



July 20, 2020

Ms. Tracie Gray, Director  
Bureau of Life, Accident & Health Insurance  
Commonwealth of Pennsylvania Insurance Department  
1311 Strawberry Square  
Harrisburg, PA 17120

Re: Highmark Choice Company (HCC) 2021 ACA Rate Filing (Small Group Market)  
HCC Filing # 1A-SG-HCC-2020 (SERFF Filing # HGHM-132381009)

**This constitutes Notice pursuant to Section 707 of the Pennsylvania Right-to-Know Law that the attached Highmark Choice Company 2021 Small Group Market Rates Filing contains Trade Secret and Confidential Proprietary Information. Therefore, Highmark Choice Company must, prior to the release of any portion of this Filing, be notified of any request by a third party for access to this Filing, and the Trade Secret and/or Confidential Proprietary Information identified by Highmark Choice Company should be redacted before release.**

Dear Ms. Gray:

This Filing revises the original Highmark Choice Company (HCC) (NAIC # 95048; HIOS Issuer ID # 38949) Small Group Market Off Exchange ACA rate filing and the supporting rate development for policies with effective dates on or after **January 1, 2021**. The Company proposes to revise its morbidity assumptions in response to the PA Insurance Department's COVID-19 Impact Guidance. This revision changes the Company's average rate change requested from 4.29% to 5.98%.

**In the event the Department decides to publish this Filing in the PA Bulletin, the company information requested as per the Department's 2021 ACA-Compliant Health Insurance Rate Filing Guidance, Section B, is provided below:**

1. Company Name & NAIC #: **Highmark Choice Company, NAIC # 95048 ("Company")**
2. Market: **Small Group ("Market")**
3. On or Off Exchange: This Company's products are offered **Off Exchange only**

4. Effective date of coverage: **January 1, 2021**
5. Average rate change requested: **6.0%**
6. Range of rate change requested: **6.0% to 6.0%**
7. Total additional annual revenue generated from the proposed rate change: **\$2,534**
8. Product(s): **HMO**
9. Rating Areas and the change from 2020: **Regions 1, 2, 4, 5, 6** (Western, PA only)

There are no changes in our covered Rating Areas from the 2020 rate filing.

10. Metal Levels and Catastrophic Plans: This filing reflects that the Company anticipates selling the following Metal Levels of coverage in the indicated Market: **Bronze**
11. Current number of covered lives and of policyholders as of February 1, 2020: **32 covered lives; 20 policyholders**
12. Number of plans offered in 2021 and the change this represents from 2020: **1**

For 2021, there is no change from 2020.

Please note that inclusion of premium rates in this filing for a given offering should not be construed to mean that the offering will ultimately be made available for sale in the market. Final offering decisions will be made consistent with and within the timelines set forth in CMS rules and/or ACA regulations.

13. Corresponding contract form number, SERFF and Binder ID numbers: The corresponding SERFF binder number is **HGHM-PA21-125098238** affecting the following Company products and forms:

| <b>Product Name / Type</b> | <b>Contract Form &amp; SERFF #</b>           |
|----------------------------|----------------------------------------------|
| HCC HMO                    | HMO-SM/WG-8, HMO/GA-SM/WG;<br>HGHM-132368346 |

14. HIOS Issuer ID # and submission tracking number: **HIOS Issuer ID # 38949, Company Filing # 1A-SG-HCC-2020 (SERFF Filing # HGHM-132381009)**

### **Additional Filing Disclosures**

The Company has submitted all Required Documents stipulated by the Department, including the federal documents related to this filing, in its SERFF submission. In addition to the Required Documents, the Company has submitted a Supplemental Exhibits file containing additional detailed exhibits on items referenced in the PA Actuarial Memorandum. All tables, exhibits, and detail in support of this filing and the PA Actuarial Memorandum have been included in Excel format. For the Department's benefit, the Excel files have retained their formulas to the extent possible.

CMS has instructed issuers that it no longer requires any interim changes to the URRT to be submitted to HIOS. CMS is requesting that only the initial URRT and the final URRT be submitted to HIOS.

**Potential for Material Unforeseen Impacts:** This filing assumes that there will be no significant changes in legislation, regulations or otherwise (i.e. rules, regulatory guidance, etc.) impacting the ACA market, and that there are no significant changes in the participation of QHP issuers that would materially change risk adjustment transfer amounts. Modifications to the rate development may be necessary if significant unforeseen events occur. Examples include, but are not limited to, repeal or invalidation of the ACA or material developments in the course of the COVID-19 pandemic. As a result, Highmark reserves the right to submit a revised filing.

### **Request for Confidentiality**

Please note that the rates and the supporting rate development contained in this Filing are competitively sensitive, are not in the public domain, and constitute business confidential proprietary/trade secret information that would cause harm to the competitive position of Highmark Choice Company if disclosed to the public.

Public disclosure of any information contained in this Filing would allow Highmark Choice Company competitors to better understand or discover its confidential and proprietary rating, pricing and/or marketing practices, would undermine competition in the Small Group market, and could have negative consequences for the operation of Highmark Choice Company's business. Therefore, Highmark Choice Company asserts that this Filing, in its entirety, constitutes Trade Secret and Confidential Proprietary Information and should not be disclosed.

It is our understanding that the Department does not intend to publish the confidential and proprietary information contained in this Filing or to otherwise permit this Filing and its confidential information, other than the redacted information and final approved rates, to be disclosed or released.

Furthermore and pursuant to the Pennsylvania Right-to-Know Law ("RTKL"), Highmark Choice Company must be notified prior to release of information contained in this Filing and be given

the opportunity to respond to requests for such information. Should the Department receive such request or require the release of information contained in this Filing for its own purposes, Highmark Choice Company asserts its right to release a redacted version of the Filing. In accordance with the RTKL, please contact the Highmark Choice Company RTKL representative identified below prior to release of any information contained in this Filing:

Lisa Martinelli, Esq.  
RTKL Representative  
VP Chief Privacy Officer  
120 Fifth Avenue, FAP Suite 2114  
Pittsburgh, PA 15222

Furthermore, it should be noted that Highmark Choice Company is equally concerned that even if this information is released in aggregate form, it still may be easy to identify the carrier that submitted it.

Should you have any questions regarding the attached Filing, please feel free to contact me at (412) 544-3845 or via e-mail at: [Cory.Orzak@highmark.com](mailto:Cory.Orzak@highmark.com).

Sincerely,

A handwritten signature in black ink, appearing to read 'Cory Orzak', with a long horizontal flourish extending to the right.

Cory Orzak, FSA, MAAA  
Vice President, Actuarial Services  
Highmark Inc.

cc: Tija Hilton-Phillips, Esq.  
Nicholas Sarneso  
William R. Sarniak  
Ryan Slean

# Pennsylvania Actuarial Memorandum

## 1. Basic Information and Data

### A. Company Information (Table 0)

Table 0 has been completed as per the instructions. Please refer to the Excel file “2021\_SmGrp\_HCC\_PAAMExhibits\_061520.xlsm” submitted with this filing containing the department’s required tables.

Note that for the remainder of this document, “Company” refers to Highmark Choice Company (HCC), “Market” refers to Small Group, and “Rating Area” refers to Pennsylvania Rating Regions 1, 2, 4, 5, and 6 (Western, PA only). No Service Area changes were made since the last approved filing.

### B. Rate History and Proposed Variations in Rate Changes

The most recent three years of historical rate changes in the Pennsylvania Small Group Market for the Company are as follows:

| Year | Avg. Increase | SERFF ID#      |
|------|---------------|----------------|
| 2020 | -5.2%         | HGHM-131937197 |
| 2019 | -33.4%        | HGHM-131496326 |
| 2018 | -0.1%         | HGHM-131014795 |

Rate changes vary by plan, as plan benefits need adjusted to help maintain compliance with metal level requirements. Other base rate components (pricing actuarial factor and network discount) are also re-evaluated each year. For 2021, the Company’s proposed rate revisions vary by plan, according to the detail presented in the URRT, Worksheet 2, and the PA Rate Template Table 10.

### C. Average Rate Change

The average rate change from Table 10, column AC is a 6.0% increase. This rate change reflects the change for first quarter 2021 rates over first quarter 2020 rates.

For comparison, the change in 21-year-old non-tobacco premium PMPM calculated in Table 11, cell AN13, is a 0.00% increase. This rate change reflects the change for first quarter 2021 rates over first quarter 2020 rates. However, as there is no enrollment currently in the renewal product, a rate increase amount is not calculated in Table 11.

### D. Membership Count (Table 1)

Table 1 has been completed according to the instructions with the average age, age breakdown and total number of members or member months, as indicated in the table. For the 2/1/2020 data, this table reflects all Small Group enrollment, including enrollment from 2019 and 2020 plan year plans.

## **E. Benefit Changes**

The renewal plan required benefit changes because of the new Actuarial Value (AV) calculator released for 2021 effective dates. The plan changes were mostly required so that the plans remained within the defined metal level AV requirements, and were enacted by adjusting member cost sharing and the maximum out of pocket levels.

For the 2021 plan year, there were no benefit changes necessary to the Company's plans to cover the benefits contained in the state's Essential Health Benefit (EHB) benchmark plan.

## **F. Experience Period Claims and Premium (Table 2)**

Please see Table 2 for the experience period data for the most recent calendar year, for the Company and Market. The experience period paid claims data represents the 2019 calendar year results for all non-grandfathered policies in the single risk pool, with run out through February 2020 (2 months). This data is consistent with the data reported in Section I of Worksheet I of the URRT (see below commentary).

The components of this exhibit were developed as follows:

- The Earned Premium represents actual revenues earned in the experience period.
- The Allowed Claims represent our best estimate of the total claims prior to member cost sharing incurred during the experience period. The Allowed Claims include:
  - Two months of run out from the end of the experience period,
  - Claims processed outside of the Company's claims system (e.g., settlements), and
  - Our best estimate of claims incurred but not paid as of the end of the run out period.

Note that the Incurred Claims and Allowed Claims presented in the URRT are net of the Prescription Drug Rebates, while Table 2 has the Prescription Drug Rebates separately identified. As per the URR instructions, Allowed Claims do not include reinsurance recoveries or pooling charges, nor do they include quality incentive payments.

- There are no non-EHB benefits or costs in the experience period.
- The EHB coverage for pediatric vision benefits are provided by our vision coverage vendor under a capitation arrangement. These costs are \$0.62 PMPM per ACA member in the experience period. This translates to \$0.16 PMPM uniform across each member (\$0.62 PMPM for ACA members and \$0 PMPM for Transitional members) in the experience period. This \$0.16 PMPM is reflected in Table 2 under the Total EHB Capitation section.
- The Estimated Risk Adjustment represents our best estimate of the year end risk adjustment transfer payment that the Company will incur based on the results in the experience period. This amount reflects the Department's calculated revised risk adjustment transfer amount sent to the Company on June 30, 2020.
- The calculated loss ratio is 56.3%.

## **G. Credibility of Data (Tables 2b, 3b, 4b)**

We do not use a rigid credibility formula or pre-defined manual rate in the small group market. Based on professional judgment, if the experience can be used to produce reasonable results, it will be considered fully credible in lieu of a rigid formula. The Company's experience is not credible on its own. To develop

the experience used in the rating and trend analysis, the Company utilizes experience from its parent company, Highmark Inc., as well as Highmark Inc.'s other subsidiaries, Highmark Health Insurance Company and Highmark Coverage Advantage. The combined experience used is limited to the Company's Rating Area and Market, and provides a more credible base to analyze the trend components impacting the business in the Company's Market.

Given the combined company experience used to develop the rating, the Company has provided the requested Tables 2b, 3b, and 4b within this filing submission.

## **H. Trend Identification (Table 3)**

Table 3 identifies the annual medical and prescription drug allowed claims cost and utilization trends, as requested by the Pennsylvania Insurance Department. The definitions of service categories, cost, and utilization in Table 3 are consistent with the URRT instructions. The numbers entered in the Cost and Utilization columns are consistent with those entered in Worksheet I, Section 2 of the URRT, except as noted below.

To arrive at our trend assumption, the experience period cost and utilization data were pulled from the Company's claims systems by the defined benefit categories. For the trend component development, the Company uses results from the combined experience of the following companies within the Highmark corporate family: Highmark Inc., Highmark Choice Company, Highmark Health Insurance Company, and Highmark Coverage Advantage. The combined experience used is limited to the Company's Rating Area and Market, and provides a more credible base to analyze the trend components impacting the business in the Company's Market. The trend development uses a projection of allowed claim PMPMs by service category that takes into account many factors, including the Company's expectations of changes in in-network provider contracting levels, changes in out-of-network costs, changes in utilization from medical management programs, and changes in drug costs from impacts such as generic drug development and new drug treatments. To reflect the impact of provider contracting on trend, changes in in-network provider contracting levels, either known or anticipated, are factored into the cost component of trend using detailed analysis of the impact on claim levels from each material provider arrangement.

These projected costs measure and normalize for benefit leveraging, population aging, and historical changes in fee schedules, as well as company-wide utilization management programs, and external trend drivers. Based upon the coverage and demographics of our membership, our historical claim levels, adjusted for these factors and projected forward, represent the best estimates of trend for this block of business. Please note that since these historical claim levels are normalized throughout to account for these forces impacting claim utilization and costs, the claim levels presented will not reflect actual experience claim levels.

For the rate development, the Company uses the aggregate claim trend for all types of service, applied to the experience period. This is done so that the combined trend is reasonable in consideration of the various pricing trend components and the overall anticipated trend level. Based on a review of the projected normalized annual trends for 2020 and 2021, an overall claim trend of 9.6% (8.5% cost; 1.0% utilization) was selected for the 2021 rate development. Please refer to the "Trend Support" exhibit in the

“2021 Supplemental Exhibits - HCC.xlsx” file showing the historical and projected normalized claim values for the Company’s trend determination, along with the Company’s proposed rate trend.

For this Small Group Market filing, quarterly rates are proposed, with rates adjusted each quarter based on the Total Annual Trend presented in Table 3, excluding the Induced Utilization trend. The quarterly trend is based on the cost and utilization trend from Table 3. Note that we zeroed out the impact of the Capitation trend in the Composite URRT Trend. The change in the Capitation charge is reflected in the Change in Benefits adjustment discussed below.

## **I. Historical Experience (Table 4)**

Table 4 presents the most recent 48 months (4 calendar years) of Company data with run-out through February 2020. Allowed claims are sourced from claim records with adjustments for claims that are outside of the claims processing system such as hospital settlements. This data, combined with the data from other companies within Highmark's corporate family, was used to develop the trend in Table 3. Please see Section H for further details.

## **2. Rate Development & Change**

### **A. Projected Index Rate, Market-Adjusted Index Rate, & Total Allowed Claims (Table 5)**

The development of the Projected Index Rate, Projected Market-Adjusted Index Rate, and Projected Total Allowed Claims, shown in Table 5, closely follows that utilized in the development presented in Worksheet 1 of the URRT, a discussion of which can be found in the Part III Actuarial Memorandum submitted in the Rate Filing Justification.

Since the Company’s small group experience is not credible on its own, the rate development uses the combined company experience data discussed in Section 1.G above. Since the Company’s Actual Experience Data is not used in the rate development, the discussion below on the Single Risk Pool Adjustment Factors refers to the Manual Data column (Column D) of Table 5. Some of the items separately identified in Table 5 include:

- The Change in Morbidity represents an adjustment from the experience period claims to the projection period. Pursuant to the Department’s COVID-19 Impact Guidance, the Company has included a 1.9% morbidity adjustment due to the impact of COVID-19 on 2021 claim costs. See below for additional commentary related to the projection period assumptions.
- The Change in Demographics adjustment reflects the change in age and geography factors we expect from the experience period to the projection period.
- The Change in Network adjustment reflects the change in the allowed claims we anticipate due to changes in in-network discount levels between the experience period and the projection period.

- The Change in Benefits adjustment reflects the change in the EHB benefits (pediatric benefits) we anticipate between the experience period and the projection period, as well as the change in expected pharmacy rebates. See below for additional commentary related to these cost changes.

Please see the worksheet named “Table 5 Support” in the “2021 Supplemental Exhibits - HCC.xlsx” file for the calculation of these factors from our experience period data and projected rate results.

Our initial step in developing the index rates is to determine the expected covered membership for the rating period. We estimate the covered member base by adjusting for those groups known to have lapsed during the experience period, and those that we expect will lapse prior to the projection period. Then we add in expected new business from groups with current transitional coverage moving to ACA plans, and groups currently with another carrier.

As we have seen through the transitional coverage availability period, many of the Small Group market customers have retained their pre-ACA coverage, and have yet to join the ACA risk pool. With the transitional coverage provisions extension through the end of 2021 for groups that renew on or prior to October 1, 2021, we continue to believe that many groups, especially lower-risk groups, will continue to retain their current transitional coverage until required to transfer coverage. We are expecting that enrollment drops slightly and that we lose some of the better risk groups. Also, with the continued availability of transitional coverage, we expect any new groups moving into ACA products from transitional coverage will be of higher morbidity.

#### *Impact of COVID-19*

The Change in Morbidity – All Other factor was increased by 1.9% to reflect the estimated impact of COVID-19 on 2021 claim costs. The drivers of the increase are costs directly related to COVID-19, such as a possible vaccine and continued cost sharing waivers, as well as other care delivery changes. Due to these factors we are currently estimating an impact to 2021 claim costs of 1.9% in the PA Small Group ACA market. The components of the adjustment are discussed below.

*COVID-19 Treatment Costs* (1.6% increase in 2021 claims): The primary driver for 2021 is the cost of a potential new vaccine. We assume a vaccine is available and 90% of members get it in 2021, either in the office or at a retail pharmacy. Additionally, we assume some vaccines will be administered in an additional office visit with waived cost sharing. Also, we assume COVID-19 testing will be required before any outpatient procedure.

*Care Delivery Change* (0.3% increase in 2021 claims): We assume some increase in cost of care due to member health deteriorating slightly. Additionally, we assume a higher intensity of services per visit as providers re-engage with their patients. Finally, we assume some care will be shifted to more expensive sites of service.

#### *Total Morbidity Adjustment*

The change in morbidity factor applied to this Company’s experience is 1.000, since it didn’t make sense to estimate a change in morbidity for a non-credible base. The change in morbidity factor

used to adjust the manual data to this Company's projected level of morbidity is 0.794. We apply a factor of 1.019 to each of these morbidity factors for COVID-19. The credibility adjusted level of morbidity is worse than the 2019 experience of this Company

The Change in Benefits adjustment reflects our estimate of the additional costs associated with the addition of EHBs from the experience period to the coverage period, as well as a change in expected Pharmacy rebates.

The combination of the above assumptions results in a Change in Benefits factor of 0.919.

The development of the Projected Paid to Allowed Ratio shown in Table 5 is presented in the "2021 Supplemental Exhibits - HCC.xlsx" file in the "Table 5 Paid-to-Allowed" worksheet. This value is consistent with the paid-to-allowed ratio in the URRT Worksheet 2, line 4.15 Incurred Claims, divided by line 4.11 Allowed Claims.

Table 5 reflects that we are assuming a Projected Risk Adjustment receivable in the projection period of \$13.18 PMPM. To arrive at the anticipated risk transfer for 2021, we bring in the risk adjustment calculation components for the projected 2021 Company portfolio (as discussed above), and use our current knowledge of the Pennsylvania Small Group market profile to estimate the risk adjustment components for the entire state Market. This Market-wide profile is developed from available Market data, including the Interim Summary Report on Risk Adjustment for the 2019 Benefit Year published by CMS, the PA Insurance Department's calculation of 2019 risk adjustment transfer amounts using the final RATEE files, prior years' risk adjustment transfer results, publicly available data (such as MLR reports and rate filings), and outside expertise from actuarial consultants.

The Company considered the impact of the high-cost risk pooling payment for the Small Group market, first implemented in 2018, in its development of its anticipated risk transfer for 2021, and is assuming that the net cost (payments less recoveries) will be negligible for the 2021 projection period.

The Projected Paid Exchange User Fees are developed from the Exchange user fees to be charged by CMS in 2021, multiplied by the percentage of business we expect to purchase Market coverage through the Exchange for this Company. For this Company, all business will be offered Off Exchange in 2021, so there are no Exchange User Fees charged in the rate development.

For this Small Group Market filing, Table 5A has been completed, showing the number of member months renewing by quarter, and the quarterly Single Risk Pool Projected Allowed Claims.

## **B. Retention Items (Table 6)**

Table 6 has been completed with the requested retention elements for the proposed rates for the rating period. The administrative expenses and taxes and fees presented in the rate development in Table 6 cell C53 equal the Taxes and Fees in Table 10.

Administrative costs reflect internal costs that the Company is projected to incur in the projected experience period, and are developed from standard expense allocation methods. Agent/broker fees and commissions reflect our anticipated costs for these items in the experience period.

The development of internal administrative costs utilizes an allocation of Company costs back to lines of business. The allocation method uses measureable stats such as claims worked, inquiries worked, contracts, and members to allocate the majority of expenses. When possible, expenses are direct charged if they can be identified by product instead of going through an allocation method. For corporate allocations, a TCI (total costs incurred) methodology is generally used to allocate by product.

The Health Insurance Provider Fee has been repealed for calendar years beginning after December 31, 2020. As such, a charge for this fee is no longer reflected in the rate development.

In addition, the Patient-Centered Outcomes Research Institute (PCORI) Fee was extended for an additional 10 years, and will be collected for all 2021 policy years. As such, the taxes and fees reflected in this filing include the anticipated PCORI fee to be collected.

The following Taxes and Fees were included in the rate development:

- \$0.23 PMPM for the PCORI Fee; and
- \$0.25 PMPM for the Risk Adjustment User Fee

Note the following regarding plan level retention items:

- The rate development reflects a 0.00% profit and risk load for all products and plans. The Company has voluntarily refrained from including a profit and risk load in this filing. By this voluntary action, the Company is not waiving any right to include a profit and risk load which the Company believes is consistent with historical and legal interpretations of the Company and the Department.
- The administrative expenses as a percentage of expected claims do not vary by plan.
- Expenses for Quality Improvement Initiatives are estimated to be 7% of internal Company expenses, based upon historical analysis of these costs.

### **C. Normalized Market-Adjusted Projected Allowed Total Claims (Table 7)**

The normalization factors presented in Table 7 are each determined from the underlying membership demographics expected in the projected rating period. The 2020 values are pulled from the prior year's filing, while the 2021 values represent our projection for 2021 assumed in the 2021 rate development.

The Age Factor is the weighted average of the Average Age Factors for the Current ACA Book of Business as of the End of Year 2019 and for the Membership Moving to the ACA Book (from transitional and new business).

The Geographic Calibration Factor is the weighted average of the Area Factors by County. This average is weighted by membership.

The Tobacco Surcharge is not applicable since the Company does not use one.

#### **D. Components of Rate Change (Tables 8 and 9)**

Table 8 presents the components of change in the proposed 2021 Calibrated Plan Adjusted Index Rate (PMPM). The 2020 base period allowed claims is carried over from the 2020 rate filing. Row H of Table 8 may differ from Row A due to the detailed breakdown of all the components of the increases in rows B through G not calculating exactly to the change in the calibrated plan adjusted index rate in Row A, which is the more accurate percentage change based on the rate development.

Table 9 presents the data elements supporting the calculations in Table 8. The amounts shown in the 2020 Column match those entered in the 2020 Column in the plan year 2020 rate filing.

### **3. Plan Rate Development (Table 10)**

Table 10 showing the plan rate development has been completed following the instructions in the 2021 ACA-Compliant Health Insurance Rate Filing Guidance. This table shows the plans that the Company intends to offer in 2021, as well as plans discontinued from the 2020 portfolio for 2021. Since many Small Group market enrollees as of 2/1/2020 are still in plan year 2019 plans, the enrollees in plan year 2019 plans were mapped to the plan year 2020 plan that we anticipate they will renew into in 2020. The calibrated plan adjusted index rates for 2021 and 2020, and all of the supporting factors, are calculated according to the instructions.

Each plan takes the Market Adjusted Index Rate and multiplies by the Pricing AV, Benefit Richness Factor, Benefits in Addition to EHB Factor, Provider Network Factor, Catastrophic Eligibility Factor, and Non-Funding of CSR Adjustment Factor (not applicable to Small Group) in order to calculate the Pure Premium. The Pure Premium is then grossed up to account for expenses (Admin Costs, Taxes & Fees, and Profit or Contingency) in order to calculate the Calibrated Plan Adjusted Index Rate. Since each component of the Calibrated Plan Adjusted Index Rate is applied multiplicatively (including the Plan AV Pricing Value), plan premiums are in proportion to the Plan AV Pricing Values.

Note that the HHS Actuarial Value Calculator was able to accommodate all of the Company's benefit designs, and that no adjustments were needed from the values produced by the calculator.

The requested Induced Utilization Exhibit was completed and is presented within the "2021 Supplemental Exhibits - HCC.xlsx" file submitted with this filing (worksheet named "Induced Utilization"). Note that the calculated Induced Utilization factor in Column (8) is a component of the Actuarial Value Allowable Modifier. As such, it is adjusted by the Average Benefit Richness normalization factor of 1.022. In multiplying the Induced Utilization column (8) result by the Average Benefit Richness normalization factor, the result is the Induced Utilization factor appropriate for the plan's metal level (before normalization). These induced demand factors are consistent with the methodology described in the Department's rate filing guidance, which utilizes each plan's actuarial value to establish the appropriate induced demand factor for the plan.

The member-weighted average of the pure plan-level Induced Utilization factors in the last column of the induced utilization exhibit against the projected membership does match the 1.000 expectation of the Department. This calculation can be seen at the bottom of the Induced Utilization Exhibit, where the formulas used in the calculation have been retained.

The Child Capping Adjustment is applied to the Age Calibration Factor in Table 10 to reflect the limitation on the number of children allowed in rating. This factor is determined by estimating the amount of lost revenue due to this restriction, and applying the resulting factor to the normalized age factor in the base rate development. Support for the calibration factors is shown in the “2021 Supplemental Exhibits - HCC.xlsx” file on the worksheet named “Table 10 Calibration Factors”.

#### **4. Plan Premium Development for 21-Year-Old Non-Tobacco User (Table 11)**

Table 11 presents the Company’s 21-year-old non-tobacco premium in the Market for each rating quarter in 2021. As mentioned in Section 1.C above, the change in 21-year-old non-tobacco premium PMPM calculated in this table is a 0.00% increase, while the “percent rate change requested” from the SERFF Rate Review Detail Screen (and Table 10) is 5.98%.

### **5. Plan Factors**

#### **A. Age and Tobacco Factors (Table 12)**

Please see Table 12 for the Company’s age and tobacco factors.

#### **B. Geographic Factors (Table 13)**

Please see Table 13 for the Company’s geographic factors. The Company’s factors for the rating period are unchanged from the currently approved factors.

As mentioned in the Cover Letter, the Company is not changing its product offerings by Rating Area.

#### **C. Network Factors (Table 14)**

Please see Table 14 for the Company’s network rating factors.

#### **D. Service Area Composition**

The Company follows the Rating Area designations created by the state. All counties within a Rating Area are serviced by the Company, according to the Rating Areas specified in Table 14. The Company has submitted its current 2020 service area and its proposed 2021 service area in the file “Pennsylvania Counties Map - 2021 Filings - HCC.pdf” submitted with this filing. There are no proposed changes to the Company’s service area from 2020 to 2021.

#### **E. Composite Rating**

The Company is currently not planning to use CMS’s composite rating method for any of its off-SHOP plans offered during the rating period.

## 6. Actuarial Certifications

I am a member of the American Academy of Actuaries and meet its qualification standards for actuaries issuing statements of actuarial opinions in the United States. This filing is prepared on behalf of the Company to accompany its rate filing (for calendar year 2021) for the Small Group Market off the Pennsylvania Exchange.

I hereby certify that the projected Index Rate is, to the best of my knowledge and understanding:

- In compliance with all applicable State and Federal Statutes and Regulations (45 CFR 156.80 and 147.102)
- Developed in compliance with the applicable Actuarial Standards of Practice
- Reasonable in relation to the benefits provided and the population anticipated to be covered
- Neither excessive nor deficient.

