRATED	RXVT3HDH511L-H	55	\$459.15	\$468.18
VT3HDH08AXLB	INTEGRATED	RXVT3HDH510L-H	868	\$459.35	\$468.18
VT3HDH15AXLB	INTEGRATED	RXVT3HDH511L-O	82	\$426.72	\$437.70
VT3HDH15AXLB	INTEGRATED	RXVT3HDH510L-O	518	\$427.61	\$437.70
VT3HDH17AXLB	INTEGRATED	RXVT3HDH511L-Q	178	\$454.35	\$460.32
VT3HDH19EXLBE	INTEGRATED	NO	595	\$408.47	\$424.02
VT3HDH41EXLE	INTEGRATED	RXVT3HDH510L-AA	982	\$504.63	\$521.52
VT3HDH43EXLBE	INTEGRATED	RXVT3HDH510L-AC	3910	\$462.46	\$470.06
VT3HDH43EXLBE	INTEGRATED	RXVT3HDH510L-AC	118	\$475.23	\$483.05
VT3HDH46AXLB	INTEGRATED	RXVT3HDH510L-AF	1233	\$491.53	\$494.03
VT3HDH51EXLBE	INTEGRATED	NO	2817	\$370.56	\$390.04
VT3HDH55AXLB	INTEGRATED	NO	385	\$342.31	\$367.45
VT3HDH55AXLB	INTEGRATED	RXVT3HDH511L-AP	670	\$362.53	\$380.39
VT3HDH60EXLB	INTEGRATED	RXVT3HDH511L-AU	200	\$518.35	\$519.39
VT3HMO089ZLN	RXVT3HMB500ZL	NO	751	\$659.89	\$646.56
VT3HMO092ZLE	RXVT3HMB500ZL	NO	4495	\$630.26	\$607.76
VT3HMO093ZLE	RXVT3HMB500ZL	NO	237	\$572.10	\$555.27
VT3HMO100ZLE	RXVT3HMB501ZL	NO	674	\$551.60	\$539.02
VT3HMO101ZLE	RXVT3HMB500ZL	NO	762	\$541.37	\$528.14
VT3HMO103ZLE	RXVT3HMB500ZL	NO	189	\$590.75	\$584.94
VT3HMO107ZLE	RXVT3HMB500ZL	NO	1143	\$535.62	\$526.36
VT3HMO118ZLE	RXVT3HMB605ZL	NO	158	\$483.98	\$483.72
		<b>Total</b>	<b>22939</b>	<b>\$501.75</b>	<b>\$501.75</b>

<b>Exhibit 4a -- Medical Manual Rates (Q1 2021)</b>
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Large Group VT HMO AR44 Rate Filing  
For Effective Dates Beginning Between January 1, 2021 - March 31, 2021

HMO Coplan	Product Type	Net Required Revenue PMPM	Quarterly Change	Annual Manual Rate Change	Annual Revenue Change
VT3HMO087ZLN	HMO	\$527.69	-12.7%	-8.4%	-6.4%
VT3HMO089ZLN	HMO	\$512.96	-12.3%	-8.0%	-6.0%
VT3HMO091ZLE	HyHMO	\$408.69	-14.1%	-9.9%	-7.9%
VT3HMO092ZLE	HyHMO	\$477.19	-14.0%	-9.8%	-7.9%
VT3HMO093ZLE	HyHMO	\$428.79	-13.7%	-9.5%	-7.5%
VT3HMO095ZLE	HyHMO	\$460.36	-12.0%	-7.7%	-5.6%
VT3HMO100ZLE	HyHMO	\$425.05	-13.1%	-8.9%	-6.9%
VT3HMO101ZLE	HyHMO	\$403.78	-13.4%	-9.1%	-7.2%
VT3HMO103ZLE	HyHMO	\$456.15	-11.5%	-7.2%	-5.2%
VT3HMO107ZLE	HyHMO	\$402.14	-12.6%	-8.4%	-6.4%
VT3HMO110ZLE	HyHMO	\$416.87	-12.7%	-8.5%	-6.5%
VT3HMO116ZLE	HyHMO	\$393.96	-16.5%	-12.4%	-10.5%
VT3HMO117ZLE	HyHMO	\$314.46	-8.3%	-3.8%	-1.7%
VT3HMO118ZLE	HyHMO	\$369.41	-10.8%	-6.5%	-4.4%
VT3HDH01AXLB	HDHMOagg	\$510.74	-8.3%	-3.8%	-1.7%
VT3HDH02AXLB	HDHMOagg	\$448.84	-7.8%	-3.3%	-1.2%
VT3HDH07AXLB	HDHMOagg	\$458.37	-6.4%	-1.9%	0.3%
VT3HDH08AXLB	HDHMOagg	\$429.63	-5.5%	-0.9%	1.3%
VT3HDH09AXLB	HDHMOagg	\$401.27	-4.3%	0.4%	2.6%
VT3HDH15AXLB	HDHMOagg	\$401.68	-5.0%	-0.3%	1.8%
VT3HDH17AXLB	HDHMOagg	\$418.78	-5.4%	-0.8%	1.4%
VT3HDH19EXLBE	HDHMO	\$390.94	-4.3%	0.4%	2.6%
VT3HDH43EXLBE	HDHMO	\$421.69	-5.9%	-1.3%	0.9%
VT3HDH46AXLB	HDHMOagg	\$447.40	-6.9%	-2.4%	-0.2%
VT3HDH50EXLBE	HDHMO	\$360.97	-3.4%	1.3%	3.6%
VT3HDH51EXLBE	HDHMO	\$359.62	-3.0%	1.8%	4.0%
VT3HDH52AXLB	HDHMOagg	\$368.79	-3.4%	1.3%	3.6%
VT3HDH55AXLC	HDHMOagg	\$338.79	-1.0%	3.8%	6.1%
VT3HDH56AXLB	HDHMO	\$402.44	-5.3%	-0.7%	1.5%
VT3HDH57EXLBE	HDHMO	\$405.41	-4.5%	0.2%	2.4%
VT3HDH58AXLC	HDHMOagg	\$404.02	-5.6%	-1.0%	1.2%
VT3HDH59AXLB	HDHMO	\$345.76	-2.6%	2.2%	4.4%
VT3HDH60EXLB	HDHMO	\$470.79	-7.1%	-2.5%	-0.4%
VT3HMO119ZLE	HyHMO	\$506.65	-12.2%	-7.9%	-5.9%
VT3HMO120ZLE	HyHMO	\$472.98	-11.6%	-7.3%	-5.3%
VT3HMH122XLC	HDHMOagg	\$323.95	-0.3%	4.6%	6.9%
VT3HMH123XL	HDHMOagg	\$370.06	N/A	N/A	N/A
VT3HMH124XLE	HDHMO	\$440.84	N/A	N/A	N/A
VT3HMH125XL	HDHMOagg	\$377.82	N/A	N/A	N/A
VT3HMH126XLE	HDHMO	\$391.97	N/A	N/A	N/A
VT3HMH127XLE	HDHMO	\$473.63	N/A	N/A	N/A



<b>Exhibit 4a -- Medical Manual Rates (Q2 2021)</b>
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Large Group VT HMO AR44 Rate Filing  
For Effective Dates Beginning Between April 1, 2021 - June 30, 2021

HMO Coplan	Product Type	Net Required Revenue PMPM	Quarterly Change	Annual Manual Rate Change	Annual Revenue Change
VT3HMO087ZLN	HMO	\$537.19	1.8%	-8.2%	-6.2%
VT3HMO089ZLN	HMO	\$522.19	1.8%	-7.8%	-5.8%
VT3HMO091ZLE	HyHMO	\$416.05	1.8%	-9.7%	-7.7%
VT3HMO092ZLE	HyHMO	\$485.78	1.8%	-9.6%	-7.7%
VT3HMO093ZLE	HyHMO	\$436.51	1.8%	-9.3%	-7.3%
VT3HMO095ZLE	HyHMO	\$468.65	1.8%	-7.5%	-5.5%
VT3HMO100ZLE	HyHMO	\$432.70	1.8%	-8.7%	-6.7%
VT3HMO101ZLE	HyHMO	\$411.05	1.8%	-9.0%	-7.0%
VT3HMO103ZLE	HyHMO	\$464.36	1.8%	-7.0%	-5.0%
VT3HMO107ZLE	HyHMO	\$409.38	1.8%	-8.2%	-6.2%
VT3HMO110ZLE	HyHMO	\$424.37	1.8%	-8.3%	-6.3%
VT3HMO116ZLE	HyHMO	\$401.05	1.8%	-12.3%	-10.3%
VT3HMO117ZLE	HyHMO	\$320.12	1.8%	-3.6%	-1.5%
VT3HMO118ZLE	HyHMO	\$376.06	1.8%	-6.3%	-4.2%
VT3HDH01AXLB	HDHMOagg	\$519.93	1.8%	-3.6%	-1.5%
VT3HDH02AXLB	HDHMOagg	\$456.92	1.8%	-3.1%	-1.0%
VT3HDH07AXLB	HDHMOagg	\$466.62	1.8%	-1.7%	0.5%
VT3HDH08AXLB	HDHMOagg	\$437.36	1.8%	-0.7%	1.5%
VT3HDH09AXLB	HDHMOagg	\$408.49	1.8%	0.6%	2.8%
VT3HDH15AXLB	HDHMOagg	\$408.91	1.8%	-0.1%	2.0%
VT3HDH17AXLB	HDHMOagg	\$426.32	1.8%	-0.6%	1.6%
VT3HDH19EXLBE	HDHMO	\$397.98	1.8%	0.6%	2.8%
VT3HDH43EXLBE	HDHMO	\$429.28	1.8%	-1.1%	1.1%
VT3HDH46AXLB	HDHMOagg	\$455.45	1.8%	-2.2%	0.0%
VT3HDH50EXLBE	HDHMO	\$367.47	1.8%	1.5%	3.8%
VT3HDH51EXLBE	HDHMO	\$366.09	1.8%	2.0%	4.2%
VT3HDH52AXLB	HDHMOagg	\$375.43	1.8%	1.5%	3.8%
VT3HDH55AXLC	HDHMOagg	\$344.89	1.8%	4.0%	6.3%
VT3HDH56AXLB	HDHMO	\$409.68	1.8%	-0.5%	1.6%
VT3HDH57EXLBE	HDHMO	\$412.71	1.8%	0.4%	2.6%
VT3HDH58AXLC	HDHMOagg	\$411.29	1.8%	-0.8%	1.4%
VT3HDH59AXLB	HDHMO	\$351.98	1.8%	2.4%	4.6%
VT3HDH60EXLB	HDHMO	\$479.26	1.8%	-2.3%	-0.2%
VT3HMO119ZLE	HyHMO	\$515.77	1.8%	-7.8%	-5.7%
VT3HMO120ZLE	HyHMO	\$481.49	1.8%	-7.1%	-5.1%
VT3HMH122XLC	HDHMOagg	\$329.78	1.8%	4.8%	7.1%
VT3HMH123XL	HDHMOagg	\$376.72	1.8%	N/A	N/A
VT3HMH124XLE	HDHMO	\$448.78	1.8%	N/A	N/A
VT3HMH125XL	HDHMOagg	\$384.62	1.8%	N/A	N/A
VT3HMH126XLE	HDHMO	\$399.03	1.8%	N/A	N/A
VT3HMH127XLE	HDHMO	\$482.16	1.8%	N/A	N/A

<b>Exhibit 4a -- Medical Manual Rates (Q3 2021)</b>
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Large Group VT HMO AR44 Rate Filing  
For Effective Dates Beginning Between July 1, 2021 - September 30, 2021

HMO Coplan	Product Type	Net Required Revenue PMPM	Quarterly Change	Annual Manual Rate Change	Annual Revenue Change
VT3HMO087ZLN	HMO	\$547.93	2.0%	-7.9%	-5.9%
VT3HMO089ZLN	HMO	\$532.63	2.0%	-7.4%	-5.4%
VT3HMO091ZLE	HyHMO	\$424.37	2.0%	-9.4%	-7.4%
VT3HMO092ZLE	HyHMO	\$495.50	2.0%	-9.3%	-7.3%
VT3HMO093ZLE	HyHMO	\$445.24	2.0%	-8.9%	-7.0%
VT3HMO095ZLE	HyHMO	\$478.02	2.0%	-7.1%	-5.1%
VT3HMO100ZLE	HyHMO	\$441.35	2.0%	-8.3%	-6.3%
VT3HMO101ZLE	HyHMO	\$419.27	2.0%	-8.6%	-6.6%
VT3HMO103ZLE	HyHMO	\$473.65	2.0%	-6.6%	-4.6%
VT3HMO107ZLE	HyHMO	\$417.57	2.0%	-7.8%	-5.8%
VT3HMO110ZLE	HyHMO	\$432.86	2.0%	-7.9%	-5.9%
VT3HMO116ZLE	HyHMO	\$409.07	2.0%	-11.9%	-10.0%
VT3HMO117ZLE	HyHMO	\$326.52	2.0%	-3.3%	-1.1%
VT3HMO118ZLE	HyHMO	\$383.58	2.0%	-5.9%	-3.9%
VT3HDH01AXLB	HDHMOagg	\$530.33	2.0%	-3.3%	-1.1%
VT3HDH02AXLB	HDHMOagg	\$466.06	2.0%	-2.8%	-0.6%
VT3HDH07AXLB	HDHMOagg	\$475.95	2.0%	-1.3%	0.9%
VT3HDH08AXLB	HDHMOagg	\$446.11	2.0%	-0.3%	1.9%
VT3HDH09AXLB	HDHMOagg	\$416.66	2.0%	1.0%	3.2%
VT3HDH15AXLB	HDHMOagg	\$417.09	2.0%	0.3%	2.4%
VT3HDH17AXLB	HDHMOagg	\$434.85	2.0%	-0.2%	2.0%
VT3HDH19EXLBE	HDHMO	\$405.94	2.0%	1.0%	3.2%
VT3HDH43EXLBE	HDHMO	\$437.87	2.0%	-0.7%	1.5%
VT3HDH46AXLB	HDHMOagg	\$464.56	2.0%	-1.8%	0.4%
VT3HDH50EXLBE	HDHMO	\$374.82	2.0%	1.9%	4.2%
VT3HDH51EXLBE	HDHMO	\$373.41	2.0%	2.4%	4.6%
VT3HDH52AXLB	HDHMOagg	\$382.94	2.0%	1.9%	4.2%
VT3HDH55AXLC	HDHMOagg	\$351.79	2.0%	4.4%	6.7%
VT3HDH56AXLB	HDHMO	\$417.87	2.0%	-0.1%	2.0%
VT3HDH57EXLBE	HDHMO	\$420.96	2.0%	0.8%	3.0%
VT3HDH58AXLC	HDHMOagg	\$419.52	2.0%	-0.4%	1.8%
VT3HDH59AXLB	HDHMO	\$359.02	2.0%	2.8%	5.0%
VT3HDH60EXLB	HDHMO	\$488.85	2.0%	-1.9%	0.2%
VT3HMO119ZLE	HyHMO	\$526.09	2.0%	-7.4%	-5.4%
VT3HMO120ZLE	HyHMO	\$491.12	2.0%	-6.8%	-4.7%
VT3HMH122XLC	HDHMOagg	\$336.38	2.0%	5.2%	7.5%
VT3HMH123XL	HDHMOagg	\$384.25	2.0%	N/A	N/A
VT3HMH124XLE	HDHMO	\$457.76	2.0%	N/A	N/A
VT3HMH125XL	HDHMOagg	\$392.31	2.0%	N/A	N/A
VT3HMH126XLE	HDHMO	\$407.01	2.0%	N/A	N/A
VT3HMH127XLE	HDHMO	\$491.80	2.0%	N/A	N/A

<b>Exhibit 4a -- Medical Manual Rates (Q4 2021)</b>
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Large Group VT HMO AR44 Rate Filing  
For Effective Dates Beginning Between October 1, 2021 - December 31, 2021

HMO Coplan	Product Type	Net Required Revenue PMPM	Quarterly Change	Annual Manual Rate Change	Annual Revenue Change
VT3HMO087ZLN	HMO	\$559.44	2.1%	-7.4%	-5.4%
VT3HMO089ZLN	HMO	\$543.82	2.1%	-7.0%	-4.9%
VT3HMO091ZLE	HyHMO	\$433.28	2.1%	-8.9%	-6.9%
VT3HMO092ZLE	HyHMO	\$505.91	2.1%	-8.8%	-6.9%
VT3HMO093ZLE	HyHMO	\$454.59	2.1%	-8.5%	-6.5%
VT3HMO095ZLE	HyHMO	\$488.06	2.1%	-6.7%	-4.6%
VT3HMO100ZLE	HyHMO	\$450.62	2.1%	-7.9%	-5.9%
VT3HMO101ZLE	HyHMO	\$428.07	2.1%	-8.2%	-6.2%
VT3HMO103ZLE	HyHMO	\$483.60	2.1%	-6.2%	-4.1%
VT3HMO107ZLE	HyHMO	\$426.34	2.1%	-7.4%	-5.4%
VT3HMO110ZLE	HyHMO	\$441.95	2.1%	-7.5%	-5.4%
VT3HMO116ZLE	HyHMO	\$417.66	2.1%	-11.5%	-9.6%
VT3HMO117ZLE	HyHMO	\$333.38	2.1%	-2.8%	-0.7%
VT3HMO118ZLE	HyHMO	\$391.64	2.1%	-5.5%	-3.4%
VT3HDH01AXLB	HDHMOagg	\$541.47	2.1%	-2.8%	-0.7%
VT3HDH02AXLB	HDHMOagg	\$475.85	2.1%	-2.3%	-0.1%
VT3HDH07AXLB	HDHMOagg	\$485.94	2.1%	-0.8%	1.4%
VT3HDH08AXLB	HDHMOagg	\$455.48	2.1%	0.2%	2.4%
VT3HDH09AXLB	HDHMOagg	\$425.41	2.1%	1.5%	3.7%
VT3HDH15AXLB	HDHMOagg	\$425.85	2.1%	0.7%	2.9%
VT3HDH17AXLB	HDHMOagg	\$443.98	2.1%	0.3%	2.5%
VT3HDH19EXLBE	HDHMO	\$414.46	2.1%	1.5%	3.7%
VT3HDH43EXLBE	HDHMO	\$447.07	2.1%	-0.2%	2.0%
VT3HDH46AXLB	HDHMOagg	\$474.32	2.1%	-1.3%	0.8%
VT3HDH50EXLBE	HDHMO	\$382.69	2.1%	2.4%	4.7%
VT3HDH51EXLBE	HDHMO	\$381.25	2.1%	2.9%	5.1%
VT3HDH52AXLB	HDHMOagg	\$390.98	2.1%	2.4%	4.7%
VT3HDH55AXLC	HDHMOagg	\$359.18	2.1%	4.9%	7.2%
VT3HDH56AXLB	HDHMO	\$426.65	2.1%	0.4%	2.6%
VT3HDH57EXLBE	HDHMO	\$429.80	2.1%	1.3%	3.5%
VT3HDH58AXLC	HDHMOagg	\$428.33	2.1%	0.1%	2.3%
VT3HDH59AXLB	HDHMO	\$366.56	2.1%	3.3%	5.5%
VT3HDH60EXLB	HDHMO	\$499.12	2.1%	-1.5%	0.7%
VT3HMO119ZLE	HyHMO	\$537.14	2.1%	-6.9%	-4.9%
VT3HMO120ZLE	HyHMO	\$501.43	2.1%	-6.3%	-4.3%
VT3HMH122XLC	HDHMOagg	\$343.44	2.1%	5.7%	8.0%
VT3HMH123XL	HDHMOagg	\$392.32	2.1%	N/A	N/A
VT3HMH124XLE	HDHMO	\$467.37	2.1%	N/A	N/A
VT3HMH125XL	HDHMOagg	\$400.55	2.1%	N/A	N/A
VT3HMH126XLE	HDHMO	\$415.56	2.1%	N/A	N/A
VT3HMH127XLE	HDHMO	\$502.13	2.1%	N/A	N/A

Exhibit 4b -- Medical Riders (Q1 2021)

Large Group VT HMO AR44 Rate Filing  
For Effective Dates Beginning Between January 1, 2021 - March 31, 2021

