



COLORADO

**Department of
Regulatory Agencies**

Division of Insurance

**Colorado Health Insurance Cost Information Summary-
Aggregated Company Data**

2013

In accordance with § 10-16-111(4)(a)(b)&(c), C.R.S.





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Marguerite Salazar
Commissioner of Insurance

The Division of Insurance is pleased to present the results of the 2013 Colorado Health Insurance Cost Report pursuant to § 10-16-111(4)(a), C.R.S. This report presents an aggregated summary of the costs of providing healthcare in the state of Colorado, as reported by insurance carriers that provide healthcare services in Colorado. This information will be useful to consumers, the industry and the public in determining the factors that drive insurance premiums in our state.

In 2008, the Colorado General Assembly passed and the Governor signed into law House Bill 08-1389 regarding the insurance rates paid by citizens of the state of Colorado. The bill's intent is to ensure that insurance coverage be accessible to all Coloradans, and that in order to provide accessible, affordable coverage, insurance rates should not be excessive, inadequate or unfairly discriminatory. In accordance with Section 9 of the bill, § 10-16-111(4)(a), C.R.S., health insurance carriers doing business in the state of Colorado are required to report a variety of health insurance cost information to the Division of Insurance. The Commissioner of Insurance is required to aggregate this data and publish the information on the Division's website.

To aid in the submission of this data, the Division prepared a Health Insurance Cost Report to be completed by each insurer. A total of 58 insurers representing more than 95% of total written premium submitted this report on their costs for 2013. As required, the report below is an aggregated summary of the data collected.

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2013 Health Cost Report Aggregated Summary as required by C.R.S. § 10-16-111(4)¹

Statute Requirement	Average Per Company	Total Sum of All Companies	Percent of Colorado Earned Health Insurance Premium
Direct Written Premium for Colorado Health Insurance Business	\$113,577,766.27	\$7,155,399,274.99	
Direct Earned Premium for Colorado Health Insurance Business	\$113,663,068.17	\$7,160,773,294.83	
Total Adjusted Capital	\$35,437,573.40	\$2,232,567,123.95	
Authorized Control-level RBC	\$5,441,233.09	\$342,797,684.67	
Reserves On Hand	\$44,531,478.29	\$2,805,483,132.58	39.18%
Change in Contract Reserves	\$1,860,882.13	\$117,235,574.42	1.64%
Investment Income	\$4,817,287.94	\$303,489,140.03	4.24%
Net Income	\$5,163,610.10	\$325,307,436.35	4.54%
Surplus	\$19,160,849.89	\$1,207,133,543.13	16.86%
Capital	\$14,672,858.83	\$924,390,106.20	12.91%
Net Colorado Reinsurance Recoveries in 2011	\$2,911,922.00	\$183,451,086.23	2.56%
Net Ceded Colorado Reinsurance Premiums in 2011	\$3,022,453.15	\$190,414,548.53	2.66%
Dividends to Stockholders	\$19,513,030.03	\$1,229,320,891.91	17.17%
Executive Compensation	\$12,768,837.64	\$804,436,771.29	11.23%
Executive Salaries	\$2,662,310.76	\$167,725,577.81	2.34%
Executive Stock Options	\$5,671,226.63	\$357,287,277.76	4.99%
Executive Bonuses	\$4,435,300.25	\$279,423,915.72	3.90%
Administrative Expenditures	\$16,472,099.65	\$1,037,742,278	14.49%
Advertising or Marketing Expenditures	\$685,305.51	\$43,174,246.87	0.60%
Charitable Contributions	\$1,511,404.81	\$95,218,502.85	1.33%
Dividends Returned to Colorado Policyholders	\$172,197.88	\$10,848,466.62	0.15%
Expenditures for Disease or Case Management Programs or Patient Education and Other Cost Containment Expenses	\$1,229,242.56	\$77,442,281.19	1.08%
Insurance Producer Commissions	\$3,202,362.73	\$201,748,851.77	2.82%
Legal Expenses	\$104,496.50	\$6,583,279.43	0.09%
Non-executive Staff Salaries	\$3,963,121.87	\$249,676,677.93	3.49%
Paid Lobbying Expenditures	\$10,674.92	\$672,519.92	0.01%
Federal Income Taxes	\$2,019,095.94	\$127,203,044.50	1.78%
State and Local Taxes, Licenses and Fees	\$1,033,292.50	\$65,097,427.49	0.91%
All Other Administrative Expenses	\$2,540,904.43	\$160,076,979	2.24%
The Cost of Providing or Arranging Healthcare Services	\$92,702,688.72	\$5,840,269,389.53	81.56%
Administrative Ratio ²	\$16,472,099.65	\$1,037,742,277.82	14.49%
Actual Benefits Ratio ³	\$92,702,688.72	\$5,840,269,389.53	81.56%
Provision for Profit and Contingencies			3.95%

¹The statistics reported are based on the data reported by the companies that responded to a request for information from the Colorado Division of Insurance as required by C.R.S. § 10-16-111(4). Companies were asked to report information on all types of health insurance written in the state of Colorado, including but not limited to major medical, dental, vision, accidental death and dismemberment, disability income, long-term care, and credit accident and health insurance. The Executive Salaries were reported by companies on a nationwide basis and were allocated to Colorado health only business by the Division of Insurance on a direct earned premium basis. The executives included are those reported on the Supplemental Compensation exhibit that accompanies the Annual Financial Statement. Non-executive staff salaries include all salaries of those not reported under executive salaries.

²The total of Advertising or Marketing Expenditures, Charitable Contributions, Dividends Returned to Colorado Policyholders, Expenditures for Disease or Case Management Programs or Patient Education and Other Cost Containment Expenses, Insurance Producer Commissions, Legal Expenses, Non-executive Staff Salaries, Paid Lobbying Expenditures, Federal Income Taxes, State and Local Taxes, Licenses and Fees and All Other Administrative Expenses is used to calculate the Administrative Ratio.

³The Cost of Providing or Arranging Healthcare Services is equal to a companies Direct Losses Incurred and used to determine the Actual Benefits Ratio.

INDIVIDUAL MARKET

Statute Requirement - Individual	Average Per Company	Total Sum of All Companies	Percent of Colorado Earned Health Insurance Premium
Premiums			
Colorado Direct Written Premium	\$25,684,138.99	\$1,438,311,783.54	
Colorado Direct Earned Premium	\$25,749,859.18	\$1,441,992,114.02	
Reinsurance & Dividends			
Net Ceded Colorado Reinsurance Premiums	\$1,376,991.04	\$77,111,498.06	5.35%
Net Colorado Reinsurance Recoveries	\$2,019,876.86	\$113,113,104.35	7.84%
Dividends Paid to Colorado Policyholders	\$124,539.33	\$6,974,202.73	0.48%
Reserves			
Total Reserves on hand as of 12/31/2013	\$24,610,222.78	\$1,378,172,475.71	95.57%
Change in Contract Reserves	\$1,738,502.14	\$97,356,119.86	6.75%
Expenses			
Expenditures for disease or case management programs or patient	\$502,618.09	\$28,146,613.11	1.95%
Producer Commissions	\$1,176,373.96	\$65,876,941.87	4.57%
Administrative Expenses	\$3,389,295.08	\$189,800,524.52	13.16%
The Cost of providing or arranging healthcare services			
Incurred Losses	\$19,560,625.38	\$1,095,395,021.55	75.96%
Administrative Ratio¹	\$5,192,826.47	\$290,798,282.23	20.17%
Actual Benefits Ratio	\$19,560,625.38	\$1,095,395,021.55	75.96%
Average Provision for Profit and Contingencies			3.87%

Covered Lives	
Number of Colorado covered lives as of 12/31/2012	906,877
Number of Colorado covered lives as of 12/31/2013	921,631
Number of Colorado individual subscribers/certificateholders/policyholders as of 12/31/2012	629,461
Number of Colorado individual subscribers/certificateholders/policyholders as of 12/31/2013	636,420
Number of Member Months in 2013	10,582,329
Number of Carriers reported in survey	56

¹The total of Advertising or Marketing Expenditures, Charitable Contributions, Dividends Returned to Colorado Policyholders, Expenditures for Disease or Case Management Programs or Patient Education and Other Cost Containment Expenses, Insurance Producer Commissions, Legal Expenses, Non-executive Staff Salaries, Paid Lobbying Expenditures, Federal Income Taxes, State and Local Taxes, Licenses and Fees and All Other Administrative Expenses is used to calculate the Administrative Ratio.