I certify that the Index Rate and only the allowable modifiers as described in 45 CFR 156.80(d)(1) and 45 CFR 156.80(d)(2) were used to generate plan level rates.

I certify that all factor, benefit and other changes from the prior approved filing have been disclosed in the 2021 PA Actuarial Memorandum Rate Exhibits.

I certify that new plans are not considered modifications of existing plans (per the uniform modification standards in 45 CFR 147.106).

I certify that the geographic rating factors reflect only differences in the costs of delivery (which can include unit cost and provider practice pattern differences) and do not include differences for population morbidity by geographic area.

I certify that the AV Calculator was used to determine the AV Metal Values shown in Part I of Worksheet 2 in the URRT for all plans.

The Unified Rate Review Template does not demonstrate the process used by the Company to develop the rates. Rather, it represents information required by Federal regulation to be provided in support of the review of rate increases, for certification of Qualified Health Plans for Federally-facilitated Exchanges, and for certification that the Index Rate is developed in accordance with Federal regulation and used consistently and only adjusted by the allowable modifiers.

I certify that the information presented in the PA Actuarial Memorandum and PA Actuarial Memorandum Rate Exhibits is consistent with the information presented in the 2021 Rate Filing Justification.

Signed: [Redacted]

Date: 07/20/2020



# Rate Change Summary

## Highmark Choice Company (HCC) – Small Group Plans

Rate request filing ID # HGHM-132381009- This document is prepared by the insurance company submitting the rate filing as a consumer tool to help explain the rate filing. It is not intended to describe or include all factors or information considered in the review process. For more information, see the filing at

<http://www.insurance.pa.gov/Consumers/ACARelatedFilings/>

### Overview

|                                        |                                                          |
|----------------------------------------|----------------------------------------------------------|
| Initial requested average rate change: | No reported rate change (no renewing plans) <sup>1</sup> |
| Revised requested average rate change: | N/A <sup>1</sup>                                         |
| Range of requested rate change:        | 5.98% to 5.98%                                           |
| Effective date:                        | January 1, 2021                                          |
| Mapped Members:                        | 0                                                        |
| Available in:                          | Rating Areas 1, 2, 4, 5, 6                               |

### Key information

#### Jan. 2019-Dec. 2019 financial experience

|                            |                 |
|----------------------------|-----------------|
| Premiums                   | \$233,170       |
| Claims                     | \$132,030       |
| Administrative expenses    | \$50,809        |
| Taxes & fees               | \$180           |
| Company made (after taxes) | <b>\$50,151</b> |

#### How it plans to spend your premium

This is how the insurance company plans to spend the premium it collects in 2021:

|                 |       |
|-----------------|-------|
| Claims:         | 81.2% |
| Administrative: | 18.6% |
| Taxes & fees:   | 0.2%  |
| Profit:         | 0.0%  |

The company expects its annual medical costs to increase **9.60%**.

### Explanation of requested rate change

The proposed increases are being driven by rising medical care costs, which are expected to continue through the remainder of 2020 and throughout 2021 as a result of both higher utilization and the increasing cost of healthcare services.

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<sup>1</sup> Note that insurers will have the opportunity to revise their rate change request in July, after they are scheduled to receive updated information about the impact of a federal program called risk adjustment. This document will be updated accordingly at that time.

PA Rate Template Part I  
Data Relevant to the Rate Filing

Table 0. Identifying Information

|                                 |                               |
|---------------------------------|-------------------------------|
| Carrier Name:                   | Highmark Choice Company (HCC) |
| Product(s):                     | HMO                           |
| Market Segment:                 | Small Group                   |
| Rate Effective Date:            | 01/01/2021                    |
| Base Period Start Date:         | 01/01/2019                    |
| Date of Most Recent Membership: | 02/01/2020                    |

to 12/31/2021  
to 12/31/2019

Table 1. Number of Members

|             | Member-months<br>Experience Period | Members<br>Current Period<br>(as of 02-01-2020) | Member-months<br>Projected Rating Period |
|-------------|------------------------------------|-------------------------------------------------|------------------------------------------|
|             |                                    |                                                 |                                          |
| Average Age | 46.0                               | 42.6                                            | 43.6                                     |
| Total       | 566                                | 32                                              | 108                                      |
| <18         | 28                                 | 1                                               | 2                                        |
| 18-24       | 47                                 | 4                                               | 14                                       |
| 25-29       | 36                                 | 4                                               | 14                                       |
| 30-34       | 40                                 | 2                                               | 7                                        |
| 35-39       | 13                                 | 1                                               | 3                                        |
| 40-44       | 47                                 | 3                                               | 10                                       |
| 45-49       | 59                                 | 3                                               | 10                                       |
| 50-54       | 108                                | 7                                               | 24                                       |
| 55-59       | 101                                | 1                                               | 10                                       |
| 60-64       | 60                                 | 2                                               | 7                                        |
| 64+         | 27                                 | 2                                               | 7                                        |

Table 2. Experience Period Claims and Premiums

| Earned Premium                                                                                      | Paid Claims  | Ultimate Incurred Claims | Member Months | Estimated Cost Sharing<br>(Member & HHS) | Allowed Claims (Non-Capitated) | Non-EHB portion of Allowed<br>Claims | Total Prescription Drug Rebates* | Total EHB Capitation | Total Non-EHB Capitation | Estimated Risk Adjustment | Estimated Reinsurance Recoveries |
|-----------------------------------------------------------------------------------------------------|--------------|--------------------------|---------------|------------------------------------------|--------------------------------|--------------------------------------|----------------------------------|----------------------|--------------------------|---------------------------|----------------------------------|
| \$384,449.30                                                                                        | \$143,041.70 | \$146,530.19             | 566           | \$34,911.46                              | \$181,441.96                   | \$0.00                               | (\$14,391.28)                    | \$91.32              | \$0.00                   | (\$49,895.00)             | \$                               |
| Experience Period Total Allowed EHB Claims + EHB Capitation PMPM (net of prescription drug rebates) |              |                          |               |                                          |                                |                                      |                                  |                      |                          |                           | \$                               |
| Loss Ratio                                                                                          |              |                          |               |                                          |                                |                                      |                                  |                      |                          |                           | 294.95                           |

\*Express Prescription Drug Rebates as a negative number

Table 3. Trend Components

| Service Category                      | Cost* | Utilization* | Induced Demand* | Composite Trend | Weight* |
|---------------------------------------|-------|--------------|-----------------|-----------------|---------|
| Inpatient Hospital                    | 8.50% | 1.03%        | 5.25%           | 3.84%           | 12.91%  |
| Outpatient Hospital                   | 8.50% | 1.03%        | 5.25%           | 3.84%           | 27.77%  |
| Professional                          | 8.50% | 1.03%        | 5.25%           | 3.84%           | 10.21%  |
| Other Medical                         | 8.50% | 1.03%        | 5.25%           | 3.84%           | 4.37%   |
| Capitation                            |       |              |                 | 101.68%         | 0.00%   |
| Prescription Drugs                    | 8.50% | 1.03%        | 5.25%           | 3.84%           | 24.85%  |
| Total Annual Trend                    |       |              |                 | 3.84%           | 100.00% |
| Months of Trend                       |       |              |                 | 24              |         |
| Total Applied Trend Projection Factor |       |              |                 | 1.078           |         |

\* Express Cost, Utilization, Induced Utilization and Weight as percentages

\*\* Should equal URRT Trend

Table 4. Historical Experience

| Month-Year | Total Annual Premium | Incurred Claims | Completion Factors* | Ultimate Incurred Claims | Members   | Ultimate Incurred PMPM | Estimated Annual Cost Sharing<br>(Member + HHS) | Prescription Drug Rebates** | Allowed Claims (Net of<br>Prescription Drug Rebates) | Allowed PMPM |
|------------|----------------------|-----------------|---------------------|--------------------------|-----------|------------------------|-------------------------------------------------|-----------------------------|------------------------------------------------------|--------------|
| Jan-16     |                      | \$20,168.81     | 1.0000              | \$                       | 20,168.81 | 48                     | 420.18                                          | (\$473.74)                  | \$20,988.95                                          | 437.27       |
| Feb-16     |                      | \$13,348.05     | 1.0000              | \$                       | 13,348.05 | 46                     | 290.16                                          | (\$454.00)                  | \$14,217.19                                          | 309.29       |
| Mar-16     |                      | \$17,054.87     | 1.0000              | \$                       | 17,054.87 | 47                     | 362.87                                          | (\$461.82)                  | \$17,819.43                                          | 379.14       |
| Apr-16     |                      | \$29,132.01     | 1.0000              | \$                       | 29,132.01 | 52                     | 560.23                                          | (\$513.22)                  | \$30,039.73                                          | 577.69       |
| May-16     |                      | \$25,700.29     | 1.0000              | \$                       | 25,700.29 | 65                     | 395.39                                          | (\$441.52)                  | \$26,485.43                                          | 413.63       |
| Jun-16     |                      | \$15,961.31     | 1.0000              | \$                       | 15,961.31 | 64                     | 249.40                                          | (\$631.65)                  | \$16,888.70                                          | 263.89       |
| Jul-16     |                      | \$15,970.33     | 1.0000              | \$                       | 15,970.33 | 64                     | 249.54                                          | (\$631.65)                  | \$17,025.69                                          | 266.03       |
| Aug-16     |                      | \$20,178.80     | 1.0000              | \$                       | 20,178.80 | 64                     | 315.29                                          | (\$631.65)                  | \$21,345.60                                          | 333.53       |
| Sep-16     |                      | \$17,800.28     | 1.0000              | \$                       | 17,800.28 | 64                     | 278.13                                          | (\$631.65)                  | \$18,834.48                                          | 294.29       |
| Oct-16     |                      | \$69,802.02     | 1.0000              | \$                       | 69,802.02 | 63                     | 1,107.97                                        | (\$621.78)                  | \$71,664.37                                          | 1,137.53     |
| Nov-16     |                      | \$14,237.35     | 1.0000              | \$                       | 14,237.35 | 53                     | 279.16                                          | (\$503.35)                  | \$15,017.57                                          | 294.46       |
| Dec-16     |                      | \$20,453.00     | 1.0000              | \$                       | 20,453.00 | 48                     | 418.60                                          | (\$473.74)                  | \$20,278.99                                          | 409.83       |
| Jan-17     | \$754,496.53         | \$20,839.16     | 1.0000              | \$                       | 20,839.16 | 47                     | 443.39                                          | (\$757.54)                  | \$22,352.49                                          | 475.58       |
| Feb-17     |                      | \$22,686.60     | 1.0000              | \$                       | 22,686.60 | 47                     | 482.70                                          | (\$757.54)                  | \$23,555.14                                          | 501.17       |
| Mar-17     |                      | \$19,248.92     | 1.0000              | \$                       | 19,248.98 | 47                     | 409.55                                          | (\$757.54)                  | \$19,552.87                                          | 414.02       |
| Apr-17     |                      | \$13,714.28     | 1.0000              | \$                       | 13,714.47 | 47                     | 717.31                                          | (\$757.54)                  | \$15,009.96                                          | 244.89       |
| May-17     |                      | \$14,646.84     | 1.0000              | \$                       | 14,647.07 | 65                     | 225.34                                          | (\$1,039.60)                | \$14,886.50                                          | 229.02       |
| Jun-17     |                      | \$19,607.23     | 0.9999              | \$                       | 19,610.29 | 63                     | 432.96                                          | (\$955.87)                  | \$18,855.43                                          | 416.97       |
| Jul-17     |                      | \$12,541.26     | 0.9999              | \$                       | 12,541.95 | 55                     | 238.06                                          | (\$861.85)                  | \$12,988.39                                          | 234.52       |
| Aug-17     |                      | \$21,093.96     | 0.9999              | \$                       | 21,096.14 | 54                     | 390.67                                          | (\$846.18)                  | \$22,063.73                                          | 408.59       |
| Sep-17     |                      | \$10,337.04     | 0.9999              | \$                       | 10,337.65 | 54                     | 191.44                                          | (\$846.18)                  | \$10,276.24                                          | 190.10       |
| Oct-17     |                      | \$4,114.54      | 1.0000              | \$                       | 4,114.64  | 12                     | 342.89                                          | (\$188.04)                  | \$4,228.45                                           | 352.40       |
| Nov-17     |                      | \$3,122.22      | 1.0000              | \$                       | 3,122.31  | 11                     | 283.85                                          | (\$172.37)                  | \$3,147.29                                           | 286.12       |
| Dec-17     | \$614,598.44         | \$5,836.04      | 0.9999              | \$                       | 5,836.45  | 11                     | 530.50                                          | (\$172.37)                  | \$5,952.36                                           | 541.12       |
| Jan-18     |                      | \$4,404.13      | 0.9999              | \$                       | 4,406.88  | 11                     | 400.44                                          | (\$216.49)                  | \$4,554.94                                           | 414.27       |
| Feb-18     |                      | \$2,046.52      | 0.9999              | \$                       | 2,046.73  | 11                     | 186.07                                          | (\$216.49)                  | \$1,944.25                                           | 178.58       |
| Mar-18     |                      | \$3,189.54      | 0.9999              | \$                       | 3,189.88  | 11                     | 289.99                                          | (\$216.49)                  | \$3,162.60                                           | 287.51       |
| Apr-18     |                      | \$11,424.74     | 0.9999              | \$                       | 11,426.58 | 11                     | 1,038.78                                        | (\$216.49)                  | \$11,679.13                                          | 1,061.74     |
| May-18     |                      | \$4,621.45      | 0.9999              | \$                       | 4,623.26  | 11                     | 431.12                                          | (\$216.49)                  | \$4,674.86                                           | 434.99       |
| Jun-18     |                      | \$3,937.78      | 0.9998              | \$                       | 3,938.66  | 11                     | 358.06                                          | (\$216.49)                  | \$3,897.21                                           | 354.29       |
| Jul-18     |                      | \$6,100.11      | 0.9999              | \$                       | 6,100.61  | 11                     | 554.60                                          | (\$216.49)                  | \$6,188.13                                           | 562.56       |
| Aug-18     |                      | \$6,925.05      | 0.9999              | \$                       | 6,928.69  | 11                     | 629.88                                          | (\$216.49)                  | \$6,880.08                                           | 625.46       |
| Sep-18     |                      | \$1,430.10      | 0.9991              | \$                       | 1,435.55  | 11                     | 120.05                                          | (\$216.49)                  | \$1,340.96                                           | 121.95       |
| Oct-18     |                      | \$8,438.67      | 0.9995              | \$                       | 8,442.65  | 8                      | 1,055.33                                        | (\$157.45)                  | \$8,721.27                                           | 1,090.16     |
| Nov-18     |                      | \$5,845.42      | 0.9989              | \$                       | 5,851.72  | 6                      | 975.29                                          | (\$118.09)                  | \$5,982.77                                           | 997.13       |
| Dec-18     | \$83,783.33          | \$6,505.92      | 0.9981              | \$                       | 6,518.10  | 7                      | 931.21                                          | (\$137.77)                  | \$6,576.32                                           | 939.47       |
| Jan-19     |                      | \$7,021.84      | 0.9988              | \$                       | 7,031.46  | 10                     | 200.90                                          | (\$902.29)                  | \$8,018.95                                           | 246.81       |
| Feb-19     |                      | \$19,316.70     | 0.9960              | \$                       | 19,394.38 | 14                     | 570.42                                          | (\$876.51)                  | \$22,113.93                                          | 650.41       |
| Mar-19     |                      | \$6,224.68      | 0.9995              | \$                       | 6,233.87  | 10                     | 188.80                                          | (\$675.73)                  | \$6,767.60                                           | 211.14       |
| Apr-19     |                      | \$10,794.02     | 0.9925              | \$                       | 10,874.97 | 52                     | 209.13                                          | (\$1,340.54)                | \$12,068.47                                          | 232.09       |
| May-19     |                      | \$11,994.79     | 0.9900              | \$                       | 12,115.83 | 51                     | 237.57                                          | (\$1,314.76)                | \$13,322.77                                          | 261.23       |
| Jun-19     |                      | \$5,443.60      | 0.9913              | \$                       | 5,489.90  | 49                     | 112.04                                          | (\$1,263.20)                | \$5,800.67                                           | 119.63       |
| Jul-19     |                      | \$29,228.73     | 0.9883              | \$                       | 29,648.67 | 50                     | 468.15                                          | (\$1,461.88)                | \$29,053.72                                          | 528.79       |
| Aug-19     |                      | \$8,482.01      | 0.9845              | \$                       | 8,615.43  | 53                     | 162.56                                          | (\$1,366.32)                | \$10,213.56                                          | 192.71       |
| Sep-19     |                      | \$7,385.95      | 0.9748              | \$                       | 7,577.06  | 50                     | 151.54                                          | (\$1,288.98)                | \$8,685.98                                           | 173.72       |
| Oct-19     |                      | \$9,229.28      | 0.9732              | \$                       | 9,482.78  | 50                     | 189.69                                          | (\$1,462.98)                | \$10,899.29                                          | 218.80       |
| Nov-19     |                      | \$15,507.73     | 0.9668              | \$                       | 16,040.17 | 51                     | 314.51                                          | (\$1,314.76)                | \$18,421.44                                          | 361.20       |
| Dec-19     | \$284,449.30         | \$17,412.36     | 0.9153              | \$                       | 19,024.66 | 53                     | 358.96                                          | (\$1,366.32)                | \$20,571.64                                          | 388.14       |

\* Express Completion Factor as a percentage

\*\* Express Prescription Drug Rebates as a negative number

Carrier Name: Highmark Choice Company (HCC)  
Product(s): HMO  
Market Segment: Small Group  
Rate Effective Date: 01/01/2021

Table 2b. Manual Experience Period Claims and Premiums

| Earned Premium                                                                                      | Paid Claims      | Ultimate Incurred Claims | Member Months | Estimated Cost Sharing (Member & HHS) | Allowed Claims (Non-Capitated) | Non-EHB portion of Allowed Claims | Total Prescription Drug Rebates* | Total EHB Capitation | Total Non-EHB Capitation | Estimated Risk Adjustment | Estimated Reinsurance Recoveries |
|-----------------------------------------------------------------------------------------------------|------------------|--------------------------|---------------|---------------------------------------|--------------------------------|-----------------------------------|----------------------------------|----------------------|--------------------------|---------------------------|----------------------------------|
| \$238,566,313.95                                                                                    | \$213,226,748.75 | \$217,690,158.20         | 514,805       | \$28,415,542.85                       | \$246,105,701.05               | \$0.00                            | (\$13,683,335.66)                | \$337,832.41         | \$0.00                   | \$2,641,909.33            | \$ 452.13                        |
| Experience Period Total Allowed EHB Claims + EHB Capitation PMPM (net of prescription drug rebates) |                  |                          |               |                                       |                                |                                   |                                  |                      |                          |                           | \$ 84.72%                        |
| Loss Ratio                                                                                          |                  |                          |               |                                       |                                |                                   |                                  |                      |                          |                           |                                  |

\*Express Prescription Drug Rebates as a negative number

Table 3b. Manual Trend Components

| Service Category                      | Cost* | Utilization* | Induced Demand* | Composite Trend | Weight* |
|---------------------------------------|-------|--------------|-----------------|-----------------|---------|
| Inpatient Hospital                    | 8.50% | 1.01%        | -5.25%          | 3.84%           | 12.31%  |
| Outpatient Hospital                   | 8.50% | 1.01%        | -5.25%          | 3.84%           | 27.77%  |
| Professional                          | 8.50% | 1.01%        | -5.25%          | 3.84%           | 30.21%  |
| Other Medical                         | 8.50% | 1.01%        | -5.25%          | 3.84%           | 4.27%   |
| Capitation                            | 8.50% | 1.01%        | -5.25%          | 101.68%         | 0.00%   |
| Prescription Drugs                    | 8.50% | 1.01%        | -5.25%          | 3.84%           | 24.85%  |
| Total Annual Trend                    |       |              |                 | 3.84%           | 100.00% |
| Months of Trend                       |       |              |                 | 24              |         |
| Total Applied Trend Projection Factor |       |              |                 | 1.078           |         |

\*Express Cost, Utilization, Induced Utilization and Weight as percentages

Table 4b. Historical Manual Experience

| Month-Year | Total Annual Premium | Incurred Claims | Completion Factors* | Ultimate Incurred Claims | Members | Ultimate Incurred PMPM | Estimated Annual Cost Sharing (Member + HHS) | Prescription Drug Rebates** | Allowed Claims (Net of Prescription Drug Rebates) | Allowed PMPM |
|------------|----------------------|-----------------|---------------------|--------------------------|---------|------------------------|----------------------------------------------|-----------------------------|---------------------------------------------------|--------------|
| Jan-16     | \$356,871,969.65     | \$23,216,257.80 | 1.0000              | \$ 23,216,257.80         | 75,682  | \$ 306.76              | \$40,231,238.75                              | (\$746,949.44)              | \$26,697,374.35                                   | 352.76       |
| Feb-16     |                      | \$26,934,890.46 | 1.0000              | \$ 26,934,890.46         | 75,234  | \$ 358.01              |                                              | (\$742,527.87)              | \$30,201,737.58                                   | 401.44       |
| Mar-16     |                      | \$26,539,997.01 | 1.0000              | \$ 26,539,997.01         | 74,532  | \$ 356.09              |                                              | (\$735,599.43)              | \$29,755,714.07                                   | 399.29       |
| Apr-16     |                      | \$24,645,596.08 | 1.0000              | \$ 24,645,596.08         | 73,355  | \$ 335.98              |                                              | (\$723,982.93)              | \$27,232,636.88                                   | 371.24       |
| May-16     |                      | \$24,826,327.06 | 1.0000              | \$ 24,826,327.06         | 72,790  | \$ 341.07              |                                              | (\$718,406.61)              | \$27,262,636.47                                   | 374.54       |
| Jun-16     |                      | \$26,870,074.57 | 1.0000              | \$ 26,870,074.57         | 72,316  | \$ 371.56              |                                              | (\$713,728.43)              | \$29,236,404.32                                   | 404.29       |
| Jul-16     |                      | \$22,333,171.03 | 1.0000              | \$ 22,333,171.03         | 70,185  | \$ 318.20              |                                              | (\$692,696.35)              | \$24,621,979.09                                   | 350.82       |
| Aug-16     |                      | \$25,900,414.67 | 1.0000              | \$ 25,900,414.67         | 69,795  | \$ 371.09              |                                              | (\$688,847.22)              | \$28,324,444.77                                   | 405.82       |
| Sep-16     |                      | \$24,476,122.90 | 1.0000              | \$ 24,476,122.90         | 69,531  | \$ 352.02              |                                              | (\$686,241.65)              | \$26,609,861.04                                   | 382.70       |
| Oct-16     |                      | \$24,859,391.11 | 1.0000              | \$ 24,859,391.11         | 68,653  | \$ 362.10              |                                              | (\$677,576.17)              | \$27,027,526.30                                   | 393.68       |
| Nov-16     |                      | \$24,548,098.65 | 1.0000              | \$ 24,548,098.65         | 68,247  | \$ 359.69              |                                              | (\$673,569.12)              | \$26,674,168.30                                   | 390.85       |
| Dec-16     |                      | \$20,606,062.10 | 1.0000              | \$ 20,606,062.10         | 62,627  | \$ 329.01              |                                              | (\$618,102.09)              | \$22,920,941.71                                   | 381.96       |
| Jan-17     | \$309,355,076.75     | \$21,662,068.39 | 1.0000              | \$ 21,662,068.39         | 62,146  | \$ 348.57              | \$34,118,536.34                              | (\$1,033,096.20)            | \$24,407,022.13                                   | 382.74       |
| Feb-17     |                      | \$20,824,447.82 | 1.0000              | \$ 20,824,586.71         | 61,740  | \$ 337.29              |                                              | (\$1,026,414.22)            | \$23,046,334.64                                   | 373.28       |
| Mar-17     |                      | \$24,089,732.07 | 1.0000              | \$ 24,089,879.14         | 61,400  | \$ 392.34              |                                              | (\$1,020,589.64)            | \$26,406,789.15                                   | 430.08       |
| Apr-17     |                      | \$22,251,512.97 | 1.0000              | \$ 22,251,791.33         | 60,798  | \$ 366.00              |                                              | (\$1,010,592.16)            | \$23,996,603.17                                   | 394.69       |
| May-17     |                      | \$23,785,972.34 | 1.0000              | \$ 23,786,941.92         | 60,541  | \$ 392.91              |                                              | (\$1,005,668.24)            | \$25,606,766.79                                   | 422.97       |
| Jun-17     |                      | \$24,337,545.40 | 0.9999              | \$ 24,338,916.13         | 60,434  | \$ 402.74              |                                              | (\$1,003,936.82)            | \$26,035,614.33                                   | 430.81       |
| Jul-17     |                      | \$22,383,588.00 | 0.9999              | \$ 22,386,640.99         | 58,910  | \$ 380.01              |                                              | (\$979,344.25)              | \$24,007,896.74                                   | 407.54       |
| Aug-17     |                      | \$23,143,552.86 | 0.9998              | \$ 23,147,459.18         | 58,636  | \$ 394.77              |                                              | (\$975,151.71)              | \$24,861,810.41                                   | 424.00       |
| Sep-17     |                      | \$22,370,324.99 | 0.9999              | \$ 22,373,618.75         | 58,282  | \$ 381.89              |                                              | (\$968,999.29)              | \$23,776,638.26                                   | 407.96       |
| Oct-17     |                      | \$23,502,312.59 | 0.9999              | \$ 23,505,619.93         | 57,797  | \$ 406.69              |                                              | (\$961,297.30)              | \$25,043,828.75                                   | 433.31       |
| Nov-17     |                      | \$22,507,233.91 | 0.9998              | \$ 22,512,463.84         | 57,622  | \$ 390.69              |                                              | (\$958,491.90)              | \$23,963,393.01                                   | 415.87       |
| Dec-17     |                      | \$16,055,855.30 | 0.9996              | \$ 16,062,839.33         | 48,909  | \$ 328.42              |                                              | (\$820,809.86)              | \$18,144,274.00                                   | 370.98       |
| Jan-18     | \$259,314,719.61     | \$22,788,152.09 | 0.9999              | \$ 22,797,600.99         | 48,581  | \$ 469.27              | \$30,614,546.33                              | (\$1,010,112.03)            | \$24,911,828.91                                   | 513.20       |
| Feb-18     |                      | \$17,555,722.85 | 0.9994              | \$ 17,566,066.15         | 48,482  | \$ 362.32              |                                              | (\$1,008,453.06)            | \$19,181,541.22                                   | 395.64       |
| Mar-18     |                      | \$19,680,595.16 | 0.9994              | \$ 19,692,943.03         | 48,321  | \$ 407.54              |                                              | (\$1,005,231.45)            | \$21,424,163.03                                   | 443.37       |
| Apr-18     |                      | \$19,129,770.59 | 0.9994              | \$ 19,140,900.76         | 48,164  | \$ 397.41              |                                              | (\$1,001,860.27)            | \$20,684,640.17                                   | 429.46       |
| May-18     |                      | \$19,694,373.16 | 0.9994              | \$ 19,706,654.42         | 48,543  | \$ 405.97              |                                              | (\$1,010,612.63)            | \$21,192,513.82                                   | 436.58       |
| Jun-18     |                      | \$19,450,270.29 | 0.9993              | \$ 19,463,106.47         | 48,489  | \$ 401.39              |                                              | (\$1,009,760.75)            | \$20,735,508.29                                   | 427.63       |
| Jul-18     |                      | \$18,930,538.83 | 0.9990              | \$ 18,950,409.98         | 48,379  | \$ 391.71              |                                              | (\$1,007,575.48)            | \$20,426,098.44                                   | 422.21       |
| Aug-18     |                      | \$19,393,822.19 | 0.9986              | \$ 19,420,583.68         | 48,368  | \$ 401.52              |                                              | (\$1,007,452.75)            | \$20,932,420.69                                   | 432.77       |
| Sep-18     |                      | \$17,703,205.76 | 0.9985              | \$ 17,730,226.78         | 48,303  | \$ 367.08              |                                              | (\$1,005,803.94)            | \$18,788,727.70                                   | 388.69       |
| Oct-18     |                      | \$20,360,673.80 | 0.9983              | \$ 20,365,037.11         | 48,350  | \$ 421.82              |                                              | (\$1,007,636.58)            | \$21,833,712.88                                   | 451.53       |
| Nov-18     |                      | \$19,479,713.29 | 0.9983              | \$ 19,513,369.44         | 48,287  | \$ 404.11              |                                              | (\$1,006,225.48)            | \$20,782,590.56                                   | 430.40       |
| Dec-18     |                      | \$17,507,477.66 | 0.9976              | \$ 17,550,278.73         | 46,922  | \$ 374.03              |                                              | (\$979,797.28)              | \$19,569,326.42                                   | 417.06       |
| Jan-19     | \$238,566,313.95     | \$18,071,872.70 | 0.9974              | \$ 18,118,187.15         | 45,087  | \$ 401.85              | \$28,415,542.85                              | (\$1,200,649.27)            | \$20,051,175.25                                   | 444.77       |
| Feb-19     |                      | \$16,903,872.93 | 0.9976              | \$ 16,944,948.84         | 44,652  | \$ 379.49              |                                              | (\$1,188,694.74)            | \$18,309,889.28                                   | 410.06       |
| Mar-19     |                      | \$17,125,019.04 | 0.9966              | \$ 17,183,783.80         | 44,364  | \$ 387.34              |                                              | (\$1,180,802.67)            | \$18,480,604.71                                   | 416.57       |
| Apr-19     |                      | \$19,399,529.42 | 0.9880              | \$ 19,635,950.98         | 43,758  | \$ 448.74              |                                              | (\$1,163,998.47)            | \$20,869,645.84                                   | 476.93       |
| May-19     |                      | \$17,862,581.14 | 0.9849              | \$ 18,117,263.41         | 43,432  | \$ 417.60              |                                              | (\$1,154,836.44)            | \$19,256,098.54                                   | 443.38       |
| Jun-19     |                      | \$18,098,926.96 | 0.9830              | \$ 18,411,058.83         | 43,233  | \$ 425.86              |                                              | (\$1,149,241.33)            | \$19,218,885.71                                   | 445.00       |
| Jul-19     |                      | \$18,000,019.80 | 0.9820              | \$ 18,329,445.49         | 42,420  | \$ 432.09              |                                              | (\$1,127,302.65)            | \$19,491,064.16                                   | 459.48       |
| Aug-19     |                      | \$17,676,315.28 | 0.9787              | \$ 18,061,525.26         | 42,387  | \$ 426.11              |                                              | (\$1,126,196.45)            | \$19,076,793.06                                   | 450.06       |
| Sep-19     |                      | \$17,753,956.72 | 0.9751              | \$ 17,694,860.87         | 42,147  | \$ 419.84              |                                              | (\$1,115,417.38)            | \$18,561,755.42                                   | 440.45       |
| Oct-19     |                      | \$18,239,275.05 | 0.9465              | \$ 18,870,918.49         | 41,771  | \$ 451.77              |                                              | (\$1,109,122.41)            | \$19,969,679.65                                   | 478.05       |
| Nov-19     |                      | \$17,888,229.76 | 0.9626              | \$ 18,584,115.34         | 41,668  | \$ 446.00              |                                              | (\$1,106,320.52)            | \$19,476,853.31                                   | 467.42       |
| Dec-19     |                      | \$16,707,147.95 | 0.9429              | \$ 17,718,098.74         | 39,886  | \$ 444.22              |                                              | (\$1,056,751.33)            | \$19,636,520.46                                   | 492.32       |