Form Name	HMO Rider	Description	Product	Net Required Revenue PMPM	Quarterly Change	Annual Manual Rate Change
YV3H[MB/DH]301L	YV3HMB301L	Vision Exam 1 Every 2 Calendar Yr	HMO	\$4.62	-7.8%	-3.1%
MV3H[MB/DH]305L	MV3HMB305L	Advanced Infertility Services - (Large Only)	HMO	\$6.14	-7.8%	-3.5%
MV3H[MB/DH]306L	MV3HMB306L	60 Visits Outpatient Physical/Speech/Occupational Therapy	HMO	\$5.79	-7.8%	-3.2%
MV3H[MB/DH]307L	MV3HMB307L	Exclusion For Elective Abortions	HMO	(\$0.21)	-8.7%	-8.7%
MV3HMB309L	MV3HMB309L-c	Outpatient X-Ray Covered At 100% (Not High Tech) - \$1000 Ded; 2x OOP Max plans	HMO	\$4.94	-7.8%	-3.5%
MV3HMB309L	MV3HMB309L-d	Outpatient X-Ray Covered At 100% (Not High Tech) - \$1000 Ded; 3x OOP Max plans	HMO	\$5.72	-7.7%	-3.2%
MV3HMB309L	MV3HMB309L-e	Outpatient X-Ray Covered At 100% (Not High Tech) - \$2000 Ded; 2x OOP Max plans	HMO	\$11.52	-7.8%	-3.3%
MV3HMB309L	MV3HMB309L-f	Outpatient X-Ray Covered At 100% (Not High Tech) - \$2000 Ded; 3x OOP Max plans	HMO	\$12.17	-7.8%	-3.3%
MV3HMB309L	MV3HMB309L-g	Outpatient X-Ray Covered At 100% (Not High Tech) - \$3000+ Ded; 2x OOP Max plans	HMO	\$16.43	-7.8%	-3.3%
YV3H[MB/DH]310L	YV3HMB310L	Annual Vision Exam - Per Calendar Yr	HMO	\$8.51	-7.8%	-3.3%
DV3H[MB/DH]312L	DV3HMB312L	Dme, External Pros/Ostomy Buy - Up To 80% In-Network Only	HMO	\$1.11	-7.5%	-2.6%
YV3H[MB/DH]312L	YV3HMB312L	Exam & Hardware	HMO	0.5%	n/a	n/a
MV3H[MB/DH]316L	MV3HMB316L	Disposable Medical Supplies	HMO	\$1.26	-8.0%	-3.8%
MV3H[MB/DH]317L	MV3HMB317L	Changes Contract Yr To Calendar Year	HMO	\$0.00	n/a	n/a
MV3H[MB/DH]334L	MV3HMB334L	Wellstyles Program	HMO	\$0.00	n/a	n/a
MV3H[MB/DH]335L	MV3HMB335L	Member Discount Program	HMO	\$0.00	n/a	n/a
YV3H[MB/DH]346L	YV3HMB346L	Annual Vision Exam - Per Calendar Yr	HMO	\$8.51	-7.8%	n/a
MV3H[MB/DH]356L	MV3HMB356L	Deductible Carryover Rider	HMO	\$5.39	-7.9%	-3.4%
MV3H[MB/DH]366L	MV3HMB366L	WellBeing Rewards	HMO	\$0.00	n/a	n/a
MV3H[MB/MH/DH]371L	MV3HMB371L	WellBeing Rewards (2020)	HMO	\$0.00	n/a	n/a
MV3H[MB/MH/DH]371L	MV3HMB371L	WellBeing Rewards (2020)	HMO	\$0.00	n/a	n/a
GV3H[MB/DH]700	GV3HMB700L	Domestic Partners (Same And Opp Sex)	HMO	\$0.00	n/a	n/a
YV3H[MB/DH]312	YV3HMB312L	Exam & Hardware	HDHMO	0.5%	n/a	n/a
YV3H[MB/DH]301L	YV3HMB301L	Vision Exam 1 Every 2 Calendar Yr	HDHMO	\$4.62	-7.8%	n/a
MV3H[MB/DH]305L	MV3HMB305L	Advanced Infertility Services - (Large Only)	HDHMO	\$6.09	-7.7%	-3.3%
MV3H[MB/DH]306L	MV3HMB306L	60 Visits Outpatient Physical/Speech/Occupational Therapy	HDHMO	\$6.18	-7.8%	-3.3%
MV3H[MB/DH]307L	MV3HMB307L	Exclusion For Elective Abortions	HDHMO	(\$0.19)	-9.5%	-9.5%
YV3H[MB/DH]310L	YV3HMB310L	Annual Vision Exam - Per Calendar Yr	HDHMO	\$8.51	-7.8%	n/a
DV3H[MB/DH]312L	DV3HMB312L	Dme, External Pros/Ostomy Buy - Up To 80% In-Network Only	HDHMO	\$1.11	-7.5%	n/a
MV3H[MB/DH]316L	MV3HMB316L	Disposable Medical Supplies	HDHMO	\$0.81	-8.0%	-4.7%
MV3H[MB/DH]317L	MV3HMB317L	Changes Contract Yr To Calendar Year	HDHMO	\$0.00	n/a	n/a
MV3H[MB/DH]334L	MV3HMB334L	Wellstyles Program	HDHMO	\$0.00	n/a	n/a
MV3H[MB/DH]335L	MV3HMB335L	Member Discount Program	HDHMO	\$0.00	n/a	n/a
YV3H[MB/DH]346L	YV3HMB346L	Annual Vision Exam - Per Calendar Yr	HDHMO	\$8.51	-7.8%	-3.3%
MV3H[MB/DH]356L	MV3HMB356L	Deductible Carryover Rider	HDHMO	\$10.78	-7.8%	-3.3%
MV3H[MB/DH]366L	MV3HMB366L	WellBeing Rewards	HDHMO	\$0.00	n/a	n/a
MV3H[MB/MH/DH]371L	MV3HMB371L	WellBeing Rewards (2020)	HMO	\$0.00	n/a	n/a
GV3H[MB/DH]700L	GV3HMB700L	Domestic Partners (Same And Opp Sex)	HDHMO	\$0.00	n/a	n/a
RXVT3HDH511	RXVT3HDH511L-a	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH01AXLB)	HDHMO	\$2.09	-55.5%	-53.5%
RXVT3HDH511	RXVT3HDH511L-b	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH02AXLB)	HDHMO	\$4.19	-40.8%	-37.9%
RXVT3HDH511	RXVT3HDH511L-g	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH07AXLB)	HDHMO	\$1.95	-17.7%	-13.3%
RXVT3HDH511	RXVT3HDH511L-h	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH08AXLB)	HDHMO	\$2.09	-55.5%	-53.5%
RXVT3HDH511	RXVT3HDH511L-i	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH09AXLB)	HDHMO	\$3.89	-23.1%	-19.3%
RXVT3HDH511	RXVT3HDH511L-o	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH15AXLB)	HDHMO	\$1.95	-51.6%	-49.4%
RXVT3HDH511	RXVT3HDH511L-q	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH17AXLB)	HDHMO	\$5.83	-50.6%	-48.2%
RXVT3HDH511	RXVT3HDH511L-s	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH19EXLBE)	HDHMO	\$13.60	-17.6%	-13.6%
RXVT3HDH511	RXVT3HDH511L-ac	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH43EXLBE)	HDHMO	\$12.11	-26.7%	-23.1%
RXVT3HDH511	RXVT3HDH511L-af	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH46AXLB)	HDHMO	\$8.37	-29.1%	-25.6%
RXVT3HDH511	RXVT3HDH511L-ak	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH50EXLBE)	HDHMO	\$12.71	-37.1%	-34.1%
RXVT3HDH511	RXVT3HDH511L-al	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH51EXLBE)	HDHMO	\$12.71	-37.1%	-34.1%
RXVT3HDH511	RXVT3HDH511L-am	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH52AXLB)	HDHMO	\$2.54	-62.3%	-60.5%
RXVT3HDH511	RXVT3HDH511L-ap	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH55AXLC)	HDHMO	\$12.34	-39.0%	-36.0%
RXVT3HDH511	RXVT3HDH511L-aq	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH56AXLB)	HDHMO	\$3.89	-52.0%	-49.6%
RXVT3HDH511	RXVT3HDH511L-ar	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH57EXLBE)	HDHMO	\$5.83	-33.5%	-30.3%
RXVT3HDH511	RXVT3HDH511L-as	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH58AXLC)	HDHMO	\$11.66	-29.4%	-25.9%
RXVT3HDH511	RXVT3HDH511L-at	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH59AXLB)	HDHMO	\$8.30	-38.4%	-35.4%
RXVT3HDH511	RXVT3HDH511L-au	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH60EXLBE)	HDHMO	\$8.37	-29.1%	-25.6%
RXVT3HDH511	RXVT3HDH511L-av	Safe Harbor preventative Rx list for qualified HDHP's (VT3HMH122XLC)	HDHMO	\$14.58	-14.3%	-10.2%

Exhibit 4b -- Medical Riders (Q2 2021)

Large Group VT HMO AR44 Rate Filing  
For Effective Dates Beginning Between April 1, 2021 - June 30, 2021

Form Name	HMO Rider	Description	Product Type	Net Required Revenue PMPM	Quarterly Change	Annual Manual Rate Change
YV3H[MB/DH]301L	YV3HMB301L	Vision Exam 1 Every 2 Calendar Yr	HMO	\$4.70	1.7%	-3.1%
MV3H[MB/DH]305L	MV3HMB305L	Advanced Infertility Services - (Large Only)	HMO	\$6.25	1.8%	-3.3%
MV3H[MB/DH]306L	MV3HMB306L	60 Visits Outpatient Physical/Speech/Occupational Therapy	HMO	\$5.89	1.7%	-3.1%
MV3H[MB/DH]307L	MV3HMB307L	Exclusion For Elective Abortions	HMO	(\$0.21)	0.0%	-8.7%
MV3HMB309L	MV3HMB309L-c	Outpatient X-Ray Covered At 100% (Not High Tech) - \$1000 Ded; 2x OOP Max plans	HMO	\$5.03	1.8%	-3.3%
MV3HMB309L	MV3HMB309L-d	Outpatient X-Ray Covered At 100% (Not High Tech) - \$1000 Ded; 3x OOP Max plans	HMO	\$5.82	1.7%	-3.0%
MV3HMB309L	MV3HMB309L-e	Outpatient X-Ray Covered At 100% (Not High Tech) - \$2000 Ded; 2x OOP Max plans	HMO	\$11.73	1.8%	-3.1%
MV3HMB309L	MV3HMB309L-f	Outpatient X-Ray Covered At 100% (Not High Tech) - \$2000 Ded; 3x OOP Max plans	HMO	\$12.39	1.8%	-3.1%
MV3HMB309L	MV3HMB309L-g	Outpatient X-Ray Covered At 100% (Not High Tech) - \$3000+ Ded; 2x OOP Max plans	HMO	\$16.73	1.8%	-3.1%
YV3H[MB/DH]310L	YV3HMB310L	Annual Vision Exam - Per Calendar Yr	HMO	\$8.66	1.8%	-3.1%
DV3H[MB/DH]312L	DV3HMB312L	Dme, External Pros/Ostomy Buy - Up To 80% In-Network Only	HMO	\$1.13	1.8%	-2.6%
YV3H[MB/DH]312L	YV3HMB312L	Exam & Hardware	HMO	0.5%	n/a	n/a
MV3H[MB/DH]316L	MV3HMB316L	Disposable Medical Supplies	HMO	\$1.28	1.6%	-3.8%
MV3H[MB/DH]317L	MV3HMB317L	Changes Contract Yr To Calendar Year	HMO	\$0.00	n/a	n/a
MV3H[MB/DH]334L	MV3HMB334L	Wellstyes Program	HMO	\$0.00	n/a	n/a
MV3H[MB/DH]335L	MV3HMB335L	Member Discount Program	HMO	\$0.00	n/a	n/a
YV3H[MB/DH]346L	YV3HMB346L	Annual Vision Exam - Per Calendar Yr	HMO	\$8.66	1.8%	n/a
MV3H[MB/DH]356L	MV3HMB356L	Deductible Carryover Rider	HMO	\$5.49	1.9%	-3.2%
MV3H[MB/DH]366L	MV3HMB366L	WellBeing Rewards	HMO	\$0.00	n/a	n/a
MV3H[MB/MH/DH]371L	MV3HMB371L	WellBeing Rewards (2020)	HMO	\$0.00	n/a	n/a
MV3H[MB/MH/DH]371L	MV3HMH371L	WellBeing Rewards (2020)	HMO	\$0.00	n/a	n/a
GV3H[MB/DH]700	GV3HMB700L	Domestic Partners (Same And Opp Sex)	HMO	\$0.00	n/a	n/a
YV3H[MB/DH]312	YV3HHD312L	Exam & Hardware	HDHMO	0.5%	n/a	n/a
YV3H[MB/DH]301L	YV3HHD301L	Vision Exam 1 Every 2 Calendar Yr	HDHMO	\$4.70	1.7%	n/a
MV3H[MB/DH]305L	MV3HHD305L	Advanced Infertility Services - (Large Only)	HDHMO	\$6.20	1.8%	-3.1%
MV3H[MB/DH]306L	MV3HHD306L	60 Visits Outpatient Physical/Speech/Occupational Therapy	HDHMO	\$6.29	1.8%	-3.1%
MV3H[MB/DH]307L	MV3HHD307L	Exclusion For Elective Abortions	HDHMO	(\$0.19)	0.0%	-9.5%
YV3H[MB/DH]310L	YV3HHD310L	Annual Vision Exam - Per Calendar Yr	HDHMO	\$8.66	1.8%	n/a
DV3H[MB/DH]312L	DV3HHD312L	Dme, External Pros/Ostomy Buy - Up To 80% In-Network Only	HDHMO	\$1.13	1.8%	n/a
MV3H[MB/DH]316L	MV3HHD316L	Disposable Medical Supplies	HDHMO	\$0.82	1.2%	-4.7%
MV3H[MB/DH]317L	MV3HHD317L	Changes Contract Yr To Calendar Year	HDHMO	\$0.00	n/a	n/a
MV3H[MB/DH]334L	MV3HHD334L	Wellstyes Program	HDHMO	\$0.00	n/a	n/a
MV3H[MB/DH]335L	MV3HHD335L	Member Discount Program	HDHMO	\$0.00	n/a	n/a
YV3H[MB/DH]346L	YV3HHD346L	Annual Vision Exam - Per Calendar Yr	HDHMO	\$8.66	1.8%	-3.1%
MV3H[MB/DH]356L	MV3HHD356L	Deductible Carryover Rider	HDHMO	\$10.97	1.8%	-3.2%
MV3H[MB/DH]366L	MV3HHD366L	WellBeing Rewards	HDHMO	\$0.00	n/a	n/a
MV3H[MB/MH/DH]371L	MV3HHD371LB	WellBeing Rewards (2020)	HMO	\$0.00	n/a	n/a
GV3H[MB/DH]700L	GV3HHD700L	Domestic Partners (Same And Opp Sex)	HDHMO	\$0.00	n/a	n/a
RXVT3HDH511	RXVT3HDH511L-a	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH01AXLB)	HDHMO	\$2.13	1.9%	-53.3%
RXVT3HDH511	RXVT3HDH511L-b	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH02AXLB)	HDHMO	\$4.27	1.9%	-37.8%
RXVT3HDH511	RXVT3HDH511L-g	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH07AXLB)	HDHMO	\$1.99	2.1%	-13.1%
RXVT3HDH511	RXVT3HDH511L-h	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH08AXLB)	HDHMO	\$2.13	1.9%	-53.3%
RXVT3HDH511	RXVT3HDH511L-i	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH09AXLB)	HDHMO	\$3.96	1.8%	-19.2%
RXVT3HDH511	RXVT3HDH511L-o	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH15AXLB)	HDHMO	\$1.99	2.1%	-49.1%
RXVT3HDH511	RXVT3HDH511L-q	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH17AXLB)	HDHMO	\$5.93	1.7%	-48.1%
RXVT3HDH511	RXVT3HDH511L-s	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH19EXLBE)	HDHMO	\$13.84	1.8%	-13.4%
RXVT3HDH511	RXVT3HDH511L-ac	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH43EXLBE)	HDHMO	\$12.33	1.8%	-22.9%
RXVT3HDH511	RXVT3HDH511L-af	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH46AXLB)	HDHMO	\$8.52	1.8%	-25.5%
RXVT3HDH511	RXVT3HDH511L-ak	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH50EXLBE)	HDHMO	\$12.94	1.8%	-33.9%
RXVT3HDH511	RXVT3HDH511L-al	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH51EXLBE)	HDHMO	\$12.94	1.8%	-33.9%
RXVT3HDH511	RXVT3HDH511L-am	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH52AXLB)	HDHMO	\$2.59	2.0%	-60.3%
RXVT3HDH511	RXVT3HDH511L-ap	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH55AXLC)	HDHMO	\$12.56	1.8%	-35.9%
RXVT3HDH511	RXVT3HDH511L-aq	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH56AXLB)	HDHMO	\$3.96	1.8%	-49.5%
RXVT3HDH511	RXVT3HDH511L-ar	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH57EXLBE)	HDHMO	\$5.93	1.7%	-30.2%
RXVT3HDH511	RXVT3HDH511L-as	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH58AXLC)	HDHMO	\$11.87	1.8%	-25.8%
RXVT3HDH511	RXVT3HDH511L-at	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH59AXLB)	HDHMO	\$8.45	1.8%	-35.3%
RXVT3HDH511	RXVT3HDH511L-au	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH60EXLBE)	HDHMO	\$8.52	1.8%	-25.5%
RXVT3HDH511	RXVT3HDH511L-av	Safe Harbor preventative Rx list for qualified HDHP's (VT3HMH122XLC)	HDHMO	\$14.84	1.8%	-10.0%

Exhibit 4b -- Medical Riders (Q3 2021)

Large Group VT HMO AR44 Rate Filing  
For Effective Dates Beginning Between July 1, 2021 - September 30, 2021

Form Name	HMO Rider	Description	Product Type	Net Required Revenue PMPM	Quarterly Change	Annual Manual Rate Change
YV3H[MB/DH]301L	YV3HMB301L	Vision Exam 1 Every 2 Calendar Yr	HMO	\$4.79	1.9%	-2.8%
MV3H[MB/DH]305L	MV3HMB305L	Advanced Infertility Services - (Large Only)	HMO	\$6.38	2.1%	-2.7%
MV3H[MB/DH]306L	MV3HMB306L	60 Visits Outpatient Physical/Speech/Occupational Therapy	HMO	\$6.01	2.0%	-2.8%
MV3H[MB/DH]307L	MV3HMB307L	Exclusion For Elective Abortions	HMO	(\$0.21)	0.0%	-8.7%
MV3HMB309L	4V3HMB309L	Outpatient X-Ray Covered At 100% (Not High Tech) - \$1000 Ded; 2x OOP Max plans	HMO	\$5.13	2.0%	-2.8%
MV3HMB309L	4V3HMB309L	Outpatient X-Ray Covered At 100% (Not High Tech) - \$1000 Ded; 3x OOP Max plans	HMO	\$5.94	2.1%	-2.6%
MV3HMB309L	4V3HMB309L	Outpatient X-Ray Covered At 100% (Not High Tech) - \$2000 Ded; 2x OOP Max plans	HMO	\$11.96	2.0%	-2.7%
MV3HMB309L	4V3HMB309L	Outpatient X-Ray Covered At 100% (Not High Tech) - \$2000 Ded; 3x OOP Max plans	HMO	\$12.64	2.0%	-2.7%
MV3HMB309L	4V3HMB309L	Outpatient X-Ray Covered At 100% (Not High Tech) - \$3000+ Ded; 2x OOP Max plans	HMO	\$17.06	2.0%	-2.7%
YV3H[MB/DH]310L	YV3HMB310L	Annual Vision Exam - Per Calendar Yr	HMO	\$8.83	2.0%	-2.8%
DV3H[MB/DH]312L	DV3HMB312L	Dme, External Pros/Ostomy Buy - Up To 80% In-Network Only	HMO	\$1.15	1.8%	-2.5%
YV3H[MB/DH]312L	YV3HMB312L	Exam & Hardware	HMO	0.5%	n/a	n/a
MV3H[MB/DH]316L	MV3HMB316L	Disposable Medical Supplies	HMO	\$1.31	2.3%	-3.0%
MV3H[MB/DH]317L	MV3HMB317L	Changes Contract Yr To Calendar Year	HMO	\$0.00	n/a	n/a
MV3H[MB/DH]334L	MV3HMB334L	Wellstyles Program	HMO	\$0.00	n/a	n/a
MV3H[MB/DH]335L	MV3HMB335L	Member Discount Program	HMO	\$0.00	n/a	n/a
YV3H[MB/DH]346L	YV3HMB346L	Annual Vision Exam - Per Calendar Yr	HMO	\$8.83	2.0%	-2.8%
MV3H[MB/DH]356L	MV3HMB356L	Deductible Carryover Rider	HMO	\$5.60	2.0%	-2.8%
MV3H[MB/DH]366L	MV3HMB366L	WellBeing Rewards	HMO	\$0.00	n/a	n/a
MV3H[MB/MH/DH]371L	MV3HMB371L	WellBeing Rewards (2020)	HMO	\$0.00	n/a	n/a
MV3H[MB/MH/DH]371L	MV3HMH371L	WellBeing Rewards (2020)	HMO	\$0.00	n/a	n/a
GV3H[MB/DH]700	GV3HMB700L	Domestic Partners (Same And Opp Sex)	HMO	\$0.00	n/a	n/a
YV3H[MB/DH]312	YV3HDH312L	Exam & Hardware	HDHMO	0.5%	n/a	n/a
YV3H[MB/DH]301L	YV3HDH301L	Vision Exam 1 Every 2 Calendar Yr	HDHMO	\$4.79	1.9%	-2.8%
MV3H[MB/DH]305L	MV3HDH305L	Advanced Infertility Services - (Large Only)	HDHMO	\$6.32	1.9%	-2.8%
MV3H[MB/DH]306L	MV3HDH306L	60 Visits Outpatient Physical/Speech/Occupational Therapy	HDHMO	\$6.42	2.1%	-2.6%
MV3H[MB/DH]307L	MV3HDH307L	Exclusion For Elective Abortions	HDHMO	(\$0.19)	0.0%	-9.5%
YV3H[MB/DH]310L	YV3HDH310L	Annual Vision Exam - Per Calendar Yr	HDHMO	\$8.83	2.0%	-2.8%
DV3H[MB/DH]312L	DV3HDH312L	Dme, External Pros/Ostomy Buy - Up To 80% In-Network Only	HDHMO	\$1.15	1.8%	-2.5%
MV3H[MB/DH]316L	MV3HDH316L	Disposable Medical Supplies	HDHMO	\$0.84	2.4%	-3.4%
MV3H[MB/DH]317L	MV3HDH317L	Changes Contract Yr To Calendar Year	HDHMO	\$0.00	n/a	n/a
MV3H[MB/DH]334L	MV3HDH334L	Wellstyles Program	HDHMO	\$0.00	n/a	n/a
MV3H[MB/DH]335L	MV3HDH335L	Member Discount Program	HDHMO	\$0.00	n/a	n/a
YV3H[MB/DH]346L	YV3HDH346L	Annual Vision Exam - Per Calendar Yr	HDHMO	\$8.83	2.0%	-2.8%
MV3H[MB/DH]356L	MV3HDH356L	Deductible Carryover Rider	HDHMO	\$11.19	2.0%	-2.8%
MV3H[MB/DH]366L	MV3HDH366L	WellBeing Rewards	HDHMO	\$0.00	n/a	n/a
MV3H[MB/MH/DH]371L	MV3HDH371L	WellBeing Rewards (2020)	HMO	\$0.00	n/a	n/a
GV3H[MB/DH]700L	GV3HDH700L	Domestic Partners (Same And Opp Sex)	HDHMO	\$0.00	n/a	n/a
RXVT3HDH511	XVT3HDH511L	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH01AXLB)	HDHMO	\$2.17	1.9%	-53.1%
RXVT3HDH511	XVT3HDH511L	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH02AXLB)	HDHMO	\$4.36	2.1%	-37.4%
RXVT3HDH511	XVT3HDH511L	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH07AXLB)	HDHMO	\$2.03	2.0%	-12.9%
RXVT3HDH511	XVT3HDH511L	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH08AXLB)	HDHMO	\$2.17	1.9%	-53.1%
RXVT3HDH511	XVT3HDH511L	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH09AXLB)	HDHMO	\$4.04	2.0%	-18.9%
RXVT3HDH511	XVT3HDH511L	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH15AXLB)	HDHMO	\$2.03	2.0%	-48.9%
RXVT3HDH511	XVT3HDH511L	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH17AXLB)	HDHMO	\$6.05	2.0%	-47.9%
RXVT3HDH511	XVT3HDH511L	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH19EXLBE)	HDHMO	\$14.12	2.0%	-13.1%
RXVT3HDH511	XVT3HDH511L	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH43EXLBE)	HDHMO	\$12.58	2.0%	-22.6%
RXVT3HDH511	XVT3HDH511L	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH46AXLB)	HDHMO	\$8.69	2.0%	-25.2%
RXVT3HDH511	XVT3HDH511L	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH50EXLBE)	HDHMO	\$13.20	2.0%	-33.7%
RXVT3HDH511	XVT3HDH511L	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH51EXLBE)	HDHMO	\$13.20	2.0%	-33.7%
RXVT3HDH511	XVT3HDH511L	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH52AXLB)	HDHMO	\$2.64	1.9%	-60.2%
RXVT3HDH511	XVT3HDH511L	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH55AXLC)	HDHMO	\$12.81	2.0%	-35.6%
RXVT3HDH511	XVT3HDH511L	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH56AXLB)	HDHMO	\$4.04	2.0%	-49.3%
RXVT3HDH511	XVT3HDH511L	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH57EXLBE)	HDHMO	\$6.05	2.0%	-29.9%
RXVT3HDH511	XVT3HDH511L	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH58AXLC)	HDHMO	\$12.11	2.0%	-25.5%
RXVT3HDH511	XVT3HDH511L	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH59AXLB)	HDHMO	\$8.62	2.0%	-35.0%
RXVT3HDH511	XVT3HDH511L	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH60EXLBE)	HDHMO	\$8.69	2.0%	-25.2%
RXVT3HDH511	XVT3HDH511L	Safe Harbor preventative Rx list for qualified HDHP's (VT3HMH122XLC)	HDHMO	\$15.14	2.0%	-9.6%