LARGE GROUP

Statute Requirement -Large Group	Average Per Company	Total Sum of All Companies	Percent of Colorado Earned Health Insurance Premium
Premiums			
Colorado Direct Written Premium	\$84,397,234.91	\$4,641,847,920.07	
Colorado Direct Earned Premium	\$84,425,076.92	\$4,643,379,230.39	
Reinsurance & Dividends			
Net Ceded Colorado Reinsurance Premiums	\$2,823,965.29	\$155,318,090.99	3.34%
Net Colorado Reinsurance Recoveries	\$2,526,337.58	\$138,948,566.69	2.99%
Dividends Paid to Colorado Policyholders	\$171,011.29	\$9,405,621.00	0.20%
Reserves			
Total Reserves on hand as of 12/31/2013	\$22,533,627.32	\$1,239,349,502.64	26.69%
Change in Contract Reserves	\$656,089.30	\$36,084,911.25	0.78%
Expenses			
Expenditures for disease or case management programs or patient	\$1,928,757.38	\$106,081,656.06	2.28%
Producer Commissions	\$1,830,113.65	\$100,656,250.55	2.17%
Administrative Expenses	\$7,999,377.72	\$439,965,774.37	9.48%
The Cost of providing or arranging healthcare services			
Incurred Losses	\$68,475,667.85	\$3,766,161,732.00	81.11%
Administrative Ratio¹	\$11,929,260.04	\$656,109,301.98	14.13%
Actual Benefits Ratio	\$68,475,667.85	\$3,766,161,732.00	81.11%
Average Provision for Profit and Contingencies			4.76%

Covered Lives¹	
Number of Colorado covered lives as of 12/31/2012	7,062,043
Number of Colorado covered lives as of 12/31/2013	6,730,576
Number of Colorado individual subscribers/certificateholders/policyholders as of 12/31/2012	3,316,633
Number of Colorado individual subscribers/certificateholders/policyholders as of 12/31/2013	3,566,904
Number of Colorado group/policies as of 12/31/2012	24,048
Number of Colorado group/policies as of 12/31/2013	25,976
Number of Member Months in 2013	69,449,821
Number of Carriers reported in survey	55

¹The total of Advertising or Marketing Expenditures, Charitable Contributions, Dividends Returned to Colorado Policyholders, Expenditures for Disease or Case Management Programs or Patient Education and Other Cost Containment Expenses, Insurance Producer Commissions, Legal Expenses, Non-executive Staff Salaries, Paid Lobbying Expenditures, Federal Income Taxes, State and Local Taxes, Licenses and Fees and All Other Administrative Expenses is used to calculate the Administrative Ratio.

SMALL GROUP

Statute Requirement - Small Group	Average Per Company	Total Sum of All Companies	Percent of Colorado Earned Health Insurance Premium
Premiums			
Colorado Direct Written Premium	\$32,875,248.49	\$1,216,384,194.00	
Colorado Direct Earned Premium	\$32,864,851.03	\$1,215,999,488.00	
Reinsurance & Dividends			
Net Ceded Colorado Reinsurance Premiums	\$104,176.72	\$3,854,538.66	0.32%
Net Colorado Reinsurance Recoveries	\$115,123.59	\$4,259,572.93	0.35%
Dividends Paid to Colorado Policyholders	\$28,267.19	\$1,045,886.00	0.09%
Reserves			
Total Reserves on hand as of 12/31/2013	\$5,075,150.54	\$187,780,570.00	15.44%
Change in Contract Reserves	\$26,896.87	\$995,184.22	0.08%
Expenses			
Expenditures for disease or case management programs or patient	\$295,359.36	\$10,928,296.47	0.90%
Producer Commissions	\$1,248,334.33	\$46,188,370.18	3.80%
Administrative Expenses	\$3,474,814.25	\$128,568,127.17	10.57%
The Cost of providing or arranging healthcare services			
Incurred Losses	\$26,394,768.21	\$976,606,423.70	80.31%
Administrative Ratio¹	\$5,518,764.36	\$204,194,281.31	16.79%
Actual Benefits Ratio	\$26,394,768.21	\$976,606,423.70	80.31%
Average Provision for Profit and Contingencies			2.89%

Covered Lives	
Number of Colorado covered lives as of 12/31/2012	528,846
Number of Colorado covered lives as of 12/31/2013	604,754
Number of Colorado individual subscribers/certificateholders/policyholders as of 12/31/2012	318,949
Number of Colorado individual subscribers/certificateholders/policyholders as of 12/31/2013	363,515
Number of Colorado group/policies as of 12/31/2012	47,906
Number of Colorado group/policies as of 12/31/2013	48,058
Number of Member Months in 2013	6,582,253
Number of Carriers reported in survey	37

¹The total of Advertising or Marketing Expenditures, Charitable Contributions, Dividends Returned to Colorado Policyholders, Expenditures for Disease or Case Management Programs or Patient Education and Other Cost Containment Expenses, Insurance Producer Commissions, Legal Expenses, Non-executive Staff Salaries, Paid Lobbying Expenditures, Federal Income Taxes, State and Local Taxes, Licenses and Fees and All Other Administrative Expenses is used to calculate the Administrative Ratio.

Small Group Health Benefit Plans

Group Plan Type	Basic Plans	Standard Plans	HSA-Qualified	All Other Small Group Plans	Totals
Indemnity	0	0	0	67	67
PPO	204	178	4,459	9,730	14,571
HMO	194	75	1,438	8,800	10,507
Multi-Option	0	2	1,428	2,356	3,786
Totals	398	255	7,325	20,953	28,931

Health Benefit Plan Covered Lives

Group Plan Type	Basic Plans	Standard Plans	HSA-Qualified	All Other Small Group Plans	Totals
Indemnity	0	0	0	91	91
PPO	368	465	31,712	76,962	109,507
HMO	321	147	11,817	75,526	87,811
Multi-Option	0	8	15,790	31,806	47,604
Totals	689	620	59,319	184,385	245,013

A small employer is defined as one having 50 employees or less. There were 14 such companies used to determine these statistics, which were collected using the Small Group Activity Report published by the Division for 2013. These companies only reported health benefit plans.

"Health benefit plan" does not include: Accident only; credit; dental; vision; medicare supplement; benefits for long-term care, home health care, community-based care, or any combination thereof; disability income insurance; liability insurance including general liability insurance and automobile liability insurance; coverage for on-site medical clinics; coverage issued as a supplement to liability insurance, workers' compensation or similar insurance; or automobile medical payment insurance. The term also excludes specified disease, hospital confinement indemnity, or limited benefit health insurance if such types of coverage do not provide coordination of benefits and are provided under separate policies or certificates. Solely with respect to the provisions of section 10-16-118 (1) (b) concerning creditable coverage for individual policies, the term excludes individual short-term limited duration health insurance policies issued after January 1, 1999. This means such policies do not have to recognize creditable coverage.

Comprehensive Major Medical

Comprehensive Major Medical	Individual	Large Group	Small Group	Total Sum of All Companies	Average Per Company	Percent of Colorado Earned Health Premium
Premiums						
Colorado Direct Written Premium	\$633,427,229	\$1,140,245,208	\$711,599,354	\$2,485,271,791	\$138,070,655	
Colorado Direct Earned Premium	\$635,113,327	\$1,142,338,073	\$708,358,962	\$2,485,810,362	\$138,100,576	
Reinsurance						
Net Ceded Colorado Reinsurance Premiums	\$3,939,060	\$57,230,295	\$5,112,288	\$66,281,643	\$3,682,314	2.67%
Net Colorado Reinsurance Recoveries	\$3,215,957	\$52,519,640	\$4,343,958	\$60,079,555	\$3,337,753	2.42%
Reserves						
Total Reserves on hand as of 12/31/2013	\$87,570,838	\$120,716,425	\$79,422,245	\$287,709,509	\$15,983,862	11.57%
Change in Contract Reserves	\$2,510,753	\$3,298,211	(\$1,186,066)	\$4,622,899	\$256,828	0.19%
Expenses						
Dividends Paid to Colorado Policyholders	\$0	\$7,293,809	\$0	\$7,293,809	\$405,212	0.29%
Expenditures for disease or case management programs or patient	\$13,002,845	\$19,257,302	\$11,108,527	\$43,368,675	\$2,409,371	1.74%
Producer Commissions	\$24,507,252	\$26,226,183	\$25,941,375	\$76,674,810	\$4,259,712	3.08%
Administrative Expenses	\$83,036,976	\$77,545,013	\$67,791,080	\$228,373,069	\$12,687,393	9.19%
The Cost of providing or arranging healthcare services						
Incurred Losses	\$526,750,030	\$936,681,292	\$579,739,042	\$2,043,170,364	\$113,509,465	82.19%
Administrative Ratio¹	18.98%	11.41%	14.80%	14.31%		
Actual Benefits Ratio	82.94%	82.00%	81.84%	82.19%		
Average Provision for Profit and Contingencies	-1.92%	6.59%	3.36%	3.50%		

Covered Lives - Comprehensive Major Medical	Individual	Large Group	Small Group	Total
Number of Colorado covered lives as of 12/31/2012	229,293	508,121	175,208	912,622
Number of Colorado covered lives as of 12/31/2013	237,261	492,353	186,597	916,211
Number of Colorado individual subscribers/certificateholders/policyholders as of 12/31/2012	133,233	255,212	97,759	486,204
Number of Colorado individual subscribers/certificateholders/policyholders as of 12/31/2013	136,207	250,938	104,140	491,285
Number of Member Months in 2013	2,916,702	2,806,349	1,771,282	7,494,333
Companies with Earned Premiums	16	9	9	18

¹The total of Advertising or Marketing Expenditures, Charitable Contributions, Dividends Returned to Colorado Policyholders, Expenditures for Disease or Case Management Programs or Patient Education and Other Cost Containment Expenses, Insurance Producer Commissions, Legal Expenses, Non-executive Staff Salaries, Paid Lobbying Expenditures, Federal Income Taxes, State and Local Taxes, Licenses and Fees and All Other Administrative Expenses is used to calculate the Administrative Ratio.