\*Express Completion Factor as a percentage

\*\*Express Prescription Drug Rebates as a negative number

# Continuance Table for Calculating Reinsurance Impact - Individual Market Only, Experience Period Information

|                      |                               |                              |           |
|----------------------|-------------------------------|------------------------------|-----------|
| Carrier Name:        | Highmark Choice Company (HCC) | Attachment Point:            | \$60,000  |
| Product(s):          | HMO                           | Reinsurance Cap:             | \$100,000 |
| Market Segment:      | Small Group                   | Coinsurance Rate:            | 60%       |
| Rate Effective Date: | 01/01/2021                    |                              |           |
| Incurred Dates:      | 1/1/2019 to 12/31/2019        | Proj. Incurred Claim Impact: | 0.0%      |

| Individual ACA Compliant Policies Only: Incurred Dates 1/1/2019 to 12/31/2019 |           |                |               |                       |                                        |
|-------------------------------------------------------------------------------|-----------|----------------|---------------|-----------------------|----------------------------------------|
| Annual Incurred Claims Range                                                  |           | Unique Members | Member Months | Total Incurred Claims | Total Incurred Claims with Reinsurance |
| \$0                                                                           | \$29,999  |                |               |                       | \$0                                    |
| \$30,000                                                                      | \$34,999  |                |               |                       | \$0                                    |
| \$35,000                                                                      | \$39,999  |                |               |                       | \$0                                    |
| \$40,000                                                                      | \$44,999  |                |               |                       | \$0                                    |
| \$45,000                                                                      | \$49,999  |                |               |                       | \$0                                    |
| \$50,000                                                                      | \$54,999  |                |               |                       | \$0                                    |
| \$55,000                                                                      | \$59,999  |                |               |                       | \$0                                    |
| \$60,000                                                                      | \$64,999  |                |               |                       | \$0                                    |
| \$65,000                                                                      | \$69,999  |                |               |                       | \$0                                    |
| \$70,000                                                                      | \$74,999  |                |               |                       | \$0                                    |
| \$75,000                                                                      | \$79,999  |                |               |                       | \$0                                    |
| \$80,000                                                                      | \$84,999  |                |               |                       | \$0                                    |
| \$85,000                                                                      | \$89,999  |                |               |                       | \$0                                    |
| \$90,000                                                                      | \$94,999  |                |               |                       | \$0                                    |
| \$95,000                                                                      | \$99,999  |                |               |                       | \$0                                    |
| \$100,000                                                                     | \$109,999 |                |               |                       | \$0                                    |
| \$110,000                                                                     | \$119,999 |                |               |                       | \$0                                    |
| \$120,000                                                                     | \$129,999 |                |               |                       | \$0                                    |
| \$130,000                                                                     | \$139,999 |                |               |                       | \$0                                    |
| \$140,000                                                                     | \$149,999 |                |               |                       | \$0                                    |
| \$150,000                                                                     | \$159,999 |                |               |                       | \$0                                    |
| \$160,000                                                                     | \$169,999 |                |               |                       | \$0                                    |
| \$170,000                                                                     | \$179,999 |                |               |                       | \$0                                    |
| \$180,000                                                                     | \$189,999 |                |               |                       | \$0                                    |
| \$190,000                                                                     | \$199,999 |                |               |                       | \$0                                    |
| \$200,000                                                                     | \$209,999 |                |               |                       | \$0                                    |
| \$210,000                                                                     | \$219,999 |                |               |                       | \$0                                    |
| \$220,000                                                                     | \$229,999 |                |               |                       | \$0                                    |
| \$230,000                                                                     | \$239,999 |                |               |                       | \$0                                    |
| \$240,000                                                                     | \$249,999 |                |               |                       | \$0                                    |
| \$250,000                                                                     | \$259,999 |                |               |                       | \$0                                    |
| \$260,000                                                                     | \$269,999 |                |               |                       | \$0                                    |
| \$270,000                                                                     | \$279,999 |                |               |                       | \$0                                    |
| \$280,000                                                                     | \$289,999 |                |               |                       | \$0                                    |
| \$290,000                                                                     | \$299,999 |                |               |                       | \$0                                    |
| \$300,000                                                                     | \$324,999 |                |               |                       | \$0                                    |
| \$325,000                                                                     | \$349,999 |                |               |                       | \$0                                    |
| \$350,000                                                                     | \$374,999 |                |               |                       | \$0                                    |
| \$375,000                                                                     | \$399,999 |                |               |                       | \$0                                    |
| \$400,000                                                                     | \$424,999 |                |               |                       | \$0                                    |
| \$425,000                                                                     | \$449,999 |                |               |                       | \$0                                    |
| \$450,000                                                                     | \$474,999 |                |               |                       | \$0                                    |
| \$475,000                                                                     | \$499,999 |                |               |                       | \$0                                    |
| \$500,000                                                                     | \$599,999 |                |               |                       | \$0                                    |
| \$600,000                                                                     | \$699,999 |                |               |                       | \$0                                    |
| \$700,000                                                                     | \$799,999 |                |               |                       | \$0                                    |
| \$800,000                                                                     | \$899,999 |                |               |                       | \$0                                    |
| \$900,000                                                                     | \$999,999 |                |               |                       | \$0                                    |
| \$1,000,000+                                                                  |           |                |               |                       | \$0                                    |
| Total                                                                         |           | 0              | 0             | \$0                   | \$0                                    |

# Continuance Table for Calculating Reinsurance Impact - Individual Market Only, Projection Period Information

|                      |                               |                              |           |
|----------------------|-------------------------------|------------------------------|-----------|
| Carrier Name:        | Highmark Choice Company (HCC) | Attachment Point:            | \$60,000  |
| Product(s):          | HMO                           | Reinsurance Cap:             | \$100,000 |
| Market Segment:      | Small Group                   | Coinsurance Rate:            | 60%       |
| Rate Effective Date: | 01/01/2021                    | Proj. Incurred Claim Impact: | 0.0%      |
|                      |                               | Proj. Morbidity Impact:      | -0.1%     |

| Reinsurance Program Impact Continuance Table Development - Plan Year 2021 |           |                |               |                       |                                        |
|---------------------------------------------------------------------------|-----------|----------------|---------------|-----------------------|----------------------------------------|
| Annual Incurred Claims Range                                              |           | Unique Members | Member Months | Total Incurred Claims | Total Incurred Claims with Reinsurance |
| \$0                                                                       | \$29,999  |                |               |                       | \$0                                    |
| \$30,000                                                                  | \$34,999  |                |               |                       | \$0                                    |
| \$35,000                                                                  | \$39,999  |                |               |                       | \$0                                    |
| \$40,000                                                                  | \$44,999  |                |               |                       | \$0                                    |
| \$45,000                                                                  | \$49,999  |                |               |                       | \$0                                    |
| \$50,000                                                                  | \$54,999  |                |               |                       | \$0                                    |
| \$55,000                                                                  | \$59,999  |                |               |                       | \$0                                    |
| \$60,000                                                                  | \$64,999  |                |               |                       | \$0                                    |
| \$65,000                                                                  | \$69,999  |                |               |                       | \$0                                    |
| \$70,000                                                                  | \$74,999  |                |               |                       | \$0                                    |
| \$75,000                                                                  | \$79,999  |                |               |                       | \$0                                    |
| \$80,000                                                                  | \$84,999  |                |               |                       | \$0                                    |
| \$85,000                                                                  | \$89,999  |                |               |                       | \$0                                    |
| \$90,000                                                                  | \$94,999  |                |               |                       | \$0                                    |
| \$95,000                                                                  | \$99,999  |                |               |                       | \$0                                    |
| \$100,000                                                                 | \$109,999 |                |               |                       | \$0                                    |
| \$110,000                                                                 | \$119,999 |                |               |                       | \$0                                    |
| \$120,000                                                                 | \$129,999 |                |               |                       | \$0                                    |
| \$130,000                                                                 | \$139,999 |                |               |                       | \$0                                    |
| \$140,000                                                                 | \$149,999 |                |               |                       | \$0                                    |
| \$150,000                                                                 | \$159,999 |                |               |                       | \$0                                    |
| \$160,000                                                                 | \$169,999 |                |               |                       | \$0                                    |
| \$170,000                                                                 | \$179,999 |                |               |                       | \$0                                    |
| \$180,000                                                                 | \$189,999 |                |               |                       | \$0                                    |
| \$190,000                                                                 | \$199,999 |                |               |                       | \$0                                    |
| \$200,000                                                                 | \$209,999 |                |               |                       | \$0                                    |
| \$210,000                                                                 | \$219,999 |                |               |                       | \$0                                    |
| \$220,000                                                                 | \$229,999 |                |               |                       | \$0                                    |
| \$230,000                                                                 | \$239,999 |                |               |                       | \$0                                    |
| \$240,000                                                                 | \$249,999 |                |               |                       | \$0                                    |
| \$250,000                                                                 | \$259,999 |                |               |                       | \$0                                    |
| \$260,000                                                                 | \$269,999 |                |               |                       | \$0                                    |
| \$270,000                                                                 | \$279,999 |                |               |                       | \$0                                    |
| \$280,000                                                                 | \$289,999 |                |               |                       | \$0                                    |
| \$290,000                                                                 | \$299,999 |                |               |                       | \$0                                    |
| \$300,000                                                                 | \$324,999 |                |               |                       | \$0                                    |
| \$325,000                                                                 | \$349,999 |                |               |                       | \$0                                    |
| \$350,000                                                                 | \$374,999 |                |               |                       | \$0                                    |
| \$375,000                                                                 | \$399,999 |                |               |                       | \$0                                    |
| \$400,000                                                                 | \$424,999 |                |               |                       | \$0                                    |
| \$425,000                                                                 | \$449,999 |                |               |                       | \$0                                    |
| \$450,000                                                                 | \$474,999 |                |               |                       | \$0                                    |
| \$475,000                                                                 | \$499,999 |                |               |                       | \$0                                    |
| \$500,000                                                                 | \$599,999 |                |               |                       | \$0                                    |
| \$600,000                                                                 | \$699,999 |                |               |                       | \$0                                    |
| \$700,000                                                                 | \$799,999 |                |               |                       | \$0                                    |
| \$800,000                                                                 | \$899,999 |                |               |                       | \$0                                    |
| \$900,000                                                                 | \$999,999 |                |               |                       | \$0                                    |
| \$1,000,000+                                                              |           |                |               |                       | \$0                                    |
| Total                                                                     |           | 0              | 0             | \$0                   | \$0                                    |

PA Rate Template Part II  
Rate Development and Change

|                      |                               |
|----------------------|-------------------------------|
| Carrier Name:        | Highmark Choice Company (HCC) |
| Product(s):          | HMO                           |
| Market Segment:      | Small Group                   |
| Plan Effective Date: | 01/01/2021                    |

Table 5. Development of the Projected Index Rate, Market-Adjusted Index Rate, and Total Allowed Claims

| Development of the Projected Index Rate                                                | Actual Experience Data | Manual Date                              |
|----------------------------------------------------------------------------------------|------------------------|------------------------------------------|
| Total Allowed ERB Claims + ERB Capitation PMPM (net of prescription drug rebates) PMPM | \$ 294.35              | \$ 312.13                                |
| One year trend projection factor                                                       | 1.078                  | 1.078                                    |
| Unadjusted Projected Allowed ERB Claims PMPM                                           | \$ 316.08              | \$ 337.55                                |
| <b>Unadjusted Total Allowed Claims</b>                                                 |                        |                                          |
| Change in Mortality - Impact of Reinsurance Program                                    | 1.000                  | 1.000                                    |
| Change in Mortality - All Other                                                        | 0.969                  | 0.969                                    |
| Total Non-Mortality Changes                                                            | 0.969                  | 0.967                                    |
| Change in Disability - All Other                                                       | 1.000                  | 1.000                                    |
| Change in Disability - Network                                                         | 1.000                  | 1.000                                    |
| Change in Disability - Other                                                           | 0.933                  | 0.933                                    |
| Change in Other                                                                        | 1.000                  | 1.000                                    |
| Total Adjusted Projected Allowed ERB Claims PMPM                                       | \$ 297.50              | \$ 381.61                                |
| Credibility Factors                                                                    | 9%                     | 100%                                     |
| Revised Projected ERB Claims PMPM                                                      | \$ 263.63              | \$ 381.61                                |
| <b>Development of the Market-Adjusted Index Rate and Total Allowed Claims</b>          |                        |                                          |
| Revised Projected Allowed ERB Claims PMPM                                              | \$ 263.63              | Index Rate for Projection Period on LBRT |
| Projected Paid to Allowed Ratio                                                        | 0.978                  |                                          |
| Projected Projected ERB Claims PMPM                                                    | \$ 258.45              |                                          |
| <b>Market-Adjusted Allowance</b>                                                       |                        |                                          |
| Projected Incurred Risk Adjustment PMPM                                                | \$ 513.18              |                                          |
| Projected Incurred Exchange User Fee PMPM                                              | \$ 50.00               |                                          |
| Projected Incurred Reinsurance Recoveries PMPM                                         | \$ 345.88              |                                          |
| Market-Adjusted Projected Incurred ERB Claims PMPM                                     | \$ 763.38              | Market-Adjusted Index Rate               |
| Projected Allowed Non-ERB Claims PMPM                                                  | \$ 280.48              |                                          |
| Market-Adjusted Projected Incurred Total Claims PMPM                                   | \$ 1,043.86            |                                          |
| Market-Adjusted Projected Allowed Total Claims PMPM                                    | \$ 1,043.25            |                                          |

Table 6. Retention

| Retention Item(s) - Express in percentages                      | Percentages | PMPM Amounts |
|-----------------------------------------------------------------|-------------|--------------|
| Administrative Expenses                                         | 13.02%      | \$56.28      |
| Operational Claims                                              | 1.13%       | \$17.61      |
| Agent/Broker Fees and Commissions                               | 1.17%       | \$15.62      |
| Quality Improvement Initiatives                                 | 0.00%       | \$2.95       |
| Taxes and Fees                                                  | 0.00%       | \$0.40       |
| Risk Adjustment User Fee                                        | 0.00%       | \$0.21       |
| ACA Fee                                                         | 0.00%       | \$0.21       |
| ACA Assessment & Other Taxes (if applicable)                    | 0.00%       | \$0.00       |
| Reinsurance Recoveries                                          | 0.00%       | \$0.00       |
| Health Insurance Providers Fee (Provided for Small Groups only) | 0.00%       | \$0.00       |
| Profit/Contingency (after tax)                                  | 0.00%       | \$0.00       |
| Total Retention                                                 | 18.77%      | \$56.74      |
| Projected Required Revenue PMPM                                 |             | \$ 302.44    |

Table 8. Components of Rate Change

| Rate Components                                                                     | 2020        | 2021        | Change    | Percent Change |
|-------------------------------------------------------------------------------------|-------------|-------------|-----------|----------------|
| A. Calibrated Plan Adjusted Index Rate (PMPM)                                       | \$ 263.63   | \$ 381.61   | \$ 117.98 | 44.75%         |
| B. Base period allowed claims before normalization                                  | \$ 294.35   | \$ 312.13   | \$ 17.78  | 6.04%          |
| C. Normalization factor component of change                                         | \$ (147.54) | \$ (152.48) | \$ (4.94) | -3.35%         |
| Change in Normalized Allowed Claims Adjustment Components                           |             |             |           |                |
| C1. Base period allowed claims after normalization                                  | \$ 246.85   | \$ 259.65   | \$ 12.80  | 5.19%          |
| C2. LBRT Trend                                                                      | \$ 132.24   | \$ 137.47   | \$ 5.23   | 3.95%          |
| C3. LBRT Mortality                                                                  | \$ (95.89)  | \$ (81.40)  | \$ 14.49  | 15.11%         |
| C4. LBRT Other                                                                      | \$ (15.46)  | \$ (18.40)  | \$ (2.94) | -19.02%        |
| C5. Normalized LBRT Risk Adjustment on an allowed basis                             | \$ (14.28)  | \$ (13.84)  | \$ 0.44   | 3.08%          |
| C6. Normalized Exchange User Fee on an allowed basis                                | \$ 0.00     | \$ 0.00     | \$ 0.00   | 0.00%          |
| C7. Normalized Reinsurance Recoveries on an allowed basis                           | \$ 0.00     | \$ 0.00     | \$ 0.00   | 0.00%          |
| C8. Subtotal - Sum(C1-C7)                                                           | \$ 236.66   | \$ 266.83   | \$ 30.17  | 12.75%         |
| Change in Allowable Plan Adjusted Level Components                                  |             |             |           |                |
| C1. Network                                                                         | \$ -        | \$ 177.21   | \$ 177.21 | 100.00%        |
| C2. Profit & Loss                                                                   | \$ 180.00   | \$ 177.21   | \$ (2.79) | -1.55%         |
| C3. Benefit Returns                                                                 | \$ -        | \$ 3.55     | \$ 3.55   | 100.00%        |
| C4. Catastrophic Eligibility                                                        | \$ -        | \$ 0.00     | \$ 0.00   | 0.00%          |
| C5. Subtotal - Sum(C1-C4)                                                           | \$ 180.00   | \$ 177.21   | \$ (2.79) | -1.55%         |
| Change in Retention Components                                                      |             |             |           |                |
| F1. Administrative Expenses                                                         | \$ 56.28    | \$ 56.74    | \$ 0.46   | 0.82%          |
| F2. Taxes and Fees                                                                  | \$ 0.40     | \$ 0.40     | \$ 0.00   | 0.00%          |
| F3. Profit and/or Contingency                                                       | \$ 0.00     | \$ 0.00     | \$ 0.00   | 0.00%          |
| F4. Subtotal - Sum(F1-F3)                                                           | \$ 56.28    | \$ 56.74    | \$ 0.46   | 0.82%          |
| Change in Miscellaneous Items                                                       |             |             |           |                |
| G. Sum of Components of Rate Change (should approximate the change shown in line A) | \$ 117.98   | \$ 117.98   | \$ 0.00   | 0.00%          |

For informational purposes only - No input required.

|                                                            |           |                                         |
|------------------------------------------------------------|-----------|-----------------------------------------|
| Revised Base Period Unadjusted Claims before Normalization | \$ 316.08 | Index Rate of Experience Period on LBRT |
| Revised Final Projection                                   | \$ 236.66 |                                         |
| Revised Loss Ratio                                         | 88.29%    |                                         |

Table 5A. Small Group Projected Index Rate with Quarterly Trend

| Effective Date                             | 01/01/2021 | 04/01/2021 | 07/01/2021 | 10/01/2021 | Total Single Risk Pool |
|--------------------------------------------|------------|------------|------------|------------|------------------------|
| Adjusted Projected Allowed ERB Claims PMPM | \$ 381.61  | \$ 381.61  | \$ 381.61  | \$ 381.61  | \$ 381.61              |
| Months of Trend                            | 0          | 0          | 0          | 0          | 0                      |
| Annual Trend                               | 0.00%      | 0.00%      | 0.00%      | 0.00%      | 0.00%                  |
| Single Risk Pool Projected Allowed Claims  | \$ 381.61  | \$ 381.61  | \$ 381.61  | \$ 381.61  | \$ 381.61              |
| Quarterly Trend Factor                     | 1.000      | 1.000      | 1.000      | 1.000      | 1.000                  |

Table 7. Normalized Market-Adjusted Projected Allowed Total Claims

| Normalization Factors                                          | 2020      | 2021      |
|----------------------------------------------------------------|-----------|-----------|
| Average Age Factor                                             | 1.000     | 1.000     |
| Average Geographic Factor                                      | 1.000     | 1.000     |
| Average Tobacco Factor                                         | 1.000     | 1.000     |
| Average Benefit Business (Insured demand)                      | 1.000     | 1.000     |
| Average Network Factor                                         | 1.000     | 1.000     |
| Market-Adjusted Projected Allowed Total Claims PMPM            | \$ 381.61 | \$ 381.61 |
| Normalized Market-Adjusted Projected Allowed Total Claims PMPM | \$ 381.61 | \$ 381.61 |

Table 9. Year-over-Year Data to Support Table 8

|                                         | 2020  | 2021  |
|-----------------------------------------|-------|-------|
| Paid to Allowed                         | 0.978 | 0.978 |
| LBRT Trend (Total Applied Trend Factor) | 1.078 | 1.078 |
| LBRT Mortality                          | 0.969 | 0.969 |
| LBRT Other                              | 0.969 | 0.969 |
| Risk Adjustment                         | 1.000 | 1.000 |
| Exchange User Fee                       | 1.000 | 1.000 |
| Reinsurance Recoveries                  | 1.000 | 1.000 |
| Capitation                              | 1.000 | 1.000 |
| Network                                 | 1.000 | 1.000 |
| Pricing AV                              | 0.978 | 0.978 |
| Benefit Returns                         | 1.000 | 1.000 |
| Catastrophic Eligibility                | 1.000 | 1.000 |
| Administrative Expenses                 | 0.00% | 0.00% |
| Taxes and Fees                          | 0.00% | 0.00% |
| Profit and/or Contingency               | 0.00% | 0.00% |

|                                 |                               |
|---------------------------------|-------------------------------|
| Carrier Name:                   | Highmark Choice Company (HCC) |
| Product(s):                     | HMO                           |
| Market Segment:                 | Small Group                   |
| Rate Effective Date:            | 01/01/2021                    |
| Base Period Start Date:         | 01/01/2019                    |
| Date of Most Recent Membership: | 02/01/2020                    |
| Market Adjusted Index Rate:     | 5 162.18                      |

| Calibration                   |      |
|-------------------------------|------|
| Age Calibration Factor        | 1.53 |
| Geographic Calibration Factor | 0.97 |
| Tobacco Calibration Factor    | 1.00 |
| Assessment Collection Factor  | 1.88 |

|                                  |  |
|----------------------------------|--|
| Total Covered Lives @ 02-01-2020 |  |
|----------------------------------|--|

[illegible]

|                                 |                               |
|---------------------------------|-------------------------------|
| Carrier Name:                   | Highmark Choice Company (HCC) |
| Product(s):                     | HMO                           |
| Market Segment:                 | Small Group                   |
| Rate Effective Date:            | 01/01/2021                    |
| Base Period Start Date          | 01/01/2019                    |
| Date of Most Recent Membership: | 02/01/2020                    |
| Market Adjusted Index Rate:     | 5 362.18                      |

% of Total  
Covered Users

|    |   |   |   |   |   |   |   |   |    |
|----|---|---|---|---|---|---|---|---|----|
| 25 | - | - | 7 | - | - | - | - | - | 32 |
|----|---|---|---|---|---|---|---|---|----|

[illegible][illegible]

PA Rate Template Part IV B - Small Group Annual  
Table 11. Plan Premium Development for 21-Year-Old Non-Tobacco User

|                      |                               |
|----------------------|-------------------------------|
| Carrier Name:        | Highmark Choice Company (HCC) |
| Product(s):          | HMO                           |
| Market Segment:      | Small Group                   |
| Rate Effective Date: | 01/01/2021                    |

[illegible]

PA Rate Template Part IV B - Small Group Annual  
Table 11. Plan Premium Development for 21-Year-Old Non-Tobacco User

|                      |                               |
|----------------------|-------------------------------|
| Carrier Name:        | Highmark Choice Company (HCC) |
| Product(s):          | HMO                           |
| Market Segment:      | Small Group                   |
| Rate Effective Date: | 01/01/2021                    |

[illegible]

## PA Rate Quarterly Template Part V Consumer Factors

|                      |                               |
|----------------------|-------------------------------|
| Carrier Name:        | Highmark Choice Company (HCC) |
| Product(s):          | HMO                           |
| Market Segment:      | Small Group                   |
| Rate Effective Date: | 01/01/2021                    |

### Table 12. Age and Tobacco Factors

| Age Band | Age Factor | Tobacco Factor |  | Age Band | Age Factor | Tobacco Factor |
|----------|------------|----------------|--|----------|------------|----------------|
| 0-14     | 0.765      |                |  | 40       | 1.278      | 1.000          |
| 15       | 0.833      |                |  | 41       | 1.302      | 1.000          |
| 16       | 0.859      |                |  | 42       | 1.325      | 1.000          |
| 17       | 0.885      |                |  | 43       | 1.357      | 1.000          |
| 18       | 0.913      |                |  | 44       | 1.397      | 1.000          |
| 19       | 0.941      |                |  | 45       | 1.444      | 1.000          |
| 20       | 0.970      |                |  | 46       | 1.500      | 1.000          |
| 21       | 1.000      | 1.000          |  | 47       | 1.563      | 1.000          |
| 22       | 1.000      | 1.000          |  | 48       | 1.635      | 1.000          |
| 23       | 1.000      | 1.000          |  | 49       | 1.706      | 1.000          |
| 24       | 1.000      | 1.000          |  | 50       | 1.786      | 1.000          |
| 25       | 1.004      | 1.000          |  | 51       | 1.865      | 1.000          |
| 26       | 1.024      | 1.000          |  | 52       | 1.952      | 1.000          |
| 27       | 1.048      | 1.000          |  | 53       | 2.040      | 1.000          |
| 28       | 1.087      | 1.000          |  | 54       | 2.135      | 1.000          |
| 29       | 1.119      | 1.000          |  | 55       | 2.230      | 1.000          |
| 30       | 1.135      | 1.000          |  | 56       | 2.333      | 1.000          |
| 31       | 1.159      | 1.000          |  | 57       | 2.437      | 1.000          |
| 32       | 1.183      | 1.000          |  | 58       | 2.548      | 1.000          |
| 33       | 1.198      | 1.000          |  | 59       | 2.603      | 1.000          |
| 34       | 1.214      | 1.000          |  | 60       | 2.714      | 1.000          |
| 35       | 1.222      | 1.000          |  | 61       | 2.810      | 1.000          |
| 36       | 1.230      | 1.000          |  | 62       | 2.873      | 1.000          |
| 37       | 1.238      | 1.000          |  | 63       | 2.952      | 1.000          |
| 38       | 1.246      | 1.000          |  | 64+      | 3.000      | 1.000          |
| 39       | 1.262      | 1.000          |  |          |            |                |

\*PA follows the federal default age curve.