**Exhibit 4b -- Medical Riders (Q4 2021)**

Large Group VT HMO AR44 Rate Filing  
For Effective Dates Beginning Between October 1, 2021 - December 31, 2021

Form Name	HMO Rider	Description	Product Type	Net Required Revenue PMPM	Quarterly Change	Annual Manual Rate Change
YV3H[MB/DH]301L	MV3HMB301L	Vision Exam 1 Every 2 Calendar Yr	HMO	\$4.89	2.1%	-2.4%
MV3H[MB/DH]305L	MV3HMB305L	Advanced Infertility Services - (Large Only)	HMO	\$6.51	2.0%	-2.3%
MV3H[MB/DH]306L	MV3HMB306L	60 Visits Outpatient Physical/Speech/Occupational Therapy	HMO	\$6.14	2.2%	-2.2%
MV3H[MB/DH]307L	MV3HMB307L	Exclusion For Elective Abortions	HMO	(\$0.21)	0.0%	-8.7%
MV3HMB309L	MV3HMB309L-c	Outpatient X-Ray Covered At 100% (Not High Tech) - \$1000 Ded; 2x OOP Max plans	HMO	\$5.24	2.1%	-2.2%
MV3HMB309L	MV3HMB309L-d	Outpatient X-Ray Covered At 100% (Not High Tech) - \$1000 Ded; 3x OOP Max plans	HMO	\$6.06	2.0%	-2.3%
MV3HMB309L	MV3HMB309L-e	Outpatient X-Ray Covered At 100% (Not High Tech) - \$2000 Ded; 2x OOP Max plans	HMO	\$12.21	2.1%	-2.2%
MV3HMB309L	MV3HMB309L-f	Outpatient X-Ray Covered At 100% (Not High Tech) - \$2000 Ded; 3x OOP Max plans	HMO	\$12.91	2.1%	-2.2%
MV3HMB309L	MV3HMB309L-g	Outpatient X-Ray Covered At 100% (Not High Tech) - \$3000+ Ded; 2x OOP Max plans	HMO	\$17.42	2.1%	-2.2%
YV3H[MB/DH]310L	YV3HMB310L	Annual Vision Exam - Per Calendar Yr	HMO	\$9.02	2.2%	-2.3%
DV3H[MB/DH]312L	DV3HMB312L	Dme, External Pros/Ostomy Buy - Up To 80% In-Network Only	HMO	\$1.17	1.7%	-2.5%
YV3H[MB/DH]312L	YV3HMB312L	Exam & Hardware	HMO	0.5%	n/a	n/a
MV3H[MB/DH]316L	MV3HMB316L	Disposable Medical Supplies	HMO	\$1.34	2.3%	-2.2%
MV3H[MB/DH]317L	MV3HMB317L	Changes Contract Yr To Calendar Year	HMO	\$0.00	n/a	n/a
MV3H[MB/DH]334L	MV3HMB334L	Wellstyles Program	HMO	\$0.00	n/a	n/a
MV3H[MB/DH]335L	MV3HMB335L	Member Discount Program	HMO	\$0.00	n/a	n/a
YV3H[MB/DH]346L	YV3HMB346L	Annual Vision Exam - Per Calendar Yr	HMO	\$9.02	2.2%	-2.3%
MV3H[MB/DH]356L	MV3HMB356L	Deductible Carryover Rider	HMO	\$5.72	2.1%	-2.2%
MV3H[MB/DH]366L	MV3HMB366L	WellBeing Rewards	HMO	\$0.00	n/a	n/a
MV3H[MB/MH/DH]371L	MV3HMB371L	WellBeing Rewards (2020)	HMO	\$0.00	n/a	n/a
MV3H[MB/MH/DH]371L	MV3HMH371L	WellBeing Rewards (2020)	HMO	\$0.00	n/a	n/a
GV3H[MB/DH]700	GV3HMB700L	Domestic Partners (Same And Opp Sex)	HMO	\$0.00	n/a	n/a
YV3H[MB/DH]312	YV3HDH312L	Exam & Hardware	HDHMO	0.5%	n/a	n/a
YV3H[MB/DH]301L	YV3HDH301L	Vision Exam 1 Every 2 Calendar Yr	HDHMO	\$4.89	2.1%	-2.4%
MV3H[MB/DH]305L	MV3HDH305L	Advanced Infertility Services - (Large Only)	HDHMO	\$6.45	2.1%	-2.3%
MV3H[MB/DH]306L	MV3HDH306L	60 Visits Outpatient Physical/Speech/Occupational Therapy	HDHMO	\$6.55	2.0%	-2.2%
MV3H[MB/DH]307L	MV3HDH307L	Exclusion For Elective Abortions	HDHMO	(\$0.19)	0.0%	-9.5%
YV3H[MB/DH]310L	YV3HDH310L	Annual Vision Exam - Per Calendar Yr	HDHMO	\$9.02	2.2%	-2.3%
DV3H[MB/DH]312L	DV3HDH312L	Dme, External Pros/Ostomy Buy - Up To 80% In-Network Only	HDHMO	\$1.17	1.7%	-2.5%
MV3H[MB/DH]316L	MV3HDH316L	Disposable Medical Supplies	HDHMO	\$0.86	2.4%	-2.3%
MV3H[MB/DH]317L	MV3HDH317L	Changes Contract Yr To Calendar Year	HDHMO	\$0.00	n/a	n/a
MV3H[MB/DH]334L	MV3HDH334L	Wellstyles Program	HDHMO	\$0.00	n/a	n/a
MV3H[MB/DH]335L	MV3HDH335L	Member Discount Program	HDHMO	\$0.00	n/a	n/a
YV3H[MB/DH]346L	YV3HDH346L	Annual Vision Exam - Per Calendar Yr	HDHMO	\$9.02	2.2%	-2.3%
MV3H[MB/DH]356L	MV3HDH356L	Deductible Carryover Rider	HDHMO	\$11.42	2.1%	-2.3%
MV3H[MB/DH]366L	MV3HDH366L	WellBeing Rewards	HDHMO	\$0.00	n/a	n/a
MV3H[MB/MH/DH]371L	MV3HDH371LB	WellBeing Rewards (2020)	HMO	\$0.00	n/a	n/a
GV3H[MB/DH]700L	GV3HDH700L	Domestic Partners (Same And Opp Sex)	HDHMO	\$0.00	n/a	n/a
RXVT3HDH511	RXVT3HDH511L-a	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH01AXLB)	HDHMO	\$2.22	2.3%	-52.8%
RXVT3HDH511	RXVT3HDH511L-b	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH02AXLB)	HDHMO	\$4.45	2.1%	-37.1%
RXVT3HDH511	RXVT3HDH511L-g	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH07AXLB)	HDHMO	\$2.07	2.0%	-12.7%
RXVT3HDH511	RXVT3HDH511L-h	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH08AXLB)	HDHMO	\$2.22	2.3%	-52.8%
RXVT3HDH511	RXVT3HDH511L-i	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH09AXLB)	HDHMO	\$4.12	2.0%	-18.6%
RXVT3HDH511	RXVT3HDH511L-o	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH15AXLB)	HDHMO	\$2.07	2.0%	-48.6%
RXVT3HDH511	RXVT3HDH511L-q	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH17AXLB)	HDHMO	\$6.18	2.1%	-47.6%
RXVT3HDH511	RXVT3HDH511L-s	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH19EXLBE)	HDHMO	\$14.42	2.1%	-12.7%
RXVT3HDH511	RXVT3HDH511L-ac	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH43EXLBE)	HDHMO	\$12.84	2.1%	-22.2%
RXVT3HDH511	RXVT3HDH511L-af	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH46AXLB)	HDHMO	\$8.87	2.1%	-24.8%
RXVT3HDH511	RXVT3HDH511L-ak	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH50EXLBE)	HDHMO	\$13.48	2.1%	-33.3%
RXVT3HDH511	RXVT3HDH511L-al	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH51EXLBE)	HDHMO	\$13.48	2.1%	-33.3%
RXVT3HDH511	RXVT3HDH511L-am	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH52AXLB)	HDHMO	\$2.70	2.3%	-59.9%
RXVT3HDH511	RXVT3HDH511L-ap	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH55AXLC)	HDHMO	\$13.08	2.1%	-35.3%
RXVT3HDH511	RXVT3HDH511L-aq	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH56AXLB)	HDHMO	\$4.12	2.0%	-49.1%
RXVT3HDH511	RXVT3HDH511L-ar	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH57EXLBE)	HDHMO	\$6.18	2.1%	-29.5%
RXVT3HDH511	RXVT3HDH511L-as	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH58AXLC)	HDHMO	\$12.36	2.1%	-25.1%
RXVT3HDH511	RXVT3HDH511L-at	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH59AXLB)	HDHMO	\$8.80	2.1%	-34.7%
RXVT3HDH511	RXVT3HDH511L-au	Safe Harbor preventative Rx list for qualified HDHP's (VT3HDH60EXLBE)	HDHMO	\$8.87	2.1%	-24.8%
RXVT3HDH511	RXVT3HDH511L-av	Safe Harbor preventative Rx list for qualified HDHP's (VT3HMH122XLC)	HDHMO	\$15.46	2.1%	-9.2%

**Exhibit 4c -- Rx Riders (Q1 2021)**

Large Group VT HMO AR44 Rate Filing  
 For Effective Dates Beginning Between January 1, 2021 - March 31, 2021

Form Name	HMO Rider	Description	Product Type	Net Required Revenue PMPM	Quarterly Change	Annual Manual Rate Change
RXVT3HMB500ZL	RXVT3HMB500ZL	\$10/\$30/\$50	HMO	\$83.17	10.5%	15.9%
RXVT3HMB501ZL	RXVT3HMB501ZL	\$10/30%/50%	HMO	\$71.92	15.1%	20.7%
RXVT3HMB502ZL	RXVT3HMB502ZL	50%	HMO	\$69.57	19.4%	25.2%
RXVT3HMB605ZL	RXVT3HMB605ZL	\$5/\$45/\$90 - \$250 Brand Ded	HMO	\$76.58	9.8%	15.1%
RXVT3HMB606ZL	RXVT3HMB606ZL	\$10/\$30/\$50 \$100 Ded	HMO	\$77.30	14.2%	19.8%
RXVT3HMB607ZL	RXVT3HMB607ZL	\$10/\$30/\$50 \$250 Brand Ded	HMO	\$75.86	9.3%	14.6%
RXVT3HMB608ZL	RXVT3HMB608ZL	\$15/\$45/\$75 \$100 Ded	HMO	\$75.86	15.0%	20.6%
RXVT3HMB609ZL	RXVT3HMB609ZL	\$5/\$45/\$90 \$100 Ded	HMO	\$76.94	13.7%	19.2%
RXVT3HMB610ZL	RXVT3HMB610ZL	\$15/\$45/\$75	HMO	\$80.90	10.5%	15.9%
RXVT3H[MB/DH]550L	RXVT3HDH550L	Removes MAC Pricing	HMO	\$1.01	-8.2%	-2.9%
RXVT3H[MB/DH]551L	RXVT3HDH551L	Change mail copay from 2.5 to 2.0	HMO	\$0.44	-8.3%	-2.2%
RXVT3H[MB/DH]550L	RXVT3HMB550L	Removes MAC Pricing	HMO	\$1.01	-8.2%	-2.9%
RXVT3H[MB/DH]551L	RXVT3HMB551L	Change mail copay from 2.5 to 2.0	HMO	\$0.44	-8.3%	-2.2%



**Exhibit 4c -- Rx Riders (Q2 2021)**

Large Group VT HMO AR44 Rate Filing  
For Effective Dates Beginning Between April 1, 2021 - June 30, 2021

Form Name	HMO Rider	Description	Product Type	Net Required Revenue PMPM	Quarterly Change	Annual Manual Rate Change
RXVT3HMB500ZL	RXVT3HMB500ZL	\$10/\$30/\$50	HMO	\$84.67	1.8%	16.1%
RXVT3HMB501ZL	RXVT3HMB501ZL	\$10/30%/50%	HMO	\$73.21	1.8%	20.9%
RXVT3HMB502ZL	RXVT3HMB502ZL	50%	HMO	\$70.82	1.8%	25.4%
RXVT3HMB605ZL	RXVT3HMB605ZL	\$5/\$45/\$90 - \$250 Brand Ded	HMO	\$77.96	1.8%	15.4%
RXVT3HMB606ZL	RXVT3HMB606ZL	\$10/\$30/\$50 \$100 Ded	HMO	\$78.69	1.8%	20.0%
RXVT3HMB607ZL	RXVT3HMB607ZL	\$10/\$30/\$50 \$250 Brand Ded	HMO	\$77.23	1.8%	14.9%
RXVT3HMB608ZL	RXVT3HMB608ZL	\$15/\$45/\$75 \$100 Ded	HMO	\$77.23	1.8%	20.9%
RXVT3HMB609ZL	RXVT3HMB609ZL	\$5/\$45/\$90 \$100 Ded	HMO	\$78.32	1.8%	19.5%
RXVT3HMB610ZL	RXVT3HMB610ZL	\$15/\$45/\$75	HMO	\$82.36	1.8%	16.1%
RXVT3H[MB/DH]550L	RXVT3HDH550L	Removes MAC Pricing	HMO	\$1.03	2.0%	-2.8%
RXVT3H[MB/DH]551L	RXVT3HDH551L	Change mail copay from 2.5 to 2.0	HMO	\$0.45	2.3%	-2.2%
RXVT3H[MB/DH]550L	RXVT3HMB550L	Removes MAC Pricing	HMO	\$1.03	2.0%	-2.8%
RXVT3H[MB/DH]551L	RXVT3HMB551L	Change mail copay from 2.5 to 2.0	HMO	\$0.45	2.3%	-2.2%

**Exhibit 4c -- Rx Riders (Q3 2021)**

Large Group VT HMO AR44 Rate Filing  
 For Effective Dates Beginning Between July 1, 2021 - September 30, 2021

Form Name	HMO Rider	Description	Product Type	Net Required Revenue PMPM	Quarterly Change	Annual Manual Rate Change
RXVT3HMB500ZL	RXVT3HMB500ZL	\$10/\$30/\$50	HMO	\$86.36	2.0%	16.5%
RXVT3HMB501ZL	RXVT3HMB501ZL	\$10/30%/50%	HMO	\$74.67	2.0%	21.4%
RXVT3HMB502ZL	RXVT3HMB502ZL	50%	HMO	\$72.24	2.0%	25.9%
RXVT3HMB605ZL	RXVT3HMB605ZL	\$5/\$45/\$90 - \$250 Brand Ded	HMO	\$79.52	2.0%	15.8%
RXVT3HMB606ZL	RXVT3HMB606ZL	\$10/\$30/\$50 \$100 Ded	HMO	\$80.26	2.0%	20.5%
RXVT3HMB607ZL	RXVT3HMB607ZL	\$10/\$30/\$50 \$250 Brand Ded	HMO	\$78.77	2.0%	15.3%
RXVT3HMB608ZL	RXVT3HMB608ZL	\$15/\$45/\$75 \$100 Ded	HMO	\$78.77	2.0%	21.4%
RXVT3HMB609ZL	RXVT3HMB609ZL	\$5/\$45/\$90 \$100 Ded	HMO	\$79.89	2.0%	19.9%
RXVT3HMB610ZL	RXVT3HMB610ZL	\$15/\$45/\$75	HMO	\$84.01	2.0%	16.6%
RXVT3H[MB/DH]550L	RXVT3HDH550L	Removes MAC Pricing	HMO	\$1.05	1.9%	-2.8%
RXVT3H[MB/DH]551L	RXVT3HDH551L	Change mail copay from 2.5 to 2.0	HMO	\$0.46	2.2%	-2.1%
RXVT3H[MB/DH]550L	RXVT3HMB550L	Removes MAC Pricing	HMO	\$1.05	1.9%	-2.8%
RXVT3H[MB/DH]551L	RXVT3HMB551L	Change mail copay from 2.5 to 2.0	HMO	\$0.46	2.2%	-2.1%

<b>Exhibit 4c -- Rx Riders (Q4 2021)</b>
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Large Group VT HMO AR44 Rate Filing  
For Effective Dates Beginning Between October 1, 2021 - December 31, 2021

<b>Form Name</b>	<b>HMO Rider</b>	<b>Description</b>	<b>Product Type</b>	<b>Net Required Revenue PMPM</b>	<b>Quarterly Change</b>	<b>Annual Manual Rate Change</b>
RXVT3HMB500ZL	RXVT3HMB500ZL	\$10/\$30/\$50	HMO	\$88.17	2.1%	17.1%
RXVT3HMB501ZL	RXVT3HMB501ZL	\$10/30%/50%	HMO	\$76.24	2.1%	22.0%
RXVT3HMB502ZL	RXVT3HMB502ZL	50%	HMO	\$73.76	2.1%	26.5%
RXVT3HMB605ZL	RXVT3HMB605ZL	\$5/\$45/\$90 - \$250 Brand Ded	HMO	\$81.19	2.1%	16.4%
RXVT3HMB606ZL	RXVT3HMB606ZL	\$10/\$30/\$50 \$100 Ded	HMO	\$81.95	2.1%	21.1%
RXVT3HMB607ZL	RXVT3HMB607ZL	\$10/\$30/\$50 \$250 Brand Ded	HMO	\$80.42	2.1%	15.9%
RXVT3HMB608ZL	RXVT3HMB608ZL	\$15/\$45/\$75 \$100 Ded	HMO	\$80.42	2.1%	21.9%
RXVT3HMB609ZL	RXVT3HMB609ZL	\$5/\$45/\$90 \$100 Ded	HMO	\$81.57	2.1%	20.5%
RXVT3HMB610ZL	RXVT3HMB610ZL	\$15/\$45/\$75	HMO	\$85.77	2.1%	17.2%
RXVT3H[MB/DH]550L	RXVT3HDH550L	Removes MAC Pricing	HMO	\$1.07	1.9%	-2.7%
RXVT3H[MB/DH]551L	RXVT3HDH551L	Change mail copay from 2.5 to 2.0	HMO	\$0.47	2.2%	-2.1%
RXVT3H[MB/DH]550L	RXVT3HMB550L	Removes MAC Pricing	HMO	\$1.07	1.9%	-2.7%
RXVT3H[MB/DH]551L	RXVT3HMB551L	Change mail copay from 2.5 to 2.0	HMO	\$0.47	2.2%	-2.1%

MVP Health Care - Large Group Experience Rating Formula

I. Case Information				
Group Name:	Input		Date:	Input
Group #:	Input		Effective Date:	Input
Marketing Rep:	Input			
Underwriter:	Input			
II. Manual Pure Premium Calculation		Medical w/ Non-Pharmacy Riders		Pharmacy
1 - Manual Pure Premium	Addendum Value			Addendum Value
2 - Industry Factor	Addendum Value			Addendum Value
3 - Demographic Factor	Addendum Value			Addendum Value
4 - Manual Group Risk Assessment	Addendum Value			Addendum Value
5 - HRA/HSA Funding Load Factor	Addendum Value			Addendum Value
6 - Adjusted Manual Pure Premium	$1 \times 2 \times 3 \times 4 \times 5$			$1 \times 2 \times 3 \times 4 \times 5$
				Total PMPM
III. Experience Pure Premium Calculation				
Experience Period Start Date	Input			Input
Experience Period End Date	Input			Input
Paid Through Date	Input			Input
Midpoint of Experience Period	Input			Input
Product Reflected in Experience	Input			Input
Product in the Rate Quote	Input			Input
Member Months	Input			Input
Out-of-Area Subscribers	Input			n/a
Claims Information				
1 - Date of Service Paid Claims	Input			Input
2 - Composite Completion Factor Adjustment	Input			Input
3 - Incurred Claims	1x2			1x2
4 - Other non fee for service medical expenses	Input			n/a
5 - Pooling Level (PL)	Addendum Value			Addendum Value
6 - Actual Large Claims (Excess Over PL)	Input			Input
7 - Pharmacy Rebate Factor	n/a			Addendum Value
8 - Incurred Claims Less Large Claims	3+4-6			$(3 - 6) * 7$
9 - Trend Factor to MP of Projection Period	Addendum Value			Addendum Value
10 - Trended Net Claims	8x9			8x9
11 - Trended pmpm Net Claims	10 / membermonths			10 / membermonths
Experience Adjustments				
12 - Demographic Adjustment (Carrier Replacement Only)	Addendum Value			Addendum Value
13 - Prior Period Adjustment, if applicable	Value from Exhibit B			Value from Exhibit B
14 - Network Adjustment Factor	Addendum Value			n/a
15 - Benefit Adjustment	Addendum Value			Addendum Value
16 - Pooling Charge %	Addendum Value			Addendum Value
17 - Adjusted pmpm Net Claims	$product(11 \text{ thru } 15) \times (1+16)$			$product(11 \text{ thru } 15) \times (1+16)$
18 - Covered Lives Assessment	Addendum Value			n/a
19 - Indigent Care	Addendum Value			n/a
20 - Experience Pure Premium	$17 + 18 + 19$			17
IV. Employer Specific Premium Rates				
	Total			
Blending the Manual Pure Premium and Experience				
1 - Adjusted Manual Pure Premium	6 From Section II			
2 - Experience Pure Premium	20 From Section III			
3 - Experience Credibility Weight	Addendum Value			
4 - Blended Pure Premium	$2x3 + 1x(100\%-3)$			
5 - Group Risk Assessment Factor	Addendum Value			
6 - New Business Discount	Addendum Value			
7 - Retrospective Financial Underwriting Factor	Addendum Value			
8 - Network Access Fee	Addendum Value			
9 - Retention Charges excluding Premium Tax	Addendum Value			
10 - Premium Taxes	Addendum Value			
11 - Group Required Pure Premium	$4x5x6x7+8+9+10$			
Premium Rate Development				
	Single	EE/SP	EE/Ch(ren)	Family
12 - Employer Specific Loading Factors	Based on the Group's specific rate ratios/census			
13 - Final Premium Rates	11 x 12	11 x 12	11 x 12	11 x 12
V. Minimum Premium Funding				
	Single	EE/SP	EE/Ch(ren)	Family
1 - Final Premium Rates	From Section IV, line 13			
2 - Retention Rate	From Section IV., lines 9 + 10 x Employer Specific Loading Factors			
3 - Claims Liability Rate	1-2			
4 - Claims Fluctuation Margin	Addendum Value			
5 - Maximum Monthly Premium Liability	3X4			