HMO

HMO	Individual	Large Group	Small Group	Total Sum of All Companies	Average Per Company	Percent of Colorado Earned Health Premium
Premiums						
Colorado Direct Written Premium	\$104,089,275	\$1,846,989,443	\$402,603,788	\$2,353,682,506	\$294,210,313	
Colorado Direct Earned Premium	\$103,876,624	\$1,844,710,603	\$402,253,722	\$2,350,840,949	\$293,855,119	
Reinsurance						
Net Ceded Colorado Reinsurance Premiums	\$86,399	\$11,972,395	\$134,299	\$12,193,093	\$1,524,137	0.52%
Net Colorado Reinsurance Recoveries	\$29,239	\$10,347,795	\$33,249	\$10,410,283	\$1,301,285	0.44%
Reserves						
Total Reserves on hand as of 12/31/2013	\$8,400,166	\$44,353,142	\$15,134,205	\$67,887,513	\$8,485,939	2.89%
Change in Contract Reserves	\$2,488,353	(\$10,958)	\$2,879	\$2,480,274	\$310,034	0.11%
Expenses						
Dividends Paid to Colorado Policyholders	\$0	\$2,000,000	\$0	\$2,000,000	\$250,000	0.09%
Expenditures for disease or case management programs or patient	\$5,209,881	\$62,132,818	\$15,860,115	\$83,202,814	\$10,400,352	3.54%
Producer Commissions	\$4,131,073	\$10,460,253	\$11,048,842	\$25,640,168	\$3,205,021	1.09%
Administrative Expenses	\$12,668,203	\$139,249,368	\$42,559,268	\$194,476,840	\$24,309,605	8.27%
The Cost of providing or arranging healthcare services						
Incurred Losses	\$82,239,617	\$1,579,902,935	\$328,489,630	\$1,990,632,182	\$248,829,023	84.68%
Administrative Ratio¹	21.19%	11.59%	17.27%	12.99%		
Actual Benefits Ratio	79.17%	85.65%	81.66%	84.68%		
Average Provision for Profit and Contingencies	-0.36%	2.76%	1.07%	2.33%		

Covered Lives - HMO	Individual	Large Group	Small Group	Total
Number of Colorado covered lives as of 12/31/2012	37,645	385,771	95,330	518,746
Number of Colorado covered lives as of 12/31/2013	33,586	380,322	96,743	510,651
Number of Colorado individual subscribers/certificateholders/policyholders as of 12/31/2012	23,651	195,058	54,599	273,308
Number of Colorado individual subscribers/certificateholders/policyholders as of 12/31/2013	24,788	195,819	55,631	276,238
Number of Member Months in 2013	395,243	4,607,417	1,121,141	6,123,801
Companies with Earned Premiums	7	8	6	8

¹The total of Advertising or Marketing Expenditures, Charitable Contributions, Dividends Returned to Colorado Policyholders, Expenditures for Disease or Case Management Programs or Patient Education and Other Cost Containment Expenses, Insurance Producer Commissions, Legal Expenses, Non-executive Staff Salaries, Paid Lobbying Expenditures, Federal Income Taxes, State and Local Taxes, Licenses and Fees and All Other Administrative Expenses is used to calculate the Administrative Ratio.

Association Business

Association Business	Individual	Large Group	Small Group	Total Sum of All Companies	Average Per Company	Percent of Colorado Earned Health Premium
Premiums						
Colorado Direct Written Premium	\$0	\$704,367	\$14,660,825	\$15,365,192	\$3,073,038	
Colorado Direct Earned Premium	\$0	\$613,253	\$14,660,825	\$15,274,078	\$3,054,816	
Reinsurance						
Net Ceded Colorado Reinsurance Premiums	\$0	\$25,866	\$0	\$25,866	\$5,173	0.17%
Net Colorado Reinsurance Recoveries	\$0	\$8,251	\$0	\$8,251	\$1,650	0.05%
Reserves						
Total Reserves on hand as of 12/31/2013	\$0	\$34,918	\$2,173,159	\$2,208,077	\$441,615	14.46%
Change in Contract Reserves	\$0	\$157	\$0	\$157	\$31	0.00%
Expenses						
Dividends Paid to Colorado Policyholders	\$0	\$0	\$0	\$0	\$0	0.00%
Expenditures for disease or case management programs or patient	\$0	\$2	\$214,496	\$214,498	\$42,900	1.40%
Producer Commissions	\$0	\$143,645	\$473,655	\$617,300	\$123,460	4.04%
Administrative Expenses	\$0	\$46,566	\$1,923,597	\$1,970,162	\$394,032	12.90%
The Cost of providing or arranging healthcare services						
Incurred Losses	\$0	\$106,381	\$11,543,791	\$11,650,172	\$2,330,034	76.27%
Administrative Ratio¹	#DIV/O!	31.02%	17.81%	18.34%		
Actual Benefits Ratio	#DIV/O!	17.35%	78.74%	76.27%		
Average Provision for Profit and Contingencies	#DIV/O!	51.64%	3.45%	5.38%		

Covered Lives - Association Business	Individual	Large Group	Small Group	Total
Number of Colorado covered lives as of 12/31/2012	0	1,508	3,156	4,664
Number of Colorado covered lives as of 12/31/2013	0	2,237	2,956	5,193
Number of Colorado individual subscribers/certificateholders/policyholders as of 12/31/2012	0	863	1,724	2,587
Number of Colorado individual subscribers/certificateholders/policyholders as of 12/31/2013	0	229	1,769	1,998
Number of Member Months in 2013	0	16,890	37,344	54,234
Companies with Earned Premiums	0	3	2	5

¹The total of Advertising or Marketing Expenditures, Charitable Contributions, Dividends Returned to Colorado Policyholders, Expenditures for Disease or Case Management Programs or Patient Education and Other Cost Containment Expenses, Insurance Producer Commissions, Legal Expenses, Non-executive Staff Salaries, Paid Lobbying Expenditures, Federal Income Taxes, State and Local Taxes, Licenses and Fees and All Other Administrative Expenses is used to calculate the Administrative Ratio

Accident Only and Accidental Death & Dismemberment

Accident Only & AD&D	Individual	Large Group	Small Group	Total Sum of All Companies	Average Per Company	Percent of Colorado Earned Health Premium
Premiums						
Colorado Direct Written Premium	\$28,733,876	\$38,182,355	\$398,474	\$67,314,705	\$2,171,442	
Colorado Direct Earned Premium	\$28,716,654	\$38,315,983	\$505,223	\$67,537,860	\$2,178,641	
Reinsurance						
Net Ceded Colorado Reinsurance Premiums	\$161,597	\$2,963,460	\$3,202	\$3,128,260	\$100,912	4.63%
Net Colorado Reinsurance Recoveries	\$144,973	\$1,811,020	\$17,494	\$1,973,487	\$63,661	2.92%
Reserves						
Total Reserves on hand as of 12/31/2013	\$8,593,053	\$48,460,348	\$969,564	\$58,022,965	\$1,871,709	85.91%
Change in Contract Reserves	\$219,225	\$1,328,890	\$145,032	\$1,693,147	\$54,618	2.51%
Expenses						
Dividends Paid to Colorado Policyholders	\$7,335	\$0	\$0	\$7,335	\$237	0.01%
Expenditures for disease or case management programs or patient	\$78,640	\$543,604	\$1,192	\$623,437	\$20,111	0.92%
Producer Commissions	\$4,469,703	\$5,567,498	\$48,114	\$10,085,316	\$325,333	14.93%
Administrative Expenses	\$5,755,415	\$7,325,901	\$96,071	\$13,177,386	\$425,077	19.51%
The Cost of providing or arranging healthcare services						
Incurred Losses	\$10,984,013	\$11,941,337	\$251,314	\$23,176,665	\$747,634	34.32%
Administrative Ratio¹	35.91%	35.07%	28.77%	35.38%		
Actual Benefits Ratio	38.25%	31.17%	49.74%	34.32%		
Average Provision for Profit and Contingencies	25.84%	33.77%	21.48%	30.31%		

Covered Lives - Accident Only & AD&D	Individual	Large Group	Small Group	Total
Number of Colorado covered lives as of 12/31/2012	163,893	2,700,908	19,012	2,883,813
Number of Colorado covered lives as of 12/31/2013	166,492	1,915,647	19,427	2,101,566
Number of Colorado individual subscribers/certificateholders/policyholders as of 12/31/2012	103,653	779,564	18,085	901,302
Number of Colorado individual subscribers/certificateholders/policyholders as of 12/31/2013	105,094	811,362	18,368	934,824
Number of Member Months in 2013	1,901,308	17,891,888	223,165	20,016,361
Companies with Earned Premiums	16	22	8	31

¹The total of Advertising or Marketing Expenditures, Charitable Contributions, Dividends Returned to Colorado Policyholders, Expenditures for Disease or Case Management Programs or Patient Education and Other Cost Containment Expenses, Insurance Producer Commissions, Legal Expenses, Non-executive Staff Salaries, Paid Lobbying Expenditures, Federal Income Taxes, State and Local Taxes, Licenses and Fees and All Other Administrative Expenses is used to calculate the Administrative Ratio