### Table 13. Geographic Factors

| Geographic Area Factors |                                                    |                |                 |
|-------------------------|----------------------------------------------------|----------------|-----------------|
| Area                    | Counties                                           | Current Factor | Proposed Factor |
| Rating Area 1           | Clarion, Crawford, Forest, McKean, Venango, Warren | 0.970          | 0.970           |
| Rating Area 2           | Cameron, Elk, Potter                               | 0.970          | 0.970           |
| Rating Area 3           |                                                    |                |                 |
| Rating Area 4           | Armstrong                                          | 0.970          | 0.970           |
| Rating Area 5           | Clearfield, Huntingdon, Jefferson, Somerset        | 0.970          | 0.970           |
| Rating Area 6           | Centre                                             | 1.040          | 1.040           |
| Rating Area 7           |                                                    |                |                 |
| Rating Area 8           |                                                    |                |                 |
| Rating Area 9           |                                                    |                |                 |

### Table 14. Network Factors

[illegible]

Company Name: **highmark Choice Company (HCC)**Market: **Small Group**Product: **HMO**Effective Date of Rates: **January 1, 2021**

Ending date of Rates:

**March 31, 2021**

| HIOS Plan ID (On Exchange)=>  | N/A                 |          | N/A                 |          |             |         |             |         |
|-------------------------------|---------------------|----------|---------------------|----------|-------------|---------|-------------|---------|
| HIOS Plan ID (Off Exchange)=> | 38949PA0050003      |          | 38949PA0050003      |          |             |         |             |         |
| Plan Marketing Name =>        | Keystone HMO \$7000 |          | Keystone HMO \$7000 |          |             |         |             |         |
| Form # =>                     | HMO-SM/WG-8         |          | HMO-SM/WG-8         |          |             |         |             |         |
| Rating Area =>                | Area 1,2,4,5        |          | Area 6              |          |             |         |             |         |
| Network =>                    | AB                  |          | AB                  |          |             |         |             |         |
| Metal =>                      | Bronze              |          | Bronze              |          |             |         |             |         |
| Deductible =>                 | \$7000              |          | \$7000              |          |             |         |             |         |
| Coinsurance =>                | 50%                 |          | 50%                 |          |             |         |             |         |
| Copays =>                     | \$115               |          | \$115               |          |             |         |             |         |
| OOP Maximum =>                | \$8550              |          | \$8550              |          |             |         |             |         |
| Pediatric Dental (Yes/No) =>  | Yes                 |          | Yes                 |          |             |         |             |         |
| Age Band                      | Non-Tobacco         | Tobacco  | Non-Tobacco         | Tobacco  | Non-Tobacco | Tobacco | Non-Tobacco | Tobacco |
| 0 - 14                        | \$152.70            | \$152.70 | \$163.73            | \$163.73 |             |         |             |         |
| 15                            | \$166.28            | \$166.28 | \$178.28            | \$178.28 |             |         |             |         |
| 16                            | \$171.46            | \$171.46 | \$183.84            | \$183.84 |             |         |             |         |
| 17                            | \$176.65            | \$176.65 | \$189.41            | \$189.41 |             |         |             |         |
| 18                            | \$182.24            | \$182.24 | \$195.40            | \$195.40 |             |         |             |         |
| 19                            | \$187.83            | \$187.83 | \$201.39            | \$201.39 |             |         |             |         |
| 20                            | \$193.62            | \$193.62 | \$207.60            | \$207.60 |             |         |             |         |
| 21                            | \$199.61            | \$199.61 | \$214.02            | \$214.02 |             |         |             |         |
| 22                            | \$199.61            | \$199.61 | \$214.02            | \$214.02 |             |         |             |         |
| 23                            | \$199.61            | \$199.61 | \$214.02            | \$214.02 |             |         |             |         |
| 24                            | \$199.61            | \$199.61 | \$214.02            | \$214.02 |             |         |             |         |
| 25                            | \$200.41            | \$200.41 | \$214.88            | \$214.88 |             |         |             |         |
| 26                            | \$204.40            | \$204.40 | \$219.16            | \$219.16 |             |         |             |         |
| 27                            | \$209.19            | \$209.19 | \$224.29            | \$224.29 |             |         |             |         |
| 28                            | \$216.98            | \$216.98 | \$232.64            | \$232.64 |             |         |             |         |
| 29                            | \$223.36            | \$223.36 | \$239.49            | \$239.49 |             |         |             |         |
| 30                            | \$226.56            | \$226.56 | \$242.91            | \$242.91 |             |         |             |         |
| 31                            | \$231.35            | \$231.35 | \$248.05            | \$248.05 |             |         |             |         |
| 32                            | \$236.14            | \$236.14 | \$253.19            | \$253.19 |             |         |             |         |
| 33                            | \$239.13            | \$239.13 | \$256.40            | \$256.40 |             |         |             |         |
| 34                            | \$242.33            | \$242.33 | \$259.82            | \$259.82 |             |         |             |         |
| 35                            | \$243.92            | \$243.92 | \$261.53            | \$261.53 |             |         |             |         |
| 36                            | \$245.52            | \$245.52 | \$263.24            | \$263.24 |             |         |             |         |
| 37                            | \$247.12            | \$247.12 | \$264.96            | \$264.96 |             |         |             |         |
| 38                            | \$248.71            | \$248.71 | \$266.67            | \$266.67 |             |         |             |         |
| 39                            | \$251.91            | \$251.91 | \$270.09            | \$270.09 |             |         |             |         |
| 40                            | \$255.10            | \$255.10 | \$273.52            | \$273.52 |             |         |             |         |
| 41                            | \$259.89            | \$259.89 | \$278.65            | \$278.65 |             |         |             |         |
| 42                            | \$264.48            | \$264.48 | \$283.58            | \$283.58 |             |         |             |         |
| 43                            | \$270.87            | \$270.87 | \$290.43            | \$290.43 |             |         |             |         |
| 44                            | \$278.86            | \$278.86 | \$298.99            | \$298.99 |             |         |             |         |
| 45                            | \$288.24            | \$288.24 | \$309.04            | \$309.04 |             |         |             |         |
| 46                            | \$299.42            | \$299.42 | \$321.03            | \$321.03 |             |         |             |         |
| 47                            | \$311.99            | \$311.99 | \$334.51            | \$334.51 |             |         |             |         |
| 48                            | \$326.36            | \$326.36 | \$349.92            | \$349.92 |             |         |             |         |
| 49                            | \$340.53            | \$340.53 | \$365.12            | \$365.12 |             |         |             |         |
| 50                            | \$356.50            | \$356.50 | \$382.24            | \$382.24 |             |         |             |         |
| 51                            | \$372.27            | \$372.27 | \$399.15            | \$399.15 |             |         |             |         |
| 52                            | \$389.64            | \$389.64 | \$417.77            | \$417.77 |             |         |             |         |
| 53                            | \$407.20            | \$407.20 | \$436.60            | \$436.60 |             |         |             |         |
| 54                            | \$426.17            | \$426.17 | \$456.93            | \$456.93 |             |         |             |         |
| 55                            | \$445.13            | \$445.13 | \$477.26            | \$477.26 |             |         |             |         |
| 56                            | \$465.69            | \$465.69 | \$499.31            | \$499.31 |             |         |             |         |
| 57                            | \$486.45            | \$486.45 | \$521.57            | \$521.57 |             |         |             |         |
| 58                            | \$508.61            | \$508.61 | \$545.32            | \$545.32 |             |         |             |         |
| 59                            | \$519.58            | \$519.58 | \$557.09            | \$557.09 |             |         |             |         |
| 60                            | \$541.74            | \$541.74 | \$580.85            | \$580.85 |             |         |             |         |
| 61                            | \$560.90            | \$560.90 | \$601.40            | \$601.40 |             |         |             |         |
| 62                            | \$573.48            | \$573.48 | \$614.88            | \$614.88 |             |         |             |         |
| 63                            | \$589.25            | \$589.25 | \$631.79            | \$631.79 |             |         |             |         |
| 64+                           | \$598.83            | \$598.83 | \$642.06            | \$642.06 |             |         |             |         |

Company Name: **Highmark Choice Company (HCC)**Market: **Small Group**Product: **HMO**Effective Date of Rates: **April 1, 2021**

Ending date of Rates:

**June 30, 2021**

|                               |                     |          |                     |          |             |         |             |         |
|-------------------------------|---------------------|----------|---------------------|----------|-------------|---------|-------------|---------|
| HIOS Plan ID (On Exchange)=>  | N/A                 |          | N/A                 |          |             |         |             |         |
| HIOS Plan ID (Off Exchange)=> | 38949PA0050003      |          | 38949PA0050003      |          |             |         |             |         |
| Plan Marketing Name =>        | Keystone HMO \$7000 |          | Keystone HMO \$7000 |          |             |         |             |         |
| Form # =>                     | HMO-SM/WG-8         |          | HMO-SM/WG-8         |          |             |         |             |         |
| Rating Area =>                | Area 1,2,4,5        |          | Area 6              |          |             |         |             |         |
| Network =>                    | AB                  |          | AB                  |          |             |         |             |         |
| Metal =>                      | Bronze              |          | Bronze              |          |             |         |             |         |
| Deductible =>                 | \$7000              |          | \$7000              |          |             |         |             |         |
| Coinsurance =>                | 50%                 |          | 50%                 |          |             |         |             |         |
| Copays =>                     | \$115               |          | \$115               |          |             |         |             |         |
| OOP Maximum =>                | \$8550              |          | \$8550              |          |             |         |             |         |
| Pediatric Dental (Yes/No) =>  | Yes                 |          | Yes                 |          |             |         |             |         |
| Age Band                      | Non-Tobacco         | Tobacco  | Non-Tobacco         | Tobacco  | Non-Tobacco | Tobacco | Non-Tobacco | Tobacco |
| 0 - 14                        | \$156.24            | \$156.24 | \$167.52            | \$167.52 |             |         |             |         |
| 15                            | \$170.13            | \$170.13 | \$182.41            | \$182.41 |             |         |             |         |
| 16                            | \$175.44            | \$175.44 | \$188.10            | \$188.10 |             |         |             |         |
| 17                            | \$180.75            | \$180.75 | \$193.80            | \$193.80 |             |         |             |         |
| 18                            | \$186.47            | \$186.47 | \$199.93            | \$199.93 |             |         |             |         |
| 19                            | \$192.19            | \$192.19 | \$206.06            | \$206.06 |             |         |             |         |
| 20                            | \$198.11            | \$198.11 | \$212.41            | \$212.41 |             |         |             |         |
| 21                            | \$204.24            | \$204.24 | \$218.98            | \$218.98 |             |         |             |         |
| 22                            | \$204.24            | \$204.24 | \$218.98            | \$218.98 |             |         |             |         |
| 23                            | \$204.24            | \$204.24 | \$218.98            | \$218.98 |             |         |             |         |
| 24                            | \$204.24            | \$204.24 | \$218.98            | \$218.98 |             |         |             |         |
| 25                            | \$205.06            | \$205.06 | \$219.86            | \$219.86 |             |         |             |         |
| 26                            | \$209.14            | \$209.14 | \$224.24            | \$224.24 |             |         |             |         |
| 27                            | \$214.04            | \$214.04 | \$229.49            | \$229.49 |             |         |             |         |
| 28                            | \$222.01            | \$222.01 | \$238.03            | \$238.03 |             |         |             |         |
| 29                            | \$228.54            | \$228.54 | \$245.04            | \$245.04 |             |         |             |         |
| 30                            | \$231.81            | \$231.81 | \$248.54            | \$248.54 |             |         |             |         |
| 31                            | \$236.71            | \$236.71 | \$253.80            | \$253.80 |             |         |             |         |
| 32                            | \$241.62            | \$241.62 | \$259.05            | \$259.05 |             |         |             |         |
| 33                            | \$244.68            | \$244.68 | \$262.34            | \$262.34 |             |         |             |         |
| 34                            | \$247.95            | \$247.95 | \$265.84            | \$265.84 |             |         |             |         |
| 35                            | \$249.58            | \$249.58 | \$267.59            | \$267.59 |             |         |             |         |
| 36                            | \$251.22            | \$251.22 | \$269.35            | \$269.35 |             |         |             |         |
| 37                            | \$252.85            | \$252.85 | \$271.10            | \$271.10 |             |         |             |         |
| 38                            | \$254.48            | \$254.48 | \$272.85            | \$272.85 |             |         |             |         |
| 39                            | \$257.75            | \$257.75 | \$276.35            | \$276.35 |             |         |             |         |
| 40                            | \$261.02            | \$261.02 | \$279.86            | \$279.86 |             |         |             |         |
| 41                            | \$265.92            | \$265.92 | \$285.11            | \$285.11 |             |         |             |         |
| 42                            | \$270.62            | \$270.62 | \$290.15            | \$290.15 |             |         |             |         |
| 43                            | \$277.15            | \$277.15 | \$297.16            | \$297.16 |             |         |             |         |
| 44                            | \$285.32            | \$285.32 | \$305.92            | \$305.92 |             |         |             |         |
| 45                            | \$294.92            | \$294.92 | \$316.21            | \$316.21 |             |         |             |         |
| 46                            | \$306.36            | \$306.36 | \$328.47            | \$328.47 |             |         |             |         |
| 47                            | \$319.23            | \$319.23 | \$342.27            | \$342.27 |             |         |             |         |
| 48                            | \$333.93            | \$333.93 | \$358.03            | \$358.03 |             |         |             |         |
| 49                            | \$348.43            | \$348.43 | \$373.58            | \$373.58 |             |         |             |         |
| 50                            | \$364.77            | \$364.77 | \$391.10            | \$391.10 |             |         |             |         |
| 51                            | \$380.91            | \$380.91 | \$408.40            | \$408.40 |             |         |             |         |
| 52                            | \$398.68            | \$398.68 | \$427.45            | \$427.45 |             |         |             |         |
| 53                            | \$416.65            | \$416.65 | \$446.72            | \$446.72 |             |         |             |         |
| 54                            | \$436.05            | \$436.05 | \$467.52            | \$467.52 |             |         |             |         |
| 55                            | \$455.46            | \$455.46 | \$488.33            | \$488.33 |             |         |             |         |
| 56                            | \$476.49            | \$476.49 | \$510.88            | \$510.88 |             |         |             |         |
| 57                            | \$497.73            | \$497.73 | \$533.65            | \$533.65 |             |         |             |         |
| 58                            | \$520.40            | \$520.40 | \$557.96            | \$557.96 |             |         |             |         |
| 59                            | \$531.64            | \$531.64 | \$570.00            | \$570.00 |             |         |             |         |
| 60                            | \$554.31            | \$554.31 | \$594.31            | \$594.31 |             |         |             |         |
| 61                            | \$573.91            | \$573.91 | \$615.33            | \$615.33 |             |         |             |         |
| 62                            | \$586.78            | \$586.78 | \$629.13            | \$629.13 |             |         |             |         |
| 63                            | \$602.92            | \$602.92 | \$646.43            | \$646.43 |             |         |             |         |
| 64+                           | \$612.72            | \$612.72 | \$656.94            | \$656.94 |             |         |             |         |

Company Name: **Highmark Choice Company (HCC)**Market: **Small Group**Product: **HMO**Effective Date of Rates: **July 1, 2021**

Ending date of Rates:

**September 30, 2021**

|                               |                     |          |                     |          |             |         |             |         |
|-------------------------------|---------------------|----------|---------------------|----------|-------------|---------|-------------|---------|
| HIOS Plan ID (On Exchange)=>  | N/A                 |          | N/A                 |          |             |         |             |         |
| HIOS Plan ID (Off Exchange)=> | 38949PA0050003      |          | 38949PA0050003      |          |             |         |             |         |
| Plan Marketing Name =>        | Keystone HMO \$7000 |          | Keystone HMO \$7000 |          |             |         |             |         |
| Form # =>                     | HMO-SM/WG-8         |          | HMO-SM/WG-8         |          |             |         |             |         |
| Rating Area =>                | Area 1,2,4,5        |          | Area 6              |          |             |         |             |         |
| Network =>                    | AB                  |          | AB                  |          |             |         |             |         |
| Metal =>                      | Bronze              |          | Bronze              |          |             |         |             |         |
| Deductible =>                 | \$7000              |          | \$7000              |          |             |         |             |         |
| Coinsurance =>                | 50%                 |          | 50%                 |          |             |         |             |         |
| Copays =>                     | \$115               |          | \$115               |          |             |         |             |         |
| OOP Maximum =>                | \$8550              |          | \$8550              |          |             |         |             |         |
| Pediatric Dental (Yes/No) =>  | Yes                 |          | Yes                 |          |             |         |             |         |
| Age Band                      | Non-Tobacco         | Tobacco  | Non-Tobacco         | Tobacco  | Non-Tobacco | Tobacco | Non-Tobacco | Tobacco |
| 0 - 14                        | \$159.87            | \$159.87 | \$171.41            | \$171.41 |             |         |             |         |
| 15                            | \$174.08            | \$174.08 | \$186.64            | \$186.64 |             |         |             |         |
| 16                            | \$179.51            | \$179.51 | \$192.47            | \$192.47 |             |         |             |         |
| 17                            | \$184.95            | \$184.95 | \$198.29            | \$198.29 |             |         |             |         |
| 18                            | \$190.80            | \$190.80 | \$204.57            | \$204.57 |             |         |             |         |
| 19                            | \$196.65            | \$196.65 | \$210.84            | \$210.84 |             |         |             |         |
| 20                            | \$202.71            | \$202.71 | \$217.34            | \$217.34 |             |         |             |         |
| 21                            | \$208.98            | \$208.98 | \$224.06            | \$224.06 |             |         |             |         |
| 22                            | \$208.98            | \$208.98 | \$224.06            | \$224.06 |             |         |             |         |
| 23                            | \$208.98            | \$208.98 | \$224.06            | \$224.06 |             |         |             |         |
| 24                            | \$208.98            | \$208.98 | \$224.06            | \$224.06 |             |         |             |         |
| 25                            | \$209.82            | \$209.82 | \$224.96            | \$224.96 |             |         |             |         |
| 26                            | \$214.00            | \$214.00 | \$229.44            | \$229.44 |             |         |             |         |
| 27                            | \$219.01            | \$219.01 | \$234.81            | \$234.81 |             |         |             |         |
| 28                            | \$227.16            | \$227.16 | \$243.55            | \$243.55 |             |         |             |         |
| 29                            | \$233.85            | \$233.85 | \$250.72            | \$250.72 |             |         |             |         |
| 30                            | \$237.19            | \$237.19 | \$254.31            | \$254.31 |             |         |             |         |
| 31                            | \$242.21            | \$242.21 | \$259.69            | \$259.69 |             |         |             |         |
| 32                            | \$247.22            | \$247.22 | \$265.06            | \$265.06 |             |         |             |         |
| 33                            | \$250.36            | \$250.36 | \$268.42            | \$268.42 |             |         |             |         |
| 34                            | \$253.70            | \$253.70 | \$272.01            | \$272.01 |             |         |             |         |
| 35                            | \$255.37            | \$255.37 | \$273.80            | \$273.80 |             |         |             |         |
| 36                            | \$257.05            | \$257.05 | \$275.59            | \$275.59 |             |         |             |         |
| 37                            | \$258.72            | \$258.72 | \$277.39            | \$277.39 |             |         |             |         |
| 38                            | \$260.39            | \$260.39 | \$279.18            | \$279.18 |             |         |             |         |
| 39                            | \$263.73            | \$263.73 | \$282.76            | \$282.76 |             |         |             |         |
| 40                            | \$267.08            | \$267.08 | \$286.35            | \$286.35 |             |         |             |         |
| 41                            | \$272.09            | \$272.09 | \$291.73            | \$291.73 |             |         |             |         |
| 42                            | \$276.90            | \$276.90 | \$296.88            | \$296.88 |             |         |             |         |
| 43                            | \$283.59            | \$283.59 | \$304.05            | \$304.05 |             |         |             |         |
| 44                            | \$291.95            | \$291.95 | \$313.01            | \$313.01 |             |         |             |         |
| 45                            | \$301.77            | \$301.77 | \$323.54            | \$323.54 |             |         |             |         |
| 46                            | \$313.47            | \$313.47 | \$336.09            | \$336.09 |             |         |             |         |
| 47                            | \$326.64            | \$326.64 | \$350.21            | \$350.21 |             |         |             |         |
| 48                            | \$341.68            | \$341.68 | \$366.34            | \$366.34 |             |         |             |         |
| 49                            | \$356.52            | \$356.52 | \$382.25            | \$382.25 |             |         |             |         |
| 50                            | \$373.24            | \$373.24 | \$400.17            | \$400.17 |             |         |             |         |
| 51                            | \$389.75            | \$389.75 | \$417.87            | \$417.87 |             |         |             |         |
| 52                            | \$407.93            | \$407.93 | \$437.37            | \$437.37 |             |         |             |         |
| 53                            | \$426.32            | \$426.32 | \$457.08            | \$457.08 |             |         |             |         |
| 54                            | \$446.17            | \$446.17 | \$478.37            | \$478.37 |             |         |             |         |
| 55                            | \$466.03            | \$466.03 | \$499.65            | \$499.65 |             |         |             |         |
| 56                            | \$487.55            | \$487.55 | \$522.73            | \$522.73 |             |         |             |         |
| 57                            | \$509.28            | \$509.28 | \$546.03            | \$546.03 |             |         |             |         |
| 58                            | \$532.48            | \$532.48 | \$570.90            | \$570.90 |             |         |             |         |
| 59                            | \$543.97            | \$543.97 | \$583.23            | \$583.23 |             |         |             |         |
| 60                            | \$567.17            | \$567.17 | \$608.10            | \$608.10 |             |         |             |         |
| 61                            | \$587.23            | \$587.23 | \$629.61            | \$629.61 |             |         |             |         |
| 62                            | \$600.40            | \$600.40 | \$643.72            | \$643.72 |             |         |             |         |
| 63                            | \$616.91            | \$616.91 | \$661.43            | \$661.43 |             |         |             |         |
| 64+                           | \$626.94            | \$626.94 | \$672.18            | \$672.18 |             |         |             |         |

Company Name: **Highmark Choice Company (HCC)**Market: **Small Group**Product: **HMO**Effective Date of Rates: **October 1, 2021**

Ending date of Rates:

**December 31, 2021**

| HIOS Plan ID (On Exchange)=>  | N/A                 |          | N/A                 |          |             |         |             |         |
|-------------------------------|---------------------|----------|---------------------|----------|-------------|---------|-------------|---------|
| HIOS Plan ID (Off Exchange)=> | 38949PA0050003      |          | 38949PA0050003      |          |             |         |             |         |
| Plan Marketing Name =>        | Keystone HMO \$7000 |          | Keystone HMO \$7000 |          |             |         |             |         |
| Form # =>                     | HMO-SM/WG-8         |          | HMO-SM/WG-8         |          |             |         |             |         |
| Rating Area =>                | Area 1,2,4,5        |          | Area 6              |          |             |         |             |         |
| Network =>                    | AB                  |          | AB                  |          |             |         |             |         |
| Metal =>                      | Bronze              |          | Bronze              |          |             |         |             |         |
| Deductible =>                 | \$7000              |          | \$7000              |          |             |         |             |         |
| Coinsurance =>                | 50%                 |          | 50%                 |          |             |         |             |         |
| Copays =>                     | \$115               |          | \$115               |          |             |         |             |         |
| OOP Maximum =>                | \$8550              |          | \$8550              |          |             |         |             |         |
| Pediatric Dental (Yes/No) =>  | Yes                 |          | Yes                 |          |             |         |             |         |
| Age Band                      | Non-Tobacco         | Tobacco  | Non-Tobacco         | Tobacco  | Non-Tobacco | Tobacco | Non-Tobacco | Tobacco |
| 0 - 14                        | \$163.57            | \$163.57 | \$175.38            | \$175.38 |             |         |             |         |
| 15                            | \$178.11            | \$178.11 | \$190.97            | \$190.97 |             |         |             |         |
| 16                            | \$183.67            | \$183.67 | \$196.93            | \$196.93 |             |         |             |         |
| 17                            | \$189.23            | \$189.23 | \$202.89            | \$202.89 |             |         |             |         |
| 18                            | \$195.22            | \$195.22 | \$209.31            | \$209.31 |             |         |             |         |
| 19                            | \$201.20            | \$201.20 | \$215.72            | \$215.72 |             |         |             |         |
| 20                            | \$207.41            | \$207.41 | \$222.37            | \$222.37 |             |         |             |         |
| 21                            | \$213.82            | \$213.82 | \$229.25            | \$229.25 |             |         |             |         |
| 22                            | \$213.82            | \$213.82 | \$229.25            | \$229.25 |             |         |             |         |
| 23                            | \$213.82            | \$213.82 | \$229.25            | \$229.25 |             |         |             |         |
| 24                            | \$213.82            | \$213.82 | \$229.25            | \$229.25 |             |         |             |         |
| 25                            | \$214.68            | \$214.68 | \$230.17            | \$230.17 |             |         |             |         |
| 26                            | \$218.95            | \$218.95 | \$234.75            | \$234.75 |             |         |             |         |
| 27                            | \$224.08            | \$224.08 | \$240.25            | \$240.25 |             |         |             |         |
| 28                            | \$232.42            | \$232.42 | \$249.19            | \$249.19 |             |         |             |         |
| 29                            | \$239.26            | \$239.26 | \$256.53            | \$256.53 |             |         |             |         |
| 30                            | \$242.69            | \$242.69 | \$260.20            | \$260.20 |             |         |             |         |
| 31                            | \$247.82            | \$247.82 | \$265.70            | \$265.70 |             |         |             |         |
| 32                            | \$252.95            | \$252.95 | \$271.20            | \$271.20 |             |         |             |         |
| 33                            | \$256.16            | \$256.16 | \$274.64            | \$274.64 |             |         |             |         |
| 34                            | \$259.58            | \$259.58 | \$278.31            | \$278.31 |             |         |             |         |
| 35                            | \$261.29            | \$261.29 | \$280.14            | \$280.14 |             |         |             |         |
| 36                            | \$263.00            | \$263.00 | \$281.98            | \$281.98 |             |         |             |         |
| 37                            | \$264.71            | \$264.71 | \$283.81            | \$283.81 |             |         |             |         |
| 38                            | \$266.42            | \$266.42 | \$285.65            | \$285.65 |             |         |             |         |
| 39                            | \$269.84            | \$269.84 | \$289.31            | \$289.31 |             |         |             |         |
| 40                            | \$273.26            | \$273.26 | \$292.98            | \$292.98 |             |         |             |         |
| 41                            | \$278.39            | \$278.39 | \$298.48            | \$298.48 |             |         |             |         |
| 42                            | \$283.31            | \$283.31 | \$303.76            | \$303.76 |             |         |             |         |
| 43                            | \$290.15            | \$290.15 | \$311.09            | \$311.09 |             |         |             |         |
| 44                            | \$298.71            | \$298.71 | \$320.26            | \$320.26 |             |         |             |         |
| 45                            | \$308.76            | \$308.76 | \$331.04            | \$331.04 |             |         |             |         |
| 46                            | \$320.73            | \$320.73 | \$343.88            | \$343.88 |             |         |             |         |
| 47                            | \$334.20            | \$334.20 | \$358.32            | \$358.32 |             |         |             |         |
| 48                            | \$349.60            | \$349.60 | \$374.82            | \$374.82 |             |         |             |         |
| 49                            | \$364.78            | \$364.78 | \$391.10            | \$391.10 |             |         |             |         |
| 50                            | \$381.88            | \$381.88 | \$409.44            | \$409.44 |             |         |             |         |
| 51                            | \$398.77            | \$398.77 | \$427.55            | \$427.55 |             |         |             |         |
| 52                            | \$417.38            | \$417.38 | \$447.50            | \$447.50 |             |         |             |         |
| 53                            | \$436.19            | \$436.19 | \$467.67            | \$467.67 |             |         |             |         |
| 54                            | \$456.51            | \$456.51 | \$489.45            | \$489.45 |             |         |             |         |
| 55                            | \$476.82            | \$476.82 | \$511.23            | \$511.23 |             |         |             |         |
| 56                            | \$498.84            | \$498.84 | \$534.84            | \$534.84 |             |         |             |         |
| 57                            | \$521.08            | \$521.08 | \$558.68            | \$558.68 |             |         |             |         |
| 58                            | \$544.81            | \$544.81 | \$584.13            | \$584.13 |             |         |             |         |
| 59                            | \$556.57            | \$556.57 | \$596.74            | \$596.74 |             |         |             |         |
| 60                            | \$580.31            | \$580.31 | \$622.18            | \$622.18 |             |         |             |         |
| 61                            | \$600.83            | \$600.83 | \$644.19            | \$644.19 |             |         |             |         |
| 62                            | \$614.30            | \$614.30 | \$658.64            | \$658.64 |             |         |             |         |
| 63                            | \$631.20            | \$631.20 | \$676.75            | \$676.75 |             |         |             |         |
| 64+                           | \$641.46            | \$641.46 | \$687.75            | \$687.75 |             |         |             |         |