MVP Health Care - Large Group Experience Rating Formula - Two Periods of Experience calculation

Group Name:	<input type="text" value="Input"/>	Date:	<input type="text" value="Input"/>
Group #:	<input type="text" value="Input"/>	Effective Date:	<input type="text" value="Input"/>
Marketing Rep:	<input type="text" value="Input"/>		
Underwriter:	<input type="text" value="Input"/>		

	Medical Claims		Pharmacy Claims	
	Period 1	Period 2	Period 1	Period 2
<b>Experience Pure Premium Calculation</b>				
Experience Period Start Date	<i>Input</i>	<i>Input</i>	<i>Input</i>	<i>Input</i>
Experience Period End Date	<i>Input</i>	<i>Input</i>	<i>Input</i>	<i>Input</i>
Paid Through Date	<i>Input</i>	<i>Input</i>	<i>Input</i>	<i>Input</i>
Midpoint of Experience Period	<i>Input</i>	<i>Input</i>	<i>Input</i>	<i>Input</i>
Product Reflected in Experience	<i>Input</i>	<i>Input</i>	<i>Input</i>	<i>Input</i>
Product in the Rate Quote	<i>Input</i>	<i>Input</i>	<i>Input</i>	<i>Input</i>
Member Months	<i>Input</i>	<i>Input</i>	<i>Input</i>	<i>Input</i>
<b>Claims Information</b>				
1 - Date of Service Paid Claims	<i>Input</i>	<i>Input</i>	<i>Input</i>	<i>Input</i>
2 - Composite Completion Factor Adjustment	<i>Input</i>	<i>Input</i>	<i>Input</i>	<i>Input</i>
3 - Incurred Claims	<i>1x2</i>	<i>1x2</i>	<i>1x2</i>	<i>1x2</i>
4 - Other non fee for service medical expenses	<i>Input</i>	<i>Input</i>	<i>n/a</i>	<i>n/a</i>
5 - Pooling Level (PL)	<i>Addendum Value</i>	<i>Addendum Value</i>	<i>Addendum Value</i>	<i>Addendum Value</i>
6 - Actual Large Claims (Excess Over PL)	<i>Input</i>	<i>Input</i>	<i>Input</i>	<i>Input</i>
7 - Pharmacy Rebate Factor	<i>n/a</i>	<i>n/a</i>	<i>Addendum Value</i>	<i>Addendum Value</i>
8 - Incurred Claims Less Large Claims	<i>3+4-6</i>	<i>3+4-6</i>	<i>(3 - 6) * 7</i>	<i>(3 - 6) * 7</i>
9 - Trend Factor to MP of Projection Period	<i>Addendum Value</i>	<i>Addendum Value</i>	<i>Addendum Value</i>	<i>Addendum Value</i>
10 - Regional Trend Adjustment Factor	<i>Addendum Value</i>	<i>n/a</i>	<i>Addendum Value</i>	<i>n/a</i>
11 - Trended Net Claims	<i>8x9x10</i>	<i>8x9x10</i>	<i>8x9x10</i>	<i>8x9x10</i>
12 - Trended pmpm Net Claims	<i>11 / membermonths</i>	<i>11 / membermonths</i>	<i>11 / membermonths</i>	<i>11 / membermonths</i>
<b>Experience Adjustments</b>				
13 - Demographic Adjustment (Carrier Replacement Only)	<i>Addendum Value</i>	<i>Addendum Value</i>	<i>Addendum Value</i>	<i>Addendum Value</i>
14 - Network Adjustment Factor	<i>Addendum Value</i>	<i>Addendum Value</i>	<i>Addendum Value</i>	<i>Addendum Value</i>
15 - Benefit Adjustment	<i>Addendum Value</i>	<i>Addendum Value</i>	<i>Addendum Value</i>	<i>Addendum Value</i>
16 - Pooling Charge %	<i>Addendum Value</i>	<i>Addendum Value</i>	<i>n/a</i>	<i>n/a</i>
17 - Adjusted pmpm Net Claims	<i>product(12 thru 15) x (1+16)</i>	<i>product(12 thru 15) x (1+16)</i>	<i>product(12 thru 15) x (1+16)</i>	<i>product(12 thru 15) x (1+16)</i>
Period Weight	<i>Addendum Value</i>	<i>Addendum Value</i>	<i>Addendum Value</i>	<i>Addendum Value</i>
Prior Period Adjustment Factor	<i>P1 and P2 Weighted Average line 17 / P1 line 17</i>		<i>P1 and P2 Weighted Average line 17 / P1 line 17</i>	

MVP Health Care - Large Group Experience Rating Formula - Collective Arrangements

Collective Name:   
 Collective Group #:   
 Marketing Rep:   
 Underwriter:

Date:   
 Effective Date:

	Subgroup #1	Subgroup #2	Subgroup #3	Subgroup #4	Subgroup #5	Total Collective Rate
<b>Step I - Subgroup Specific Premiums</b>						
1 - Subgroup Experience Period Member Months	<i>Input</i>	<i>Input</i>	<i>Input</i>	<i>Input</i>	<i>Input</i>	<i>Sum of Subgroup MMs</i>
2 - Subgroup Specific Premium Rate PMPM	<i>Computed using Exhibit A, assuming 100% credibility and removing claims above subgroup pooling level</i>					<i>Sumproduct (1) * (2) / Sum (1)</i>
<b>Step II - Collective Total Premium</b>						
3 - Collective Group Rate PMPM	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	<i>Exhibit A</i>
<b>Step III - Final Subgroup Premiums</b>						
4 - Difference in Total Premium PMPM	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	<i>(3) - (2)</i>
5 - Subgroup Specific Premium PMPM	<i>Subgroup #1 (2) + Total Collective (4)</i>	<i>Subgroup #2 (2) + Total Collective (4)</i>	<i>Subgroup #3 (2) + Total Collective (4)</i>	<i>Subgroup #4 (2) + Total Collective (4)</i>	<i>Subgroup #5 (2) + Total Collective (4)</i>	<i>N/A</i>

## Appendix A

SIC Codes and Industry Factors		
SIC	SIC Description	SIC Fx
111	Wheat	0.90
112	Rice	0.90
115	Corn	0.90
116	Soybeans	0.90
119	Cash Grains, NEC	0.90
131	Cotton	0.90
132	Tobacco	0.90
133	Sugarcane and Sugar Beets	0.90
134	Irish Potatoes	0.90
139	Field Crops, Except Cash Grains, NEC	0.90
161	Vegetables and Melons	0.90
171	Berry Crops	0.90
172	Grapes	0.90
173	Tree Nuts	0.90
174	Citrus Fruits	0.90
175	Deciduous Tree Fruits	0.90
179	Fruits and Tree Nuts, NEC	0.90
181	Ornamental Floriculture and Nursery Products	0.90
182	Food Crops Grown Under Cover	0.90
191	General Farms, Primarily Crop	0.90
211	Beef Cattle Feedlots	0.95
212	Beef Cattle, Except Feedlots	0.95
213	Hogs	0.95
214	Sheep and Goats	0.95
219	General Livestock, Except Dairy and Poultry	1.00
241	Dairy Farms	1.00
251	Broiler, Fryers, and Roaster Chickens	0.95
252	Chicken Eggs	0.95
253	Turkey and Turkey Eggs	0.95
254	Poultry Hatcheries	0.95
259	Poultry and Eggs, NEC	0.95
271	Fur-Bearing Animals and Rabbits	0.95
272	Horses and Other Equines	0.95
273	Animal Aquaculture	0.95
279	Animal Specialties, NEC	0.95
291	General Farms, Primarily Livestock and Animal Specialties	1.00
711	Soil Preparation Services	0.95
721	Crop Planting, Cultivating, and Protecting	0.95
722	Crop Harvesting, Primarily by Machine	0.95
723	Crop Preparation Services For Market, except Cotton Ginning	0.95
724	Cotton Ginning	0.95
741	Veterinary Services For Livestock	0.95
742	Veterinary Services for Animal Specialties	0.95
751	Livestock Services, Except Veterinary	1.00
752	Animal Specialty Services, Except Veterinary	0.95
761	Farm Labor Contractors and Crew Leaders	0.95
762	Farm Management Services	0.95
781	Landscape Counseling and Planning	0.90
782	Lawn and Garden Services	1.10
783	Ornamental Shrub and Tree Services	1.10
811	Timber Tracts	0.90
831	Forest Nurseries and Gathering of Forest Products	0.90
851	Forestry Services	0.95
912	Finfish	1.05
913	Shellfish	1.05

Appendix A

SIC Codes and Industry Factors		
SIC	SIC Description	SIC Fx
919	Miscellaneous Marine Products	0.95
921	Fish Hatcheries and Preserves	0.95
971	Hunting and Trapping, and Game Propagation	0.95
1011	Iron Ores	1.15
1021	Copper Ores	1.15
1031	Lead and Zinc Ores	1.15
1041	Gold Ores	1.15
1044	Silver Ores	1.15
1061	Ferroalloy Ores, Except Vanadium	1.15
1081	Metal Mining Services	1.05
1094	Uranium-Radium-Vanadium Ores	1.15
1099	Miscellaneous Metal Ores, NEC	1.15
1221	Bituminous Coal and Lignite Surface Mining	1.15
1222	Bituminous Coal Underground Mining	1.15
1231	Anthracite Mining	1.15
1241	Coal Mining Services	1.15
1311	Crude Petroleum and Natural Gas	1.05
1321	Natural Gas Liquids	1.05
1381	Drilling Oil and Gas Wells	1.05
1382	Oil and Gas Field Exploration Services	0.95
1389	Oil and Gas Field Services, NEC	1.05
1411	Dimension Stone	1.15
1422	Crushed and Broken Limestone	1.15
1423	Crushed and Broken Granite	1.15
1429	Crushed and Broken Stone, NEC	1.15
1442	Construction Sand and Gravel	1.15
1446	Industrial Sand	1.15
1455	Kaolin and Ball Clay	1.15
1459	Clay, Ceramic, and Refractory Minerals, NEC	1.15
1474	Potash, Soda, and Borate Minerals	1.15
1475	Phosphate Rock	1.15
1479	Chemical and Fertilizer Mineral Mining, NEC	1.15
1481	Nonmetallic Minerals Services Except Fuels	1.05
1499	Miscellaneous Nonmetallic Minerals, Except Fuels	1.15
1521	General Contractors-Single-Family Houses	0.95
1522	General Contractors-Residential Buildings, Other Than Single-Family	1.00
1531	Operative Builders	1.00
1541	General Contractors-Industrial Buildings and Warehouses	1.00
1542	General Contractors-Nonresidential Buildings, Other than Industrial Buildings and Warehouses	1.00
1611	Highway and Street Construction, Except Elevated Highways	1.00
1622	Bridge, Tunnel, and Elevated Highway Construction	1.00
1623	Water, Sewer, Pipeline, and Communications and Power Line Construction	1.00
1629	Heavy Construction, NEC	1.00
1711	Plumbing, Heating, and Air-Conditioning	1.00
1721	Painting and Paper Hanging	1.00
1731	Electrical Work	1.00
1741	Masonry, Stone Setting, and Other Stone Work	1.00
1742	Plastering, Drywall, Acoustical, and Insulation Work	1.00
1743	Terrazzo, Tile, Marble, and Mosaic Work	1.00
1751	Carpentry Work	1.00
1752	Floor Laying and Other Floor Work, NEC	1.00
1761	Roofing, Siding, and Sheet Metal Work	1.00
1771	Concrete Work	1.00
1781	Water Well Drilling	1.00
1791	Structural Steel Erection	1.00



Appendix A

SIC Codes and Industry Factors		
SIC	SIC Description	SIC Fx
1793	Glass and Glazing Work	1.00
1794	Excavation Work	1.00
1795	Wrecking and Demolition Work	1.00
1796	Installation or Erection of Building Equipment, NEC	1.00
1799	Special Trade Contractors, NEC	1.00
2011	Meat Packing Plants	1.05
2013	Sausages and Other Prepared Meats	1.05
2015	Poultry Slaughtering and Processing	1.00
2021	Creamery Butter	0.95
2022	Natural, Processed, and Imitation Cheese	0.95
2023	Dry, Condensed, and Evaporated Dairy Products	0.95
2024	Ice Cream and Frozen Desserts	0.95
2026	Fluid Milk	0.95
2032	Canned Specialties	0.95
2033	Canned Fruits, Vegetables, Preserves, Jams, and Jellies	0.95
2034	Dried and Dehydrated Fruits, Vegetables, and Soup Mixes	0.95
2035	Pickled Fruits and Vegetables, Vegetable Sauces and Seasonings, and Salad Dressings	0.95
2037	Frozen Fruits, Fruit Juices, and Vegetables	0.95
2038	Frozen Specialties, NEC	0.95
2041	Flour and Other Grain Mill Products	0.95
2043	Cereal Breakfast Foods	0.95
2044	Rice Milling	0.95
2045	Prepared Flour Mixes and Doughs	0.95
2046	Wet Corn Milling	0.95
2047	Dog and Cat Food	0.95
2048	Prepared Feed and Feed Ingredients for Animals and Fowls, Except Dogs and Cats	0.95
2051	Bread and Other Bakery Products, Except Cookies and Crackers	0.95
2052	Cookies and Crackers	0.95
2053	Frozen Bakery Products, Except Bread	0.95
2061	Cane Sugar, Except Refining	0.95
2062	Cane Sugar Refining	0.95
2063	Beet Sugar	0.95
2064	Candy and Other Confectionery Products	0.95
2066	Chocolate and Cocoa Products	0.95
2067	Chewing Gum	0.95
2068	Salted and Roasted Nuts and Seeds	0.95
2074	Cottonseed Oil Mills	0.95
2075	Soybean Oil Mills	0.95
2076	Vegetable Oil Mills, Except Corn, Cottonseed, and Soybeans	0.95
2077	Animal and Marine Fats and Oils	1.00
2079	Shortening, Table Oils, Margarine, and Other Edible Fats and Oils, NEC	0.95
2082	Malt Beverages	0.95
2083	Malt	0.95
2084	Wines, Brandy, and Brandy Spirits	0.95
2085	Distilled and Blended Liquors	0.95
2086	Bottled and Canned Soft Drinks and Carbonated Waters	0.95
2087	Flavoring Extracts and Flavoring Syrups NEC	0.95
2091	Canned and Cured Fish and Seafood	0.95
2092	Prepared Fresh or Frozen Fish and Seafoods	0.95
2095	Roasted Coffee	0.95
2096	Potato Chips, Corn Chips, and Similar Snacks	0.95
2097	Manufactured Ice	0.95
2098	Macaroni, Spaghetti, Vermicelli, and Noodles	0.95
2099	Food Preparations, NEC	0.95
2111	Cigarettes	1.05

Appendix A

SIC Codes and Industry Factors		
SIC	SIC Description	SIC Fx
2121	Cigars	1.05
2131	Chewing and Smoking Tobacco and Snuff	1.05
2141	Tobacco Stemming and Redrying	1.05
2211	Broadwoven Fabric Mills, Cotton	0.95
2221	Broadwoven Fabric Mills, Manmade Fiber and Silk	0.95
2231	Broadwoven Fabric Mills, Wool (Including Dyeing and Finishing)	0.95
2241	Narrow Fabric and Other Smallware Mills: Cotton, Wool, Silk, and Manmade Fiber	0.95
2251	Women's Full-Length and Knee-Length Hosiery, Except Socks	1.00
2252	Hosiery, NEC	1.00
2253	Knit Outerwear Mills	1.00
2254	Knit Underwear and Nightwear Mills	1.00
2257	Weft Knit Fabric Mills	0.95
2258	Lace and Warp Knit Fabric Mills	0.95
2259	Knitting Mills, NEC	0.95
2261	Finishers of Broadwoven Fabrics of Cotton	0.95
2262	Finishers of Broadwoven Fabrics of Manmade Fiber and Silk	0.95
2269	Finishers of Textiles, NEC	0.95
2273	Carpets and Rugs	0.95
2281	Yarn Spinning Mills	0.95
2282	Yarn Texturizing, Throwing, Twisting, and Winding Mills	0.95
2284	Thread Mills	0.95
2295	Coated Fabrics, Not Rubberized	0.95
2296	Tire Cord and Fabrics	0.95
2297	Nonwoven Fabrics	0.95
2298	Cordage and Twine	0.95
2299	Textile Goods, NEC	0.95
2311	Men's and Boys' Suits, Coats, and Overcoats	1.00
2321	Men's and Boys' Shirts, Except Work Shirts	1.00
2322	Men's and Boys' Underwear and Nightwear	1.00
2323	Men's and Boys' Neckwear	1.00
2325	Men's and Boys' Trousers and Slacks	1.00
2326	Men's and Boys' Work Clothing	1.00
2329	Men's and Boys' Clothing, NEC	1.00
2331	Women's, Misses', and Juniors' Blouses and Shirts	1.00
2335	Women's, Misses', and Juniors' Dresses	1.00
2337	Women's, Misses' and Juniors' Suits, Skirts, and Coats	1.00
2339	Women's, Misses', and Juniors' Outerwear, NEC	1.00
2341	Women's, Misses', Children's, and Infants' Underwear and Nightwear	1.00
2342	Brassieres, Girdles, and Allied Garments	1.00
2353	Hats, Caps, and Millinery	1.00
2361	Girls', Children's, and Infants' Dresses, Blouses, and Shirts	1.00
2369	Girls', Children's, and Infants' Outerwear, NEC	1.00
2371	Fur Goods	1.00
2381	Dress and Work Gloves, Except Knit and All-Leather	1.00
2384	Robes and Dressing Gowns	1.00
2385	Waterproof Outerwear	1.00
2386	Leather and Sheep-Lined Clothing	1.00
2387	Apparel Belts	1.00
2389	Apparel and Accessories, NEC	1.00
2391	Curtains and Draperies	1.00
2392	Housefurnishings, Except Curtains and Draperies	0.95
2393	Textile Bags	0.95
2394	Canvas and Related Products	0.95
2395	Pleating, Decorative and Novelty Stitching, and Tucking for the Trade	1.00
2396	Automotive Trimmings, Apparel Findings, and Related Products	0.95

Appendix A

SIC Codes and Industry Factors		
SIC	SIC Description	SIC Fx
2397	Schiffli Machine Embroideries	0.95
2399	Fabricated Textile Products, NEC	1.00
2411	Logging	1.15
2421	Sawmills and Planing Mills, General	1.15
2426	Hardwood Dimension and Flooring Mills	1.15
2429	Special Product Sawmills, NEC	1.15
2431	Millwork	1.10
2434	Wood Kitchen Cabinets	0.95
2435	Hardwood Veneer and Plywood	1.00
2436	Softwood Veneer and Plywood	1.00
2439	Structural Wood Members, NEC	1.00
2441	Nailed and Lock Corner Wood Boxes and Shook	1.00
2448	Wood Pallets and Skids	1.00
2449	Wood Containers, NEC	1.00
2451	Mobile Homes	1.00
2452	Prefabricated Wood Buildings and Components	1.00
2491	Wood Preserving	1.00
2493	Reconstituted Wood Products	1.00
2499	Wood Products, NEC	1.00
2511	Wood Household Furniture, Except Upholstered	0.95
2512	Wood Household Furniture, Upholstered	0.95
2514	Metal Household Furniture	0.95
2515	Mattresses, Foundations, and Convertible Beds	0.95
2517	Wood Television, Radio, Phonograph and Sewing Machine Cabinets	0.95
2519	Household Furniture, NEC	0.95
2521	Wood Office Furniture	0.95
2522	Office Furniture, Except Wood	0.95
2531	Public Building and Related Furniture	0.95
2541	Wood Office and Store Fixtures, Partitions, Shelving, and Lockers	0.95
2542	Office and Store Fixtures, Partitions, Shelving, and Lockers, Except Wood	0.95
2591	Drapery Hardware and Window Blinds and Shades	0.95
2599	Furniture and Fixtures, NEC	0.95
2611	Pulp Mills	0.95
2621	Paper Mills	0.95
2631	Paperboard Mills	0.95
2652	Setup Paperboard Boxes	0.95
2653	Corrugated and Solid Fiber Boxes	0.95
2655	Fiber Cans, Tubes, Drums, and Similar Products	0.95
2656	Sanitary Food Containers, Except Folding	0.95
2657	Folding Paperboard Boxes, Including Sanitary	0.95
2671	Packaging Paper and Plastics Film, Coated and Laminated	0.95
2672	Coated and Laminated Paper, NEC	0.95
2673	Plastics, Foil, and Coated Paper Bags	0.95
2674	Uncoated Paper and Multiwall Bags	0.95
2675	Die-Cut Paper and Paperboard and Cardboard	0.95
2676	Sanitary Paper Products	0.95
2677	Envelopes	0.95
2678	Stationery, Tablets, and Related Products	0.95
2679	Converted Paper and Paperboard Products, NEC	0.95
2711	Newspapers: Publishing, or Publishing and Printing	0.90
2721	Periodicals: Publishing, or Publishing and Printing	0.90
2731	Books: Publishing, or Publishing and Printing	0.95
2732	Book Printing	0.90
2741	Miscellaneous Publishing	0.90
2752	Commercial Printing, Lithographic	0.90