Credit Health

Credit Health	Individual	Large Group	Small Group	Total Sum of All Companies	Average Per Company	Percent of Colorado Earned Health Premium
Premiums						
Colorado Direct Written Premium	\$13,717	\$0	\$78,428	\$92,145	\$46,073	
Colorado Direct Earned Premium	\$67,202	\$0	\$88,878	\$156,080	\$78,040	
Reinsurance						
Net Ceded Colorado Reinsurance Premiums	\$570,826	\$0	\$0	\$570,826	\$285,413	365.73%
Net Colorado Reinsurance Recoveries	\$0	\$0	\$14,617	\$14,617	\$7,309	9.37%
Reserves						
Total Reserves on hand as of 12/31/2013	\$42,560	\$0	\$418,870	\$461,430	\$230,715	295.64%
Change in Contract Reserves	\$0	\$0	\$2,379	\$2,379	\$1,190	1.52%
Expenses						
Dividends Paid to Colorado Policyholders	\$0	\$0	\$0	\$0	\$0	0.00%
Expenditures for disease or case management programs or patient	\$0	\$0	\$0	\$0	\$0	0.00%
Producer Commissions	\$3,111	\$0	\$11,365	\$14,476	\$7,238	9.27%
Administrative Expenses	\$12,638	\$0	\$15,506	\$28,144	\$14,072	18.03%
The Cost of providing or arranging healthcare services						
Incurred Losses	\$19,969	\$0	(\$24,086)	(\$4,117)	(\$2,059)	-2.64%
Administrative Ratio¹	23.44%	#DIV/0!	30.23%	27.31%		
Actual Benefits Ratio	29.71%	#DIV/0!	-27.10%	-2.64%		
Average Provision for Profit and Contingencies	46.85%	#DIV/0!	96.87%	75.33%		

Covered Lives - Credit Health	Individual	Large Group	Small Group	Total
Number of Colorado covered lives as of 12/31/2012	574	0	440	1,014
Number of Colorado covered lives as of 12/31/2013	498	0	381	879
Number of Colorado individual subscribers/certificateholders/policyholders as of 12/31/2012	574	0	440	1,014
Number of Colorado individual subscribers/certificateholders/policyholders as of 12/31/2013	498	0	381	879
Number of Member Months in 2012	6,725	0	4,926	11,651
Companies with Earned Premiums	1	0	1	2

¹The total of Advertising or Marketing Expenditures, Charitable Contributions, Dividends Returned to Colorado Policyholders, Expenditures for Disease or Case Management Programs or Patient Education and Other Cost Containment Expenses, Insurance Producer Commissions, Legal Expenses, Non-executive Staff Salaries, Paid Lobbying Expenditures, Federal Income Taxes, State and Local Taxes, Licenses and Fees and All Other Administrative Expenses is used to calculate the Administrative Ratio

Dental

Dental	Individual	Large Group	Small Group	Total Sum of All Companies	Average Per Company	Percent of Colorado Earned Health Premium
Premiums						
Colorado Direct Written Premium	\$22,572,833	\$267,775,814	\$63,989,370	\$354,338,017	\$13,123,630	
Colorado Direct Earned Premium	\$22,538,680	\$266,179,548	\$63,561,233	\$352,279,460	\$13,047,387	
Reinsurance						
Net Ceded Colorado Reinsurance Premiums	\$1,563	\$13,386,646	\$254,678	\$13,642,887	\$505,292	3.87%
Net Colorado Reinsurance Recoveries	\$6,508	\$14,411,544	\$662,908	\$15,080,959	\$558,554	4.28%
Reserves						
Total Reserves on hand as of 12/31/2013	\$2,472,328	\$175,104,843	\$25,079,688	\$202,656,859	\$7,505,810	57.53%
Change in Contract Reserves	\$123,096	\$9,566,259	\$1,148,361	\$10,837,716	\$401,397	3.08%
Expenses						
Dividends Paid to Colorado Policyholders	\$0	\$0	\$0	\$0	\$0	0.00%
Expenditures for disease or case management programs or patient	\$184,356	\$2,019,291	\$530,392	\$2,734,039	\$101,261	0.78%
Producer Commissions	\$1,970,970	\$9,027,927	\$4,896,897	\$15,895,794	\$588,733	4.51%
Administrative Expenses	\$4,496,615	\$36,837,933	\$10,830,226	\$52,164,774	\$1,932,029	14.81%
The Cost of providing or arranging healthcare services						
Incurred Losses	\$13,237,490	\$235,208,629	\$40,921,708	\$289,367,827	\$10,717,327	82.14%
Administrative Ratio¹	29.51%	17.99%	25.58%	20.10%		
Actual Benefits Ratio	58.73%	88.36%	64.38%	82.14%		
Average Provision for Profit and Contingencies	11.75%	-6.35%	10.04%	-2.24%		

Covered Lives - Dental	Individual	Large Group	Small Group	Total
Number of Colorado covered lives as of 12/31/2012	78,540	805,579	143,344	1,027,464
Number of Colorado covered lives as of 12/31/2013	73,838	859,672	153,089	1,086,599
Number of Colorado individual subscribers/certificateholders/policyholders as of 12/31/2012	53,859	528,292	78,355	660,506
Number of Colorado individual subscribers/certificateholders/policyholders as of 12/31/2013	45,974	549,215	85,856	681,045
Number of Member Months in 2013	687,718	10,150,558	1,829,367	12,667,643
Companies with Earned Premiums	12	22	15	27

¹The total of Advertising or Marketing Expenditures, Charitable Contributions, Dividends Returned to Colorado Policyholders, Expenditures for Disease or Case Management Programs or Patient Education and Other Cost Containment Expenses, Insurance Producer Commissions, Legal Expenses, Non-executive Staff Salaries, Paid Lobbying Expenditures, Federal Income Taxes, State and Local Taxes, Licenses and Fees and All Other Administrative Expenses is used to calculate the Administrative Ratio

Disability Income

Disability Income	Individual	Large Group	Small Group	Total Sum of All Companies	Average Per Company	Percent of Colorado Earned Health Premium
Premiums						
Colorado Direct Written Premium	\$79,986,138	\$216,719,802	\$16,939,767	\$313,645,707	\$9,801,428	
Colorado Direct Earned Premium	\$80,526,340	\$211,041,106	\$17,006,261	\$308,573,707	\$9,642,928	
Reinsurance						
Net Ceded Colorado Reinsurance Premiums	\$11,462,788	\$6,026,539	\$307,979	\$17,797,306	\$556,166	5.77%
Net Colorado Reinsurance Recoveries	\$54,439,533	\$12,993,076	\$506,532	\$67,939,140	\$2,123,098	22.02%
Reserves						
Total Reserves on hand as of 12/31/2013	\$354,164,115	\$537,654,519	\$56,442,692	\$948,261,326	\$29,633,166	307.30%
Change in Contract Reserves	\$1,954,335	\$4,832,413	\$512,525	\$7,299,273	\$228,102	2.37%
Expenses						
Dividends Paid to Colorado Policyholders	\$6,946,217	\$111,812	\$1,011,869	\$8,069,898	\$252,184	2.62%
Expenditures for disease or case management programs or patient	\$310,952	\$4,145,860	\$116,823	\$4,573,635	\$142,926	1.48%
Producer Commissions	\$7,077,281	\$15,279,384	\$1,865,183	\$24,221,848	\$756,933	7.85%
Administrative Expenses	\$7,649,378	\$41,726,656	\$2,539,308	\$51,915,342	\$1,622,354	16.82%
The Cost of providing or arranging healthcare services						
Incurred Losses	\$63,519,818	\$175,405,743	\$8,219,717	\$247,145,278	\$7,723,290	80.09%
Administrative Ratio¹	27.30%	29.03%	32.54%	28.77%		
Actual Benefits Ratio	78.88%	83.11%	48.33%	80.09%		
Average Provision for Profit and Contingencies	-6.18%	-12.14%	19.13%	-8.86%		

Covered Lives -Disability Income	Individual	Large Group	Small Group	Total
Number of Colorado covered lives as of 12/31/2012	73,760	895,499	36,854	1,006,112
Number of Colorado covered lives as of 12/31/2013	74,871	970,953	40,111	1,085,934
Number of Colorado individual subscribers/certificateholders/policyholders as of 12/31/2012	73,744	720,643	36,854	831,240
Number of Colorado individual subscribers/certificateholders/policyholders as of 12/31/2013	74,855	787,573	40,111	902,538
Number of Member Months in 2013	882,430	9,416,641	472,766	10,771,837
Companies with Earned Premiums	23	28	12	32

¹The total of Advertising or Marketing Expenditures, Charitable Contributions, Dividends Returned to Colorado Policyholders, Expenditures for Disease or Case Management Programs or Patient Education and Other Cost Containment Expenses, Insurance Producer Commissions, Legal Expenses, Non-executive Staff Salaries, Paid Lobbying Expenditures, Federal Income Taxes, State and Local Taxes, Licenses and Fees and All Other Administrative Expenses is used to calculate the Administrative Ratio