Highmark Choice Company (HCC)  
Small Group  
Plan Design Summary

| HIOS Plan ID   | Plan Marketing Name | Product | Metal  | On/Off<br>Exchange | Network | Rating Area | Counties Covered                                                                                                                                  |
|----------------|---------------------|---------|--------|--------------------|---------|-------------|---------------------------------------------------------------------------------------------------------------------------------------------------|
| 38949PA0050003 | Keystone HMO \$7000 | HMO     | Bronze | Off                | AB      | 1,2,4,5,6   | Clarion, Crawford, Forest, McKean,<br>Venango, Warren, Cameron, Elk, Potter,<br>Armstrong, Clearfield, Huntingdon,<br>Jefferson, Somerset, Centre |

Company Name Highmark Choice Company (HCC)  
Market Small Group  
RATES FOR AGE 21, NON-TOBACCO USER, BY RATING AREA AND COUNTY

[illegible]

RATES FOR AGE 21, NON-TOBAC

RATES FOR AGE 21, NON-TOBACCO USER, BY RATING AREA AND COUNTY

| 02-01-2020 Number of Covered Lives by Rating County |                     |         |        |                 |
|-----------------------------------------------------|---------------------|---------|--------|-----------------|
| HIOS Plan ID                                        | Plan Marketing Name | Product | Metal  | On/Off Exchange |
| 38949PA0050003                                      | Keystone HMO 57000  | HMO     | Bronze | Off             |

| RATING AREA 4 |           |        |        |         |        |         |          |            |              |
|---------------|-----------|--------|--------|---------|--------|---------|----------|------------|--------------|
| 0             | 0         | 0      | 0      | 0       | 0      | 0       | 0        | 0          | 0            |
| Allegheny     | Armstrong | Beaver | Butler | Fayette | Greene | Indiana | Lawrence | Washington | Westmoreland |

| RATING AREA 5 |       |            |         |            |           |          |
|---------------|-------|------------|---------|------------|-----------|----------|
| 0             | 0     | 0          | 0       | 0          | 0         | 0        |
| Bedford       | Blair | Clearfield | Cambria | Huntingdon | Jefferson | Somerset |
|               |       | \$199.61   |         | \$199.61   | \$199.61  | \$199.61 |

Company Name    Highmark Choice Company (HCC)  
Market            Small Group  
RATES FOR AGE 21, NON-TOBACCO USER, BY RATING AREA AND COUNTY

| 02-01-2020 Number of Covered Lives by Rating County |                     |         |        |                 | RATING AREA 6 |          |        |         |         |             |                |            |        |       | RATING AREA 7 |       |           |      |       | RATING AREA 8 |          |            |              |            | RATING AREA 9 |          |        |         |         |       |  |
|-----------------------------------------------------|---------------------|---------|--------|-----------------|---------------|----------|--------|---------|---------|-------------|----------------|------------|--------|-------|---------------|-------|-----------|------|-------|---------------|----------|------------|--------------|------------|---------------|----------|--------|---------|---------|-------|--|
| HIOS Plan ID                                        | Plan Marketing Name | Product | Metal  | On/Off Exchange | D             | D        | D      | D       | D       | D           | D              | D          | D      | D     | D             | D     | D         | D    | D     | D             | D        | D          | D            | D          | D             | D        | D      | D       | D       | D     |  |
| 38549PAD050003                                      | Keystone HMO \$7000 | HMO     | Bronze | Off             | Centre        | Columbia | Lehigh | Mifflin | Montour | Northampton | Northumberland | Schuylkill | Snyder | Union | Adams         | Berks | Lancaster | York | Bucks | Chester       | Delaware | Montgomery | Philadelphia | Cumberland | Dauphin       | Franklin | Fulton | Juniata | Lebanon | Perry |  |
|                                                     |                     |         |        |                 | \$214.02      |          |        |         |         |             |                |            |        |       |               |       |           |      |       |               |          |            |              |            |               |          |        |         |         |       |  |
|                                                     |                     |         |        |                 |               |          |        |         |         |             |                |            |        |       |               |       |           |      |       |               |          |            |              |            |               |          |        |         |         |       |  |

Company Name    Highmark Choice Company (HCC)  
Market        Small Group  
RATES FOR AGE 21, NON-TOBACCO USER, BY RATING AREA AND COUNTY

| 02-81-2020 Number of Covered Lives by Rating County |                     |         |        |                 | RATING AREA 1 |          |      |          |          |        |          |          |          |         |          |          | RATING AREA 2 |         |            |          |          |        |      |          |             |       |       |         | RATING AREA 3 |           |        |        |         |        |         |          |            |              |  |  | RATING AREA 4 |  |  |  |  |  |  |  |  |  |
|-----------------------------------------------------|---------------------|---------|--------|-----------------|---------------|----------|------|----------|----------|--------|----------|----------|----------|---------|----------|----------|---------------|---------|------------|----------|----------|--------|------|----------|-------------|-------|-------|---------|---------------|-----------|--------|--------|---------|--------|---------|----------|------------|--------------|--|--|---------------|--|--|--|--|--|--|--|--|--|
| HCC Plan ID                                         | Plan Marketing Name | Product | Metal  | SM/DBL Exchange | Crawford      | Clarion  | Erie | Forest   | McKean   | Mercer | Venango  | Warren   | Elk      | Cameron | Potter   | Bradford | Carbon        | Clinton | Lackawanna | Lawrence | Lycaming | Monroe | Pike | Sullivan | Susquehanna | Tioga | Wayne | Wyoming | Allegheny     | Armstrong | Beaver | Butler | Fayette | Greene | Indiana | Lawrence | Washington | Westmoreland |  |  |               |  |  |  |  |  |  |  |  |  |
| 38489PA020003                                       | KeyStone HMO \$1000 | HMO     | Bronze | OFF             | \$104.24      | \$104.24 |      | \$104.24 | \$104.24 |        | \$104.24 | \$104.24 | \$104.24 |         | \$104.24 | \$104.24 |               |         |            |          |          |        |      |          |             |       |       |         | \$104.24      |           |        |        |         |        |         |          |            |              |  |  |               |  |  |  |  |  |  |  |  |  |
|                                                     |                     |         |        |                 |               |          |      |          |          |        |          |          |          |         |          |          |               |         |            |          |          |        |      |          |             |       |       |         |               |           |        |        |         |        |         |          |            |              |  |  |               |  |  |  |  |  |  |  |  |  |

Company Name Highmark Choice Company (HCC)  
Market Small Group  
RATES FOR AGE 21, NON-TOBACCO USER, BY RATING AREA AND COUNTY

| 02-01-2020 Number of Covered Lives by Rating County |                     |         |        |                 | RATING AREA 5 |       |            |         |            |           |          |        |          |        |         |         | RATING AREA 6 |                |            |        |       |       |       |           |      |       |         | RATING AREA 7 |            |              |            | RATING AREA 8 |          |        |         | RATING AREA 9 |       |  |  |  |  |  |  |
|-----------------------------------------------------|---------------------|---------|--------|-----------------|---------------|-------|------------|---------|------------|-----------|----------|--------|----------|--------|---------|---------|---------------|----------------|------------|--------|-------|-------|-------|-----------|------|-------|---------|---------------|------------|--------------|------------|---------------|----------|--------|---------|---------------|-------|--|--|--|--|--|--|
| HCCS Plan ID                                        | Plan Marketing Name | Product | Metal  | On/Off Exchange | Bedford       | Blair | Clearfield | Cambria | Huntingdon | Jefferson | Somerset | Centre | Columbia | Lehigh | Mifflin | Montour | Northampton   | Northumberland | Schuylkill | Snyder | Union | Adams | Berks | Lancaster | York | Bucks | Chester | Delaware      | Montgomery | Philadelphia | Cumberland | Dauphin       | Franklin | Fulton | Juniata | Lebanon       | Perry |  |  |  |  |  |  |
| 35948PAC020003                                      | KeyStone HMO 71000  | HMO     | Bronze | OFF             |               |       | \$204.34   |         | \$204.34   | \$204.34  | \$204.34 |        | \$218.38 |        |         |         |               |                |            |        |       |       |       |           |      |       |         |               |            |              |            |               |          |        |         |               |       |  |  |  |  |  |  |
|                                                     |                     |         |        |                 |               |       |            |         |            |           |          |        |          |        |         |         |               |                |            |        |       |       |       |           |      |       |         |               |            |              |            |               |          |        |         |               |       |  |  |  |  |  |  |

Company Name      Highmark Choice Company (HCC)  
Market      Small Group  
RATES FOR AGE 21, NON-TOBACCO USER, BY RATING AREA AND COUNTY

| 02-01-2020 Number of Covered Lives by Rating County |                     |         |        |                 | RATING AREA 1 |          |      |          |          |        |          |          |          |          |          |          | RATING AREA 2 |        |         |            |          |           |        |      |          |             |       |       | RATING AREA 3 |           |           |        |        |         |        |         |          |            |              |  | RATING AREA 4 |  |  |  |  |  |  |  |  |  |
|-----------------------------------------------------|---------------------|---------|--------|-----------------|---------------|----------|------|----------|----------|--------|----------|----------|----------|----------|----------|----------|---------------|--------|---------|------------|----------|-----------|--------|------|----------|-------------|-------|-------|---------------|-----------|-----------|--------|--------|---------|--------|---------|----------|------------|--------------|--|---------------|--|--|--|--|--|--|--|--|--|
| WCC Plan ID                                         | Plan Marketing Name | Product | Metal  | En/Off Exchange | 0             | 0        | 25   | 0        | 0        | 0      | 0        | 0        | 0        | 0        | 0        | 0        | 0             | 0      | 0       | 0          | 0        | 0         | 0      | 0    | 0        | 0           | 0     | 0     | 0             | 0         | 0         | 0      | 0      | 0       | 0      | 0       | 0        | 0          |              |  |               |  |  |  |  |  |  |  |  |  |
|                                                     |                     |         |        |                 | Crawford      | Clarion  | Erie | Forest   | McKean   | Mercur | Venango  | Warren   | 0%       | Cameron  | Butter   |          | Bradford      | Carbon | Clinton | Lackawanna | Lawrence | Lycermitg | Monroe | Polk | Sullivan | Susquehanna | Tioga | Wayne | Wyoming       | Allegheny | Armstrong | Beaver | Butler | Fayette | Greene | Indiana | Lawrence | Washington | Westmoreland |  |               |  |  |  |  |  |  |  |  |  |
| 389499A0250003                                      | KeyStone HMO 57000  | HMO     | Bronze | Off             | \$208.98      | \$208.98 |      | \$208.98 | \$208.98 |        | \$208.98 | \$208.98 | \$208.98 | \$208.98 | \$208.98 | \$208.98 |               |        |         |            |          |           |        |      |          |             |       |       |               |           |           |        |        |         |        |         |          |            |              |  |               |  |  |  |  |  |  |  |  |  |
|                                                     |                     |         |        |                 |               |          |      |          |          |        |          |          |          |          |          |          |               |        |         |            |          |           |        |      |          |             |       |       |               |           |           |        |        |         |        |         |          |            |              |  |               |  |  |  |  |  |  |  |  |  |

Company Name Highmark Choice Company (HCC)  
Market Small Group  
RATES FOR AGE 21, NON-TOBACCO USER, BY RATING AREA AND COUNTY

| HMO Plan ID    | 02-01-2020 Number of Covered Lives by Rating County |         |        |                 | RATING AREA 1 |       |            |         |            |           |          |          |          |        |         |        | RATING AREA 2 |                |            |        |       |       |       |           |      |       | RATING AREA 3 |          |            |              |            |         |          |        |         |         |
|----------------|-----------------------------------------------------|---------|--------|-----------------|---------------|-------|------------|---------|------------|-----------|----------|----------|----------|--------|---------|--------|---------------|----------------|------------|--------|-------|-------|-------|-----------|------|-------|---------------|----------|------------|--------------|------------|---------|----------|--------|---------|---------|
|                | Plan Marketing Name                                 | Product | Metal  | On/Off Exchange | 0             |       | 0          |         | 0          |           | 0        |          | 0        |        | 0       |        | 0             |                | 0          |        | 0     |       | 0     |           | 0    |       | 0             |          | 0          |              | 0          |         | 0        |        | 0       |         |
|                |                                                     |         |        |                 | Bedford       | Blair | Clearfield | Cambria | Huntingdon | Jefferson | Somerset | Centre   | Columbia | Lehigh | Mifflin | Monroe | Northampton   | Northumberland | Schuylkill | Snyder | Union | Adams | Berks | Lancaster | York | Bucks | Chester       | Delaware | Montgomery | Philadelphia | Cumberland | Dauphin | Franklin | Fulton | Juniata | Lebanon |
| 00440-ADD00001 | Keystone HMO 57000                                  | HMO     | Bronze | OT              | \$208.58      |       |            |         |            |           |          | \$324.08 |          |        |         |        |               |                |            |        |       |       |       |           |      |       |               |          |            |              |            |         |          |        |         |         |
|                |                                                     |         |        |                 |               |       |            |         |            |           |          |          |          |        |         |        |               |                |            |        |       |       |       |           |      |       |               |          |            |              |            |         |          |        |         |         |

Company Name    Highmark Choice Company (HCC)  
Market            Small Group  
RATES FOR AGE 21, NON-TOBACCO USER, BY RATING AREA AND COUNTY

| 02-01-2020 Number of Covered Lives by Rating County |                     |         |        |                 | RATING AREA 1 |          |      |          |          |        |          |          | RATING AREA 2 |          |          | RATING AREA 3 |        |         |            |         |          |        |      |          |             |       |       |         |
|-----------------------------------------------------|---------------------|---------|--------|-----------------|---------------|----------|------|----------|----------|--------|----------|----------|---------------|----------|----------|---------------|--------|---------|------------|---------|----------|--------|------|----------|-------------|-------|-------|---------|
| WOS Plan ID                                         | Plan Marketing Name | Product | Metal  | On/Off Exchange | Crawford      | Clarion  | Erie | Forest   | Madison  | Mercer | Venango  | Warren   | Elk           | Cameron  | Potter   | Bradford      | Carbon | Clinton | Lackawanna | Luzerne | Lycoming | Monroe | Pike | Sullivan | Susquehanna | Tioga | Wayne | Wyoming |
| SENIORAG20003                                       | Keystone HMO STD    | HMO     | Bronze | Off             | \$213.82      | \$213.82 |      | \$213.82 | \$213.82 |        | \$213.82 | \$213.82 | \$213.82      | \$213.82 | \$213.82 |               |        |         |            |         |          |        |      |          |             |       |       |         |
|                                                     |                     |         |        |                 |               |          |      |          |          |        |          |          |               |          |          |               |        |         |            |         |          |        |      |          |             |       |       |         |

Company Name Highmark Choice Company (HCC)  
Market Small Group  
RATES FOR AGE 21, NON-TOBACCO USER, BY RATING AREA AND COUNTY

| 02-01-2020 Number of Covered Lives by Rating County |                     |         |        |                 | RATING AREA 4 |           |        |        |         |        |         |          |            |              | RATING AREA 5 |       |            |         |            |           | RATING AREA 6 |          |          |        |         |        |             |                |            |        |       |   |
|-----------------------------------------------------|---------------------|---------|--------|-----------------|---------------|-----------|--------|--------|---------|--------|---------|----------|------------|--------------|---------------|-------|------------|---------|------------|-----------|---------------|----------|----------|--------|---------|--------|-------------|----------------|------------|--------|-------|---|
|                                                     |                     |         |        |                 | D             | D         | D      | D      | D       | D      | D       | D        | D          | D            | D             | D     | D          | D       | D          | D         | D             | D        | D        | D      | D       | D      | D           | D              | D          | D      | D     | D |
| HROS Plan ID                                        | Plan Marketing Name | Product | Metal  | On/Off Exchange | Allegheny     | Armstrong | Beaver | Butler | Fayette | Greene | Indiana | Lawrence | Washington | Westmoreland | Bedford       | Blair | Clearfield | Cambria | Huntingdon | Jefferson | Somerset      | Centre   | Columbia | Lehigh | Mifflin | Monroe | Northampton | Northumberland | Schuylkill | Snyder | Union |   |
| 38940FAD020013                                      | KeyStone HMO STD00  | HMO     | Bronze | OT              |               | \$213.82  |        |        |         |        |         |          |            |              | \$213.82      |       |            |         | \$213.82   | \$213.82  |               | \$229.35 |          |        |         |        |             |                |            |        |       |   |

Company Name    Highmark Choice Company (HCC)  
Market        Small Group  
RATES FOR AGE 21, NON-TOBACCO USER, BY RATING AREA AND COUNTY

| 02-01-2020 Number of Covered Lives by Rating County |                     |         |        |                 | RATING AREA 7 |       |           |      | RATING AREA 8 |         |          |            |              | RATING AREA 9 |         |          |        |         |         |       |
|-----------------------------------------------------|---------------------|---------|--------|-----------------|---------------|-------|-----------|------|---------------|---------|----------|------------|--------------|---------------|---------|----------|--------|---------|---------|-------|
|                                                     |                     |         |        |                 | 0             |       |           |      | 0             |         |          |            |              | 0             |         |          |        |         |         |       |
| PH25/Plan ID                                        | Plan Marketing Name | Product | Metal  | On/Off Exchange | Adams         | Berks | Lancaster | York | Bucks         | Chester | Delaware | Montgomery | Philadelphia | Cumberland    | Dauphin | Franklin | Fulton | Juniata | Lebanon | Perry |
| 2614PNA2200023                                      | KeyStone HMO S7000  | HMO     | Bronze | CR              |               |       |           |      |               |         |          |            |              |               |         |          |        |         |         |       |
|                                                     |                     |         |        |                 |               |       |           |      |               |         |          |            |              |               |         |          |        |         |         |       |

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Unified Rate Review v5.2

Company Legal Name:Highmark Choice Company (HCC)

HIOS Issuer ID:38949

Effective Date of Rate Change(s):01/01/2021

State:PA

Market:Small Group

To add a product to Worksheet 2 - Plan Product Info, select the Add Product button or Ctrl + Shift + P.

To add a plan to Worksheet 2 - Plan Product Info, select the Add Plan button or Ctrl + Shift + L.

To validate, select the Validate button or Ctrl + Shift + I.

To finalize, select the Finalize button or Ctrl + Shift + F.

Market Level Calculations (Same for all Plans)

Section I: Experience Period Data

Experience Period:01/01/2019to12/31/2019

TotalPMPM

|                                      |              |          |
|--------------------------------------|--------------|----------|
| Allowed Claims                       | \$166,942.00 | \$294.95 |
| Reinsurance                          | \$0.00       | \$0.00   |
| Incurred Claims in Experience Period | \$131,747.00 | \$232.77 |
| Risk Adjustment                      | -\$51,280.00 | -\$90.60 |
| Experience Period Premium            | \$284,450.00 | \$502.56 |
| Experience Period Member Months      | 566          |          |

Section II: Projections

| Benefit Category    | Experience Period Index Rate PMPM | Year 1 Trend |             | Year 2 Trend |             | Trended EHB Allowed Claims PMPM |
|---------------------|-----------------------------------|--------------|-------------|--------------|-------------|---------------------------------|
|                     |                                   | Cost         | Utilization | Cost         | Utilization |                                 |
| Inpatient Hospital  | \$38.07                           | 1.085        | 1.010       | 1.085        | 1.010       | \$45.72                         |
| Outpatient Hospital | \$81.85                           | 1.085        | 1.010       | 1.085        | 1.010       | \$98.29                         |
| Professional        | \$89.05                           | 1.085        | 1.010       | 1.085        | 1.010       | \$106.94                        |
| Other Medical       | \$12.57                           | 1.085        | 1.010       | 1.085        | 1.010       | \$15.10                         |
| Capitation          | \$0.16                            | 2.017        | 1.000       | 2.017        | 1.000       | \$0.65                          |
| Prescription Drug   | \$73.25                           | 1.085        | 1.010       | 1.085        | 1.010       | \$87.96                         |
| Total               | \$294.95                          |              |             |              |             | \$354.66                        |

|                                                         |          |
|---------------------------------------------------------|----------|
| Morbidity Adjustment                                    | 1.000    |
| Demographic Shift                                       | 1.000    |
| Plan Design Changes                                     | 0.919    |
| Other                                                   | 1.000    |
| Adjusted Trended EHB Allowed Claims PMPM for 01/01/2021 | \$325.93 |
| Manual EHB Allowed Claims PMPM                          | \$381.61 |
| Applied Credibility %                                   | 0.00%    |

Projected Period Totals

|                                     |          |             |
|-------------------------------------|----------|-------------|
| Projected Index Rate for 01/01/2021 | \$381.61 | \$41,213.88 |
| Reinsurance                         | \$0.00   | \$0.00      |
| Risk Adjustment Payment/Charge      | \$19.43  | \$2,098.44  |
| Exchange User Fees                  | 0.00%    | \$0.00      |
| Market Adjusted Index Rate          | \$362.18 | \$39,115.44 |
| Projected Member Months             | 108      |             |

Information Not Releasable to the Public Unless Authorized by Law:

This information has not been publically disclosed and may be privileged and confidential. It is for internal government use only and must not be disseminated, distributed, or copied to persons not authorized to receive the information. Unauthorized disclosure may result in prosecution to the full extent of the law.

To add a product to Worksheet 2 - Plan Product Info, select the Add Product button or Ctrl + Shift + P.

To add a plan to Worksheet 2 - Plan Product Info, select the Add Plan button or Ctrl + Shift + L.

To validate, select the Validate button or Ctrl + Shift + I.

To finalize, select the Finalize button or Ctrl + Shift + F.

To remove a product, navigate to the corresponding Product Name/Product ID field and select the Remove Product button or Ctrl + Shift + R.

To remove a plan, navigate to the corresponding Plan Name/Plan ID field and select the Remove Plan button or Ctrl + Shift + M.

State: PA  
Market: Small Group

| Worksheet 1 Totals                   |                                      | Section II: Experience Period and Current Plan Detail Information |                |                |                |                |                |                |                |                |                |                |  |
|--------------------------------------|--------------------------------------|-------------------------------------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|--|
| 2.1 Plan ID: Standard Component (ID) |                                      | Total                                                             |                |                |                |                |                |                |                |                |                |                |  |
|                                      |                                      | 38949PA0040001                                                    | 38949PA0050003 | 38949PA0120001 | 38949PA0120002 | 38949PA0130001 | 38949PA0130002 | 38949PA0130003 | 38949PA0130004 | 38949PA0130005 | 38949PA0130006 | 38949PA0130007 |  |
| \$166,941                            | 2.1 Allowed Claims                   | \$166,941                                                         | \$49,862       | \$0            | \$0            | \$0            | \$12,260       | \$58,206       | \$0            | \$19,134       | \$25,087       | \$2,392        |  |
| \$0                                  | 2.2 Reinsurance                      | \$0                                                               | \$0            | \$0            | \$0            | \$0            | \$0            | \$0            | \$0            | \$0            | \$0            | \$0            |  |
|                                      | 2.4 Member Cost Sharing              | \$35,195                                                          | \$34,834       | \$0            | \$0            | \$2,802        | \$13,591       | \$0            | \$5,753        | \$58,040       | \$974          | \$0            |  |
|                                      | 2.5 Cost Sharing Reduction           | \$0                                                               | \$0            | \$0            | \$0            | \$0            | \$0            | \$0            | \$0            | \$0            | \$0            | \$0            |  |
| \$131,747                            | 2.6 Incurred Claims                  | \$131,747                                                         | \$46,438       | \$0            | \$0            | \$9,458        | \$44,615       | \$13,381       | \$16,647       | \$1,418        | \$0            | \$0            |  |
| \$51,280                             | 2.7 Risk Adjustment Transfer Amount  | \$51,280                                                          | \$0            | \$0            | -\$794         | -\$12,417      | -\$10,708      | -\$13,617      | -\$1,775       | -\$6,878       | \$0            | \$0            |  |
| \$284,450                            | 2.8 Premium                          | \$284,450                                                         | \$70,508       | \$0            | \$1,291        | \$26,515       | \$27,016       | \$0            | \$40,490       | \$25,598       | \$9,632        | \$0            |  |
| 566                                  | 2.9 Experience Period Member Months  | 566                                                               | 84             | 0              | 0              | 3              | 60             | 121            | 0              | 66             | 26             | 0              |  |
|                                      | 2.10 Current Enrollment              | 29                                                                | 0              | 0              | 0              | 17             | 0              | 1              | 0              | 4              | 1              | 0              |  |
|                                      | 2.11 Current Premium PMPM            | \$0.00                                                            | \$0.00         | \$0.00         | \$0.00         | \$0.00         | \$0.00         | \$0.00         | \$0.00         | \$0.00         | \$0.00         | \$0.00         |  |
|                                      | 2.12 Loss Ratio                      | 56.50%                                                            | 65.85%         | #DIV/0!        | #DIV/0!        | 0.10%          | 67.09%         | 44.97%         | #DIV/0!        | 61.18%         | 67.90%         | 51.49%         |  |
|                                      | Per Member Per Month                 |                                                                   |                |                |                |                |                |                |                |                |                |                |  |
|                                      | 2.13 Allowed Claims                  | \$294.95                                                          | \$559.60       | #DIV/0!        | #DIV/0!        | \$0.16         | \$204.33       | \$214.76       | #DIV/0!        | \$289.91       | \$447.98       | \$52.01        |  |
|                                      | 2.14 Reinsurance                     | \$0.00                                                            | \$0.00         | #DIV/0!        | #DIV/0!        | \$0.00         | \$0.00         | \$0.00         | #DIV/0!        | \$0.00         | \$0.00         | \$0.00         |  |
|                                      | 2.15 Member Cost Sharing             | \$62.18                                                           | \$40.88        | #DIV/0!        | #DIV/0!        | \$0.00         | \$46.70        | \$50.15        | #DIV/0!        | \$87.16        | \$154.29       | \$37.47        |  |
|                                      | 2.16 Cost Sharing Reduction          | \$0.00                                                            | \$0.00         | #DIV/0!        | #DIV/0!        | \$0.00         | \$0.00         | \$0.00         | #DIV/0!        | \$0.00         | \$0.00         | \$0.00         |  |
|                                      | 2.17 Incurred Claims                 | \$212.77                                                          | \$554.71       | #DIV/0!        | #DIV/0!        | \$0.15         | \$157.63       | \$159.83       | \$260.75       | \$293.69       | \$54.54        | \$0            |  |
|                                      | 2.18 Risk Adjustment Transfer Amount | -\$90.60                                                          | \$0.00         | #DIV/0!        | #DIV/0!        | -\$264.75      | -\$206.96      | -\$19.84       | -\$272.00      | -\$31.69       | -\$264.55      | \$0            |  |
|                                      | 2.19 Premium                         | \$502.56                                                          | \$839.38       | #DIV/0!        | #DIV/0!        | \$430.18       | \$441.92       | \$405.96       | #DIV/0!        | \$613.48       | \$464.25       | \$37.40        |  |

[illegible]

## Rating Area Data Collection

*Specify the total number of Rating  
Select only the Rating Areas you are  
To validate, select the Validate button  
To finalize, select the Finalize button*

| Rating Area   | Rating Factor |
|---------------|---------------|
| Rating Area 1 | 0.9700        |
| Rating Area 2 | 0.9700        |
| Rating Area 4 | 0.9700        |
| Rating Area 5 | 0.9700        |
| Rating Area 6 | 1.0400        |

*g Areas in your State by selecting the Create Rating Areas button or Ctrl + Shift + I  
are offering plans within and add a factor for each are  
utton or Ctrl + Shift +  
ton or Ctrl + Shift + I*

## **Part II of the Preliminary Justification**

### **Highmark Choice Company – Small Group Market**

#### **Scope and Range:**

Highmark Choice Company (HCC) is requesting a weighted average rate change of 6.0% weighted on the current premium for renewing plans shown in the Unified Rate Review Template for its 2021 ACA qualifying small group products with effective dates from January 1, 2021 to December 31, 2021. This will impact 0 individuals.