## Appendix A

SIC Codes and Industry Factors		
SIC	SIC Description	SIC Fx
2754	Commercial Printing, Gravure	0.90
2759	Commercial Printing, NEC	0.90
2761	Manifold Business Forms	0.90
2771	Greeting Cards	0.90
2782	Blankbooks, Loose-leaf Binders and Devices	0.90
2789	Bookbinding and Related Work	0.90
2791	Typesetting	0.90
2796	Platemaking and Related Services	0.90
2812	Alkalies and Chlorine	1.00
2813	Industrial Gases	1.00
2816	Inorganic Pigments	1.00
2819	Industrial Inorganic Chemicals, NEC	1.00
2821	Plastics Material and Synthetic Resins, and Nonvulcanizable Elastomers	1.00
2822	Synthetic Rubber	1.00
2823	Cellulosic Manmade Fibers	1.00
2824	Manmade Organic Fibers, Except Cellulosic	1.00
2833	Medicinal Chemicals and Botanical Products	0.90
2834	Pharmaceutical Preparations	0.90
2835	In Vitro and In Vivo Diagnostic Substances	0.90
2836	Biological Products, Except Diagnostic Substances	0.90
2841	Soaps and Other Detergents, Except Speciality Cleaners	0.90
2842	Speciality Cleaning, Polishing, and Sanitary Preparations	0.90
2843	Surface Active Agents, Finishing Agents, Sulfonated Oils, and Assistants	0.90
2844	Perfumes, Cosmetics, and Other Toilet Preparations	0.90
2851	Paints, Varnishes, Lacquers, Enamels, and Allied Products	0.95
2861	Gum and Wood Chemicals	1.00
2865	Cyclic Organic Crudes and Intermediates, and Organic Dyes and Pigments	1.00
2869	Industrial Organic Chemicals, NEC	1.00
2873	Nitrogenous Fertilizers	1.00
2874	Phosphatic Fertilizers	1.00
2875	Fertilizers, Mixing Only	1.00
2879	Pesticides and Agricultural Chemicals, NEC	1.00
2891	Adhesives and Sealants	0.95
2892	Explosives	1.15
2893	Printing Ink	0.95
2895	Carbon Black	1.00
2899	Chemicals and Chemical Preparations, NEC	0.95
2911	Petroleum Refining	1.05
2951	Asphalt Paving Mixtures and Blocks	1.05
2952	Asphalt Felts and Coatings	1.05
2992	Lubricating Oils and Greases	1.05
2999	Products of Petroleum and Coal, NEC	1.05
3011	Tires and Inner Tubes	0.95
3021	Rubber and Plastics Footwear	0.95
3052	Rubber and Plastics Hose and Belting	0.95
3053	Gaskets, Packing, and Sealing Devices	0.90
3061	Molded, Extruded, and Lathe-Cut Mechanical Rubber Goods	0.95
3069	Fabricated Rubber Products, NEC	0.95
3081	Unsupported Plastics Film and Sheet	0.95
3082	Unsupported Plastics Profile Shapes	0.95
3083	Laminated Plastics Plate, Sheet, and Profile Shapes	0.95
3084	Plastics Pipe	0.95
3085	Plastics Bottles	0.95
3086	Plastics Foam Products	0.95
3087	Custom Compounding of Purchased Plastics Resins	0.95

## Appendix A

SIC Codes and Industry Factors		
SIC	SIC Description	SIC Fx
3088	Plastics Plumbing Fixtures	0.95
3089	Plastics Products, NEC	0.95
3111	Leather Tanning and Finishing	1.15
3131	Boot and Shoe Cut Stock and Findings	1.00
3142	House Slippers	0.95
3143	Men's Footwear, Except Athletic	0.95
3144	Women's Footwear, Except Athletic	0.95
3149	Footwear, Except Rubber, NEC	0.95
3151	Leather Gloves and Mittens	1.00
3161	Luggage	0.95
3171	Women's Handbags and Purses	0.95
3172	Personal Leather Goods, Except Women's Handbags and Purses	0.95
3199	Leather Goods, NEC	0.95
3211	Flat Glass	0.95
3221	Glass Containers	0.95
3229	Pressed and Blown Glass and Glassware, NEC	0.95
3231	Glass Products, Made of Purchased Glass	0.95
3241	Cement, Hydraulic	0.95
3251	Brick and Structural Clay Tile	0.95
3253	Ceramic Wall and Floor Tile	0.95
3255	Clay Refractories	0.95
3259	Structural Clay Products, NEC	0.95
3261	Vitreous China Plumbing Fixtures and China and Earthenware Fittings and Bathroom Accessories	0.95
3262	Vitreous China Table and Kitchen Articles	0.95
3263	Fine Earthenware (Whiteware) Table and Kitchen Articles	0.95
3264	Porcelain Electrical Supplies	0.95
3269	Pottery Products, NEC	0.95
3271	Concrete Block and Brick	0.95
3272	Concrete Products, Except Block and Brick	1.05
3273	Ready-Mixed Concrete	0.95
3274	Lime	0.95
3275	Gypsum Products	0.95
3281	Cut Stone and Stone Products	0.95
3291	Abrasive Products	1.05
3292	Asbestos Products	1.05
3295	Minerals and Earths, Ground or Otherwise Treated	1.10
3296	Mineral Wool	0.95
3297	Nonclay Refractories	0.95
3299	Nonmetallic Mineral Products, NEC	1.05
3312	Steel Works, Blast Furnaces (Including Coke Ovens), and Rolling Mills	1.10
3313	Electrometallurgical Products, Except Steel	1.10
3315	Steel Wiredrawing and Steel Nails and Spikes	1.05
3316	Cold-Rolled Steel Sheet, Strip, and Bars	1.10
3317	Steel Pipe and Tubes	1.10
3321	Gray and Ductile Iron Foundries	1.10
3322	Malleable Iron Foundries	1.10
3324	Steel Investment Foundries	1.10
3325	Steel Foundries, NEC	1.10
3331	Primary Smelting and Refining of Copper	1.10
3334	Primary Production of Aluminum	1.10
3339	Primary Smelting and Refining of Nonferrous Metals, Except Copper and Aluminum	1.10
3341	Secondary Smelting and Refining of Nonferrous Metals	1.10
3351	Rolling, Drawing, and Extruding of Copper	1.10
3353	Aluminum Sheet, Plate, and Foil	1.10
3354	Aluminum Extruded Products	1.10

## Appendix A

SIC Codes and Industry Factors		
SIC	SIC Description	SIC Fx
3355	Aluminum Rolling and Drawing, NEC	1.10
3356	Rolling, Drawing, and Extruding of Nonferrous Metals, Except Copper and Aluminum	1.10
3357	Drawing and Insulating of Nonferrous Wire	1.00
3363	Aluminum Die-Castings	1.10
3364	Nonferrous Die-Castings, Except Aluminum	1.10
3365	Aluminum Foundries	1.10
3366	Copper Foundries	1.10
3369	Nonferrous Foundries, Except Aluminum and Copper	1.10
3398	Metal Heat Treating	0.95
3399	Primary Metal Products, NEC	1.05
3411	Metal Cans	0.95
3412	Metal Shipping Barrels, Drums, Kegs, and Pails	0.95
3421	Cutlery	0.95
3423	Hand and Edge Tools, Except Machine Tools and Handsaws	0.95
3425	Saw Blades and Handsaws	0.95
3429	Hardware, NEC	0.95
3431	Enameled Iron and Metal Sanitary Ware	0.95
3432	Plumbing Fixture Fittings and Trim	0.95
3433	Heating Equipment, Except Electric and Warm Air Furnaces	0.95
3441	Fabricated Structural Metal	0.95
3442	Metal Doors, Sash, Frames, Molding, and Trim Manufacturing	0.95
3443	Fabricated Plate Work (Boiler Shops)	0.95
3444	Sheet Metal Work	0.95
3446	Architectural and Ornamental Metal Work	0.95
3448	Prefabricated Metal Buildings and Components	0.95
3449	Miscellaneous Structural Metal Work	0.95
3451	Screw Machine Products	0.95
3452	Bolts, Nuts, Screws, Rivets, and Washers	0.95
3462	Iron and Steel Forgings	0.95
3463	Nonferrous Forgings	0.95
3465	Automotive Stamping	0.95
3466	Crowns and Closures	0.95
3469	Metal Stamping, NEC	0.95
3471	Electroplating, Plating, Polishing, Anodizing, and Coloring	0.95
3479	Coating, Engraving, and Allied Services, NEC	0.90
3482	Small Arms Ammunition	0.95
3483	Ammunition, Except for Small Arms	0.95
3484	Small Arms	0.95
3489	Ordnance and Accessories, NEC	0.95
3491	Industrial Valves	0.95
3492	Fluid Power Valves and Hose Fittings	0.95
3493	Steel Springs, Except Wire	0.95
3494	Valves and Pipe Fittings, NEC	0.95
3495	Wire Springs	0.95
3496	Miscellaneous Fabricated Wire Products	0.95
3497	Metal Foil and Leaf	0.95
3498	Fabricated Pipe and Pipe Fittings	0.95
3499	Fabricated Metal Products, NEC	0.95
3511	Steam, Gas, and Hydraulic Turbines, and Turbine Generator Set Units	0.95
3519	Internal Combustion Engines, NEC	0.95
3523	Farm Machinery and Equipment	0.95
3524	Lawn and Garden Tractors and Home Lawn and Garden Equipment	0.95
3531	Construction Machinery and Equipment	0.95
3532	Mining Machinery and Equipment, Except Oil and Gas Field Machinery and Equipment	0.95
3533	Oil and Gas Field Machinery and Equipment	0.95

## Appendix A

SIC Codes and Industry Factors		
SIC	SIC Description	SIC Fx
3534	Elevators and Moving Stairways	0.95
3535	Conveyors and Conveying Equipment	0.95
3536	Overhead Traveling Cranes, Hoists, and Monorail Systems	0.95
3537	Industrial Trucks, Tractors, Trailers, and Stackers	0.95
3541	Machine Tools, Metal Cutting Type	0.95
3542	Machine Tools, Metal Forming Type	0.95
3543	Industrial Patterns	0.95
3544	Special Dies and Tools, Die Sets, Jigs and Fixtures, and Industrial Molds	0.95
3545	Cutting Tools, Machine Tool Accessories, and Machinists' Precision Measuring Devices	0.95
3546	Power-Driven Handtools	0.95
3547	Rolling Mill Machinery and Equipment	0.95
3548	Electric and Gas Welding and Soldering Equipment	0.95
3549	Metalworking Machinery, NEC	0.95
3552	Textile Machinery	0.95
3553	Woodworking Machinery	0.95
3554	Paper Industries Machinery	0.95
3555	Printing Trades Machinery and Equipment	0.95
3556	Food Products Machinery	0.95
3559	Special Industry Machinery, NEC	0.95
3561	Pumps and Pumping Equipment	0.95
3562	Ball and Roller Bearings	0.95
3563	Air and Gas Compressors	0.95
3564	Industrial and Commercial Fans and Blowers and Air Purification Equipment	0.95
3565	Packaging Machinery	0.95
3566	Speed Changers, Industrial High-Speed Drives, and Gears	0.95
3567	Industrial Process Furnaces and Ovens	0.95
3568	Mechanical Power Transmission Equipment, NEC	0.95
3569	General Industrial Machinery and Equipment, NEC	0.95
3571	Electronic Computers	0.90
3572	Computer Storage Devices	0.90
3575	Computer Terminals	0.90
3577	Computer Peripheral Equipment, NEC	0.90
3578	Calculating and Accounting Machines, Except Electronic Computers	0.95
3579	Office Machines, NEC	0.90
3581	Automatic Vending Machines	0.95
3582	Commercial Laundry, Drycleaning, and Pressing Machines	0.95
3585	Air-Conditioning and Warm Air Heating Equipment and Commercial and Industrial Refrigeration Equipment	0.95
3586	Measuring and Dispensing Pumps	0.95
3589	Service Industry Machinery, NEC	0.95
3592	Carburetors, Pistons, Piston Rings, and Valves	0.95
3593	Fluid Power Cylinders and Actuators	0.95
3594	Fluid Power Pumps and Motors	0.95
3596	Scales and Balances, Except Laboratory	0.95
3599	Industrial and Commercial Machinery and Equipment, NEC	0.95
3612	Power, Distribution, and Specialty Transformers	0.90
3613	Switchgear and Switchboard Apparatus	0.90
3621	Motors and Generators	0.90
3624	Carbon and Graphite Products	0.90
3625	Relays and Industrial Controls	0.90
3629	Electrical Industrial Apparatus, NEC	0.90
3631	Household Cooking Equipment	0.90
3632	Household Refrigerators and Home and Farm Freezers	0.90
3633	Household Laundry Equipment	0.90
3634	Electric Housewares and Fans	0.90
3635	Household Vacuum Cleaners	0.90

**Appendix A**

SIC Codes and Industry Factors		
SIC	SIC Description	SIC Fx
3639	Household Appliances, NEC	0.90
3641	Electric Lamp Bulbs and Tubes	0.90
3643	Current-Carrying Wiring Devices	0.90
3644	Noncurrent-Carrying Wiring Devices	0.95
3645	Residential Electric Lighting Fixtures	0.90
3646	Commercial, Industrial, and Institutional Electric Lighting Fixtures	0.90
3647	Vehicular Lighting Equipment	0.95
3648	Lighting Equipment, NEC	0.90
3651	Household Audio and Video Equipment	0.90
3652	Phonograph Records and Prerecorded Audio Tapes and Disks	0.95
3661	Telephone and Telegraph Apparatus	0.90
3663	Radio and Television Broadcasting and Communications Equipment	0.90
3669	Communications Equipment, NEC	0.90
3671	Electron Tubes	0.90
3672	Printed Circuit Boards	0.90
3674	Semiconductors and Related Devices	0.90
3675	Electronic Capacitors	0.90
3676	Electronic Resistors	0.90
3677	Electronic Coils, Transformers, and Other Inductors	0.90
3678	Electronic Connectors	0.90
3679	Electronic Components, NEC	0.90
3691	Storage Batteries	0.90
3692	Primary Batteries, Dry and Wet	0.90
3694	Electrical Equipment for Internal Combustion Engines	0.95
3695	Magnetic and Optical Recording Media	0.90
3699	Electrical Machinery, Equipment, and Supplies, NEC	0.95
3711	Motor Vehicles and Passenger Car Bodies	0.95
3713	Truck and Bus Bodies	0.95
3714	Motor Vehicle Parts and Accessories	0.95
3715	Truck Trailers	0.95
3716	Motor Homes	0.95
3721	Aircraft	0.95
3724	Aircraft Engines and Engine Parts	0.95
3728	Aircraft Parts and Auxiliary Equipment, NEC	0.95
3731	Ship Building and Repairing	1.00
3732	Boat Building and Repairing	1.00
3743	Railroad Equipment	0.95
3751	Motorcycles, Bicycles, and Parts	0.95
3761	Guided Missiles and Space Vehicles	0.95
3764	Guided Missile and Space Vehicle Propulsion Units and Propulsion Unit Parts	0.95
3769	Guided Missile Space Vehicle Parts and Auxiliary Equipment, NEC	0.95
3792	Travel Trailers and Campers	0.95
3795	Tanks and Tank Components	0.95
3799	Transportation Equipment, NEC	0.95
3812	Search, Detection, Navigation, Guidance, Aeronautical, and Nautical Systems and Instruments	0.90
3821	Laboratory Apparatus and Furniture	0.90
3822	Automatic Controls for Regulating Residential and Commercial Environments and Appliances	0.90
3823	Industrial Instruments for Measurement, Display, and Control of Process Variables; and Related Products	0.90
3824	Totalizing Fluid Meters and Counting Devices	0.90
3825	Instruments for Measuring and Testing of Electricity and Electrical Signals	0.90
3826	Laboratory Analytical Instruments	0.90
3827	Optical Instruments and Lenses	0.95
3829	Measuring and Controlling Devices, NEC	0.90
3841	Surgical and Medical Instruments and Apparatus	0.90
3842	Orthopedic, Prosthetic, and Surgical Appliances and Supplies	0.90



**Appendix A**

<b>SIC Codes and Industry Factors</b>		
<b>SIC</b>	<b>SIC Description</b>	<b>SIC Fx</b>
3843	Dental Equipment and Supplies	0.90
3844	X-Ray Apparatus and Tubes and Related Irradiation Apparatus	0.90
3845	Electromedical and Electrotherapeutic Apparatus	0.90
3851	Ophthalmic Goods	0.90
3861	Photographic Equipment and Supplies	0.95
3873	Watches, Clocks, Clockwork Operated Devices and Parts	0.90
3911	Jewelry, Precious Metal	0.90
3914	Silverware, Plated Ware, and Stainless Steel Ware	0.95
3915	Jewelers' Findings and Materials, and Lapidary Work	0.90
3931	Musical Instruments	0.90
3942	Dolls and Stuffed Toys	0.90
3944	Games, Toys, and Children's Vehicles, Except Dolls and Bicycles	0.95
3949	Sporting and Athletic Goods, NEC	0.90
3951	Pens, Mechanical Pencils, and Parts	0.90
3952	Lead Pencils, Crayons, and Artist's Materials	0.95
3953	Marking Devices	0.90
3955	Carbon Paper and Inked Ribbons	0.90
3961	Costume Jewelry and Costume Novelties, Except Precious Metals	0.90
3965	Fasteners, Buttons, Needles, and Pins	0.90
3991	Brooms and Brushes	0.90
3993	Signs and Advertising Specialties	0.90
3995	Burial Caskets	0.90
3996	Linoleum, Asphalted-Felt-Base, and Other Hard Surface Floor Coverings, NEC	0.95
3999	Manufacturing Industries, NEC	0.95
4011	Railroads, Line-haul Operating	1.05
4013	Railroad Switching and Terminal Establishments	1.05
4111	Local and Suburban Transit	1.10
4119	Local Passenger Transportation, NEC	1.10
4121	Taxicabs	1.15
4131	Intercity and Rural Bus Transportation	1.10
4141	Local Bus Charter Service	1.10
4142	Bus Charter Service, Except Local	1.10
4151	School Buses	1.10
4173	Terminal and Service Facilities for Motor Vehicle Passenger Transportation	1.05
4212	Local Trucking Without Storage	1.00
4213	Trucking, Except Local	1.05
4214	Local Trucking with Storage	1.05
4215	Courier Services Except by Air	1.05
4221	Farm Product Warehousing and Storage	1.05
4222	Refrigerated Warehousing and Storage	1.05
4225	General Warehousing and Storage	1.10
4226	Special Warehousing and Storage, NEC	1.05
4231	Terminal and Joint Terminal Maintenance Facilities for Motor Freight Transportation	1.05
4311	United States Postal Service	0.95
4412	Deep Sea Foreign Transportation of Freight	0.95
4424	Deep Sea Domestic Transportation of Freight	0.95
4432	Freight Transportation on the Great Lakes - St. Lawrence Seaway	0.95
4449	Water Transportation of Freight, NEC	0.95
4481	Deep Sea Transportation of Passengers, Except by Ferry	0.95
4482	Ferries	0.95
4489	Water Transportation of Passengers, NEC	1.00
4491	Marine Cargo Handling	1.05
4492	Towing and Tugboat Services	1.05
4493	Marinas	1.15
4499	Water Transportation Services, NEC	1.05

## Appendix A

SIC Codes and Industry Factors		
SIC	SIC Description	SIC Fx
4512	Air Transportation, Scheduled	0.95
4513	Air Courier Services	1.05
4522	Air Transportation, Nonscheduled	1.00
4581	Airports, Flying Fields, and Airport Terminal Services	1.05
4612	Crude Petroleum Pipelines	0.95
4613	Refined Petroleum Pipelines	0.95
4619	Pipelines, NEC	0.95
4724	Travel Agencies	0.95
4725	Tour Operators	0.95
4729	Arrangement of Passenger Transportation, NEC	1.00
4731	Arrangement of Transportation of Freight and Cargo	1.00
4741	Rental of Railroad Cars	1.00
4783	Packing and Crating	1.05
4785	Fixed Facilities and Inspection and Weighing Services for Motor Vehicle Transportation	1.05
4789	Transportation Services, NEC	1.10
4812	Radiotelephone Communications	0.90
4813	Telephone Communications, Except Radiotelephone	0.90
4822	Telegraph and Other Message Communications	0.90
4832	Radio Broadcasting Stations	0.90
4833	Television Broadcasting Stations	0.90
4841	Cable and Other Pay Television Services	0.90
4899	Communications Services, NEC	1.00
4911	Electric Services	0.95
4922	Natural Gas Transmission	0.95
4923	Natural Gas Transmission and Distribution	0.95
4924	Natural Gas Distribution	0.95
4925	Mixed, Manufactured, or Liquefied Petroleum Gas Production and/or Distribution	0.95
4931	Electric and Other Services Combined	0.95
4932	Gas and Other Services Combined	0.95
4939	Combination Utilities, NEC	0.95
4941	Water Supply	0.95
4952	Sewerage Systems	0.95
4953	Refuse Systems	1.05
4959	Sanitary Services, NEC	1.10
4961	Steam and Air-Conditioning Supply	0.95
4971	Irrigation Systems	0.95
5012	Automobiles and Other Motor Vehicles	0.95
5013	Motor Vehicle Supplies and New Parts	1.05
5014	Tires and Tubes	1.05
5015	Motor Vehicle Parts, Used	1.05
5021	Furniture	0.95
5023	Home Furnishings	0.95
5031	Lumber, Plywood, Millwork, and Wood Panels	0.95
5032	Brick, Stone and Related Construction Materials	0.95
5033	Roofing, Siding, and Insulation Materials	0.95
5039	Construction Materials, NEC	0.95
5043	Photographic Equipment and Supplies	0.95
5044	Office Equipment	0.95
5045	Computers and Computer Peripheral Equipment and Software	0.95
5046	Commercial Equipment, NEC	0.95
5047	Medical, Dental, and Hospital Equipment and Supplies	0.95
5048	Ophthalmic Goods	0.95
5049	Professional Equipment and Supplies, NEC	0.95
5051	Metals Service Centers and Offices	0.95
5052	Coal and Other Minerals and Ores	0.95

**Appendix A**

<b>SIC Codes and Industry Factors</b>		
<b>SIC</b>	<b>SIC Description</b>	<b>SIC Fx</b>
5063	Electrical Apparatus and Equipment Wiring Supplies, and Construction Materials	0.95
5064	Electrical Appliances, Television and Radio Sets	0.95
5065	Electronic Parts and Equipment, NEC	0.95
5072	Hardware	0.95
5074	Plumbing and Heating Equipment and Supplies (Hydronics)	0.95
5075	Warm Air Heating and Air-Conditioning Equipment and Supplies	0.95
5078	Refrigeration Equipment and Supplies	0.95
5082	Construction and Mining (Except Petroleum) Machinery and Equipment	0.95
5083	Farm and Garden Machinery and Equipment	0.95
5084	Industrial Machinery and Equipment	0.95
5085	Industrial Supplies	0.95
5087	Service Establishment Equipment and Supplies	0.95
5088	Transportation Equipment and Supplies, Except Motor Vehicles	0.95
5091	Sporting and Recreational Goods and Supplies	0.95
5092	Toys and Hobby Goods and Supplies	0.95
5093	Scrap and Waste Materials	1.10
5094	Jewelry, Watches, Precious Stones, and Precious Metals	0.95
5099	Durable Goods, NEC	0.95
5111	Printing and Writing Paper	0.95
5112	Stationery and Office Supplies	0.95
5113	Industrial and Personal Service Paper	0.95
5122	Drugs, Drug Proprietaries, and Druggists' Sundries	0.95
5131	Piece Goods, Notions, and Other Dry Goods	0.95
5136	Men's and Boys' Clothing and Furnishings	0.95
5137	Women's, Children's, and Infants' Clothing and Accessories	0.95
5139	Footwear	0.95
5141	Groceries, General Line	0.95
5142	Packaged Frozen Foods	0.95
5143	Dairy Products, Except Dried or Canned	0.95
5144	Poultry and Poultry Products	0.95
5145	Confectionery	0.95
5146	Fish and Seafoods	0.95
5147	Meats and Meat Products	1.00
5148	Fresh Fruits and Vegetables	0.95
5149	Groceries and Related Products, NEC	0.95
5153	Grain and Field Beans	0.95
5154	Livestock	0.95
5159	Farm-Product Raw Materials, NEC	0.95
5162	Plastics Materials and Basic Forms and Shapes	0.95
5169	Chemicals and Allied Products, NEC	0.95
5171	Petroleum Bulk Stations and Terminals	1.00
5172	Petroleum and Petroleum Products Wholesalers, Except Bulk Stations and Terminals	0.95
5181	Beer and Ale	1.05
5182	Wine and Distilled Alcoholic Beverages	1.05
5191	Farm Supplies	0.95
5192	Books, Periodicals, and Newspapers	0.95
5193	Flowers, Nursery Stock, and Florists' Supplies	0.95
5194	Tobacco and Tobacco Products	0.95
5198	Paint, Varnishes, and Supplies	0.95
5199	Nondurable Goods, NEC	1.00
5211	Lumber and Other Building Materials Dealers	0.95
5231	Paint, Glass, and Wallpaper Stores	0.95
5251	Hardware Stores	0.95
5261	Retail Nurseries, Lawn and Garden Supply Stores	0.95
5271	Mobile Home Dealers	1.10