Limited Benefit Plans

Limited Benefit Plans	Individual	Large Group	Small Group	Total Sum of All Companies	Average Per Company	Percent of Colorado Earned Health Premium
Premiums						
Colorado Direct Written Premium	\$46,779,340	\$15,431,260	\$2,441,231	\$64,651,831	\$2,693,826	
Colorado Direct Earned Premium	\$46,783,376	\$15,836,417	\$2,459,837	\$65,079,630	\$2,711,651	
Reinsurance						
Net Ceded Colorado Reinsurance Premiums	\$129,608	\$4,703,574	\$0	\$4,833,182	\$201,383	7.43%
Net Colorado Reinsurance Recoveries	\$802,211	\$3,353,579	\$403,616	\$4,559,407	\$189,975	7.01%
Reserves						
Total Reserves on hand as of 12/31/2013	\$95,814,628	\$15,883,585	\$11,574,162	\$123,272,374	\$5,136,349	189.42%
Change in Contract Reserves	\$5,259,945	\$365,103	\$65,694	\$5,690,743	\$237,114	8.74%
Expenses						
Dividends Paid to Colorado Policyholders	\$19,325	\$0	\$0	\$19,325	\$805	0.03%
Expenditures for disease or case management programs or patient	\$227,534	\$102,252	\$0	\$329,785	\$13,741	0.51%
Producer Commissions	\$6,438,970	\$1,213,602	\$314,721	\$7,967,293	\$331,971	12.24%
Administrative Expenses	\$8,610,064	\$2,785,143	\$429,325	\$11,824,532	\$492,689	18.17%
The Cost of providing or arranging healthcare services						
Incurred Losses	\$17,173,643	\$5,114,270	\$1,709,922	\$23,997,835	\$999,910	36.87%
Administrative Ratio¹	32.70%	25.90%	30.25%	30.95%		
Actual Benefits Ratio	36.71%	32.29%	69.51%	36.87%		
Average Provision for Profit and Contingencies	30.60%	41.81%	0.24%	32.18%		

Covered Lives - Limited Benefit Plans	Individual	Large Group	Small Group	Total
Number of Colorado covered lives as of 12/31/2012	151,722	44,568	1,280	197,570
Number of Colorado covered lives as of 12/31/2013	158,535	58,134	1,205	217,874
Number of Colorado individual subscribers/certificateholders/policyholders as of 12/31/2012	82,567	31,714	1,147	115,428
Number of Colorado individual subscribers/certificateholders/policyholders as of 12/31/2013	86,652	39,874	1,081	127,607
Number of Member Months in 2013	1,774,535	611,872	22,706	2,409,113
Companies with Earned Premiums	17	13	2	24

¹The total of Advertising or Marketing Expenditures, Charitable Contributions, Dividends Returned to Colorado Policyholders, Expenditures for Disease or Case Management Programs or Patient Education and Other Cost Containment Expenses, Insurance Producer Commissions, Legal Expenses, Non-executive Staff Salaries, Paid Lobbying Expenditures, Federal Income Taxes, State and Local Taxes, Licenses and Fees and All Other Administrative Expenses is used to calculate the Administrative Ratio

Long Term Care

Long Term Care	Individual	Large Group	Small Group	Total Sum of All Companies	Average Per Company	Percent of Colorado Earned Health Premium
Premiums						
Colorado Direct Written Premium	\$162,127,690	\$22,228,957	\$4,810,788	\$189,167,435	\$9,007,973	
Colorado Direct Earned Premium	\$160,703,372	\$22,238,730	\$4,751,627	\$187,693,729	\$8,937,797	
Reinsurance						
Net Ceded Colorado Reinsurance Premiums	\$46,027,460	\$7,394,257	\$3,116,632	\$56,538,349	\$2,692,302	30.12%
Net Colorado Reinsurance Recoveries	\$42,146,965	\$1,054,947	\$1,801,680	\$45,003,592	\$2,143,028	23.98%
Reserves						
Total Reserves on hand as of 12/31/2013	\$744,703,534	\$111,067,399	\$18,864,223	\$874,635,156	\$41,649,293	465.99%
Change in Contract Reserves	\$83,561,194	\$16,387,221	\$1,930,698	\$101,879,113	\$4,851,386	54.28%
Expenses						
Dividends Paid to Colorado Policyholders	\$1,217	\$0	\$0	\$1,217	\$58	0.00%
Expenditures for disease or case management programs or patient	\$341,872	\$143,298	\$1,983	\$487,152	\$23,198	0.26%
Producer Commissions	\$7,450,755	\$1,153,251	(\$291,297)	\$8,312,709	\$395,843	4.43%
Administrative Expenses	\$23,561,512	\$4,049,186	\$1,211,769	\$28,822,468	\$1,372,498	15.36%
The Cost of providing or arranging healthcare services						
Incurred Losses	\$96,390,431	\$6,840,469	\$1,645,319	\$104,876,219	\$4,994,106	55.88%
Administrative Ratio¹	19.51%	24.04%	19.41%	20.05%		
Actual Benefits Ratio	59.98%	30.76%	34.63%	55.88%		
Average Provision for Profit and Contingencies	20.51%	45.20%	45.96%	24.08%		

Covered Lives - Long Term Care	Individual	Large Group	Small Group	Total
Number of Colorado covered lives as of 12/31/2012	82,835	39,285	1,867	123,987
Number of Colorado covered lives as of 12/31/2013	84,808	28,401	3,250	116,459
Number of Colorado individual subscribers/certificateholders/policyholders as of 12/31/2012	75,253	38,236	1,844	115,333
Number of Colorado individual subscribers/certificateholders/policyholders as of 12/31/2013	77,216	27,329	2,747	107,292
Number of Member Months in 2013	945,336	376,525	27,546	1,349,407
Companies with Earned Premiums	20	12	2	21

¹The total of Advertising or Marketing Expenditures, Charitable Contributions, Dividends Returned to Colorado Policyholders, Expenditures for Disease or Case Management Programs or Patient Education and Other Cost Containment Expenses, Insurance Producer Commissions, Legal Expenses, Non-executive Staff Salaries, Paid Lobbying Expenditures, Federal Income Taxes, State and Local Taxes, Licenses and Fees and All Other Administrative Expenses is used to calculate the Administrative Ratio

Vision

Vision	Individual	Large Group	Small Group	Total Sum of All Companies	Average Per Company	Percent of Colorado Earned Health Premium
Premiums						
Colorado Direct Written Premium	\$1,165,557	\$54,279,571	\$4,091,227	\$59,536,355	\$3,721,022	
Colorado Direct Earned Premium	\$1,171,081	\$54,277,076	\$4,091,704	\$59,539,861	\$3,721,241	
Reinsurance						
Net Ceded Colorado Reinsurance Premiums	\$1,338	\$3,745,653	\$69	\$3,747,060	\$234,191	6.29%
Net Colorado Reinsurance Recoveries	\$998	\$2,904,123	\$16,701	\$2,921,823	\$182,614	4.91%
Reserves						
Total Reserves on hand as of 12/31/2013	\$464,047	\$3,466,166	\$390,089	\$4,320,302	\$270,019	7.26%
Change in Contract Reserves	\$40,508	\$27,751	\$238	\$68,497	\$4,281	0.12%
Expenses						
Dividends Paid to Colorado Policyholders	\$0	\$0	\$0	\$0	\$0	0.00%
Expenditures for disease or case management programs or patient	\$19,832	\$81,974	\$60,834	\$162,640	\$10,165	0.27%
Producer Commissions	\$105,440	\$1,178,194	\$324,770	\$1,608,404	\$100,525	2.70%
Administrative Expenses	\$216,848	\$8,326,997	\$565,620	\$9,109,465	\$569,342	15.30%
The Cost of providing or arranging healthcare services						
Incurred Losses	\$412,711	\$40,443,834	\$1,974,607	\$42,831,152	\$2,676,947	71.94%
Administrative Ratio¹	29.21%	17.66%	23.25%	18.27%		
Actual Benefits Ratio	35.24%	74.51%	48.26%	71.94%		
Average Provision for Profit and Contingencies	35.54%	7.82%	28.49%	9.79%		

Covered Lives - Vision	Individual	Large Group	Small Group	Total
Number of Colorado covered lives as of 12/31/2012	7,329	821,777	50,887	879,993
Number of Colorado covered lives as of 12/31/2013	9,265	912,387	73,575	995,227
Number of Colorado individual subscribers/certificateholders/policyholders as of 12/31/2012	4,571	379,607	26,984	411,162
Number of Colorado individual subscribers/certificateholders/policyholders as of 12/31/2013	5,764	402,066	38,429	446,259
Number of Member Months in 2013	92,040	10,530,896	749,760	11,372,696
Companies with Earned Premiums	5	13	8	16

¹The total of Advertising or Marketing Expenditures, Charitable Contributions, Dividends Returned to Colorado Policyholders, Expenditures for Disease or Case Management Programs or Patient Education and Other Cost Containment Expenses, Insurance Producer Commissions, Legal Expenses, Non-executive Staff Salaries, Paid Lobbying Expenditures, Federal Income Taxes, State and Local Taxes, Licenses and Fees and All Other Administrative Expenses is used to calculate the Administrative Ratio