The proposed increases are being driven by rising medical care costs, which are expected to continue through the remainder of 2020 and throughout 2021 as a result of both higher utilization and the increasing cost of healthcare services.

Lower cost small groups are expected to remain outside the ACA single-risk pool for most of 2021 due to more favorable premium rates afforded to them in the pre ACA rating formula. The remaining population expected to enroll in the ACA qualifying products represents a small portion of the pool, and those groups generally have unfavorable demographics and higher than average claim costs.

#### **Historical Financial Experience:**

Highmark Coverage Advantage reported a financial gain in 2019.

#### **Change in Medical Service Costs:**

The projected average cost of medical care for the projected population is expected to increase. The increase will emerge in utilization and average cost per service, and is spread across all types of services.

#### **Change in Benefits:**

Some cost sharing parameters were changed in order to maintain compliance with Federal AV requirements. Additionally, some out of pocket maximum parameters were changed to keep up with the rising cost of health care. These out of pocket maximum changes also aided in mitigating the rate increase.

#### **Administrative Costs, Anticipated Operating Results, and Medical Loss Ratio:**

Relative to the 2020 rate filing, taxes and fees are lower since the Health Insurance Provider Fee was repealed for 2021. The anticipated operating results are not excessive or unreasonable. In accordance with regulations, the projected medical loss ratio is over 80%.

**Part III Actuarial Memorandum**

**Redacted Version**

**Highmark Choice Company (HCC)**

**Small Group Rate Filing**

**Effective January 1, 2021**

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## **I. General Information**

### **Document Overview**

This document contains the Part III Actuarial Memorandum for Highmark Choice Company (HCC) Small Group block of business rate filing (“Filing”), for products with effective dates in calendar year 2021. This actuarial memorandum is submitted in conjunction with the Part I Unified Rate Review Template.

The purpose of the actuarial memorandum is to provide certain information related to the submission, including support for the values entered into the Part I Unified Rate Review Template, which supports compliance with the market rating rules and reasonableness of applicable rate increases. This information may not be appropriate for other purposes.

This information is intended for use by the State of Pennsylvania Department of Insurance, the Center for Consumer Information and Insurance Oversight (CCIIO), and their subcontractors to assist in the review of HCC’s Filing. However, we recognize that this certification may become a public document. HCC makes no representations or warranties regarding the contents of this letter to third parties. Likewise, third parties are instructed that they are to place no reliance upon this actuarial memorandum prepared by HCC that would result in the creation of any duty or liability under any theory of law by HCC or its employees to third parties.

The results are actuarial projections. Actual experience is likely to differ for a number of reasons, including population changes, claims experience, and random deviations from assumptions.

### **I.1 Company Identifying Information:**

- Company Legal Name: Highmark Choice Company (HCC)
- State: The State of Pennsylvania has regulatory authority over these policies
- HIOS Issuer ID: 38949
- Market: Small Group
- Effective Date: January 1, 2021

## **II. Proposed Rate Changes**

For all rate increases by plan please see the ‘Cumulative Rate Change % (over 12 mos prior)’ found in line 1.11 of the URRT Worksheet 2. Rate changes vary by plan, as plan benefits need adjusted to help maintain compliance with metal level requirements. Other base rate components (pricing actuarial factor and network discount) are also re-evaluated each year. For 2021, the Company’s proposed rate revisions vary by plan, according to the detail presented in the URRT, Worksheet 2.

The URRT is calculating a 0% rate increase since there is no enrollment in the current renewal plan. The issued rates on the one renewal plan will increase by 6.0%. The primary drivers of the 6.0% rate increase (weighted on the projected enrollment for renewing plans in the URRT) are anticipated cost and utilization increases impacting claims (such as changes in provider reimbursement levels and the availability of new pharmaceutical treatments) and 1.9% due to the projected impact of COVID-19 on 2021 claim levels, partially offset by an increase in claim savings due to negotiated terms with our pharmaceutical benefit manager.

### **III. Experience and Current Period Premium, Claims, and Enrollment**

#### **III.1 Paid through Date:**

Experience period claims were based on incurred calendar year 2019, paid through February 29, 2020. We included only the non-grandfathered, insured members in HCC's book-of-business.

Since the experience under HCC in 2019 was very limited, with little credibility, the rates were developed by using 100% manual rates, as described below in the Credibility Manual section.

#### **III.2 Current Date:**

The current date used for enrollment and premium is February 29, 2020.

#### **III.3 Allowed and Incurred Claims Incurred During the Experience Period:**

- Historical Experience: To complete the URRT historical experience section we chose HCC's current experience for the small group block of business for the period January 1, 2019 through December 31, 2019, with claims paid through February 29, 2020
- Claims Incurred During the 12-month experience period: Worksheet 1, Section I shows our best estimate of the amount of claims that were incurred during the 12-month experience period for HCC's book-of-business. This section includes:
  - The amount of claims which were processed through our claims system,
  - Claims processed outside of our claims system (Rx rebates, settlements, capitated benefits), and
  - Our best estimate of claims incurred but not paid as of the Paid through Date stated above.
- Method for Determining Allowed Claims: For non-capitated claims, the allowed charges are summarized from HCC's detailed claim-level historical data. We only include the non-grandfathered, insured members from HCC's book-of-business.

- **Paid Claims:** We also summarized the paid claims from detailed member records. The paid-to-allowed ratio for the experience period reflects the underlying benefit plan designs chosen by each member.
- **Incurred but Not Paid (IBNR) Claims Estimate:** HCC's estimate of the remaining incurred but not recorded (IBNR) claims reflects the anticipated IBNR as of the end of the paid claim run out period. The IBNR completion factor of 0.980 was developed for HCC's total small group business through analysis of historical claim completion factors. The completion factor was applied equally to both paid and allowed total claims (as a change in utilization) to complete the experience.

#### **IV. Benefit Categories**

Experience period claims data were pulled from HCC's claims systems, and categorized into benefit category components according to types of services associated with each claim. The resulting categories closely adhere to the preferred definitions of the Benefit Categories included in the URRT instructions, including the "Other Medical" category. The "Other Medical" category units reflect visits for PDN/home health, trips for ambulance and procedures for DME/prosthetics. The "Capitation" category represents the monthly charge paid to our Vision benefit provider for covering pediatric vision benefits.

#### **V. Projection Factors**

HCC's projected experience is based 100% on the manual rate. See the Credibility Manual Rate Development section, just below, for a discussion of the projection factors.

#### **VI. Credibility Manual Rate Development**

##### **VI.1 Source and Appropriateness of Experience Data Used**

**Historical Experience:** Since HCC's small group experience on its own would not be credible, HCC's experience was combined with experience from HCC's parent company, Highmark Inc., as well as Highmark Inc.'s other subsidiaries, Highmark Health Insurance Company and Highmark Coverage Advantage, for the small group block of business for the period January 1, 2019 through December 31, 2019, with claims paid through February, 2020 as the basis for the 2021 projected small group market pricing. It is large and represents the closest experience base to the projected population. The benefit categories are the same as described in section IV above.

##### **VI.2 Trend Factors (cost/utilization)**

This development of the CY 2021 rates reflects an annual trend rate of 9.6% (8.5% cost, 1.0% utilization). The annual trend estimates include the impact of provider contracting and anticipated utilization changes to both projected in-network and out-of-network costs. These estimates measure and normalize for benefit leverage, population aging, and historical changes for fee schedules, as well as company-wide utilization management programs, and external trend drivers.

The allowed claims used for the development of the trend are adjusted and normalized to obtain a claim basis appropriate for trend development. These adjustments include changes for in-network provider contracting levels, changes for out-of-network costs, changes in utilization from medical management programs, and changes in drug costs from impacts such as generic drug development and new drug treatments. In addition, the trend estimates normalize for benefit leveraging, population aging, changes in fee schedules, and external trend drivers. The projection of claim costs into the rating period utilizes the same categories of adjustment factors, adjusts for seasonality, and uses a statistical regression of historical trend levels to project monthly claim levels. This normalized and adjusted claim progression is then used to provide the basis for our trend regression model, which will be used to establish the Company's rating trend.

The regression trend model is used to smooth out noise in the historical claim levels and to provide an appropriate jumping off point for our projected claim levels. Using the factors discussed above to adjust our projected claim levels, we can establish an appropriate assumption for trend using our experience period claim levels as the starting point. Since our historical experience would encompass the expected coverage and demographic makeup of our membership, our historical claim levels, adjusted for these factors and projected forward, would represent the best estimates of trend for this block of business.

The trend represents a blended average for all types of service and is applied to the aggregate experience for pricing. These trends represent assumed community-wide expectations. Claim variations due to the specific projected enrolled population in this single risk pool are reflected in the morbidity adjustment.

### **VI.3 Morbidity Adjustment**

The morbidity adjustment reflects the anticipated changes in the average morbidity of the covered population (beyond allowable rating factors) from the experience period to the rating period. As we have seen through the transitional coverage availability period, many of the Small Group market customers have retained their pre-ACA coverage, and have yet to join the ACA risk pool. With the transitional coverage provisions extension through the end of 2021 for groups that renew on or prior to October 1, 2021, we continue to believe that many groups, especially lower-risk groups, will continue to retain their current transitional coverage until required to transfer coverage. We are expecting that enrollment drops slightly and that we lose some of the better risk groups. Also, with the continued availability of transitional coverage, we expect any new groups moving into ACA products from transitional coverage will be of higher morbidity.

#### **Impact of COVID-19**

The Morbidity Adjustment was increased by 1.9% to reflect the estimated impact of COVID-19 on 2021 claim costs. The drivers of the increase are costs directly related to COVID-19, such as a possible vaccine and continued cost sharing waivers, as well as other care delivery changes. Due to these factors we are currently estimating an impact to 2021 claim costs of 1.9% in the PA Small Group ACA market. The components of the adjustment are discussed below.

*COVID-19 Treatment Costs* (1.6% increase in 2021 claims): The primary driver for 2021 is the cost of a potential new vaccine. We assume a vaccine is available and 90% of members get it in 2021, either in the office or at a retail pharmacy. Additionally, we assume some vaccines will be administered in an additional office visit with waived cost sharing. Also, we assume COVID-19 testing will be required before any outpatient procedure.

*Care Delivery Change* (0.3% increase in 2021 claims): We assume some increase in cost of care due to member health deteriorating slightly. Additionally, we assume a higher intensity of services per visit as providers re-engage with their patients. Finally, we assume some care will be shifted to more expensive sites of service.

#### Total Morbidity Adjustment

The change in morbidity factor applied to this Company's experience is 1.000, since it didn't make sense to estimate a change in morbidity for a non-credible base. We apply a factor of 1.019 to this morbidity factor for COVID-19. The credibility adjusted level of morbidity is worse than the 2019 experience of this Company.

### **VI.4 Demographic Shifts**

We are projecting a slight increase in the average age from the experience period to the projection period as business migrates into ACA plans from transitional plans and other plans in the Small Group market. There is no change assumed in the projected area factor. For the development of the CY 2021 rates, this is reflected with a 1.010 Demographic Shift factor in the URRT Worksheet 1.

### **VI.5 Plan Design Changes**

We made the following adjustments to reflect the expected differences in benefits between the experience period and projection period:

- We reflected anticipated changes in the average utilization of services due to differences in average cost sharing requirements during the experience period and average cost sharing requirements in the projection period: -10.2%.
- We reflected a reduction in the capitation costs for the pediatric vision benefits: -\$0.01 PMPM.
- We reflected the following newly mandated benefits required under state law, which are not reflected in the experience period claims: None.
- We reflected the following new benefits that are not part of the essential health benefit package or required under state law that did not exist in the experience period claims: None.
- We made an adjustment to reflect the removal of benefits covered in the experience period claims that will not be covered in the projection period: None.

For the development of the CY 2021 rates, the combination of the above factors produces a 0.898 Plan Design Changes factor in the URRT Worksheet 1.

#### **VI.6 Other Adjustments**

We are expecting an increase in savings associated with prescription drug rebates from the experience period to the projection period of \$7.24 PMPM. This increase in rebates is due to new levels of negotiated rebates with our pharmaceutical vendor.

#### **VI.7 Credibility of Experience**

We do not use a rigid credibility formula or pre-defined manual rate in the small group market. Based on professional judgment, if the experience can be used to produce reasonable results, it will be considered fully credible in lieu of a rigid formula. The Company's experience is not credible on its own. To develop the experience used in the rating and trend analysis, the Company utilizes experience from its parent company, Highmark Inc., as well as Highmark Inc.'s other subsidiaries, Highmark Health Insurance Company and Highmark Coverage Advantage. The combined experience used is limited to the Company's Rating Area and Market, and provides a more credible base to analyze the trend components impacting the business in the Company's Market.

#### **VI.8 Establishing the Index Rate**

The index rates as shown on Worksheet 1 of the URRT are simply the average allowed claims for the Essential Health benefits for the experience and projected populations, respectively, for HCC. It is not adjusted for the risk adjustment program or any other fee. For the projection period, it is the member-weighted average of the quarterly rate indices (Jan 1, Apr 1, Jul 1, and Oct 1) based on the assumed membership distribution effective in each quarter, as shown in the table below.

| <b>2021</b> | <b>% of Members</b> | <b>Projected Quarterly Index Rate PMPM</b> |
|-------------|---------------------|--------------------------------------------|
| 1Q          | 26.5%               | \$381.61                                   |
| 2Q          | 15.0%               | \$390.45                                   |
| 3Q          | 18.9%               | \$399.51                                   |
| 4Q          | 39.6%               | \$408.77                                   |
| Composite   | 100.0%              | \$397.06                                   |

See the sections below for a description of how the projected index rate is adjusted to arrive at each plan adjusted index rate.

#### **VI.9 Development of the Market-wide Adjusted Index Rate**

The limitations imposed by verifications and rounding in the URRT v5.2 workbook produce a Market Adjusted Index Rate that is slightly different from the one ultimately used in the rate development. Please see Exhibit I for a numerical demonstration of the Market-wide Adjusted

Index Rate development that removes these limitations, including the Reinsurance, Risk Adjustment Payment/Charge, and Exchange User Fees discussed below.

#### **VI.10 Reinsurance**

HCC does not have any reinsurance contracts in effect that would impact this rate development. The consideration for the federal high-cost risk pooling program is discussed in the following Risk Adjustment Payment/Charge section.

#### **VI.11 Risk Adjustment Payment/Charge**

To determine our estimated risk transfer for 2021, we examined historical risk scores calculated from the factors in the HHS Notice of Benefit and Payment Parameters, and other risk adjustment transfer formula components, for those members anticipated to be covered by HCC in 2021. We then estimate the statewide average risk scores and other transfer formula components by analyzing the available risk adjustment transfer component information: the Interim Summary Report on Risk Adjustment for the 2019 Benefit Year published by CMS, the PA Insurance Department's calculation of 2019 risk adjustment transfer amounts using the final RATEE files, prior years' risk adjustment transfer results, publicly available data (such as MLR reports and rate filings), and outside expertise from actuarial consultants. We do not anticipate significant migration into the small group risk pool from external populations (such as the uninsured).

HCC considered the impact of the high-cost risk pooling payment for the Small Group market, first implemented in 2018, in its development of its anticipated risk transfer for 2021, and is assuming that the net cost (payments less recoveries) will be negligible for the 2021 rating period.

Since HCC's manual rate development utilizes Western, PA regional experience to establish a credible experience basis, the anticipated risk transfer profile of the membership within HCC uses a similar development, relying on the combined experience of several Highmark family companies to estimate the company risk transfer profile. Given the relationship between the Western, PA market risk transfer profile to the entire state market, we are assuming that HCC members will have a risk profile slightly higher than the market-wide averages, and that HCC will receive a contribution from the risk adjustment program in 2020, decreasing premiums in the rate development by \$19.43 PMPM. Note that this value is gross of the paid-to-allowed ratio, and obtained by dividing the expected risk transfer amount of \$13.18 by HCC's expected paid-to-allowed ratio in 2021. Since the projected paid-to-allowed ratio is 67.8%, the URRT Worksheet 1 result is  $\$19.43 = \$13.18 / 67.8\%$ .

#### **VI.12 Exchange User Fees**

The projected Exchange User Fees are developed from the Exchange user fees to be charged by CMS in 2021, multiplied by the percentage of business we expect to purchase Market coverage through the Exchange for HCC. For HCC, all business will be offered Off Exchange in 2021, so there are no Exchange User Fees charged in the rate development.

## **VII. Plan Adjusted Index Rates**

Plan Adjusted Index Rates are developed by taking the Market Adjusted Index Rate and adjusting for each plan's actuarial value, relative benefit richness, relative network, and remaining administrative expenses (including profit and risk, and taxes and fees). Please see Exhibit II for the development of the Plan Adjusted Index Rate for each plan. The administrative expenses do not vary by plan.

### **VII.1 Administrative Expense**

The proposed rates reflect internal administrative costs, including commissions and quality improvement admin. This cost was developed based on standard expense allocation methods, as follows:

- Administrative expenses are recorded in our general ledger. Indirect operating expenses are then grouped based upon like functions, responsibilities or cost drivers and allocated to final cost objects via an appropriate cost driver.

### **VII.2 Taxes and Fees**

The Health Insurance Provider Fee has been repealed for calendar years beginning after December 31, 2020. As such, a charge for this fee is no longer reflected in the rate development.

In addition, the Patient-Centered Outcomes Research Institute (PCORI) Fee was extended for an additional 10 years, and will be collected for all 2021 policy years. As such, the taxes and fees reflected in this filing include the anticipated PCORI fee to be collected.

The following taxes and fees were included in the 2021 rate development:

- \$0.23 PMPM for the PCORI Fee; and
- \$0.25 PMPM for the Risk Adjustment User Fee.

In total, these taxes and fees amount to 0.16% of the anticipated premium collected in 2021.

### **VII.3 Profit & Risk Load**

The proposed rates reflect 0.00% of premium as a profit and risk load. HCC has voluntarily refrained from including a profit and risk load in this filing. By this voluntary action, HCC is not waiving any right to include a profit and risk load which HCC believes is consistent with historical and legal interpretations of HCC and the Department.

## **VIII. Calibration**

### **VIII.1 Age Curve Calibration (to age 21, non-smoker, area with 1.0 geographic factor, January 1 effective date)**

The projected weighted average age factor is 1.514. Each Plan Adjusted Index Rate represents the rate for an average member (i.e., a member with an age factor is 1.514). Please note that no member will pay these rates because the age factor of 1.514 is not found on the HHS Age Curve. It only represents the average age factor of the projected population. Please see Exhibit I for the development of the calibration factor, which calibrates the index rate to an Age 21 age factor. The Age Calibration Factor shown in URRT Worksheet 2 is the inverse of weighted average age factor, which for HCC is 0.6604.

### **VIII.2 Geographic Factor Calibration**

The projected weighted average geographic factor is 0.971. Each Plan Adjusted Index Rate represents the rate for an average member with a geographic factor of 0.971. Please note that no member will pay these rates because HCC is not using a geographic factor of 0.971 for any of the Pennsylvania rating areas. It only represents the average geographic factor of the projected population. Please see Exhibit I for the development of the calibration factor. The Geographic Calibration Factor shown in URRT Worksheet 2 is the inverse of weighted average geographic factor, which for HCC is 1.0303.

### **VIII.3 Tobacco Use Rating Factor Calibration**

HCC does not currently utilize tobacco rating factors.

## **IX. Consumer Adjusted Premium Rate Development**

The Calibrated Plan Adjusted Index Rate shown in URRT Worksheet 2 represents the rate for a non-smoker member with a 1.0 age factor and 1.0 geographic factor for a 1/1/2021 renewal. The appropriate value to calibrate the Plan Adjusted Index Rate by is located at the bottom of Exhibit I. By applying the 'Combined Calibration Factor' found in Exhibit I or the calibration factors in 3.11, 3.12 and 3.13 of URRT Worksheet II Section III to the Plan Adjusted Index Rates, the resulting value will represent the plan premium for a 21 year old in a 1.0 area on 1/1/2021. The standard HHS Age Curve and area factors of 0.97 for regions 1, 2, 4, and 5; and 1.04 for region 6 can be used to calculate any rate found in the QHP rate template.

HCC is filing quarterly Index Rate trends of 2.32% per quarter. Subsequent quarterly rates can be developed by applying the quarterly Index Rate trend to the first quarter rates.

## **X. Projected Loss Ratio**

The anticipated medical loss ratio reflected in this annual rate change filing is 81.4% relative to total premium less taxes and fees. This loss ratio is calculated consistent with the federally prescribed MLR methodology.

## **XI. AV Metal Values**

The AV Metal Values included in Worksheet 2 of the Part I Unified Rate Review Template were based entirely on the Federal AV Calculator. No adjustments were needed for any benefits from those values produced by the AV calculator.

## **XII. Membership Projections**

Since transitional policy relief was extended through 2021 for groups that renew on or prior to October 1, 2021, we project that the bulk of the members in the small group market will remain outside of the ACA-compliant products, and remain outside the ACA single-risk pool. As such, HCC is projected to have very little membership in its ACA products in 2021. See line 4.9 of the URRT Worksheet 2 to see projected membership by plan.

## **XIII. Terminated Plans and Products**

HCC is terminating 9 QHP plans that were active in the 2019 experience period. These plans not will be mapped in the URRT.

Exhibit III lists all the terminating QHP plans.

## **XIV. Plan Type**

The Plan types listed in Worksheet 2, Section I of the Part I Unified Rate Review Template describe HCC's plans adequately.

## **XV. Actuarial Certification**

I am a member of the American Academy of Actuaries and meet its qualification standards for actuaries issuing statements of actuarial opinions in the United States. This filing is prepared on behalf of HCC to accompany its rate filing (for calendar year 2021) for the Small Group Market off the Pennsylvania Exchange.

I hereby certify that the projected Index Rate is, to the best of my knowledge and understanding:

- In compliance with all applicable State and Federal Statutes and Regulations (45 CFR 156.80 and 147.102),
- Developed in compliance with the applicable Actuarial Standards of Practice
- Reasonable in relation to the benefits provided and the population anticipated to be covered
- Neither excessive nor deficient.

I certify that the Index Rate and only the allowable modifiers as described in 45 CFR 156.80(d)(1) and 45 CFR 156.80(d)(2) were used to generate plan level rates.

I certify that the geographic rating factors reflect only differences in the costs of delivery (which can include unit cost and provider practice pattern differences) and do not include differences for population morbidity by geographic area.

I certify that the AV Calculator was used to determine the AV Metal Values shown in Part I of Worksheet 2 in the URRT for all plans.

The Unified Rate Review Template does not demonstrate the process used by HCC to develop the rates. Rather, it represents information required by Federal regulation to be provided in support of the review of rate increases, for certification of Qualified Health Plans for Federally-facilitated Exchanges and for certification that the Index Rate is developed in accordance with Federal regulation and used consistently and only adjusted by the allowable modifiers.

Signed: [Redacted]

Date: 07/20/2020

| <b>Exhibit I</b>                                                                                       |                        |
|--------------------------------------------------------------------------------------------------------|------------------------|
| <b>Highmark Choice Company (HCC)</b>                                                                   |                        |
| <b>2021</b>                                                                                            |                        |
|                                                                                                        |                        |
| <b>Pennsylvania Small Group Market Base Rate</b>                                                       |                        |
|                                                                                                        | <b>1/1/2021 Values</b> |
| <b>CY2021 Projected Period Average Members</b>                                                         | 9                      |
| <b>CY2021 Allowed Claims</b>                                                                           | \$381.61               |
| <b>Projected Non-EHBs</b>                                                                              |                        |
| None                                                                                                   | \$0.00                 |
| <b>CY2021 Allowed Claims for EHB Only (Index Rate)</b>                                                 | \$381.61               |
| <b>Market Index Rate Adjustments</b>                                                                   |                        |
| Risk Adjustment (Includes Risk Adjuster Fee)                                                           | 0.949                  |
| Federal Reinsurance Program (Includes Reinsurance Premium)                                             | 1.000                  |
| Exchange User Fee Adjustment                                                                           | 1.000                  |
| <b>CY2021 Market Adjusted Index Rate</b>                                                               | \$362.18               |
| <b>Calibration</b>                                                                                     |                        |
| <b>Calibration from Plan Adjusted Index Rate to Age 21, 1.0 Area, Non-Smoker, January 1, 2021 Rate</b> |                        |
| (a) Average Age Factor                                                                                 | 1.514                  |
| (b) Age 21 Factor                                                                                      | 1.0000                 |
| (c) Average Geographic Factor                                                                          | 0.9706                 |
| Combined Calibration Factor $1/((a/b)*c)$                                                              | 0.6804                 |
| <b>*Quarterly Index Rate trends are being set at 2.32%.</b>                                            |                        |

# Highmark Choice Company (HCC)

Exhibit II

## Western PA Regions

### Unified Rate Review Template (URRT) AV Pricing Value Development

#### Plan Design Summary

|          |                |                |                            |              |                 |                    | Plan Level     |                       |                                                                                         |       |       |       |       |  |
|----------|----------------|----------------|----------------------------|--------------|-----------------|--------------------|----------------|-----------------------|-----------------------------------------------------------------------------------------|-------|-------|-------|-------|--|
| Product  | HIOS Plan ID   | Metallic Level | Plan Design Marketing Name | Service Zone | Regions Offered | On or Off Exchange | Base Rate PMPM | URRT AV Pricing Value | Portion of URRT AV Pricing Value Attributable to each Allowable Modifier <sup>[1]</sup> |       |       |       |       |  |
|          |                |                |                            |              |                 |                    |                |                       | (i)                                                                                     | (ii)  | (iii) | (iv)  | (v)   |  |
| Keystone | 38949PA0050003 | Bronze         | Keystone HMO \$7000        | AB           | 1,2,4,5,6       | Off                | \$302.44       | 0.8350                | 0.678                                                                                   | 1.000 | 1.000 | 1.231 | 1.000 |  |

<sup>[1]</sup> Permitted Plan-Level Adjustments to the Index Rate as prescribed in 45 CFR Part 156, §156.80(d)(2):

- (i) The actuarial value and cost-sharing design of the plan.
- (ii) The plan's provider network, delivery system characteristics, and utilization management practices.
- (iii) The benefits provided under the plan that are in addition to the essential health benefits.
- (iv) Administrative costs, excluding Exchange user fees.
- (v) With respect to catastrophic plans, the expected impact of the specific eligibility categories for those plans.