## Appendix A

SIC Codes and Industry Factors		
SIC	SIC Description	SIC Fx
5311	Department Stores	0.90
5331	Variety Stores	0.90
5399	Miscellaneous General Merchandise Stores	0.90
5411	Grocery Stores	1.00
5421	Meat and Fish (Seafood) Markets, Including Freezer Provisioners	0.95
5431	Fruit and Vegetable Markets	0.95
5441	Candy, Nut, and Confectionery Stores	0.95
5451	Dairy Products Stores	0.95
5461	Retail Bakeries	1.05
5499	Miscellaneous Food Stores	0.95
5511	Motor Vehicle Dealers (New and Used)	1.10
5521	Motor Vehicle Dealers (Used Only)	1.10
5531	Auto and Home Supply Stores	1.05
5541	Gasoline Service Stations	1.10
5551	Boat Dealers	1.10
5561	Recreational Vehicle Dealers	1.10
5571	Motorcycle Dealers	1.10
5599	Automotive Dealers, NEC	1.10
5611	Men's and Boys' Clothing and Accessory Stores	0.95
5621	Women's Clothing Stores	0.95
5632	Women's Accessory and Specialty Stores	0.95
5641	Children's and Infants' Wear Stores	0.95
5651	Family Clothing Stores	0.95
5661	Shoe Stores	0.95
5699	Miscellaneous Apparel and Accessory Stores	0.95
5712	Furniture Stores	0.95
5713	Floor Covering Stores	0.95
5714	Drapery, Curtain, and Upholstery Stores	0.95
5719	Miscellaneous Homefurnishings Stores	0.95
5722	Household Appliance Stores	0.95
5731	Radio, Television, and Consumer Electronics Stores	1.05
5734	Computer and Computer Software Stores	0.95
5735	Record and Prerecorded Tape Stores	0.95
5736	Musical Instrument Stores	0.95
5812	Eating and Drinking Places	1.15
5813	Drinking Places (Alcoholic Beverages)	1.15
5912	Drug Stores and Proprietary Stores	0.95
5921	Liquor Stores	1.15
5932	Used Merchandise Stores	0.90
5941	Sporting Goods Stores and Bicycle Shops	0.95
5942	Book Stores	0.95
5943	Stationery Stores	0.95
5944	Jewelry Stores	0.95
5945	Hobby, Toy, and Game Shops	0.95
5946	Camera and Photographic Supply Stores	0.95
5947	Gift, Novelty, and Souvenir Shops	0.95
5948	Luggage and Leather Goods Stores	0.95
5949	Sewing, Needlework, and Piece Goods Stores	0.95
5961	Catalog and Mail-Order Houses	0.95
5962	Automatic Merchandising Machine Operator	0.95
5963	Direct Selling Establishments	1.05
5983	Fuel Oil Dealers	1.05
5984	Liquefied Petroleum Gas (Bottled Gas) Dealers	1.05
5989	Fuel Dealers, NEC	1.05
5992	Florists	0.95

## Appendix A

SIC Codes and Industry Factors		
SIC	SIC Description	SIC Fx
5993	Tobacco Stores and Stands	0.95
5994	News Dealers and Newsstands	0.95
5995	Optical Goods Stores	0.95
5999	Miscellaneous Retail Stores, NEC	0.95
6011	Federal Reserve Banks	0.90
6019	Central Reserve Depository Institutions, NEC	0.90
6021	National Commercial Banks	0.90
6022	State Commercial Banks	0.90
6029	Commercial Banks, NEC	0.90
6035	Savings Institutions, Federally Chartered	0.90
6036	Savings institutions, Not Federally Chartered	0.90
6061	Credit Unions, Federally Chartered	0.90
6062	Credit Unions, Not Federally Chartered	0.90
6081	Branches and Agencies of Foreign Banks	0.90
6082	Foreign Trade and International Banking Institutions	0.90
6091	Nondeposit Trust Facilities	0.95
6099	Functions Related to Deposit Banking, NEC	0.90
6111	Federal and Federally-Sponsored Credit Agencies	0.90
6141	Personal Credit Institutions	0.90
6153	Short-Term Business Credit Institutions, Except Agricultural	0.90
6159	Miscellaneous Business Credit Institutions	0.90
6162	Mortgage Bankers and Loan Correspondents	0.90
6163	Loan Brokers	0.90
6211	Security Brokers, Dealers, and Flotation Companies	0.95
6221	Commodity Contracts Brokers and Dealers	0.95
6231	Security and Commodity Exchanges	0.95
6282	Investment Advice	0.95
6289	Services Allied With the Exchange of Securities or Commodities, NEC	0.95
6311	Life Insurance	0.90
6321	Accident and Health Insurance	0.90
6324	Hospital and Medical Service Plans	0.90
6331	Fire, Marine, and Casualty Insurance	0.90
6351	Surety Insurance	0.90
6361	Title Insurance	0.90
6371	Pension, Health, and Welfare Funds	0.95
6399	Insurance Carriers, NEC	0.90
6411	Insurance Agents, Brokers, and Service	1.00
6512	Operators of Nonresidential Buildings	1.15
6513	Operators of Apartment Buildings	1.10
6514	Operators of Dwellings Other Than Apartment Buildings	1.10
6515	Operators of Residential Mobile Home Sites	1.10
6517	Lessors of Railroad Property	1.10
6519	Lessors of Real Property, NEC	1.10
6531	Real Estate Agents and Managers	1.10
6541	Title Abstract Offices	1.00
6552	Land Subdividers and Developers, Except Cemeteries	1.00
6553	Cemetery Subdividers and Developers	0.95
6712	Offices of Bank Holding Companies	0.90
6719	Offices of Holding Companies, NEC	0.90
6722	Management Investment Offices, Open-End	0.90
6726	Unit Investment Trusts, Face-Amount Certificate Offices, and Closed-End Management Investment Offices	0.90
6732	Education, Religious, and Charitable Trusts	0.90
6733	Trusts, Except Educational, Religious, and Charitable	0.95
6792	Oil Royalty Traders	0.95
6794	Patent Owners and Lessors	0.90

**Appendix A**

SIC Codes and Industry Factors		
SIC	SIC Description	SIC Fx
6798	Real Estate Investment Trusts	0.90
6799	Investors, NEC	0.95
7011	Hotels and Motels	1.15
7021	Rooming and Boarding Houses	1.15
7032	Sporting and Recreational Camps	1.15
7033	Recreational Vehicle Parks and Campsites	1.15
7041	Organization Hotels and Lodging Houses, on Membership Basis	1.15
7211	Power Laundries, Family and Commercial	1.15
7212	Garment Pressing, and Agents for Laundries and Drycleaners	1.15
7213	Linen Supply	1.15
7215	Coin-Operated Laundries and Drycleaning	1.15
7216	Drycleaning Plants, Except Rug Cleaning	1.15
7217	Carpet and Upholstery Cleaning	1.10
7218	Industrial Launderers	1.15
7219	Laundry and Garment Services, NEC	1.15
7221	Photographic Studios, Portrait	0.95
7231	Beauty Shops	1.10
7241	Barber Shops	1.05
7251	Shoe Repair Shops and Shoeshine Parlors	1.00
7261	Funeral Services and Crematories	0.95
7291	Tax Return Preparation Services	0.90
7299	Miscellaneous Personal Services, NEC	1.05
7311	Advertising Agencies	1.05
7312	Outdoor Advertising Services	1.05
7313	Radio, Television, and Publishers' Advertising Representatives	1.05
7319	Advertising, NEC	1.05
7322	Adjustment and Collection Services	0.95
7323	Credit Reporting Services	0.95
7331	Direct Mail Advertising Services	1.00
7334	Photocopying and Duplicating Services	0.95
7335	Commercial Photography	0.95
7336	Commercial Art and Graphic Design	0.95
7338	Secretarial and Court Reporting Services	0.95
7342	Disinfecting and Pest Control Services	1.15
7349	Building Cleaning and Maintenance Services, NEC	1.10
7352	Medical Equipment Rental and Leasing	0.95
7353	Heavy Construction Equipment Rental and Leasing	1.00
7359	Equipment Rental and Leasing, NEC	0.95
7361	Employment Agencies	0.95
7363	Help Supply Services	0.95
7371	Computer Programming Services	0.90
7372	Prepackaged Software	0.90
7373	Computer Integrated Systems Design	0.90
7374	Computer Processing and Data Preparation and Processing Services	0.95
7375	Information Retrieval Services	0.95
7376	Computer Facilities Management Services	0.90
7377	Computer Rental and Leasing	0.95
7378	Computer Maintenance and Repair	1.00
7379	Computer Related Services, NEC	0.90
7381	Detective, Guard, and Armored Car Services	1.00
7382	Security Systems Services	1.00
7383	News Syndicates	1.05
7384	Photofinishing Laboratories	0.95
7389	Business Services, NEC	0.95
7513	Truck Rental and Leasing, Without Drivers	1.10

## Appendix A

SIC Codes and Industry Factors		
SIC	SIC Description	SIC Fx
7514	Passenger Car Rental	1.10
7515	Passenger Car Leasing	1.10
7519	Utility Trailer and Recreational Vehicle Rental	1.10
7521	Automobile Parking	1.10
7532	Top, Body, and Upholstery Repair Shops and Paint Shops	1.10
7533	Automotive Exhaust System Repair Shops	1.10
7534	Tire Retreading and Repair Shops	1.05
7536	Automotive Glass Replacement Shops	1.10
7537	Automotive Transmission Repair Shops	1.10
7538	General Automotive Repair Shops	1.10
7539	Automotive Repair Shops, NEC	1.10
7542	Carwashes	1.10
7549	Automotive Services, Except Repair and Carwashes	1.10
7622	Radio and Television Repair Shops	1.00
7623	Refrigeration and Air-Conditioning Services and Repair Shops	1.00
7629	Electrical and Electronic Repair Shops, NEC	1.00
7631	Watch, Clock, and Jewelry Repair	1.00
7641	Reupholstery and Furniture Repair	1.00
7692	Welding Repair	1.00
7694	Armature Rewinding Shops	0.95
7699	Repair Shops and Related Services, NEC	1.00
7812	Motion Picture and Video Tape Production	0.95
7819	Services Allied to Motion Picture Production	0.95
7822	Motion Picture and Video Tape Distribution	0.95
7829	Services Allied to Motion Picture Distribution	0.95
7832	Motion Picture Theaters, Except Drive-In	0.95
7833	Drive-In Motion Picture Theaters	0.95
7841	Video Tape Rental	0.95
7911	Dance Studios, Schools, and Halls	1.05
7922	Theatrical Producers (Except Motion Picture) and Miscellaneous Theatrical Services	1.10
7929	Bands, Orchestras, Actors, and Other Entertainers and Entertainment Groups	1.15
7933	Bowling Centers	1.15
7941	Professional Sports Clubs and Promoters	1.15
7948	Racing, Including Track Operations	1.15
7991	Physical Fitness Facilities	1.15
7992	Public Golf Courses	1.15
7993	Coin-Operated Amusement Devices	1.15
7996	Amusement Parks	1.15
7997	Membership Sports and Recreation Clubs	1.15
7999	Amusement and Recreation Services, NEC	1.10
8011	Offices and Clinics of Doctors of Medicine	1.15
8021	Offices and Clinics of Dentists	1.15
8031	Offices and Clinics of Doctors of Osteopathy	1.15
8041	Offices and Clinics of Chiropractors	1.15
8042	Offices and Clinics of Optometrists	1.15
8043	Offices and Clinics of Podiatrists	1.15
8049	Offices and Clinics of Health Practitioners, NEC	1.15
8051	Skilled Nursing Care Facilities	1.15
8052	Intermediate Care Facilities	1.15
8059	Nursing and Personal Care Facilities, NEC	1.15
8062	General Medical and Surgical Hospitals	1.15
8063	Psychiatric Hospitals	1.15
8069	Specialty Hospitals, Except Psychiatric	1.15
8071	Medical Laboratories	1.05
8072	Dental Laboratories	1.00

**Appendix A**

<b>SIC Codes and Industry Factors</b>		
<b>SIC</b>	<b>SIC Description</b>	<b>SIC Fx</b>
8082	Home Health Care Services	1.15
8092	Kidney Dialysis Centers	1.15
8093	Specialty Outpatient Facilities, NEC	1.15
8099	Health and Allied Services, NEC	1.05
8111	Legal Services	0.95
8211	Elementary and Secondary Schools	1.05
8221	Colleges, Universities, and Professional Schools	1.05
8222	Junior Colleges and Technical Institutes	1.05
8231	Libraries	0.90
8243	Data Processing Schools	0.95
8244	Business and Secretarial Schools	0.95
8249	Vocational Schools, NEC	0.95
8299	Schools and Educational Services, NEC	0.95
8322	Individual and Family Social Services	1.00
8331	Job Training and Vocational Rehabilitation Services	1.00
8351	Child Day Care Services	1.00
8361	Residential Care	1.15
8399	Social Services, NEC	1.00
8412	Museums and Art Galleries	1.05
8422	Arboreta and Botanical or Zoological Gardens	1.05
8611	Business Associations	1.15
8621	Professional Membership Organizations	1.15
8631	Labor Unions and Similar Labor Organizations	1.15
8641	Civic, Social, and Fraternal Associations	1.15
8651	Political Organizations	1.15
8661	Religious Organizations	1.15
8699	Membership Organizations, NEC	1.10
8711	Engineering Services	0.90
8712	Architectural Services	0.90
8713	Surveying Services	0.90
8721	Accounting, Auditing, and Bookkeeping Services	0.90
8731	Commercial Physical and Biological Research	0.95
8732	Commercial Economic, Sociological, and Educational Research	0.95
8733	Noncommercial Research Organizations	0.95
8734	Testing Laboratories	0.90
8741	Management Services	0.95
8742	Management Consulting Services	0.90
8743	Public Relations Services	1.05
8744	Facilities Support Management Services	0.95
8748	Business Consulting Services, NEC	0.90
8811	Private Households	1.15
8999	Services, NEC	0.95
9111	Executive Offices	1.15
9121	Legislative Bodies	1.15
9131	Executive and Legislative Offices, Combined	1.15
9199	General Government, NEC	1.15
9211	Courts	1.15
9221	Police Protection	1.15
9222	Legal Counsel and Prosecution	1.15
9223	Correctional Institutions	1.15
9224	Fire Protection	1.15
9229	Public Order and Safety, NEC	1.15
9311	Public Finance, Taxation, and Monetary Policy	1.15
9411	Administration of Educational Programs	1.15
9431	Administration of Public Health Programs	1.15



**Appendix A**

<b>SIC Codes and Industry Factors</b>		
<b>SIC</b>	<b>SIC Description</b>	<b>SIC Fx</b>
9441	Administration of Social, Human Resource and Income Maintenance Programs	1.15
9451	Administration of Veterans' Affairs, Except Health Insurance	1.15
9511	Air and Water Resource and Solid Waste Management	1.15
9512	Land, Mineral, Wildlife, and Forest Conservation	1.15
9531	Administration of Housing Programs	1.15
9532	Administration of Urban Planning and Community and Rural Development	1.15
9611	Administration of General Economic Programs	1.15
9621	Regulation and Administration of Transportation Programs	1.10
9631	Regulation and Administration of Communications, Electric, Gas, and Other Utilities	1.15
9641	Regulation of Agricultural Marketing and Commodities	1.15
9651	Regulation, Licensing, and Inspection of Miscellaneous Commercial Sectors	1.15
9661	Space Research and Technology	1.15
9711	National Security	1.15
9721	International Affairs	1.15

Appendix B

Demographic Adjustment Factors									
Male									
TIER	2T	3T	4T	3T	4T	4T	2T	3T	4T
Age	S	S	S	D	D	PC	F	F	F
0 - 24	0.320	0.320	0.320	1.184	1.267	1.118	1.631	2.379	2.496
25 - 29	0.382	0.382	0.382	1.276	1.406	1.166	1.940	2.478	2.609
30 - 34	0.467	0.467	0.467	1.337	1.542	1.230	2.214	2.540	2.675
35 - 39	0.575	0.575	0.575	1.396	1.659	1.341	2.316	2.529	2.661
40 - 44	0.712	0.712	0.712	1.580	1.872	1.443	2.415	2.602	2.724
45 - 49	0.908	0.908	0.908	1.954	2.202	1.626	2.642	2.879	2.994
50 - 54	1.244	1.244	1.244	2.544	2.702	1.932	2.998	3.326	3.428
55 - 59	1.595	1.595	1.595	3.158	3.242	2.239	3.378	3.790	3.875
60 - 64	2.096	2.096	2.096	3.937	3.980	2.733	4.004	4.348	4.406
65 - 199	2.914	2.914	2.914	5.149	5.166	3.597	5.159	5.288	5.475

Female									
TIER	2T	3T	4T	3T	4T	4T	2T	3T	4T
Age	S	S	S	D	D	PC	F	F	F
0 - 24	0.641	0.641	0.641	1.321	1.003	1.640	1.548	2.116	2.110
25 - 29	0.873	0.873	0.873	1.468	1.299	1.767	1.854	2.311	2.413
30 - 34	1.013	1.013	1.013	1.597	1.537	1.866	2.155	2.454	2.590
35 - 39	1.033	1.033	1.033	1.624	1.729	1.835	2.235	2.461	2.625
40 - 44	1.085	1.085	1.085	1.730	2.004	1.810	2.337	2.582	2.768
45 - 49	1.244	1.244	1.244	2.116	2.458	1.928	2.626	2.944	3.149
50 - 54	1.464	1.464	1.464	2.688	2.975	2.109	2.998	3.389	3.598
55 - 59	1.700	1.700	1.700	3.337	3.538	2.296	3.476	3.927	4.118
60 - 64	2.028	2.028	2.028	4.127	4.257	2.601	4.157	4.491	4.729
65 - 199	2.464	2.464	2.464	5.156	5.236	3.151	5.155	5.153	6.063

Average Contract Size									
Male									
TIER	2T	3T	4T	3T	4T	4T	2T	3T	4T
Age	S	S	S	D	D	PC	F	F	F
0 - 24	1.000	1.000	1.000	2.000	2.000	2.143	2.521	3.389	3.438
25 - 29	1.000	1.000	1.000	2.000	2.000	2.415	2.944	3.704	3.758
30 - 34	1.000	1.000	1.000	2.000	2.000	2.656	3.456	3.996	4.071
35 - 39	1.000	1.000	1.000	2.000	2.000	2.851	3.779	4.183	4.280
40 - 44	1.000	1.000	1.000	2.000	2.000	2.840	3.793	4.200	4.297
45 - 49	1.000	1.000	1.000	2.000	2.000	2.743	3.544	4.072	4.151
50 - 54	1.000	1.000	1.000	2.000	2.000	2.580	3.060	3.825	3.873
55 - 59	1.000	1.000	1.000	2.000	2.000	2.417	2.548	3.583	3.607
60 - 64	1.000	1.000	1.000	2.000	2.000	2.375	2.233	3.462	3.460
65 - 199	1.000	1.000	1.000	2.000	2.000	2.500	2.114	3.444	3.500

Female									
TIER	2T	3T	4T	3T	4T	4T	2T	3T	4T
Age	S	S	S	D	D	PC	F	F	F
0 - 24	1.000	1.000	1.000	2.000	2.000	2.227	2.405	3.417	3.500
25 - 29	1.000	1.000	1.000	2.000	2.000	2.415	2.726	3.583	3.706
30 - 34	1.000	1.000	1.000	2.000	2.000	2.674	3.178	3.819	3.972
35 - 39	1.000	1.000	1.000	2.000	2.000	2.816	3.425	3.948	4.147
40 - 44	1.000	1.000	1.000	2.000	2.000	2.750	3.355	3.907	4.084
45 - 49	1.000	1.000	1.000	2.000	2.000	2.602	3.091	3.773	3.904
50 - 54	1.000	1.000	1.000	2.000	2.000	2.433	2.698	3.565	3.638
55 - 59	1.000	1.000	1.000	2.000	2.000	2.259	2.316	3.341	3.368
60 - 64	1.000	1.000	1.000	2.000	2.000	2.143	2.093	3.143	3.167
65 - 199	1.000	1.000	1.000	2.000	2.000	2.500	2.129	3.333	3.500

The demographic factor input into Exhibit A of the Experience Rating Formula is determined by dividing the average subscriber demographic factor by the weighted average number of members per contract (using the demographic factors and average contract size from the tables above).

Medicare Primary Adjustment Factor:  $0.6 * \text{Demographic Adjustment Factor in Table Above}$

**Appendix C**

<b>HRA/HSA Deductible Funding Adjustment Factors</b>				
<b>Single Deductible</b>	<b>51%-75% Funding</b>		<b>76%-100% Funding</b>	
	<b>HRA</b>	<b>HSA</b>	<b>HRA</b>	<b>HSA</b>
\$1,000	1.20%	0.60%	2.40%	1.20%
\$1,250	1.30%	0.70%	2.60%	1.40%
\$1,500	1.30%	0.80%	2.70%	1.60%
\$1,750	1.40%	0.90%	2.80%	1.80%
\$2,000	1.50%	1.00%	2.90%	2.00%
\$2,250	1.90%	1.10%	3.70%	2.20%
\$2,500	2.30%	1.20%	4.50%	2.40%
\$2,750	2.70%	1.30%	5.30%	2.70%
\$3,000	3.10%	1.50%	6.10%	2.90%
\$3,250	3.10%	1.40%	6.10%	2.80%
\$3,500	3.10%	1.30%	6.10%	2.70%
\$3,750	3.10%	1.30%	6.10%	2.60%
\$4,000	3.10%	1.20%	6.10%	2.40%
\$4,250	2.90%	1.20%	5.90%	2.30%
\$4,500	2.80%	1.10%	5.70%	2.20%
\$4,750	2.70%	1.00%	5.40%	2.10%
\$5,000	2.60%	1.00%	5.20%	2.00%



**MVP Health Care, Inc.**  
AR44 Experience Rating Formula  
HMO Products  
For Large Employer Groups  
(100+ Employees as defined by regulation)  
Effective 01/01/19

## **INTRODUCTION**

MVP Health Plan, Inc. (“MVP”) markets Experience Rated HMO products to large employer groups as defined per Vermont regulation. Prospective experience rating and Retrospective experience rating methods are offered. In addition, a Minimum Premium Funding arrangement is available via a rider.