Medicare Supplement

Medicare Supplement	Individual	Large Group	Small Group	Total Sum of All Companies	Average Per Company	Percent of Colorado Earned Health Premium
Premiums						
Colorado Direct Written Premium	\$100,848,806	\$111,135,878	\$1,838,576	\$213,823,259	\$12,577,839	
Colorado Direct Earned Premium	\$99,511,143	\$111,036,925	\$1,852,620	\$212,400,688	\$12,494,158	
Reinsurance						
Net Ceded Colorado Reinsurance Premiums	\$1,119,781	(\$108,735)	\$0	\$1,011,046	\$59,473	0.48%
Net Colorado Reinsurance Recoveries	\$630,743	(\$73,943)	\$304,691	\$861,491	\$50,676	0.41%
Reserves						
Total Reserves on hand as of 12/31/2013	\$51,292,506	\$17,212,731	\$8,731,145	\$77,236,383	\$4,543,317	36.36%
Change in Contract Reserves	\$956,577	(\$108,714)	\$49,593	\$897,456	\$52,792	0.42%
Expenses						
Dividends Paid to Colorado Policyholders	\$107	\$0	\$0	\$107	\$6	0.00%
Expenditures for disease or case management programs or patient	\$1,003,214	\$2,298,980	\$0	\$3,302,194	\$194,247	1.55%
Producer Commissions	\$6,897,998	\$2,570,935	\$236,900	\$9,705,833	\$570,931	4.57%
Administrative Expenses	\$13,979,908	\$13,243,015	\$323,209	\$27,546,132	\$1,620,361	12.97%
The Cost of providing or arranging healthcare services						
Incurred Losses	\$72,289,404	\$88,100,483	\$1,290,477	\$161,680,364	\$9,510,610	76.12%
Administrative Ratio¹	21.99%	16.31%	30.23%	19.09%		
Actual Benefits Ratio	72.64%	79.34%	69.66%	76.12%		
Average Provision for Profit and Contingencies	5.37%	4.34%	0.11%	4.79%		

Covered Lives - Med Supp	Individual	Large Group	Small Group	Total
Number of Colorado covered lives as of 12/31/2012	42,853	47,665	825	91,343
Number of Colorado covered lives as of 12/31/2013	44,361	54,755	851	99,967
Number of Colorado individual subscribers/certificateholders/policyholders as of 12/31/2012	40,874	47,665	825	89,364
Number of Colorado individual subscribers/certificateholders/policyholders as of 12/31/2013	42,260	54,755	851	97,866
Number of Member Months in 2013	522,053	623,656	10,056	1,155,765
Companies with Earned Premiums	16	2	1	17

¹The total of Advertising or Marketing Expenditures, Charitable Contributions, Dividends Returned to Colorado Policyholders, Expenditures for Disease or Case Management Programs or Patient Education and Other Cost Containment Expenses, Insurance Producer Commissions, Legal Expenses, Non-executive Staff Salaries, Paid Lobbying Expenditures, Federal Income Taxes, State and Local Taxes, Licenses and Fees and All Other Administrative Expenses is used to calculate the Administrative Ratio

Stop Loss

Stop Loss	Individual	Large Group	Small Group	Total Sum of All Companies	Average Per Company	Percent of Colorado Earned Health Premium
Premiums						
Colorado Direct Written Premium	\$0	\$273,309,620	\$44,307,075	\$317,616,695	\$18,683,335	
Colorado Direct Earned Premium	\$0	\$273,669,056	\$44,259,517	\$317,928,573	\$18,701,681	
Reinsurance						
Net Ceded Colorado Reinsurance Premiums	\$0	\$40,437,139	\$52	\$40,437,190	\$2,378,658	12.72%
Net Colorado Reinsurance Recoveries	\$0	\$34,838,818	\$6,213	\$34,845,030	\$2,049,708	10.96%
Reserves						
Total Reserves on hand as of 12/31/2013	\$0	\$58,474,988	\$5,780,325	\$64,255,313	\$3,779,724	20.21%
Change in Contract Reserves	\$0	\$105,525	\$0	\$105,525	\$6,207	0.03%
Expenses						
Dividends Paid to Colorado Policyholders	\$0	\$0	\$0	\$0	\$0	0.00%
Expenditures for disease or case management programs or patient	\$0	\$2,947,387	\$478,114	\$3,425,501	\$201,500	1.08%
Producer Commissions	\$0	\$5,743,896	\$813,179	\$6,557,075	\$385,710	2.06%
Administrative Expenses	\$0	\$22,842,583	\$1,465,795	\$24,308,378	\$1,429,905	7.65%
The Cost of providing or arranging healthcare services						
Incurred Losses	\$0	\$211,886,611	\$34,816,907	\$246,703,518	\$14,511,972	77.60%
Administrative Ratio¹	#DIV/O!	11.52%	6.23%	10.79%		
Actual Benefits Ratio	#DIV/O!	77.42%	78.67%	77.60%		
Average Provision for Profit and Contingencies	#DIV/O!	11.05%	15.11%	11.62%		

Covered Lives - Stop Loss	Individual	Large Group	Small Group	Total
Number of Colorado covered lives as of 12/31/2012	0	700,587	619	701,206
Number of Colorado covered lives as of 12/31/2013	0	943,288	26,535	969,823
Number of Colorado individual subscribers/certificateholders/policyholders as of 12/31/2012	0	283,885	318	284,203
Number of Colorado individual subscribers/certificateholders/policyholders as of 12/31/2013	0	391,328	14,126	405,454
Number of Member Months in 2013	0	11,243,940	311,819	11,555,759
Companies with Earned Premiums	redo all company counts	17	4	17

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All Other Premiums

All Other Premiums	Individual	Large Group	Small Group	Total Sum of All Companies	Average Per Company	Percent of Colorado Earned Health Premium
Premiums						
Colorado Direct Written Premium	\$258,567,322	\$654,845,645	\$682,907	\$914,095,875	\$53,770,346	
Colorado Direct Earned Premium	\$262,984,315	\$663,122,463	\$575,075	\$926,681,853	\$54,510,697	
Reinsurance						
Net Ceded Colorado Reinsurance Premiums	\$13,611,077	\$7,541,001	\$218,739	\$21,370,818	\$1,257,107	2.31%
Net Colorado Reinsurance Recoveries	\$11,695,979	\$4,779,718	\$188,687	\$16,664,383	\$980,258	1.80%
Reserves						
Total Reserves on hand as of 12/31/2013	\$24,654,701	\$106,920,438	\$69,450	\$131,644,589	\$7,743,799	14.21%
Change in Contract Reserves	\$242,133	\$293,052	(\$483)	\$534,702	\$31,453	0.06%
Expenses						
Dividends Paid to Colorado Policyholders	\$2	\$0	\$0	\$2	\$0	0.00%
Expenditures for disease or case management programs or patient	\$7,767,487	\$12,408,888	\$19,422	\$20,195,797	\$1,187,988	2.18%
Producer Commissions	\$2,824,388	\$22,091,482	(\$2,943)	\$24,912,928	\$1,465,466	2.69%
Administrative Expenses	\$29,812,968	\$85,987,413	\$46,548	\$115,846,929	\$6,814,525	12.50%
The Cost of providing or arranging healthcare services						
Incurred Losses	\$208,261,543	\$601,125,071	\$469,868	\$809,856,482	\$47,638,617	87.39%
Administrative Ratio¹	15.36%	18.17%	10.96%	17.37%		
Actual Benefits Ratio	79.19%	90.65%	81.71%	87.39%		
Average Provision for Profit and Contingencies	5.44%	-8.82%	7.33%	-4.76%		

Covered Lives - All Other Premiums	Individual	Large Group	Small Group	Total
Number of Colorado covered lives as of 12/31/2012	38,433	110,775	25	149,233
Number of Colorado covered lives as of 12/31/2013	38,116	112,427	35	150,578
Number of Colorado individual subscribers/certificateholders/policyholders as of 12/31/2012	37,482	55,894	16	93,392
Number of Colorado individual subscribers/certificateholders/policyholders as of 12/31/2013	37,112	56,417	25	93,554
Number of Member Months in 2013	458,239	1,173,189	375	1,631,803
Companies with Earned Premiums	12	2	3	17

¹The total of Advertising or Marketing Expenditures, Charitable Contributions, Dividends Returned to Colorado Policyholders, Expenditures for Disease or Case Management Programs or Patient Education and Other Cost Containment Expenses, Insurance Producer Commissions, Legal Expenses, Non-executive Staff Salaries, Paid Lobbying Expenditures, Federal Income Taxes, State and Local Taxes, Licenses and Fees and All Other Administrative Expenses is used to calculate the Administrative Ratio

Trend - Colorado Health Insurance

“Trend” or “trending” means any procedure for projecting losses to the average date of loss, or of projecting premium or exposures to the average date of writing. Companies reporting trend information must use the best assessment and allocation methods they can to assign portions of total medical trend to those categories of interest to the Division and the public. Information in this section represents an estimate of what portion of total trend each cost category that follows is responsible for. The tables below demonstrate the number of companies that submitted Medical trend in the Health Cost Survey out of 58 companies.