# Highmark Inc.

Exhibit III

## Western, PA (WPA) Region

### Unified Rate Review Template (URRT) AV Pricing Value Development

| Exchange | Service Zone | Regions | Terminated Plans |                             | Mapping to... |                      |
|----------|--------------|---------|------------------|-----------------------------|---------------|----------------------|
|          |              |         | HIOS ID          | Plan Design Name            | HIOS ID       | Plan Design Name     |
| Off      | AA           | 1       | 38949PA0120001   | Keystone HMO Embedded Q3000 |               | ---- Not Mapped ---- |
| Off      | AA           | 1       | 38949PA0120002   | Keystone HMO Embedded Q6000 |               | ---- Not Mapped ---- |
| Off      | AA           | 1       | 38949PA0130001   | Keystone HMO 0              |               | ---- Not Mapped ---- |
| Off      | AA           | 1       | 38949PA0130002   | Keystone HMO 500            |               | ---- Not Mapped ---- |
| Off      | AA           | 1       | 38949PA0130003   | Keystone HMO 1000           |               | ---- Not Mapped ---- |
| Off      | AA           | 1       | 38949PA0130004   | Keystone HMO 1500           |               | ---- Not Mapped ---- |
| Off      | AA           | 1       | 38949PA0130005   | Keystone HMO 2500           |               | ---- Not Mapped ---- |
| Off      | AA           | 1       | 38949PA0130006   | Keystone HMO 5000 1x        |               | ---- Not Mapped ---- |
| Off      | AA           | 1       | 38949PA0130007   | Keystone HMO 2000           |               | ---- Not Mapped ---- |

|                                             |                                                                                                                                                              |                                                                                                                      |                                                                   |                                                                                              |
|---------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------|----------------------------------------------------------------------------------------------|
| 2021 Rates Table Template v10.0             | All fields with an asterisk (*) are required. To validate press Validate button or Ctrl + Shift + I. To finalize, press Finalize button or Ctrl + Shift + F. |                                                                                                                      |                                                                   |                                                                                              |
|                                             | If you are in a community rating state, select Family-Tier Rates under Rating Method and fill in all columns.                                                |                                                                                                                      |                                                                   |                                                                                              |
|                                             | If you are not in a community rating state, select Age-Based Rates under Rating Method and provide an Individual Rate for every age band.                    |                                                                                                                      |                                                                   |                                                                                              |
|                                             | If Tobacco is Tobacco User/Non-Tobacco User, you must give a rate for Tobacco Use and Non-Tobacco Use.                                                       |                                                                                                                      |                                                                   |                                                                                              |
|                                             | To add a new sheet, press the Add Sheet button, or Ctrl + Shift + H. All plans must have the same dates on a sheet.                                          |                                                                                                                      |                                                                   |                                                                                              |
| HIOS Issuer ID*                             | 38949                                                                                                                                                        |                                                                                                                      |                                                                   |                                                                                              |
| Rate Effective Date*                        | 01/01/2021                                                                                                                                                   |                                                                                                                      |                                                                   |                                                                                              |
| Rate Expiration Date*                       | 03/31/2021                                                                                                                                                   |                                                                                                                      |                                                                   |                                                                                              |
| Rating Method*                              | Age-Based Rates                                                                                                                                              |                                                                                                                      |                                                                   |                                                                                              |
|                                             |                                                                                                                                                              |                                                                                                                      |                                                                   |                                                                                              |
|                                             |                                                                                                                                                              |                                                                                                                      |                                                                   |                                                                                              |
| Plan ID*                                    | Rating Area ID*                                                                                                                                              | Tobacco*                                                                                                             | Age*                                                              | Individual Rate*                                                                             |
| Required:<br>Enter the 14-character Plan ID | Required:<br>Select the Rating Area ID                                                                                                                       | Required:<br>Select if Tobacco use of subscriber is used to determine if a person is eligible for a rate from a plan | Required:<br>Select the age of a subscriber eligible for the rate | Required:<br>Enter the rate of an Individual Non-Tobacco or No Preference enrollee on a plan |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 0-14                                                              | 152.70                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 15                                                                | 166.28                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 16                                                                | 171.46                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 17                                                                | 176.65                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 18                                                                | 182.24                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 19                                                                | 187.83                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 20                                                                | 193.62                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 21                                                                | 199.61                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 22                                                                | 199.61                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 23                                                                | 199.61                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 24                                                                | 199.61                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 25                                                                | 200.41                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 26                                                                | 204.40                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 27                                                                | 209.19                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 28                                                                | 216.98                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 29                                                                | 223.36                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 30                                                                | 226.56                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 31                                                                | 231.35                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 32                                                                | 236.14                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 33                                                                | 239.13                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 34                                                                | 242.33                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 35                                                                | 243.92                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 36                                                                | 245.52                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 37                                                                | 247.12                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 38                                                                | 248.71                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 39                                                                | 251.91                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 40                                                                | 255.10                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 41                                                                | 259.89                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 42                                                                | 264.48                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 43                                                                | 270.87                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 44                                                                | 278.86                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 45                                                                | 288.24                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 46                                                                | 299.42                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 47                                                                | 311.99                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 48                                                                | 326.36                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 49                                                                | 340.53                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 50                                                                | 356.50                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 51                                                                | 372.27                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 52                                                                | 389.64                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 53                                                                | 407.20                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 54                                                                | 426.17                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 55                                                                | 445.13                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 56                                                                | 465.69                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 57                                                                | 486.45                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 58                                                                | 508.61                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 59                                                                | 519.58                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 60                                                                | 541.74                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 61                                                                | 560.90                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 62                                                                | 573.48                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 63                                                                | 589.25                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 64 and over                                                       | 598.83                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 0-14                                                              | 152.70                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 15                                                                | 166.28                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 16                                                                | 171.46                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 17                                                                | 176.65                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 18                                                                | 182.24                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 19                                                                | 187.83                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 20                                                                | 193.62                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 21                                                                | 199.61                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 22                                                                | 199.61                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 23                                                                | 199.61                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 24                                                                | 199.61                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 25                                                                | 200.41                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 26                                                                | 204.40                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 27                                                                | 209.19                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 28                                                                | 216.98                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 29                                                                | 223.36                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 30                                                                | 226.56                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 31                                                                | 231.35                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 32                                                                | 236.14                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 33                                                                | 239.13                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 34                                                                | 242.33                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 35                                                                | 243.92                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 36                                                                | 245.52                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 37                                                                | 247.12                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 38                                                                | 248.71                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 39                                                                | 251.91                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 40                                                                | 255.10                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 41                                                                | 259.89                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 42                                                                | 264.48                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 43                                                                | 270.87                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 44                                                                | 278.86                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 45                                                                | 288.24                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 46                                                                | 299.42                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 47                                                                | 311.99                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 48                                                                | 326.36                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 49                                                                | 340.53                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 50                                                                | 356.50                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 51                                                                | 372.27                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 52                                                                | 389.64                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 53                                                                | 407.20                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 54                                                                | 426.17                                                                                       |

|  |                |               |               |             |        |
|--|----------------|---------------|---------------|-------------|--------|
|  | 38949PA0050003 | Rating Area 2 | No Preference | 55          | 445.13 |
|  | 38949PA0050003 | Rating Area 2 | No Preference | 56          | 465.69 |
|  | 38949PA0050003 | Rating Area 2 | No Preference | 57          | 486.45 |
|  | 38949PA0050003 | Rating Area 2 | No Preference | 58          | 508.61 |
|  | 38949PA0050003 | Rating Area 2 | No Preference | 59          | 519.58 |
|  | 38949PA0050003 | Rating Area 2 | No Preference | 60          | 541.74 |
|  | 38949PA0050003 | Rating Area 2 | No Preference | 61          | 560.90 |
|  | 38949PA0050003 | Rating Area 2 | No Preference | 62          | 573.48 |
|  | 38949PA0050003 | Rating Area 2 | No Preference | 63          | 589.25 |
|  | 38949PA0050003 | Rating Area 2 | No Preference | 64 and over | 598.83 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 0-14        | 152.70 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 15          | 166.28 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 16          | 171.46 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 17          | 176.65 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 18          | 182.24 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 19          | 187.83 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 20          | 193.62 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 21          | 199.61 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 22          | 199.61 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 23          | 199.61 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 24          | 199.61 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 25          | 200.41 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 26          | 204.40 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 27          | 209.19 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 28          | 216.98 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 29          | 223.36 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 30          | 226.56 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 31          | 231.35 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 32          | 236.14 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 33          | 239.13 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 34          | 242.33 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 35          | 243.92 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 36          | 245.52 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 37          | 247.12 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 38          | 248.71 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 39          | 251.91 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 40          | 255.10 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 41          | 259.89 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 42          | 264.48 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 43          | 270.87 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 44          | 278.86 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 45          | 288.24 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 46          | 299.42 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 47          | 311.99 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 48          | 326.36 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 49          | 340.53 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 50          | 356.50 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 51          | 372.27 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 52          | 389.64 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 53          | 407.20 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 54          | 426.17 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 55          | 445.13 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 56          | 465.69 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 57          | 486.45 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 58          | 508.61 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 59          | 519.58 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 60          | 541.74 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 61          | 560.90 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 62          | 573.48 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 63          | 589.25 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 64 and over | 598.83 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 0-14        | 152.70 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 15          | 166.28 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 16          | 171.46 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 17          | 176.65 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 18          | 182.24 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 19          | 187.83 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 20          | 193.62 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 21          | 199.61 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 22          | 199.61 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 23          | 199.61 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 24          | 199.61 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 25          | 200.41 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 26          | 204.40 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 27          | 209.19 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 28          | 216.98 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 29          | 223.36 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 30          | 226.56 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 31          | 231.35 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 32          | 236.14 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 33          | 239.13 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 34          | 242.33 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 35          | 243.92 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 36          | 245.52 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 37          | 247.12 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 38          | 248.71 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 39          | 251.91 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 40          | 255.10 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 41          | 259.89 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 42          | 264.48 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 43          | 270.87 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 44          | 278.86 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 45          | 288.24 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 46          | 299.42 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 47          | 311.99 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 48          | 326.36 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 49          | 340.53 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 50          | 356.50 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 51          | 372.27 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 52          | 389.64 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 53          | 407.20 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 54          | 426.17 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 55          | 445.13 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 56          | 465.69 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 57          | 486.45 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 58          | 508.61 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 59          | 519.58 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 60          | 541.74 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 61          | 560.90 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 62          | 573.48 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 63          | 589.25 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 64 and over | 598.83 |

|  |                |               |               |             |        |
|--|----------------|---------------|---------------|-------------|--------|
|  | 38949PA0050003 | Rating Area 6 | No Preference | 0-14        | 163.73 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 15          | 178.28 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 16          | 183.84 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 17          | 189.41 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 18          | 195.40 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 19          | 201.39 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 20          | 207.60 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 21          | 214.02 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 22          | 214.02 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 23          | 214.02 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 24          | 214.02 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 25          | 214.88 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 26          | 219.16 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 27          | 224.29 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 28          | 232.64 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 29          | 239.49 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 30          | 242.91 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 31          | 248.05 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 32          | 253.19 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 33          | 256.40 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 34          | 259.82 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 35          | 261.53 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 36          | 263.24 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 37          | 264.96 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 38          | 266.67 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 39          | 270.09 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 40          | 273.52 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 41          | 278.65 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 42          | 283.58 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 43          | 290.43 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 44          | 298.99 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 45          | 309.04 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 46          | 321.03 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 47          | 334.51 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 48          | 349.92 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 49          | 365.12 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 50          | 382.24 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 51          | 399.15 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 52          | 417.77 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 53          | 436.60 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 54          | 456.93 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 55          | 477.26 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 56          | 499.31 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 57          | 521.57 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 58          | 545.32 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 59          | 557.09 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 60          | 580.85 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 61          | 601.40 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 62          | 614.88 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 63          | 631.79 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 64 and over | 642.06 |

|                                             |                                                                                                                                                              |                                                                                                                      |                                                                   |                                                                                              |
|---------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------|----------------------------------------------------------------------------------------------|
| 2021 Rates Table Template v10.0             | All fields with an asterisk (*) are required. To validate press Validate button or Ctrl + Shift + I. To finalize, press Finalize button or Ctrl + Shift + F. |                                                                                                                      |                                                                   |                                                                                              |
|                                             | If you are in a community rating state, select Family-Tier Rates under Rating Method and fill in all columns.                                                |                                                                                                                      |                                                                   |                                                                                              |
|                                             | If you are not in a community rating state, select Age-Based Rates under Rating Method and provide an Individual Rate for every age band.                    |                                                                                                                      |                                                                   |                                                                                              |
|                                             | If Tobacco is Tobacco User/Non-Tobacco User, you must give a rate for Tobacco Use and Non-Tobacco Use.                                                       |                                                                                                                      |                                                                   |                                                                                              |
|                                             | To add a new sheet, press the Add Sheet button, or Ctrl + Shift + H. All plans must have the same dates on a sheet.                                          |                                                                                                                      |                                                                   |                                                                                              |
| HIOS Issuer ID*                             | 38949                                                                                                                                                        |                                                                                                                      |                                                                   |                                                                                              |
| Rate Effective Date*                        | 04/01/2021                                                                                                                                                   |                                                                                                                      |                                                                   |                                                                                              |
| Rate Expiration Date*                       | 06/30/2021                                                                                                                                                   |                                                                                                                      |                                                                   |                                                                                              |
| Rating Method*                              | Age-Based Rates                                                                                                                                              |                                                                                                                      |                                                                   |                                                                                              |
|                                             |                                                                                                                                                              |                                                                                                                      |                                                                   |                                                                                              |
|                                             |                                                                                                                                                              |                                                                                                                      |                                                                   |                                                                                              |
| Plan ID*                                    | Rating Area ID*                                                                                                                                              | Tobacco*                                                                                                             | Age*                                                              | Individual Rate*                                                                             |
| Required:<br>Enter the 14-character Plan ID | Required:<br>Select the Rating Area ID                                                                                                                       | Required:<br>Select if Tobacco use of subscriber is used to determine if a person is eligible for a rate from a plan | Required:<br>Select the age of a subscriber eligible for the rate | Required:<br>Enter the rate of an Individual Non-Tobacco or No Preference enrollee on a plan |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 0-14156.24                                                                                   |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 15170.13                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 16175.44                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 17180.75                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 18186.47                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 19192.19                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 20198.11                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 21204.24                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 22204.24                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 23204.24                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 24204.24                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 25205.06                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 26209.14                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 27214.04                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 28222.01                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 29228.54                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 30231.81                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 31236.71                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 32241.62                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 33244.68                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 34247.95                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 35249.58                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 36251.22                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 37252.85                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 38254.48                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 39257.75                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 40261.02                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 41265.92                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 42270.62                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 43277.15                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 44285.32                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 45294.92                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 46306.36                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 47319.23                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 48333.93                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 49348.43                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 50364.77                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 51380.91                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 52398.68                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 53416.65                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 54436.05                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 55455.46                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 56476.49                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 57497.73                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 58520.40                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 59531.64                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 60554.31                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 61573.91                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 62586.78                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 63602.92                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 1                                                                                                        | No Preference                                                     | 64 and over612.72                                                                            |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 2                                                                                                        | No Preference                                                     | 0-14156.24                                                                                   |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 2                                                                                                        | No Preference                                                     | 15170.13                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 2                                                                                                        | No Preference                                                     | 16175.44                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 2                                                                                                        | No Preference                                                     | 17180.75                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 2                                                                                                        | No Preference                                                     | 18186.47                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 2                                                                                                        | No Preference                                                     | 19192.19                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 2                                                                                                        | No Preference                                                     | 20198.11                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 2                                                                                                        | No Preference                                                     | 21204.24                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 2                                                                                                        | No Preference                                                     | 22204.24                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 2                                                                                                        | No Preference                                                     | 23204.24                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 2                                                                                                        | No Preference                                                     | 24204.24                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 2                                                                                                        | No Preference                                                     | 25205.06                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 2                                                                                                        | No Preference                                                     | 26209.14                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 2                                                                                                        | No Preference                                                     | 27214.04                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 2                                                                                                        | No Preference                                                     | 28222.01                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 2                                                                                                        | No Preference                                                     | 29228.54                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 2                                                                                                        | No Preference                                                     | 30231.81                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 2                                                                                                        | No Preference                                                     | 31236.71                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 2                                                                                                        | No Preference                                                     | 32241.62                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 2                                                                                                        | No Preference                                                     | 33244.68                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 2                                                                                                        | No Preference                                                     | 34247.95                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 2                                                                                                        | No Preference                                                     | 35249.58                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 2                                                                                                        | No Preference                                                     | 36251.22                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 2                                                                                                        | No Preference                                                     | 37252.85                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 2                                                                                                        | No Preference                                                     | 38254.48                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 2                                                                                                        | No Preference                                                     | 39257.75                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 2                                                                                                        | No Preference                                                     | 40261.02                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 2                                                                                                        | No Preference                                                     | 41265.92                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 2                                                                                                        | No Preference                                                     | 42270.62                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 2                                                                                                        | No Preference                                                     | 43277.15                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 2                                                                                                        | No Preference                                                     | 44285.32                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 2                                                                                                        | No Preference                                                     | 45294.92                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 2                                                                                                        | No Preference                                                     | 46306.36                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 2                                                                                                        | No Preference                                                     | 47319.23                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 2                                                                                                        | No Preference                                                     | 48333.93                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 2                                                                                                        | No Preference                                                     | 49348.43                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 2                                                                                                        | No Preference                                                     | 50364.77                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 2                                                                                                        | No Preference                                                     | 51380.91                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 2                                                                                                        | No Preference                                                     | 52398.68                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 2                                                                                                        | No Preference                                                     | 53416.65                                                                                     |
|                                             | 38949PA0050003                                                                                                                                               | Rating Area 2                                                                                                        | No Preference                                                     | 54436.05                                                                                     |

|  |                |               |               |             |        |
|--|----------------|---------------|---------------|-------------|--------|
|  | 38949PA0050003 | Rating Area 2 | No Preference | 55          | 455.46 |
|  | 38949PA0050003 | Rating Area 2 | No Preference | 56          | 476.49 |
|  | 38949PA0050003 | Rating Area 2 | No Preference | 57          | 497.73 |
|  | 38949PA0050003 | Rating Area 2 | No Preference | 58          | 520.40 |
|  | 38949PA0050003 | Rating Area 2 | No Preference | 59          | 531.64 |
|  | 38949PA0050003 | Rating Area 2 | No Preference | 60          | 554.31 |
|  | 38949PA0050003 | Rating Area 2 | No Preference | 61          | 573.91 |
|  | 38949PA0050003 | Rating Area 2 | No Preference | 62          | 586.78 |
|  | 38949PA0050003 | Rating Area 2 | No Preference | 63          | 602.92 |
|  | 38949PA0050003 | Rating Area 2 | No Preference | 64 and over | 612.72 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 0-14        | 156.24 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 15          | 170.13 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 16          | 175.44 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 17          | 180.75 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 18          | 186.47 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 19          | 192.19 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 20          | 198.11 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 21          | 204.24 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 22          | 204.24 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 23          | 204.24 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 24          | 204.24 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 25          | 205.06 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 26          | 209.14 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 27          | 214.04 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 28          | 222.01 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 29          | 228.54 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 30          | 231.81 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 31          | 236.71 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 32          | 241.62 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 33          | 244.68 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 34          | 247.95 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 35          | 249.58 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 36          | 251.22 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 37          | 252.85 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 38          | 254.48 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 39          | 257.75 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 40          | 261.02 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 41          | 265.92 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 42          | 270.62 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 43          | 277.15 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 44          | 285.32 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 45          | 294.92 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 46          | 306.36 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 47          | 319.23 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 48          | 333.93 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 49          | 348.43 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 50          | 364.77 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 51          | 380.91 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 52          | 398.68 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 53          | 416.65 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 54          | 436.05 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 55          | 455.46 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 56          | 476.49 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 57          | 497.73 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 58          | 520.40 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 59          | 531.64 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 60          | 554.31 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 61          | 573.91 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 62          | 586.78 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 63          | 602.92 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 64 and over | 612.72 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 0-14        | 156.24 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 15          | 170.13 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 16          | 175.44 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 17          | 180.75 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 18          | 186.47 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 19          | 192.19 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 20          | 198.11 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 21          | 204.24 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 22          | 204.24 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 23          | 204.24 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 24          | 204.24 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 25          | 205.06 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 26          | 209.14 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 27          | 214.04 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 28          | 222.01 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 29          | 228.54 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 30          | 231.81 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 31          | 236.71 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 32          | 241.62 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 33          | 244.68 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 34          | 247.95 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 35          | 249.58 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 36          | 251.22 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 37          | 252.85 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 38          | 254.48 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 39          | 257.75 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 40          | 261.02 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 41          | 265.92 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 42          | 270.62 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 43          | 277.15 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 44          | 285.32 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 45          | 294.92 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 46          | 306.36 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 47          | 319.23 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 48          | 333.93 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 49          | 348.43 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 50          | 364.77 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 51          | 380.91 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 52          | 398.68 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 53          | 416.65 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 54          | 436.05 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 55          | 455.46 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 56          | 476.49 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 57          | 497.73 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 58          | 520.40 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 59          | 531.64 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 60          | 554.31 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 61          | 573.91 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 62          | 586.78 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 63          | 602.92 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 64 and over | 612.72 |

|  |                |               |               |             |        |
|--|----------------|---------------|---------------|-------------|--------|
|  | 38949PA0050003 | Rating Area 6 | No Preference | 0-14        | 167.52 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 15          | 182.41 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 16          | 188.10 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 17          | 193.80 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 18          | 199.93 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 19          | 206.06 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 20          | 212.41 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 21          | 218.98 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 22          | 218.98 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 23          | 218.98 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 24          | 218.98 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 25          | 219.86 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 26          | 224.24 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 27          | 229.49 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 28          | 238.03 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 29          | 245.04 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 30          | 248.54 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 31          | 253.80 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 32          | 259.05 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 33          | 262.34 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 34          | 265.84 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 35          | 267.59 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 36          | 269.35 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 37          | 271.10 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 38          | 272.85 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 39          | 276.35 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 40          | 279.86 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 41          | 285.11 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 42          | 290.15 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 43          | 297.16 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 44          | 305.92 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 45          | 316.21 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 46          | 328.47 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 47          | 342.27 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 48          | 358.03 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 49          | 373.58 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 50          | 391.10 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 51          | 408.40 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 52          | 427.45 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 53          | 446.72 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 54          | 467.52 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 55          | 488.33 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 56          | 510.88 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 57          | 533.65 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 58          | 557.96 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 59          | 570.00 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 60          | 594.31 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 61          | 615.33 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 62          | 629.13 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 63          | 646.43 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 64 and over | 656.94 |

|                                             |                                                                                                                                                              |                                                                                                                      |                                                                   |                                                                                              |
|---------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------|----------------------------------------------------------------------------------------------|
| 2021 Rates Table Template v10.0             | All fields with an asterisk (*) are required. To validate press Validate button or Ctrl + Shift + I. To finalize, press Finalize button or Ctrl + Shift + F. |                                                                                                                      |                                                                   |                                                                                              |
|                                             | If you are in a community rating state, select Family-Tier Rates under Rating Method and fill in all columns.                                                |                                                                                                                      |                                                                   |                                                                                              |
|                                             | If you are not in a community rating state, select Age-Based Rates under Rating Method and provide an Individual Rate for every age band.                    |                                                                                                                      |                                                                   |                                                                                              |
|                                             | If Tobacco is Tobacco User/Non-Tobacco User, you must give a rate for Tobacco Use and Non-Tobacco Use.                                                       |                                                                                                                      |                                                                   |                                                                                              |
|                                             | To add a new sheet, press the Add Sheet button, or Ctrl + Shift + H. All plans must have the same dates on a sheet.                                          |                                                                                                                      |                                                                   |                                                                                              |
| HIOS Issuer ID*                             | 38949                                                                                                                                                        |                                                                                                                      |                                                                   |                                                                                              |
| Rate Effective Date*                        | 07/01/2021                                                                                                                                                   |                                                                                                                      |                                                                   |                                                                                              |
| Rate Expiration Date*                       | 09/30/2021                                                                                                                                                   |                                                                                                                      |                                                                   |                                                                                              |
| Rating Method*                              | Age-Based Rates                                                                                                                                              |                                                                                                                      |                                                                   |                                                                                              |
|                                             |                                                                                                                                                              |                                                                                                                      |                                                                   |                                                                                              |
|                                             |                                                                                                                                                              |                                                                                                                      |                                                                   |                                                                                              |
| Plan ID*                                    | Rating Area ID*                                                                                                                                              | Tobacco*                                                                                                             | Age*                                                              | Individual Rate*                                                                             |
| Required:<br>Enter the 14-character Plan ID | Required:<br>Select the Rating Area ID                                                                                                                       | Required:<br>Select if Tobacco use of subscriber is used to determine if a person is eligible for a rate from a plan | Required:<br>Select the age of a subscriber eligible for the rate | Required:<br>Enter the rate of an Individual Non-Tobacco or No Preference enrollee on a plan |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 0-14                                                              | 159.87                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 15                                                                | 174.08                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 16                                                                | 179.51                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 17                                                                | 184.95                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 18                                                                | 190.80                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 19                                                                | 196.65                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 20                                                                | 202.71                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 21                                                                | 208.98                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 22                                                                | 208.98                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 23                                                                | 208.98                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 24                                                                | 208.98                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 25                                                                | 209.82                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 26                                                                | 214.00                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 27                                                                | 219.01                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 28                                                                | 227.16                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 29                                                                | 233.85                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 30                                                                | 237.19                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 31                                                                | 242.21                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 32                                                                | 247.22                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 33                                                                | 250.36                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 34                                                                | 253.70                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 35                                                                | 255.37                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 36                                                                | 257.05                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 37                                                                | 258.72                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 38                                                                | 260.39                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 39                                                                | 263.73                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 40                                                                | 267.08                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 41                                                                | 272.09                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 42                                                                | 276.90                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 43                                                                | 283.59                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 44                                                                | 291.95                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 45                                                                | 301.77                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 46                                                                | 313.47                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 47                                                                | 326.64                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 48                                                                | 341.68                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 49                                                                | 356.52                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 50                                                                | 373.24                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 51                                                                | 389.75                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 52                                                                | 407.93                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 53                                                                | 426.32                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 54                                                                | 446.17                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 55                                                                | 466.03                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 56                                                                | 487.55                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 57                                                                | 509.28                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 58                                                                | 532.48                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 59                                                                | 543.97                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 60                                                                | 567.17                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 61                                                                | 587.23                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 62                                                                | 600.40                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 63                                                                | 616.91                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 64 and over                                                       | 626.94                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 0-14                                                              | 159.87                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 15                                                                | 174.08                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 16                                                                | 179.51                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 17                                                                | 184.95                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 18                                                                | 190.80                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 19                                                                | 196.65                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 20                                                                | 202.71                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 21                                                                | 208.98                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 22                                                                | 208.98                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 23                                                                | 208.98                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 24                                                                | 208.98                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 25                                                                | 209.82                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 26                                                                | 214.00                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 27                                                                | 219.01                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 28                                                                | 227.16                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 29                                                                | 233.85                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 30                                                                | 237.19                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 31                                                                | 242.21                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 32                                                                | 247.22                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 33                                                                | 250.36                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 34                                                                | 253.70                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 35                                                                | 255.37                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 36                                                                | 257.05                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 37                                                                | 258.72                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 38                                                                | 260.39                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 39                                                                | 263.73                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 40                                                                | 267.08                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 41                                                                | 272.09                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 42                                                                | 276.90                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 43                                                                | 283.59                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 44                                                                | 291.95                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 45                                                                | 301.77                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 46                                                                | 313.47                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 47                                                                | 326.64                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 48                                                                | 341.68                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 49                                                                | 356.52                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 50                                                                | 373.24                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 51                                                                | 389.75                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 52                                                                | 407.93                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 53                                                                | 426.32                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 54                                                                | 446.17                                                                                       |