MVP’s large group rating formula has three parts. Part 1 develops a group specific manual pure premium. Part 2 develops a pure premium based on the group’s actual claims experience. Part 3 blends the two using credibility factors and then develops the group’s premium rates. The attached Exhibits A through C illustrate the calculation from start to finish and this document provides a description of each component. The actual factors used in the calculation are contained in a separate Experience Rating Addendum filing.

The addendum filing and the factors contained within will be reviewed and adjusted annually or as necessary. Whenever possible, the rating factors will be developed using MVP historical experience and will be normalized to MVP’s population.

## **II: MANUAL PURE PREMIUM (part 1)**

Part 1 of the formula is the calculation of the group specific Manual Pure Premium (the Adjusted Manual Pure Premium).

1. ***Manual Pure Premium*** – The Manual Pure Premium rate table can be found in the Experience Rating Addendum. These rates reflect the expected claim cost for the book of business for each benefit offering for the rating period.
2. ***Industry Factor*** – A factor to adjust for the group’s specific industry. The industry factor table can be found in the Experience Rating Addendum.
3. ***Demographic Factor*** – A factor to adjust for the group’s specific demographic makeup. The demographic tables can be found in the Experience Rating Addendum.
4. ***Manual Group Risk Assessment Factor*** - Rating factors to reflect specific characteristics of the group. See the Experience Rating Addendum for more information.
5. ***HRA/HSA Funding Load Factor*** – The additional risk charge applies when a group funds a plan deductible. The charge is intended to account for the anticipated increase in utilization of services due to the resulting ‘first dollar’ coverage provided. See the Experience Rating Addendum for the applicable factors.

6. **Adjusted Manual Pure Premium** - The product of 1 through 5 above. This is the starting basis for the non-credible portion of the group's premium calculation.

### **III:EXPERIENCE PURE PREMIUM (part 2)**

For existing MVP groups, historical paid claim experience will be used. The underwriter will typically use the most recent 12 months of data with 2 months run-off. There may be instances where more or less data is available. It will be reviewed to determine appropriateness and credibility.

For groups new to MVP, historical paid claim information will be used if it is determined to be credible and appropriate. The data will be adjusted whenever possible to reflect differences in products and benefits being quoted and for differences in provider contracting and medical management. Any adjustments to the data will be documented in the group's rating file. If MVP is not satisfied with the historical paid claim data received, the Adjusted Manual Pure Premium will be used for the first policy year.

#### **PRIMARY INPUTS**

- Experience Period Start Date – The first date of the experience data, based on date of service.
- Experience Period End Date – The last date of the experience data, based on the date of service.
- Paid Through Date – The date the claims in the experience period are paid through. This is used to determine the appropriate IBNR completion factor to adjust claims.
- Midpoint of the Experience Period – Middle date of the period start date and the period end date

**Product Reflected in the experience** – The product previously offered and reflected in the experience. For MVP renewal groups, the benefits are known in detail. For new groups, MVP may have limited benefit detail. When applicable, adjustments to claim information will be determined based on this information.

**Product in the rate quote** – The product and benefits being quoted. All products quoted will have rates on file with the State of Vermont.

**Member Months** – The member months for the experience period.

**Out-of-Area Subscribers** – The number of subscribers who are living outside of the MVP service areas.

## CLAIM INFORMATION

1. ***Date of Service Paid Claims*** – The total claims paid for claims incurred in the experience period prior to adjusting for large claims and incurred but not reported claims.
2. ***Composite Completion Factor Adjustment*** – The factor used to complete paid claims. The completion factor depends on the length of the experience period and the number of months paid after the end of the experience period (or “claims runoff”). Factors are often applied during the data reporting and may also be included in #1 in an actual group calculation.
3. ***Incurred Claims*** - The projected total incurred claim cost for the group, adjusted for unpaid claims.
4. ***Other non Fee for Service medical expenses*** – The medical expenses associated with items like Capitation arrangements, Wellness Reward programs and Provider Incentive programs.
5. ***Pooling Level*** – The pooling level (attachment point) for the group. (See Experience Rating Addendum for details). Medical and Pharmacy claims will be included in the pooling calculation.
6. ***Actual Large Claims (excess over pooling level)*** – The claim amount in excess of the attachment point for all applicable claims in the experience period.
7. ***Pharmacy Rebate Factor*** – A factor to reflect pharmacy rebates received from MVP’s Pharmacy Benefit Manager. This represents an average percentage adjustment for MVP’s Rx community pool and is only applied to Rx costs. See Experience Rating Addendum for details.
8. ***Incurred Claims less Large Claims*** – The total Incurred Claims less the Large Claims.
9. ***Trend factor to midpoint of Projection Period*** – The trend rate based on the start and end date of the experience period and the renewal rating period. See the Experience Rating Addendum for trend factors.
10. ***Trended Net Claims*** – The Incurred Claims less Large Claims multiplied by the trend factor.
11. ***Trended PMPM Net Claims*** – The Trended Net Claims divided by the member month exposure for the experience period.

## EXPERIENCE ADJUSTMENTS

- 12. Demographic Factor (Carrier Replacement Only)** – In the event MVP is requested to provide an experience rate for the entire group, a demographic adjustment may be warranted. If MVP is offered on a slice basis and the quote is for full carrier replacement, MVP may adjust their own experience to reflect the demographics of the entire group. If claims experience is obtained for the rest of the group then that will be used instead. See the Experience Rating Addendum for the demographic factors.
- 13. Prior Period Adjustment Factor** – In most cases, the underwriter will be looking at the most recent 12 months of a group's experience with 2 months of runoff. However, there may be instances where the underwriter will look at another claim period for the group and combine it with the most recent experience period. An example of this may be if a group had an unusually high number of large claims in the current period, the underwriter could look at the prior period to evaluate the large claim history. In the event the prior period history is very different, the underwriter could dampen the impact of the extraordinary large claims by blending the two periods together.

The calculation of this adjustment factor is shown in the attached Exhibit B. The calculation of the Adjusted PMPM Net Claim amount is done in the same manner as in Exhibit A for the current experience period (Period 1) and is repeated for the prior experience period as well (Period 2). A weighted average of the two is then computed based on Period Weights assumed by the underwriter. The average PMPM is divided by the Period 1 PMPM to derive the Period Period Adjustment Factor.

**The Period weight** is the amount of weight given to each period. See the Experience Rating Addendum for details.

- 14. Network Adjustment Factor** – An adjustment to reflect differences in network providers, contractual provider reimbursement rates, gatekeeper vs. no gatekeeper, and referral vs. open access between the experience period data and the product being quoted. The calculation of any adjustment to the paid claims will be documented in the group file. See Experience Rating Addendum for details.
- 15. Benefit Adjustment** – An adjustment to reflect material differences between the benefits inherent in the groups historical paid claim experience and the benefits being proposed in the quote. The factor will be calculated and applied separately to the Medical vs. the Prescription Drug claims. The calculation of any adjustment to the paid claims will be documented in the group file. See Experience Rating Addendum for details.



16. ***Pooling Charge %*** - The load applicable to the pooling level selected. See Experience Rating Addendum for details.
17. ***Adjusted PMPM Net Claims*** – The net incurred claims after applying the experience adjustments.
18. ***Covered Lives Assessment (CLA)*** – The amount paid for the Covered Lives Assessment. See the Experience Rating Addendum for detail.
19. ***Indigent Care*** – The amount paid to the State Public Goods Pool. This does not apply to Rx claims. See Experience Rating Addendum for detail.
20. ***Experience Pure Premium*** – Equal to the Adjusted PMPM Net Claims multiplied by the Prior Period Adjustment Factor, if applicable plus the PMPM CLA and Indigent Care expenses.

#### **IV: EMPLOYER SPECIFIC PREMIUM RATES (part 3)**

The results of Sections II and III above are blended together using credibility factors to determine the blended pure premium. Final adjustments, explained below, are then applied to arrive at the premium for the group. The premiums for the group's specific tier structure being quoted are then derived from this.

##### **BLENDING OF EXPERIENCE PURE PREMIUM AND ADJUSTED MANUAL PURE PREMIUM**

1. ***Adjusted Manual Pure Premium*** –Section II, line 6
2. ***Experience Pure Premium*** –Section III, line 20
3. ***Experience Credibility Weight*** – The weight assigned to the Experience Pure Premium based on the member months from the experience period. See the Experience Rate Addendum for the applicable credibility table.
4. ***Blended Pure Premium*** – The weighted average of the Adjusted Manual Pure Premium and the Experience Pure Premium based on the credibility assigned to the group.
5. ***Group Risk Assessment Factor*** – Rating factors to reflect specific characteristics of the group. See the Experience Rating Addendum.
6. ***New Business Discount Factor*** – See the Experience Rate Addendum for details.
7. ***Retrospective Financial Underwriting Factor*** – The additional risk charge applied when the group is using retrospective experience rating. See the Experience Rating Addendum for the applicable factors.

8. **Network Access Fee** – In the event the group has members who live outside of MVP’s service area, MVP’s rental network assesses an out-of-network access fee. The access fee is charged per OOA subscriber and then translated into a PMPM fee based on the group’s total membership. See the Experience Rating Addendum for the network access fee.
9. **Retention Excluding Premium Tax** – The expense loads added to pure premium to cover general administrative fees, bad debt, risk charges, broker fees, net reinsurance, etc. See Experience Rating Addendum for details.
10. **Premium Tax** – The amount of premium tax. It is a percentage of premium and shown as a PMPM value. See Experience Rating Addendum for details.
11. **Group Required Pure Premium** –  $(4 \times 5 \times 6 \times 7) + 8 + 9 + 10$

#### PREMIUM RATE DEVELOPMENT

**12. Employer Specific Loading Factor** – Converts the Group Specific Pure Premium to Single, Double, Parent/Child(ren), and Family premiums. A group can choose a two-tier, three-tier, or four-tier billing structure. A group specific Step-Up Factor is calculated using the group census and the group’s desired load ratios.

If MVP doesn’t have credible census information for the group the premium conversion factors from an MVP community rate filing will be used.

13. **Final Premium Rates** – 11 x 12. When more than one plan is offered to an employer, the rates for each plan are developed in a consistent manner as described here. In the case where the employer’s own claim’s experience is being used to develop the premium rates, the actual claims are allocated back to the individual products based on the expected cost of each benefit plan.

**Renewal Rate Cap Guarantee** – A maximum renewal increase (cap) may be offered to select employer groups at point of sale for a new group or upon renewal for an existing group. If a cap is offered, the group’s next renewal premium derived via this formula will be constrained by the maximum agreed upon renewal increase. A cap will be considered only for groups with a minimum of 100 enrolled subscribers and where MVP is the only carrier offering health insurance to the group. The group must have 2 years of claim history available for review in the rate setting, regardless of whether it is a new or existing case and there are no ongoing large claimants. Groups that meet these selection criteria will be considered on a case by case basis for the cap offer. Not every group that meets these criteria will be offered a renewal increase cap. The maximum renewal increase offered will be at least equal to the projected trend rate used in the rate setting plus some margin. The amount of the margin will depend on the risk characteristics of the group.

## **V: RETROSPECTIVE EXPERIENCE RATE ACCOUNTING**

MVP offers two options for Retrospective Accounting:

- 1) Underwriting gains and losses are shared with the group
- 2) Only underwriting gains are shared with the group

All retrospectively rated groups will pay a risk charge above the standard retention expenses associated with prospectively rated groups. This risk charge is outlined in the Experience Rating Addendum filed under separate cover and updated annually.

The Underwriting gain or loss for each retrospectively rated large group is determined annually using the prior policy years' incurred claim expense and 3 months of paid claim run out plus an additional amount for assumed IBNR claims.

To determine if the group is in a gain or loss position the actual premium collected over the policy year is compared to the actual incurred claims (including an estimate for IBNR) plus the PMPM fee for service medical claim expenses and non claim expenses from the group's premium rate development for that policy year. The actual incurred claims used will be net of any individual member claims over the pooling point purchased by the group for that policy year.

The group is in a gain position if the actual premium collected is greater than the sum of the estimated total incurred claims, the non fee for service medical expenses and the non claim expenses. If not, the group is in a loss position. Underwriting gains, or a portion of, are returned to the group. Underwriting losses, depending on the group contract, will either be the groups or MVP's responsibility.

## **VII: MINIMUM PREMIUM FUNDING ARRANGEMENT**

An employer group can use Minimum Premium Funding by attaching a Minimum Premium Funding Arrangement (MPFA) rider to the group contract. MVP will utilize the large group formula to establish the Claims Liability Rate and other items in the MPFA rider. Exhibit A, attached, Section V. shows the calculations necessary to complete the MPFA rider.

1. ***Final Premium Rates*** – The final rates as determined using the MVP Large Group formula.
2. ***Retention Rate*** – The amount of retention included in the Final Premium Rates. The group is billed separately for retention charges.
3. ***Claims Liability Rate (CLR)*** – Line 1 minus Line 2, or the premium rates without retention.

4. **Claims Fluctuation Margin** - Addendum value. Also sometimes referred to as the Minimum Premium “Risk Corridor”, the amount of risk over the claims projection to be absorbed by the employer group. The amount of risk assumption will vary by group size and risk characteristics of the group.
5. **Maximum Monthly Premium Liability (MPL)** – Line 3 x Line 4 x the number of subscribers in each premium tier for the month. The MPL will be used to determine any monthly gain or loss by comparing against actual claims in the month. Over the contract period, the cumulative gain or loss is determined by comparing the cumulative MPT to the cumulative actual claims paid. Settlements of gains and losses will be described in the MPFA rider language.

## **VIII: COLLECTIVE ARRANGEMENTS**

MVP will allow groups from similar industries to form a collective arrangement which will be bound by the bylaws of the trust agreement in which they enter. All of the groups within the collective will have at least 100 employees and meet Vermont’s large group size definition if they were rated separately. Rates for the collective will be calculated as follows:

**Step I)** Each group within the collective will be rated separately using the experience rating formula outlined above assuming 100% credibility with a low pooling level and no pooling charges will be applied.

**Step II)** The total collective group rate will be determined using MVP’s experience rating formula outlined above. The pooling level used in this step will be greater than the pooling level(s) used in step I. MVP’s filed pooling charges and credibility will be applied.

**Step III)** The difference between the calculated premium in step I and step II will be determined on a PMPM basis and added back to the individual group rates determined in step I.

Please see Exhibit C of the attached formula for an illustrative example of this calculation.

## **IX: EARLY QUOTING CLAUSE**

Large Employers often require firm rate proposals 7-9 months in advance of the renewal effective date due to the effort required to coordinate renewals from multiple carriers and prepare open enrollment materials for their employees. It is usually the case that MVP does not yet have the next calendar year addendum values finalized and ready to quote and file this far in advance.

Upon request, for accounts with at least 2,000 total employees, MVP will develop the group's premium rates based on the current formula and addendum values. Once MVP finalizes the next calendar year addendum factors and formula, all rates calculated thereafter will be based on the updated formula and addendum.

## **CERTIFICATION**

I believe the rating formula described herein is consistent with industry norms, follows sound actuarial and underwriting principals and the rating factors used and documented in the Experience Rating Addendum are reasonable relative to MVP's book of business and industry norms.

I have reviewed the provisions of Vermont Insurance Law. It is my opinion that this rating formula complies with the requirements of those provisions.



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Eric Bachner, ASA  
Leader, Actuarial, Commercial/Government Programs

August 3, 2018  
Date

Large Group

Adjustment Factors by Deductible Level

Percent of Total Member Months

Deductible Level	Factors											
	1	2	3	4	5	6	7	8	9	10	11	12
\$0	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
\$500	0.61	0.90	0.97	1.01	1.03	1.05	1.06	1.07	1.07	1.08	1.08	1.09
\$1,000	0.48	0.82	0.94	1.00	1.03	1.06	1.08	1.10	1.11	1.12	1.13	1.13
\$1,500	0.41	0.77	0.91	0.98	1.03	1.07	1.10	1.12	1.14	1.15	1.16	1.17
\$2,000	0.37	0.72	0.88	0.97	1.03	1.07	1.11	1.13	1.15	1.17	1.19	1.20
\$2,500	0.34	0.68	0.85	0.96	1.03	1.08	1.12	1.15	1.17	1.19	1.21	1.23
\$2,700	0.32	0.67	0.84	0.96	1.03	1.08	1.12	1.15	1.18	1.20	1.22	1.24
\$2,800	0.32	0.66	0.84	0.95	1.03	1.08	1.12	1.15	1.18	1.20	1.22	1.24
\$3,000	0.31	0.65	0.83	0.95	1.03	1.08	1.12	1.16	1.19	1.21	1.23	1.25
\$4,000	0.27	0.61	0.79	0.92	1.01	1.08	1.14	1.18	1.21	1.24	1.27	1.29
\$5,000	0.24	0.58	0.76	0.89	1.00	1.08	1.14	1.19	1.23	1.27	1.30	1.32
\$6,650	0.20	0.54	0.73	0.86	0.98	1.06	1.14	1.21	1.26	1.30	1.34	1.37
\$6,750	0.20	0.54	0.73	0.86	0.97	1.06	1.14	1.21	1.26	1.30	1.34	1.38

Deductible Level	Coverage Month											
	1	2	3	4	5	6	7	8	9	10	11	12
\$0	0.27%	0.25%	0.27%	0.27%	0.28%	0.28%	0.27%	0.27%	0.28%	0.28%	0.28%	0.27%
\$500	1.73%	1.71%	1.70%	1.68%	1.72%	1.69%	1.67%	1.68%	1.69%	1.70%	1.70%	1.76%
\$1,000	0.42%	0.43%	0.45%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.42%
\$1,500	0.50%	0.50%	0.76%	0.75%	0.79%	0.78%	0.79%	0.78%	0.81%	0.82%	0.81%	0.83%
\$2,000	0.12%	0.12%	0.16%	0.18%	0.18%	0.18%	0.19%	0.19%	0.85%	0.85%	0.85%	0.85%
\$2,500	1.16%	1.16%	0.79%	0.79%	0.82%	0.82%	0.81%	0.79%	0.78%	0.75%	0.75%	0.71%
\$2,700	0.00%	0.00%	0.46%	0.45%	0.45%	0.47%	0.44%	0.42%	0.40%	0.39%	0.39%	0.40%
\$2,800	0.43%	0.44%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$3,000	0.00%	0.00%	0.54%	0.52%	0.54%	0.53%	0.54%	0.54%	0.54%	0.55%	0.54%	0.53%
\$4,000	1.92%	1.88%	1.87%	1.89%	1.87%	1.99%	1.96%	1.94%	0.59%	0.56%	0.57%	0.52%
\$5,000	0.23%	0.23%	0.22%	0.22%	0.21%	0.20%	0.20%	0.21%	0.21%	0.22%	0.21%	0.22%
\$6,650	0.00%	0.00%	1.27%	1.27%	1.27%	1.24%	1.23%	1.19%	1.17%	1.21%	1.20%	1.23%
\$6,750	2.29%	2.31%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%

Avg Policy Duration Factor 0.981  
 Inverse of Factor 1.019

Large Group Historical Medical & Rx Claims Summary - Total

Rolling 12 End Date	Medical + Rx Claim Expense > \$100k PMPM	Medical Claim Expense PMPM	Rx Claim Expense PMPM	Medical Allowed -		Member Months	Claims > \$100k as % of Claims < \$100k	Rolling 12 Medical Claim Expense Trend	Rolling 12 Rx Claim Expense Trend	Rolling 12 Paid Trend		Rolling 12 Medical Allowed - COB Trend	Rolling 12 Rx Allowed Trend	Rolling 12 Membership Change	Paid To Allowed Ratio
				COB PMPM	Rx Allowed PMPM					Removing High Cost Claims	Rolling 12 Medical Allowed - COB Trend				
201802	\$81.21	\$392.83	\$54.11	\$467.70	\$64.61	25,463	22.2%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	84.0%
201803	\$85.84	\$397.05	\$56.73	\$471.57	\$66.89	25,365	23.3%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	84.3%
201804	\$92.95	\$408.67	\$57.78	\$482.89	\$67.67	25,252	24.9%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	84.7%
201805	\$90.09	\$398.36	\$58.31	\$472.81	\$67.83	25,429	24.6%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	84.5%
201806	\$89.87	\$397.71	\$57.09	\$472.04	\$66.43	25,627	24.6%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	84.5%
201807	\$90.58	\$406.81	\$56.96	\$483.67	\$65.87	25,768	24.3%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	84.4%
201808	\$85.10	\$399.40	\$58.27	\$476.39	\$66.95	25,887	22.8%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	84.2%
201809	\$82.50	\$393.24	\$56.35	\$469.92	\$64.80	26,002	22.5%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	84.1%
201810	\$86.57	\$411.55	\$56.91	\$489.78	\$65.39	26,258	22.7%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	84.4%
201811	\$94.54	\$419.39	\$58.45	\$496.84	\$66.99	26,518	24.7%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	84.7%
201812	\$97.29	\$429.56	\$58.58	\$508.75	\$67.17	26,740	24.9%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	84.8%
201901	\$94.98	\$427.12	\$59.69	\$507.69	\$68.42	26,252	24.2%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	84.5%
201902	\$90.40	\$429.27	\$61.65	\$510.64	\$70.76	25,761	22.6%	9.3%	13.9%	9.5%	9.2%	9.5%	1.2%	84.4%	
201903	\$78.94	\$419.33	\$60.17	\$501.75	\$69.60	25,401	19.7%	5.6%	6.1%	8.9%	6.4%	4.0%	0.1%	83.9%	
201904	\$72.32	\$414.15	\$58.84	\$497.47	\$68.41	25,035	18.1%	1.3%	1.8%	7.3%	3.0%	1.1%	-0.9%	83.6%	
201905	\$70.98	\$415.59	\$58.54	\$498.72	\$68.25	24,680	17.6%	4.3%	0.4%	10.0%	5.5%	0.6%	-2.9%	83.6%	
201906	\$67.63	\$412.14	\$58.20	\$494.75	\$67.85	24,289	16.8%	3.6%	1.9%	10.4%	4.8%	2.1%	-5.2%	83.6%	
201907	\$62.22	\$406.29	\$59.19	\$489.31	\$68.93	24,070	15.4%	-0.1%	3.9%	8.1%	1.2%	4.6%	-6.6%	83.4%	
201908	\$62.30	\$406.67	\$58.97	\$489.65	\$68.87	23,840	15.4%	1.8%	1.2%	8.3%	2.8%	2.9%	-7.9%	83.4%	
201909	\$60.55	\$408.90	\$60.52	\$493.16	\$70.45	23,603	14.8%	4.0%	7.4%	11.4%	4.9%	8.7%	-9.2%	83.3%	
201910	\$51.46	\$383.33	\$60.78	\$468.61	\$70.54	23,209	13.1%	-6.9%	6.8%	2.8%	-4.3%	7.9%	-11.6%	82.4%	
201911	\$46.31	\$352.59	\$59.59	\$439.39	\$69.00	22,791	12.7%	-15.9%	1.9%	-4.5%	-11.6%	3.0%	-14.1%	81.1%	
201912	\$39.54	\$337.80	\$62.54	\$423.94	\$71.93	22,405	11.0%	-21.4%	6.8%	-7.7%	-16.7%	7.1%	-16.2%	80.7%	
202001	\$33.55	\$338.86	\$64.12	\$426.36	\$73.64	22,680	9.1%	-20.7%	7.4%	-5.7%	-16.0%	7.6%	-13.6%	80.6%	
202002	\$30.25	\$331.52	\$66.54	\$419.92	\$76.09	22,939	8.2%	-22.8%	7.9%	-8.2%	-17.8%	7.5%	-11.0%	80.3%	