Individual

Line of Business	Medical trend due solely to medical cost-shifting	Medical trend due solely to new medical procedures and technology	Medical trend due solely to provider price changes	Medical trend due solely to utilization changes	Total Medical Trend
Accident Only & AD&D	0	1	1	1	2
All Other Premiums	0	0	1	1	4
Comprehensive Major Medical	7	6	10	9	12
Dental	1	1	4	3	7
HMO	4	3	5	5	5
Limited Benefit Plans	2	2	2	2	4
Medicare Supplement	3	2	5	4	10
Vision	0	1	1	3	3
Total Individual	17	16	29	28	47

Large Group

Line of Business	Medical trend due solely to medical cost-shifting	Medical trend due solely to new medical procedures and technology	Medical trend due solely to provider price changes	Medical trend due solely to utilization changes	Total Medical Trend
Accident Only & AD&D	0	0	1	1	1
All Other Premiums	1	1	1	1	2
Comprehensive Major Medical	4	4	8	8	9
Dental	1	0	8	7	9
HMO	5	4	8	8	8
Limited Benefit Plans	0	0	1	2	2
Medicare Supplement	0	1	2	2	2
Stop Loss	2	2	2	2	4
Vision	0	0	3	5	5
Total Large Group	13	12	34	36	42

Small Group

Line of Business	Medical trend due solely to medical cost-shifting	Medical trend due solely to new medical procedures and technology	Medical trend due solely to provider price changes	Medical trend due solely to utilization changes	Total Medical Trend
Accident Only & AD&D	0	0	1	1	1
Association Business	2	2	2	2	2
Comprehensive Major Medical	3	3	4	4	4
Dental	0	0	4	3	4
HMO	4	3	5	5	5
Limited Benefit Plans	0	1	1	1	1
Stop Loss	1	1	1	1	2
Vision	0	0	1	3	3
Total Small Group	10	10	19	20	22

Medical Trend

	Medical Cost Shifting	Medical Procedures and Technology	Medical Provider Price Increases	Medical Utilization Changes	Total Medical
Individual	0.52%	0.17%	0.69%	2.07%	4.56%
Large Group	1.42%	1.38%	15.40%	3.87%	21.27%
Small Group	-0.03%	-0.21%	0.86%	0.39%	1.00%

Line of Business	Average of Medical trend due solely to medical cost-shifting	Average of Medical trend due solely to new medical procedures and technology	Average of Medical trend due solely to provider price changes	Average of Medical trend due solely to utilization changes	Average of Total Medical Trend
Individual					
Accident Only AD&D	0.00%	0.00%	0.00%	0.00%	18.00%
All Other Premiums	0.00%	0.00%	3.87%	2.11%	-8.76%
Comprehensive MM	0.03%	0.39%	4.23%	1.33%	6.00%
Credit Health	0.00%	0.00%	0.00%	0.00%	0.00%
Dental	0.00%	0.00%	0.11%	4.58%	3.60%
Disability Income	0.00%	0.00%	0.00%	0.00%	0.00%
HMO	2.10%	0.37%	-2.47%	4.68%	4.94%
Limited Benefit Plans	0.49%	0.49%	0.49%	7.40%	15.92%
Long-Term Care	0.00%	0.00%	0.00%	0.00%	0.00%
Medicare Supplement	3.08%	0.57%	1.35%	1.38%	6.01%
Vision	0.00%	0.00%	0.00%	1.30%	4.40%
Individual Total	0.52%	0.17%	0.69%	2.07%	4.56%
Large Group					
Accident Only AD&D	0.00%	0.00%	0.00%	0.00%	0.00%
All Other Premiums	-0.12%	1.00%	3.31%	1.56%	5.83%
Association Business	0.00%	0.00%	0.00%	0.00%	0.00%
Comprehensive MM	19.10%	18.34%	184.76%	46.01%	256.18%
Credit Health	0.00%	0.00%	0.00%	0.00%	0.00%
Dental	0.40%	0.00%	2.46%	2.57%	5.00%
Disability Income	0.00%	0.00%	0.00%	0.00%	0.00%
HMO	-0.28%	0.69%	3.88%	0.01%	3.71%
Limited Benefit Plans	0.00%	0.00%	1.15%	-3.06%	-1.77%
Long-Term Care	0.00%	0.00%	0.00%	0.00%	0.00%
Medicare Supplement	0.00%	0.00%	0.74%	2.39%	3.16%
Stop Loss	-0.59%	-2.16%	2.88%	-1.80%	1.17%
Vision	0.00%	0.00%	1.07%	2.57%	3.23%
Large Group Total	1.42%	1.37%	15.40%	3.87%	21.27%
Small Group					
Accident Only AD&D	0.00%	0.00%	0.00%	0.00%	0.00%
All Other Premiums	0.00%	0.00%	0.00%	0.00%	0.00%
Association Business	-1.27%	-1.82%	3.85%	-3.86%	-3.10%
Comprehensive MM	0.23%	-0.34%	4.70%	0.37%	5.01%
Credit Health	0.00%	0.00%	0.00%	0.00%	0.00%
Dental	0.00%	0.00%	-0.01%	4.48%	3.77%
Disability Income	0.00%	0.00%	0.00%	0.00%	0.00%
HMO	0.67%	-0.52%	2.69%	-0.40%	2.78%
Limited Benefit Plans	0.00%	0.00%	0.00%	0.00%	0.00%
Long-Term Care	0.00%	0.00%	0.00%	0.00%	0.00%
Medicare Supplement	0.00%	0.00%	0.00%	0.00%	0.00%
Stop Loss	0.00%	0.00%	0.00%	0.00%	0.00%
Vision	0.00%	0.00%	0.00%	4.47%	4.47%
Small Group Total	-0.03%	-0.21%	0.86%	0.39%	0.99%
Grand Total	0.66%	0.47%	6.09%	2.17%	9.43%

Pharmaceutical Trend

The tables below demonstrate the number of companies that submitted Pharmaceutical trend in the Health Cost Survey out of 58 companies.

Individual

Line of Business	Prescription drug trend due solely to new brand name and generic drugs	Rx trend due solely to cost-shifting	Rx trend due solely to pharmaceutical price changes	Rx trend due solely to utilization changes	Total Rx Trend
Accident Only & AD&D	0	0	1	0	0
All Other Premiums	0	2	2	2	1
Comprehensive Major Medical	6	6	11	9	11
Dental	0	0	2	1	1
HMO	4	4	5	5	5
Limited Benefit Plans	1	1	2	1	1
Medicare Supplement	0	0	1	1	1
Total Individual	11	13	24	19	20

Large Group

Line of Business	Prescription drug trend due solely to new brand name and generic drugs	Rx trend due solely to cost-shifting	Rx trend due solely to pharmaceutical price changes	Rx trend due solely to utilization changes	Total Rx Trend
All Other Premiums	1	1	1	1	1
Comprehensive Major Medical	4	3	8	8	8
Dental	0	0	1	1	1
HMO	5	5	8	7	8
Limited Benefit Plans	0	0	1	0	1
Medicare Supplement	0	0	0	1	1
Stop Loss	2	2	2	2	4
Total Large Group	12	11	21	20	24

Small Group

Line of Business	Prescription drug trend due solely to new brand name and generic drugs	Rx trend due solely to cost-shifting	Rx trend due solely to pharmaceutical price changes	Rx trend due solely to utilization changes	Total Rx Trend
Association Business	2	2	2	2	2
Comprehensive Major Medical	3	3	4	4	4
Dental	0	0	1	1	1
HMO	4	4	5	5	5
Stop Loss	1	1	1	1	2
Total Small Group	10	10	13	13	14

Pharmaceutical Trend

	Rx New Drug Trend	Rx Cost Shifting Trend	Rx Price Trend	Rx Utilization Trend	Total Rx Trend
Individual	0.66%	2.50%	6.37%	1.80%	9.50%
Large Group	6.50%	2.54%	16.05%	-0.70%	21.69%
Small Group	0.27%	0.99%	0.46%	0.51%	2.06%

Line of Business	Prescription drug trend due solely to new brand name and generic drugs	Rx trend due solely to cost-shifting	Rx trend due solely to pharmaceutical price changes	Rx trend due solely to utilization changes	Average of Total Rx Trend
Individual					
Accident Only AD&D	0.00%	0.00%	12.65%	0.00%	0.00%
All Other Premiums	0.00%	-10.06%	31.74%	-6.55%	17.94%
Comprehensive MM	0.40%	7.39%	3.97%	7.99%	18.57%
Credit Health	0.00%	0.00%	0.00%	0.00%	0.00%
Dental	0.00%	0.00%	1.52%	0.00%	0.00%
Disability Income	0.00%	0.00%	0.00%	0.00%	0.00%
HMO	6.40%	29.64%	1.74%	8.03%	53.21%
Limited Benefit Plans	0.49%	0.49%	15.45%	7.40%	8.88%
Long-Term Care	0.00%	0.00%	0.00%	0.00%	0.00%
Medicare Supplement	0.00%	0.00%	2.95%	2.95%	5.90%
Vision	0.00%	0.00%	0.00%	0.00%	0.00%
Individual Total	0.66%	2.50%	6.37%	1.80%	9.50%
Large Group					
Accident Only AD&D	0.00%	0.00%	0.00%	0.00%	0.00%
All Other Premiums	2.36%	5.63%	2.00%	3.32%	13.53%
Association Business	0.00%	0.00%	0.00%	0.00%	0.00%
Comprehensive MM	78.40%	21.37%	200.22%	-10.84%	253.49%
Credit Health	0.00%	0.00%	0.00%	0.00%	0.00%
Dental	0.00%	0.00%	0.63%	2.56%	3.18%
Disability Income	0.00%	0.00%	0.00%	0.00%	0.00%
HMO	1.79%	1.75%	-0.44%	0.08%	3.62%
Limited Benefit Plans	0.00%	0.00%	4.72%	0.00%	4.72%
Long-Term Care	0.00%	0.00%	0.00%	0.00%	0.00%
Medicare Supplement	0.00%	0.00%	0.00%	-6.71%	-6.71%
Stop Loss	1.92%	4.27%	1.54%	2.52%	10.11%
Vision	0.00%	0.00%	0.00%	0.00%	0.00%
Large Group Total	6.50%	2.54%	16.05%	-0.70%	21.69%
Small Group					
Accident Only AD&D	0.00%	0.00%	0.00%	0.00%	0.00%
All Other Premiums	0.00%	0.00%	0.00%	0.00%	0.00%
Association Business	-1.55%	6.49%	2.19%	6.14%	13.28%
Comprehensive MM	2.03%	2.24%	4.17%	0.76%	8.77%
Credit Health	0.00%	0.00%	0.00%	0.00%	0.00%
Dental	0.00%	0.00%	0.00%	0.00%	0.00%
Disability Income	0.00%	0.00%	0.00%	0.00%	0.00%
HMO	3.04%	4.17%	-0.41%	-0.25%	4.69%
Limited Benefit Plans	0.00%	0.00%	0.00%	0.00%	0.00%
Long-Term Care	0.00%	0.00%	0.00%	0.00%	0.00%
Medicare Supplement	0.00%	0.00%	0.00%	0.00%	0.00%
Stop Loss	0.00%	0.00%	0.00%	0.00%	0.00%
Vision	0.00%	0.00%	0.00%	0.00%	0.00%
Small Group Total	0.27%	0.99%	0.46%	0.51%	2.06%
Grand Total	2.58%	1.98%	7.69%	0.47%	11.17%

2013 Colorado Health Benefit Plan Coverage Summary by Company Type

2013 Colorado Health Benefit Plan Coverage Summary by Company Type			
Colorado 2013	Earned Premium	Incurred Losses	Pure Direct Loss Ratio
Health Companies			
Individual Coverage	\$444,056,216	\$364,621,422	82.11%
Small Group Coverage	\$756,310,303	\$612,576,954	81.00%
Large Group Coverage	\$2,641,492,374	\$2,321,869,055	87.90%
Government Coverage	\$1,270,542,087	\$1,153,970,117	90.83%
Other Health Coverage	\$278,136,859	\$285,355,103	102.60%
Expatriate Plan Coverage	\$0	\$0	N/A
Mini Medical Plan coverage	\$0	\$0	N/A
Health Company Totals	\$5,390,537,839	\$4,738,392,651	87.90%
Property Companies			
Individual Coverage	\$4,777,775	\$5,484,075	114.78%
Small Group Coverage	\$54,382	\$18,975	34.89%
Large Group Coverage	\$686,359	\$676,064	98.50%
Government Coverage	\$0	\$0	N/A
Other Health Coverage	\$51,863,871	\$54,767,136	105.60%
Expatriate Plan Coverage	\$0	-\$7,413	N/A
Mini Medical Plan coverage	\$82,311	\$11,734	14.26%
Property Company Totals	\$57,464,698	\$60,950,571	106.07%
Life Companies			
Individual Coverage	\$332,678,448	\$280,651,497	84.36%
Small Group Coverage	\$368,417,412	\$294,641,901	79.98%
Large Group Coverage	\$748,073,846	\$593,255,687	79.30%
Government Coverage	\$453,555,717	\$368,925,197	81.34%
Other Health Coverage	\$604,220,505	\$484,692,390	80.22%
Expatriate Plan Coverage	\$409,086	\$251,065	61.37%
Mini Medical Plan coverage	\$10,708,775	\$6,708,214	62.64%
Life Company Totals	\$2,518,063,790	\$2,029,125,951	80.58%
Fraternal Companies			
Individual Coverage	\$40,570	-\$48,660	-119.94%
Small Group Coverage	\$0	\$0	N/A
Large Group Coverage	\$0	\$0	N/A
Government Coverage	\$0	\$0	N/A
Other Health Coverage	\$1,032,633	\$932,680	90.32%
Expatriate Plan Coverage	\$0	\$0	N/A
Mini Medical Plan coverage	\$0	\$0	N/A
Fraternal Company Totals	\$1,073,203	\$884,020	82.37%
Total All Health Benefit Plans			
Colorado Totals	\$7,967,139,530	\$6,829,353,192	85.72%

2013 Total Colorado Health Coverage Summary by Company Type

2013 Total Colorado Health Coverage Summary by Company Type				
Health Companies	Written Premium	Earned Premium	Incurred Losses	Pure Direct Loss Ratio
Health Companies				
Individual Comprehensive	\$563,792,005	\$563,202,490	\$461,647,499	81.97%
Group Comprehensive	\$2,738,330,616	\$2,732,658,674	\$2,373,239,627	86.85%
Medicare Supplement	\$52,830,064	\$51,676,883	\$37,209,499	72.00%
Vision Only	\$47,537,240	\$47,535,071	\$35,925,525	75.58%
Dental Only	\$350,668,288	\$350,495,146	\$274,366,099	78.28%
Federal Employees Health Benefit Plan	\$685,187,575	\$693,453,769	\$657,997,196	94.89%
Title XVIII Medicare	\$2,097,024,273	\$2,101,319,659	\$1,856,385,338	88.34%
Title XIX Medicaid	\$56,832,606	\$56,659,776	\$48,267,476	85.19%
Other	\$79,346,503	\$78,120,104	\$134,128,664	171.70%
Health Companies Total	\$6,671,549,170	\$6,675,121,572	\$5,879,166,923	88.08%
Property Companies				
Group accident and health	\$68,852,297	\$66,350,289	\$49,629,703	74.80%
Credit A&H (group and individual)	\$858,083	\$911,519	\$189,964	20.84%
Collectively renewable A&H	\$748	\$744	\$35,407	4759.01%
Non-cancelable A&H	\$376	\$17,019	(\$22)	-0.13%
Guaranteed renewable A&H	\$24,219,599	\$14,496,880	\$20,313,284	140.12%
Non-renewable for stated reasons only	\$1,385,360	\$1,441,928	\$2,452,761	170.10%
Other accident only	\$388,407	\$374,351	\$197,307	52.71%
Medicare Title XVIII exempt from state taxes or fees	\$0	\$0	\$0	N/A
All other A&H	\$1,491,485	\$1,506,608	\$477,360	31.68%
Federal employees health benefits program premium	\$0	\$0	\$0	N/A
Property Companies Total	\$97,196,355	\$85,099,338	\$73,295,764	86.13%
All Health Coverage				
Colorado Totals	\$10,305,520,120	\$10,315,875,296	\$8,726,420,081	84.59%

Health Companies	Written Premium	Earned Premium	Incurred Losses	Pure Direct Loss Ratio
Life Companies				
Group Accident and Health Policies	\$2,229,824,703	\$2,237,359,481	\$1,787,710,079	79.90%
Federal Employee Health Benefits program premium	\$21,616,148	\$22,345,319	\$18,302,803	81.91%
Credit (group and individual)	\$4,063,290	\$4,154,360	\$1,344,944	32.37%
Collectively renewable policies	\$372,921	\$390,163	\$150,842	38.66%
Medicare Title XVIII exempt from state taxes or fees	\$461,530,290	\$471,532,199	\$387,568,421	82.19%
Non-cancelable (other individual certificates)	\$82,611,242	\$81,856,387	\$81,705,925	99.82%
Guaranteed renewable (other individual certificates)	\$510,518,864	\$512,313,834	\$328,398,190	64.10%
Non-renewable for stated reasons only (other individual certificates)	\$150,763,755	\$150,789,053	\$116,210,775	77.07%
Other accident only (other individual certificates)	\$2,285,106	\$2,312,886	\$443,307	19.17%
All other (other individual policies)	\$60,345,886	\$59,783,082	\$42,434,562	70.98%
Life Companies total	\$3,523,932,205	\$3,542,836,764	\$2,764,269,848	78.02%
Fraternal Companies				
Collectively renewable certificates	\$0	\$0	\$0	N/A
Non-cancelable (other individual certificates)	\$534,576	\$540,512	\$308,351	57.05%
Guaranteed renewable (other individual certificates)	\$12,213,852	\$12,182,657	\$9,358,835	76.82%
Non-renewable for stated reasons only (other individual certificates)	\$40,048	\$39,933	\$295	0.74%
Other accident only (other individual certificates)	\$7,386	\$7,597	\$39,888	525.05%
Medicare Title XVIII exempt from state taxes or fees	\$0	\$0	\$0	N/A
All other (other individual certificates)	\$46,528	\$46,923	(\$19,823)	-42.25%
Fraternal Companies Total	\$12,842,390	\$12,817,622	\$9,687,546	75.58%
All Health Coverage				
Colorado Totals	\$10,305,520,120	\$10,315,875,296	\$8,726,420,081	84.59%