**Summary of Historical Rx Claims Broken Out by Rx Category - Total**

Size	Product Type	End Date YYYYMM	Rx Category	Allowed	Member Months	Allowed PMPM	Allowed Trend
Large	ALL	201802	1 Generic	\$386,514	25,463	\$15.18	N/A
Large	ALL	201803	1 Generic	\$379,323	25,365	\$14.95	N/A
Large	ALL	201804	1 Generic	\$375,631	25,252	\$14.88	N/A
Large	ALL	201805	1 Generic	\$380,167	25,429	\$14.95	N/A
Large	ALL	201806	1 Generic	\$381,835	25,627	\$14.90	N/A
Large	ALL	201807	1 Generic	\$377,980	25,768	\$14.67	N/A
Large	ALL	201808	1 Generic	\$380,109	25,887	\$14.68	N/A
Large	ALL	201809	1 Generic	\$389,268	26,002	\$14.97	N/A
Large	ALL	201810	1 Generic	\$403,728	26,258	\$15.38	N/A
Large	ALL	201811	1 Generic	\$409,067	26,518	\$15.43	N/A
Large	ALL	201812	1 Generic	\$421,246	26,740	\$15.75	N/A
Large	ALL	201901	1 Generic	\$420,190	26,252	\$16.01	N/A
Large	ALL	201902	1 Generic	\$420,193	25,761	\$16.31	7.5%
Large	ALL	201903	1 Generic	\$428,492	25,401	\$16.87	12.8%
Large	ALL	201904	1 Generic	\$430,453	25,035	\$17.19	15.6%
Large	ALL	201905	1 Generic	\$427,220	24,680	\$17.31	15.8%
Large	ALL	201906	1 Generic	\$426,319	24,289	\$17.55	17.8%
Large	ALL	201907	1 Generic	\$428,008	24,070	\$17.78	21.2%
Large	ALL	201908	1 Generic	\$437,870	23,840	\$18.37	25.1%
Large	ALL	201909	1 Generic	\$434,233	23,603	\$18.40	22.9%
Large	ALL	201910	1 Generic	\$424,263	23,209	\$18.28	18.9%
Large	ALL	201911	1 Generic	\$411,033	22,791	\$18.03	16.9%
Large	ALL	201912	1 Generic	\$402,006	22,405	\$17.94	13.9%
Large	ALL	202001	1 Generic	\$404,108	22,680	\$17.82	11.3%
Large	ALL	202002	1 Generic	\$404,854	22,939	\$17.65	8.2%
Large	ALL	201802	2 Brand	\$437,657	25,463	\$17.19	N/A
Large	ALL	201803	2 Brand	\$445,032	25,365	\$17.55	N/A
Large	ALL	201804	2 Brand	\$427,568	25,252	\$16.93	N/A
Large	ALL	201805	2 Brand	\$437,862	25,429	\$17.22	N/A
Large	ALL	201806	2 Brand	\$448,889	25,627	\$17.52	N/A
Large	ALL	201807	2 Brand	\$448,495	25,768	\$17.41	N/A
Large	ALL	201808	2 Brand	\$450,954	25,887	\$17.42	N/A
Large	ALL	201809	2 Brand	\$454,013	26,002	\$17.46	N/A
Large	ALL	201810	2 Brand	\$457,049	26,258	\$17.41	N/A
Large	ALL	201811	2 Brand	\$452,821	26,518	\$17.08	N/A
Large	ALL	201812	2 Brand	\$471,444	26,740	\$17.63	N/A
Large	ALL	201901	2 Brand	\$469,327	26,252	\$17.88	N/A
Large	ALL	201902	2 Brand	\$459,137	25,761	\$17.82	3.7%
Large	ALL	201903	2 Brand	\$441,811	25,401	\$17.39	-0.9%
Large	ALL	201904	2 Brand	\$438,688	25,035	\$17.52	3.5%
Large	ALL	201905	2 Brand	\$422,680	24,680	\$17.13	-0.5%
Large	ALL	201906	2 Brand	\$407,133	24,289	\$16.76	-4.3%
Large	ALL	201907	2 Brand	\$401,491	24,070	\$16.68	-4.2%
Large	ALL	201908	2 Brand	\$397,239	23,840	\$16.66	-4.3%
Large	ALL	201909	2 Brand	\$384,318	23,603	\$16.28	-6.7%
Large	ALL	201910	2 Brand	\$365,985	23,209	\$15.77	-9.4%
Large	ALL	201911	2 Brand	\$351,850	22,791	\$15.44	-9.6%
Large	ALL	201912	2 Brand	\$334,256	22,405	\$14.92	-15.4%
Large	ALL	202001	2 Brand	\$336,365	22,680	\$14.83	-17.0%
Large	ALL	202002	2 Brand	\$357,135	22,939	\$15.57	-12.6%



**Summary of Historical Rx Claims Broken Out by Rx Category - Total**

Size	Product Type	End Date YYYYMM	Rx Category	Allowed	Member Months	Allowed PMPM	Allowed Trend
Large	ALL	201802	3 Specialty	\$821,075	25,463	\$32.25	N/A
Large	ALL	201803	3 Specialty	\$872,340	25,365	\$34.39	N/A
Large	ALL	201804	3 Specialty	\$905,491	25,252	\$35.86	N/A
Large	ALL	201805	3 Specialty	\$906,914	25,429	\$35.66	N/A
Large	ALL	201806	3 Specialty	\$871,693	25,627	\$34.01	N/A
Large	ALL	201807	3 Specialty	\$870,791	25,768	\$33.79	N/A
Large	ALL	201808	3 Specialty	\$902,138	25,887	\$34.85	N/A
Large	ALL	201809	3 Specialty	\$841,744	26,002	\$32.37	N/A
Large	ALL	201810	3 Specialty	\$856,256	26,258	\$32.61	N/A
Large	ALL	201811	3 Specialty	\$914,658	26,518	\$34.49	N/A
Large	ALL	201812	3 Specialty	\$903,372	26,740	\$33.78	N/A
Large	ALL	201901	3 Specialty	\$906,598	26,252	\$34.53	N/A
Large	ALL	201902	3 Specialty	\$943,535	25,761	\$36.63	13.6%
Large	ALL	201903	3 Specialty	\$897,535	25,401	\$35.33	2.7%
Large	ALL	201904	3 Specialty	\$843,520	25,035	\$33.69	-6.0%
Large	ALL	201905	3 Specialty	\$834,461	24,680	\$33.81	-5.2%
Large	ALL	201906	3 Specialty	\$814,622	24,289	\$33.54	-1.4%
Large	ALL	201907	3 Specialty	\$829,528	24,070	\$34.46	2.0%
Large	ALL	201908	3 Specialty	\$806,730	23,840	\$33.84	-2.9%
Large	ALL	201909	3 Specialty	\$844,395	23,603	\$35.77	10.5%
Large	ALL	201910	3 Specialty	\$846,806	23,209	\$36.49	11.9%
Large	ALL	201911	3 Specialty	\$809,767	22,791	\$35.53	3.0%
Large	ALL	201912	3 Specialty	\$875,350	22,405	\$39.07	15.6%
Large	ALL	202001	3 Specialty	\$929,590	22,680	\$40.99	18.7%
Large	ALL	202002	3 Specialty	\$983,431	22,939	\$42.87	17.1%

## **MVP Health Plan (“MVPHP”) Experience Rated Addendum –2021 Effective Dates**

This document is an Addendum to MVP’s 2021 Manual Rate Filing and Experience Rating Formula for products sold to employer groups with 100 or more employees in the State of Vermont under MVP’s Health Plan license. This addendum and its appendices outline the rating factors discussed in the Experience Rating Formula. These factors are being filed as an addendum to the Manual Rate and Formula filings so they can be updated as deemed necessary by MVP without having to re-file the rating methodology.

Whenever possible, the rating factors contained herein will be based on actual MVP experience or they will be normalized to MVP’s population.

### **BASE MANUAL RATES**

Please see Exhibits 4a (base manual rates), 4b (medical riders), and 4c (Rx riders) of the accompanying manual rate filing for the net PMPMs of plans and riders being offered by MVP for 2021 effective dates.

### **SIC FACTORS**

The industry factors in Appendix A will be applied to the manual rates based on the employer’s industry.

### **DEMOGRAPHIC FACTORS**

To more closely resemble the health risk of the employer’s insured population, the manual pure premium will be adjusted to reflect differences in the demographic characteristics of a specific employer group compared to MVP’s community pool for the chosen product. This demographic factor will be applied to both the base rate and riders.

With respect to the employer specific experience rate, there may be a situation where MVP will be the sole health plan offering and be required to adjust the experience to reflect anticipated health characteristics of the entire group versus just MVP’s members who were enrolled in the previous year under a slice product offering. In this situation, MVP will develop a demographic factor relative of the entire group and compare that to the demographics of their existing employer membership.

The demographic factors are in Appendix B. A per member demographic factor is calculated as the weighted average subscriber age/sex factor / weighted average subscriber average contract size.

For members that are considered to have Medicare as their primary coverage, a downward adjustment factor will be applied to the member’s demographic factor to reflect the reduced claim liability. This factor is in Appendix B.

### **HRA/HSA DEDUCTIBLE FUNDING FACTORS**

The additional risk charge applies when a group funds a plan deductible. The charge is intended to account for the anticipated increase in utilization of services due to the resulting ‘first dollar’ coverage provided. The manual rate adjustment factors are in Appendix C.

**POOLING CHARGES**

Each group is assessed a pooling charge and all claims above the applicable attachment point are removed from their claim data. Medical and Rx claims for each member are combined to determine member claims over the attachment point. The charge is based on the following table:

<b>Pooling Level</b>	<b>2021 Pooling Charge</b>
\$50,000	24.80%
\$75,000	17.49%
\$80,000	16.31%
\$85,000	15.28%
\$90,000	14.38%
\$100,000	12.84%
\$125,000	9.99%
\$150,000	8.06%
\$175,000	6.66%
\$200,000	5.55%
\$250,000	4.03%
\$300,000	3.08%
\$350,000	2.44%
\$400,000	1.89%
\$450,000	1.42%
\$500,000	1.00%

Group size will be considered when selecting the appropriate pooling charge. The Standard Pool Level below will be used unless altered to match the current pooling level, a group requests a higher pooling level, or a pooling level is altered to reduce the impact of the pooling charge on a rate proposal. If a group requests a higher pooling level, they may choose one of the levels in the table above but not higher than the Max level identified below.

<b>Avg. Subscribers</b>	<b>Standard Pool Level</b>	<b>Max Pool Level</b>
Up to 299	\$100,000	\$200,000
300-499	\$150,000	\$250,000
500-999	\$200,000	\$300,000
1,000-1,499	\$250,000	\$350,000
1,500-2,499	\$350,000	\$450,000
2,500 and up	\$450,000	\$500,000

**TREND FACTORS**

The following trends are used to project historical experience of the group to the proposed rating period. Exhibit 1 and Exhibit 2 are developed by applying the appropriate pro-rated calendar year trend factors from the midpoint of the experience period to the midpoint of the rating period. Paid trends are calculated by multiplying the applicable allowed trend times the leveraging factor.

Year	Allowed Medical Trend	Pharmacy Trend
2020	4.7%	6.2%
2021	7.7%	8.5%
2022 & Beyond	7.2%	8.5%

Annual Leveraging Factor	1.1%
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#### **NETWORK ADJUSTMENT FACTOR**

This adjustment reflects changes with respect to the differences in network providers, contractual provider reimbursement rates, the degree of medical management for MVP versus other carriers, gatekeeper versus no gatekeeper, and referral versus open access. For those accounts enrolled in MVP, this factor will primarily represent differences in provider contractual arrangements. If the experience is coming from another carrier, the adjustment may reflect all of the items above. MVP will make every effort to develop actuarial adjustments that properly determine the appropriate factor to reflect the expected experience of the group.

The development of such a factor will be documented in the underwriter's group file and will be made available to in Insurance Department's actuaries and/or examiners on request.

#### **BENEFIT ADJUSTMENT FACTOR**

The purpose of the benefit adjustment is to reflect any difference between the benefits inherent in the group's historical claims experience period and the group's expected benefit plan for the prospective benefit period. This includes medical benefits and pharmacy benefits.

Based on filed manual rates, the underwriter will determine the value of the benefit adjustment factor by analyzing the actuarial equivalent difference in benefits. As it relates to a new group having experience from another carrier, the underwriter will use their best efforts to match up prior benefits to a currently filed benefit to determine the actuarial equivalent difference in benefits. In some cases, this may require interpolating between two manual rates, extrapolating from the filed manual rates, using other sources such as the Milliman USA guidelines, or other internal pricing models.

Other adjustments in this category may include benefit mandates. That is, mandated benefits that will be included in the future benefits, but not reflected in the group's experience.

The development of such a factor will be documented in the underwriter's group file and will be made available to in Insurance Department's actuaries and/or examiners on request.

#### **PHARMACY REBATE FACTOR**

Pharmacy rebates are received periodically. The pharmacy rebate factor of 0.68 is used to account for this reduction in pharmacy costs and reflects MVP's estimated pharmacy rebates received for 2021 dates of service. This reduction will only apply if the paid pharmacy claims do not already reflect pharmacy rebates. In the case where the employer group is not an MVP group, the underwriter will determine if the claims data provided includes or excludes rebates from the other carrier.

#### **PERIOD WEIGHT**

Period Weight is determined by the underwriter. The underwriters follow a general protocol for deriving the weights to apply for the Period Weight portion of the experience rating formula. Most groups are rated using 12 months of historical data and therefore, the period weights are not applicable. For the smaller of the large groups, the underwriter will consider extending the historical look back to 24 months if the data is available in order to provide a more stable block of data from which to do the rating. In these cases, the underwriter will generally give an 80% weight to the most recent 12 months of data and a 20% weight to the prior period of data. These weights may vary and could be 50% / 50% if the underwriter feels more weight should be given to the older data. This may be the case if the current 12 months are exceptionally higher or lower than the prior period.

## CREDIBILITY WEIGHT

Based on MVP's product guidelines for offering a prospective experience rate, an employer must have (or project) a minimum of 100 eligible employees for the proposed rating period. However, consistent with industry rating practices, smaller sized experience rated groups should not be considered as producing 100% credible claims information. To protect the employer from significant rate fluctuation from year to year, MVP will be applying a credibility weight to the group's claim experience.

In determining a group's quoted rate, a weight will be given to the group's claims experience based on the number of member months in the experience period. The complement of the weight will be applied to the manual rate. The blended rate is one that will be quoted to the employer group. Below are the base credibility weightings:

Member Month Range	Credibility Factor
0 to 599	0%
600 to 2,400	20%
2,401 to 3,700	30%
3,701 to 4,900	40%
4,901 to 6,100	50%
6,101 to 7,300	60%
7,301 to 8,500	70%
8,501 to 9,700	80%
9,701 to 12,200	90%
12,201 and over	100%

These experience credibility weightings can be adjusted downward based on the underwriter's judgment in the following circumstances:

***The employer group has provided less than 12 months of incurred claims data or data is not provided for all services or employees*** – Generally, a minimum of one full calendar year of incurred claims data for all populations and covered services included in the quote is desired to underwrite a case. In the event less than 12 months of data is available, the underwriter can adjust the credibility table downward, not to be less than 0%.

***The employer group has had membership change by 50% or more since the experience period*** – With a significant membership change, the historical claims experience may no longer represent the group's current population. If the membership has changed by more than 50% from the experience period to the rating period, the underwriter may override the table above to reduce credibility downward, not to be less than 0%.

***The most recent experience data provided is too old*** – Generally, from the mid-point of the experience period to the mid-point of the rating period should not be older than 24 months. If the more recent period of data is older than 24 months, the underwriter may adjust the credibility table downward, not to be less than 0%.

MVP may also make an upward adjustment to the table if the group has a favorable group risk assessment. The credibility percentage will never exceed 100%.

## UNDERWRITING JUDGMENT/GROUP RISK ASSESSMENT

Underwriting judgment will be used by the underwriter in determining inputs to the rating formula or to modify the result depending on the circumstances of the case, the data available, or the quality of the available data.

Adjustments may be made due to items such as poor claim and enrollment experience data being presented for new groups, the group's claim trend being historically different than the averages, variability in claims experience, participation levels/group size changes, plan sponsor contribution levels, number of plan offerings, plan sponsor and covered population stability, and plan sponsor persistency. Adjustments may be both positive and negative but will not be larger than 10% in either direction.

**NETWORK ACCESS FEES AND OTHER FEES**

MVP has a contracted network access fee with a rental network in the event a group has members that live outside of MVP's service area. The net access fee is \$0 PEPM for just those subscribers who live outside of the service area.

**COVERED LIVES ASSESSMENT**

This is a New York State assessment passed on to groups in premium rates. The 2020 CLA rates are published on the NYS Department of Health website while 2021 is projected with a 5% increase assumed over 2020.

Region	2020 Actual		2021 Projection	
	Individual	Family	Individual	Family
New York City	\$14.46	\$47.72	\$15.18	\$50.11
Long Island	\$5.05	\$16.66	\$5.30	\$17.50
Northern Metro	\$2.92	\$9.62	\$3.07	\$10.10
Northeastern	\$3.36	\$11.10	\$3.53	\$11.66
Utica/Watertown	\$0.74	\$2.43	\$0.78	\$2.55
Central	\$4.72	\$15.57	\$4.96	\$16.35
Rochester	\$8.85	\$29.21	\$9.29	\$30.67
Western	\$3.24	\$10.68	\$3.40	\$11.21

MVP will calculate the CLA with the group information that is available. For example, on a new business case, the number of single contracts by location may not be available. In that case, the CLA may have to be estimated based on the group's overall number single and family contracts and assume the same ratio exists in each region.

**HCRA ASSESSMENT**

This is another New York State assessment based on Hospital claims. A charge of 0.15% will be applied to the experience of new business quotes; this is consistent with the amount reflected in the manual portion of the rate.

**RETENTION EXPENSES**

Non-claim cost expenses must be added to the premium rates and can be per member per month (PMPM) charges, percent of paid claim charges, or percent of premium charges. The following tables reflect the retention loads:

Percent of Premium Retention:

- General Administration = 8.6%
- Bad Debt = 0.25%
- Broker Loads = group specific

Percent of Premium Taxes/Fees:

- Contribution to Surplus = 2.0%
- VT Vaccine Assessment = 0.46%

Percent of Paid Claim Surcharges:

VT Paid Claims Surcharge = 0.999%

PMPM Taxes/Assessments:

18 VSA 9374(h) Billback =\$1.84

Comparative Eff Research Tax = \$0.21

**EMPLOYER SPECIFIC PREMIUM RATES**

The experience rating formula filing details the calculation of employer specific premium rates by using employer specific information. In the event the employer group cannot supply sufficient information to calculate employer specific conversion factors, the following community load ratios will be used:

Single=1.0

Double=2.0

Family 2 tier=2.5

Family 3 tier=2.6

Family 4 tier= 2.8

Parent Child 4 tier= 1.9

**RETROSPECTIVE RATING**

The risk charges for a group choosing to be rated retrospectively are outlined below:

*(NO DEFICIT CARRY FORWARD/80% SURPLUS REFUND FOR GROUPS 251+, 50% REFUND FOR GROUPS LESS THAN 251)*

Groups with 1,000+ enrolled subscribers = 1.020

Groups with 251-999 enrolled subscribers = 1.020

Groups with 51-250 enrolled subscribers = 1.020

**MINIMUM PREMIUM FUNDING ARRANGMENTS**

The following table shows the Claims Fluctuation Margin (CFM) available for groups of different sizes. The appropriate level of CFM will depend on the group's size and risk assessment. Groups that are smaller with a higher risk assessment will have a higher CFM. Because of the risk involved with minimum premium funding, at the smaller group size, the underwriter will use judgment to determine if minimum premium funding is allowed.

Group Size	CFM
100-249	120%, 125%, or 130%
249-499	115%, 120%, or 125%
500-999	110%, 115%, or 120%
1,000+	105%, 110%, or 115%

**NEW BUSINESS DISCOUNT**

Due to the variances in information available for use in rating prospects, MVP is introducing the following additional adjustments to be used in developing new business proposals. The discount will apply to currently insured accounts that will offer MVP on a total replacement basis and have non-Medicare retiree enrollment of less than 5% of the total group enrollment.

Rate reduction of 5.0% will be applied if group meets the following criteria:

\*Demographic Factor <=1.10

\*Participation >70% of total employees being offered coverage

\*Employer Contribution > =50% of single rate of richest plan to all plans/tiers

\*Employer Deductible Funding not greater than 70% of the In-Network Deductible

\*One carrier prior 2 years

\*For accounts with <100 enrolled contracts quoted without claims data, documented incumbent Carrier Initial Renewal <12% (not from a rate cap)

Rate reduction of 8.0% will be applied if group meets the above list in addition to the following:

- \*Employer Deductible Funding not greater than 50% of the In-Network Deductible
- \*Enrollment decline of less than 15% in past 12 months
- \*One carrier for prior 3 years

Discount Recovery:

Year 1 Discount	Year 2 Discount	Year 3 Discount
5.0%	3.5%	2.0%
8.0%	6.0%	4.0%

**Employer groups will be required to provide documentation showing the criteria are met or sign an affidavit supporting the statement.**

**ACTUARIAL CERTIFICATION**

I believe the rating factors described herein are consistent with industry norms, follows sound actuarial and underwriting principals, and the rating factors used and documented in the Experience Rating Addendum are reasonable relative to MVP's book of business and industry norms.

I have reviewed the provisions of Vermont Insurance Law. It is my opinion that this rating formula complies with the requirements of those provisions.



**Christopher Pontiff, ASA**  
Professional, Actuarial  
MVP Health Care