|  |                |               |               |             |        |
|--|----------------|---------------|---------------|-------------|--------|
|  | 38949PA0050003 | Rating Area 2 | No Preference | 55          | 466.03 |
|  | 38949PA0050003 | Rating Area 2 | No Preference | 56          | 487.55 |
|  | 38949PA0050003 | Rating Area 2 | No Preference | 57          | 509.28 |
|  | 38949PA0050003 | Rating Area 2 | No Preference | 58          | 532.48 |
|  | 38949PA0050003 | Rating Area 2 | No Preference | 59          | 543.97 |
|  | 38949PA0050003 | Rating Area 2 | No Preference | 60          | 567.17 |
|  | 38949PA0050003 | Rating Area 2 | No Preference | 61          | 587.23 |
|  | 38949PA0050003 | Rating Area 2 | No Preference | 62          | 600.40 |
|  | 38949PA0050003 | Rating Area 2 | No Preference | 63          | 616.91 |
|  | 38949PA0050003 | Rating Area 2 | No Preference | 64 and over | 626.94 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 0-14        | 159.87 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 15          | 174.08 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 16          | 179.51 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 17          | 184.95 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 18          | 190.80 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 19          | 196.65 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 20          | 202.71 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 21          | 208.98 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 22          | 208.98 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 23          | 208.98 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 24          | 208.98 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 25          | 209.82 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 26          | 214.00 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 27          | 219.01 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 28          | 227.16 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 29          | 233.85 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 30          | 237.19 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 31          | 242.21 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 32          | 247.22 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 33          | 250.36 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 34          | 253.70 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 35          | 255.37 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 36          | 257.05 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 37          | 258.72 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 38          | 260.39 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 39          | 263.73 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 40          | 267.08 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 41          | 272.09 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 42          | 276.90 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 43          | 283.59 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 44          | 291.95 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 45          | 301.77 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 46          | 313.47 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 47          | 326.64 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 48          | 341.68 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 49          | 356.52 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 50          | 373.24 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 51          | 389.75 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 52          | 407.93 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 53          | 426.32 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 54          | 446.17 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 55          | 466.03 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 56          | 487.55 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 57          | 509.28 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 58          | 532.48 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 59          | 543.97 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 60          | 567.17 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 61          | 587.23 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 62          | 600.40 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 63          | 616.91 |
|  | 38949PA0050003 | Rating Area 4 | No Preference | 64 and over | 626.94 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 0-14        | 159.87 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 15          | 174.08 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 16          | 179.51 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 17          | 184.95 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 18          | 190.80 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 19          | 196.65 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 20          | 202.71 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 21          | 208.98 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 22          | 208.98 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 23          | 208.98 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 24          | 208.98 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 25          | 209.82 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 26          | 214.00 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 27          | 219.01 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 28          | 227.16 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 29          | 233.85 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 30          | 237.19 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 31          | 242.21 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 32          | 247.22 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 33          | 250.36 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 34          | 253.70 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 35          | 255.37 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 36          | 257.05 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 37          | 258.72 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 38          | 260.39 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 39          | 263.73 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 40          | 267.08 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 41          | 272.09 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 42          | 276.90 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 43          | 283.59 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 44          | 291.95 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 45          | 301.77 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 46          | 313.47 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 47          | 326.64 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 48          | 341.68 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 49          | 356.52 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 50          | 373.24 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 51          | 389.75 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 52          | 407.93 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 53          | 426.32 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 54          | 446.17 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 55          | 466.03 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 56          | 487.55 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 57          | 509.28 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 58          | 532.48 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 59          | 543.97 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 60          | 567.17 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 61          | 587.23 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 62          | 600.40 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 63          | 616.91 |
|  | 38949PA0050003 | Rating Area 5 | No Preference | 64 and over | 626.94 |

|  |                |               |               |             |        |
|--|----------------|---------------|---------------|-------------|--------|
|  | 38949PA0050003 | Rating Area 6 | No Preference | 0-14        | 171.41 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 15          | 186.64 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 16          | 192.47 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 17          | 198.29 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 18          | 204.57 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 19          | 210.84 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 20          | 217.34 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 21          | 224.06 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 22          | 224.06 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 23          | 224.06 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 24          | 224.06 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 25          | 224.96 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 26          | 229.44 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 27          | 234.81 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 28          | 243.55 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 29          | 250.72 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 30          | 254.31 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 31          | 259.69 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 32          | 265.06 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 33          | 268.42 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 34          | 272.01 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 35          | 273.80 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 36          | 275.59 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 37          | 277.39 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 38          | 279.18 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 39          | 282.76 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 40          | 286.35 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 41          | 291.73 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 42          | 296.88 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 43          | 304.05 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 44          | 313.01 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 45          | 323.54 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 46          | 336.09 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 47          | 350.21 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 48          | 366.34 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 49          | 382.25 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 50          | 400.17 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 51          | 417.87 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 52          | 437.37 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 53          | 457.08 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 54          | 478.37 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 55          | 499.65 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 56          | 522.73 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 57          | 546.03 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 58          | 570.90 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 59          | 583.23 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 60          | 608.10 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 61          | 629.61 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 62          | 643.72 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 63          | 661.43 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 64 and over | 672.18 |

|                                             |                                                                                                                                                              |                                                                                                                      |                                                                   |                                                                                              |
|---------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------|----------------------------------------------------------------------------------------------|
| 2021 Rates Table Template v10.0             | All fields with an asterisk (*) are required. To validate press Validate button or Ctrl + Shift + I. To finalize, press Finalize button or Ctrl + Shift + F. |                                                                                                                      |                                                                   |                                                                                              |
|                                             | If you are in a community rating state, select Family-Tier Rates under Rating Method and fill in all columns.                                                |                                                                                                                      |                                                                   |                                                                                              |
|                                             | If you are not in a community rating state, select Age-Based Rates under Rating Method and provide an Individual Rate for every age band.                    |                                                                                                                      |                                                                   |                                                                                              |
|                                             | If Tobacco is Tobacco User/Non-Tobacco User, you must give a rate for Tobacco Use and Non-Tobacco Use.                                                       |                                                                                                                      |                                                                   |                                                                                              |
|                                             | To add a new sheet, press the Add Sheet button, or Ctrl + Shift + H. All plans must have the same dates on a sheet.                                          |                                                                                                                      |                                                                   |                                                                                              |
| HIOS Issuer ID*                             | 38949                                                                                                                                                        |                                                                                                                      |                                                                   |                                                                                              |
| Rate Effective Date*                        | 10/01/2021                                                                                                                                                   |                                                                                                                      |                                                                   |                                                                                              |
| Rate Expiration Date*                       | 12/31/2021                                                                                                                                                   |                                                                                                                      |                                                                   |                                                                                              |
| Rating Method*                              | Age-Based Rates                                                                                                                                              |                                                                                                                      |                                                                   |                                                                                              |
|                                             |                                                                                                                                                              |                                                                                                                      |                                                                   |                                                                                              |
|                                             |                                                                                                                                                              |                                                                                                                      |                                                                   |                                                                                              |
| Plan ID*                                    | Rating Area ID*                                                                                                                                              | Tobacco*                                                                                                             | Age*                                                              | Individual Rate*                                                                             |
| Required:<br>Enter the 14-character Plan ID | Required:<br>Select the Rating Area ID                                                                                                                       | Required:<br>Select if Tobacco use of subscriber is used to determine if a person is eligible for a rate from a plan | Required:<br>Select the age of a subscriber eligible for the rate | Required:<br>Enter the rate of an Individual Non-Tobacco or No Preference enrollee on a plan |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 0-14                                                              | 163.57                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 15                                                                | 178.11                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 16                                                                | 183.67                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 17                                                                | 189.23                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 18                                                                | 195.22                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 19                                                                | 201.20                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 20                                                                | 207.41                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 21                                                                | 213.82                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 22                                                                | 213.82                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 23                                                                | 213.82                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 24                                                                | 213.82                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 25                                                                | 214.68                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 26                                                                | 218.95                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 27                                                                | 224.08                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 28                                                                | 232.42                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 29                                                                | 239.26                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 30                                                                | 242.69                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 31                                                                | 247.82                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 32                                                                | 252.95                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 33                                                                | 256.16                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 34                                                                | 259.58                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 35                                                                | 261.29                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 36                                                                | 263.00                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 37                                                                | 264.71                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 38                                                                | 266.42                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 39                                                                | 269.84                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 40                                                                | 273.26                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 41                                                                | 278.39                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 42                                                                | 283.31                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 43                                                                | 290.15                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 44                                                                | 298.71                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 45                                                                | 308.76                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 46                                                                | 320.73                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 47                                                                | 334.20                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 48                                                                | 349.60                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 49                                                                | 364.78                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 50                                                                | 381.88                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 51                                                                | 398.77                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 52                                                                | 417.38                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 53                                                                | 436.19                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 54                                                                | 456.51                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 55                                                                | 476.82                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 56                                                                | 498.84                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 57                                                                | 521.08                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 58                                                                | 544.81                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 59                                                                | 556.57                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 60                                                                | 580.31                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 61                                                                | 600.83                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 62                                                                | 614.30                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 63                                                                | 631.20                                                                                       |
| 38949PA0050003                              | Rating Area 1                                                                                                                                                | No Preference                                                                                                        | 64 and over                                                       | 641.46                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 0-14                                                              | 163.57                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 15                                                                | 178.11                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 16                                                                | 183.67                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 17                                                                | 189.23                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 18                                                                | 195.22                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 19                                                                | 201.20                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 20                                                                | 207.41                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 21                                                                | 213.82                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 22                                                                | 213.82                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 23                                                                | 213.82                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 24                                                                | 213.82                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 25                                                                | 214.68                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 26                                                                | 218.95                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 27                                                                | 224.08                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 28                                                                | 232.42                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 29                                                                | 239.26                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 30                                                                | 242.69                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 31                                                                | 247.82                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 32                                                                | 252.95                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 33                                                                | 256.16                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 34                                                                | 259.58                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 35                                                                | 261.29                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 36                                                                | 263.00                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 37                                                                | 264.71                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 38                                                                | 266.42                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 39                                                                | 269.84                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 40                                                                | 273.26                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 41                                                                | 278.39                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 42                                                                | 283.31                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 43                                                                | 290.15                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 44                                                                | 298.71                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 45                                                                | 308.76                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 46                                                                | 320.73                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 47                                                                | 334.20                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 48                                                                | 349.60                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 49                                                                | 364.78                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 50                                                                | 381.88                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 51                                                                | 398.77                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 52                                                                | 417.38                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 53                                                                | 436.19                                                                                       |
| 38949PA0050003                              | Rating Area 2                                                                                                                                                | No Preference                                                                                                        | 54                                                                | 456.51                                                                                       |

|                |                |               |               |             |        |
|----------------|----------------|---------------|---------------|-------------|--------|
|                | 38949PA0050003 | Rating Area 2 | No Preference | 55          | 476.82 |
|                | 38949PA0050003 | Rating Area 2 | No Preference | 56          | 498.84 |
|                | 38949PA0050003 | Rating Area 2 | No Preference | 57          | 521.08 |
|                | 38949PA0050003 | Rating Area 2 | No Preference | 58          | 544.81 |
|                | 38949PA0050003 | Rating Area 2 | No Preference | 59          | 556.57 |
|                | 38949PA0050003 | Rating Area 2 | No Preference | 60          | 580.31 |
|                | 38949PA0050003 | Rating Area 2 | No Preference | 61          | 600.83 |
|                | 38949PA0050003 | Rating Area 2 | No Preference | 62          | 614.30 |
|                | 38949PA0050003 | Rating Area 2 | No Preference | 63          | 631.20 |
|                | 38949PA0050003 | Rating Area 2 | No Preference | 64 and over | 641.46 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 0-14        | 163.57 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 15          | 178.11 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 16          | 183.67 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 17          | 189.23 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 18          | 195.22 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 19          | 201.20 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 20          | 207.41 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 21          | 213.82 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 22          | 213.82 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 23          | 213.82 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 24          | 213.82 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 25          | 214.68 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 26          | 218.95 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 27          | 224.08 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 28          | 232.42 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 29          | 239.26 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 30          | 242.69 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 31          | 247.82 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 32          | 252.95 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 33          | 256.16 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 34          | 259.58 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 35          | 261.29 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 36          | 263.00 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 37          | 264.71 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 38          | 266.42 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 39          | 269.84 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 40          | 273.26 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 41          | 278.39 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 42          | 283.31 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 43          | 290.15 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 44          | 298.71 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 45          | 308.76 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 46          | 320.73 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 47          | 334.20 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 48          | 349.60 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 49          | 364.78 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 50          | 381.88 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 51          | 398.77 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 52          | 417.38 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 53          | 436.19 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 54          | 456.51 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 55          | 476.82 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 56          | 498.84 |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 57          | 521.08 |
| 38949PA0050003 | Rating Area 4  | No Preference | 58            | 544.81      |        |
| 38949PA0050003 | Rating Area 4  | No Preference | 59            | 556.57      |        |
| 38949PA0050003 | Rating Area 4  | No Preference | 60            | 580.31      |        |
| 38949PA0050003 | Rating Area 4  | No Preference | 61            | 600.83      |        |
| 38949PA0050003 | Rating Area 4  | No Preference | 62            | 614.30      |        |
| 38949PA0050003 | Rating Area 4  | No Preference | 63            | 631.20      |        |
|                | 38949PA0050003 | Rating Area 4 | No Preference | 64 and over | 641.46 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 0-14        | 163.57 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 15          | 178.11 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 16          | 183.67 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 17          | 189.23 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 18          | 195.22 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 19          | 201.20 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 20          | 207.41 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 21          | 213.82 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 22          | 213.82 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 23          | 213.82 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 24          | 213.82 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 25          | 214.68 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 26          | 218.95 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 27          | 224.08 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 28          | 232.42 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 29          | 239.26 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 30          | 242.69 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 31          | 247.82 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 32          | 252.95 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 33          | 256.16 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 34          | 259.58 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 35          | 261.29 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 36          | 263.00 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 37          | 264.71 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 38          | 266.42 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 39          | 269.84 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 40          | 273.26 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 41          | 278.39 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 42          | 283.31 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 43          | 290.15 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 44          | 298.71 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 45          | 308.76 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 46          | 320.73 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 47          | 334.20 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 48          | 349.60 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 49          | 364.78 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 50          | 381.88 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 51          | 398.77 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 52          | 417.38 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 53          | 436.19 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 54          | 456.51 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 55          | 476.82 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 56          | 498.84 |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 57          | 521.08 |
| 38949PA0050003 | Rating Area 5  | No Preference | 58            | 544.81      |        |
| 38949PA0050003 | Rating Area 5  | No Preference | 59            | 556.57      |        |
| 38949PA0050003 | Rating Area 5  | No Preference | 60            | 580.31      |        |
| 38949PA0050003 | Rating Area 5  | No Preference | 61            | 600.83      |        |
| 38949PA0050003 | Rating Area 5  | No Preference | 62            | 614.30      |        |
| 38949PA0050003 | Rating Area 5  | No Preference | 63            | 631.20      |        |
|                | 38949PA0050003 | Rating Area 5 | No Preference | 64 and over | 641.46 |

|  |                |               |               |             |        |
|--|----------------|---------------|---------------|-------------|--------|
|  | 38949PA0050003 | Rating Area 6 | No Preference | 0-14        | 175.38 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 15          | 190.97 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 16          | 196.93 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 17          | 202.89 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 18          | 209.31 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 19          | 215.72 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 20          | 222.37 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 21          | 229.25 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 22          | 229.25 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 23          | 229.25 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 24          | 229.25 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 25          | 230.17 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 26          | 234.75 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 27          | 240.25 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 28          | 249.19 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 29          | 256.53 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 30          | 260.20 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 31          | 265.70 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 32          | 271.20 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 33          | 274.64 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 34          | 278.31 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 35          | 280.14 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 36          | 281.98 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 37          | 283.81 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 38          | 285.65 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 39          | 289.31 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 40          | 292.98 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 41          | 298.48 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 42          | 303.76 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 43          | 311.09 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 44          | 320.26 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 45          | 331.04 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 46          | 343.88 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 47          | 358.32 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 48          | 374.82 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 49          | 391.10 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 50          | 409.44 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 51          | 427.55 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 52          | 447.50 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 53          | 467.67 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 54          | 489.45 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 55          | 511.23 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 56          | 534.84 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 57          | 558.68 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 58          | 584.13 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 59          | 596.74 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 60          | 622.18 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 61          | 644.19 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 62          | 658.64 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 63          | 676.75 |
|  | 38949PA0050003 | Rating Area 6 | No Preference | 64 and over | 687.75 |

**Highmark Choice Company (HCC)**  
**2021 Small Group Rate Filing**  
**Trend Exhibit**  
**Western, PA Region**

| Incurred Month | Members |    | Normalized Allowed PMPM | 12 Month Moving Average PMPM | Annual Trend |
|----------------|---------|----|-------------------------|------------------------------|--------------|
| Jan-15         | 16,939  | \$ | 391.68                  | \$ 391.68                    |              |
| Feb-15         | 16,808  | \$ | 374.87                  | \$ 383.31                    |              |
| Mar-15         | 16,756  | \$ | 479.06                  | \$ 415.08                    |              |
| Apr-15         | 16,227  | \$ | 414.15                  | \$ 414.85                    |              |
| May-15         | 16,030  | \$ | 386.32                  | \$ 409.32                    |              |
| Jun-15         | 16,138  | \$ | 408.45                  | \$ 409.18                    |              |
| Jul-15         | 16,541  | \$ | 435.52                  | \$ 412.96                    |              |
| Aug-15         | 16,615  | \$ | 393.16                  | \$ 410.47                    |              |
| Sep-15         | 16,720  | \$ | 469.25                  | \$ 417.07                    |              |
| Oct-15         | 16,985  | \$ | 441.20                  | \$ 419.54                    |              |
| Nov-15         | 17,203  | \$ | 424.03                  | \$ 419.97                    |              |
| Dec-15         | 18,252  | \$ | 447.15                  | \$ 422.43                    |              |
| Jan-16         | 17,720  | \$ | 411.10                  | \$ 424.02                    | 8.3%         |
| Feb-16         | 17,782  | \$ | 478.90                  | \$ 432.90                    | 12.9%        |
| Mar-16         | 17,481  | \$ | 477.13                  | \$ 432.89                    | 4.3%         |
| Apr-16         | 16,940  | \$ | 455.34                  | \$ 436.24                    | 5.2%         |
| May-16         | 16,715  | \$ | 424.47                  | \$ 439.19                    | 7.3%         |
| Jun-16         | 16,674  | \$ | 438.65                  | \$ 441.55                    | 7.9%         |
| Jul-16         | 16,417  | \$ | 429.81                  | \$ 441.10                    | 6.8%         |
| Aug-16         | 16,243  | \$ | 463.36                  | \$ 446.75                    | 8.8%         |
| Sep-16         | 16,199  | \$ | 472.00                  | \$ 446.91                    | 7.2%         |
| Oct-16         | 16,025  | \$ | 448.71                  | \$ 447.53                    | 6.7%         |
| Nov-16         | 15,945  | \$ | 472.83                  | \$ 451.52                    | 7.5%         |
| Dec-16         | 13,952  | \$ | 459.38                  | \$ 452.47                    | 7.1%         |
| Jan-17         | 14,078  | \$ | 498.65                  | \$ 459.59                    | 8.4%         |
| Feb-17         | 14,002  | \$ | 461.93                  | \$ 457.96                    | 5.8%         |
| Mar-17         | 13,884  | \$ | 505.68                  | \$ 459.71                    | 6.2%         |
| Apr-17         | 13,750  | \$ | 466.58                  | \$ 460.62                    | 5.6%         |
| May-17         | 13,537  | \$ | 542.81                  | \$ 470.12                    | 7.0%         |
| Jun-17         | 13,524  | \$ | 589.53                  | \$ 482.17                    | 9.2%         |
| Jul-17         | 13,355  | \$ | 496.63                  | \$ 488.21                    | 10.7%        |
| Aug-17         | 13,379  | \$ | 496.62                  | \$ 491.22                    | 10.0%        |
| Sep-17         | 13,235  | \$ | 498.71                  | \$ 493.65                    | 10.5%        |
| Oct-17         | 13,211  | \$ | 569.14                  | \$ 504.00                    | 12.6%        |
| Nov-17         | 13,196  | \$ | 513.49                  | \$ 507.82                    | 12.5%        |
| Dec-17         | 12,923  | \$ | 501.91                  | \$ 511.52                    | 13.0%        |
| Jan-18         | 13,246  | \$ | 888.26                  | \$ 543.59                    | 18.3%        |
| Feb-18         | 13,317  | \$ | 468.77                  | \$ 544.51                    | 18.9%        |
| Mar-18         | 13,304  | \$ | 586.92                  | \$ 551.40                    | 19.9%        |
| Apr-18         | 13,235  | \$ | 543.59                  | \$ 558.07                    | 21.2%        |
| May-18         | 13,562  | \$ | 508.76                  | \$ 555.17                    | 18.1%        |
| Jun-18         | 13,604  | \$ | 570.23                  | \$ 553.54                    | 14.8%        |
| Jul-18         | 13,599  | \$ | 532.85                  | \$ 556.54                    | 14.0%        |
| Aug-18         | 13,622  | \$ | 591.69                  | \$ 564.54                    | 14.9%        |
| Sep-18         | 13,541  | \$ | 498.59                  | \$ 564.40                    | 14.3%        |
| Oct-18         | 13,754  | \$ | 541.62                  | \$ 562.06                    | 11.5%        |
| Nov-18         | 13,712  | \$ | 557.33                  | \$ 565.63                    | 11.4%        |
| Dec-18         | 13,819  | \$ | 507.08                  | \$ 565.72                    | 10.6%        |
| Jan-19         | 12,487  | \$ | 575.62                  | \$ 540.04                    | -0.7%        |
| Feb-19         | 12,238  | \$ | 582.26                  | \$ 549.18                    | 0.9%         |
| Mar-19         | 12,081  | \$ | 506.05                  | \$ 542.75                    | -1.6%        |
| Apr-19         | 11,682  | \$ | 598.74                  | \$ 546.83                    | -2.0%        |
| May-19         | 11,425  | \$ | 576.14                  | \$ 552.30                    | -0.5%        |
| Jun-19         | 11,268  | \$ | 550.47                  | \$ 550.57                    | -0.5%        |
| Jul-19         | 10,942  | \$ | 508.24                  | \$ 549.10                    | -1.3%        |
| Aug-19         | 10,854  | \$ | 537.14                  | \$ 544.29                    | -3.6%        |
| Sep-19         | 10,653  | \$ | 493.07                  | \$ 544.80                    | -3.5%        |
| Oct-19         | 10,453  | \$ | 543.59                  | \$ 545.02                    | -3.0%        |
| Nov-19         | 10,404  | \$ | 534.76                  | \$ 543.02                    | -4.0%        |
| Dec-19         | 10,404  | \$ | 571.26                  | \$ 548.88                    | -3.0%        |
| Jan-20         | 10,404  | \$ | 622.19                  | \$ 552.11                    | 2.2%         |
| Feb-20         | 10,404  | \$ | 595.28                  | \$ 552.73                    | 0.6%         |
| Mar-20         | 10,404  | \$ | 660.11                  | \$ 565.73                    | 4.2%         |
| Apr-20         | 10,404  | \$ | 631.20                  | \$ 568.04                    | 3.9%         |
| May-20         | 10,404  | \$ | 583.44                  | \$ 568.57                    | 2.9%         |
| Jun-20         | 10,404  | \$ | 637.37                  | \$ 575.86                    | 4.6%         |
| Jul-20         | 10,404  | \$ | 669.65                  | \$ 589.52                    | 7.4%         |
| Aug-20         | 10,404  | \$ | 599.18                  | \$ 594.87                    | 9.3%         |
| Sep-20         | 10,404  | \$ | 653.34                  | \$ 608.42                    | 11.7%        |
| Oct-20         | 10,404  | \$ | 643.24                  | \$ 616.75                    | 13.2%        |
| Nov-20         | 10,404  | \$ | 628.13                  | \$ 624.53                    | 15.0%        |
| Dec-20         | 10,404  | \$ | 655.78                  | \$ 631.57                    | 15.1%        |
| Jan-21         | 10,404  | \$ | 606.37                  | \$ 630.26                    | 14.2%        |
| Feb-21         | 10,404  | \$ | 606.77                  | \$ 631.21                    | 14.2%        |
| Mar-21         | 10,404  | \$ | 703.60                  | \$ 634.84                    | 12.2%        |
| Apr-21         | 10,404  | \$ | 650.80                  | \$ 636.47                    | 12.0%        |
| May-21         | 10,404  | \$ | 607.65                  | \$ 638.49                    | 12.3%        |
| Jun-21         | 10,404  | \$ | 657.26                  | \$ 640.15                    | 11.2%        |
| Jul-21         | 10,404  | \$ | 675.07                  | \$ 640.60                    | 8.7%         |
| Aug-21         | 10,404  | \$ | 644.48                  | \$ 644.37                    | 8.3%         |
| Sep-21         | 10,404  | \$ | 681.50                  | \$ 646.72                    | 6.3%         |
| Oct-21         | 10,404  | \$ | 652.24                  | \$ 647.47                    | 5.0%         |
| Nov-21         | 10,404  | \$ | 681.05                  | \$ 651.88                    | 4.4%         |
| Dec-21         | 10,404  | \$ | 666.82                  | \$ 652.80                    | 3.4%         |

Proposed Annual Trend (Cost & Utilization) **9.6%**

**Highmark Choice Company (HCC)**  
**2021 Small Group Rate Filing**  
**Derivation of Change in Morbidity, Demographics, Benefits, and Average Network Factor**

| <u>Change in Morbidity Calculation</u>                                                    | <u>Reference</u> | <u>Formula</u>      | <u>Calculation</u> |
|-------------------------------------------------------------------------------------------|------------------|---------------------|--------------------|
| 2019 Allowed Claims for those Members Expected to be Effective in 2021 [(Western region)] | (1)              |                     | \$ 366.80          |
| Calendar year 2019 allowed claims PMPM [(Western region)]                                 | (2)              |                     | \$ 461.83          |
| COVID-19 Load                                                                             | (3)              |                     | 1.019              |
| <b>Change in Morbidity</b>                                                                | <b>(4)</b>       | <b>=(1)*(3)/(2)</b> | <b>0.809</b>       |

| <u>Change in Demographics Calculation</u>                     | <u>Reference</u> | <u>Formula</u>              | <u>Calculation</u> |
|---------------------------------------------------------------|------------------|-----------------------------|--------------------|
| 2021 Age Factor for Members Expected to be Effective in 2021  | (1)              |                             | 1.521              |
| 2021 Area Factor for Members Expected to be Effective in 2021 | (2)              |                             | 0.971              |
| Calendar Year 2019 Age Factor [Western Region]                | (3)              |                             | 1.506              |
| Calendar Year 2019 Area Factor [Western Region]               | (4)              |                             | 0.970              |
| <b>Change in Demographics</b>                                 | <b>(5)</b>       | <b>=[(1)*(2)]/[(3)*(4)]</b> | <b>1.010</b>       |

| <u>Change in Benefits Calculation</u>                                        |              | <u>Before Network Factor Applied</u> |  |
|------------------------------------------------------------------------------|--------------|--------------------------------------|--|
| Total Adjusted Projected Allowed EHB Claims PMPM (Before Change in Benefits) | \$ 407.42    |                                      |  |
| EHB - Pediatric Benefits                                                     | \$ 0.65      | \$ 0.65                              |  |
| Change in Pharmacy Rebates                                                   | \$ (33.58)   | \$ (33.58)                           |  |
| Total Adjusted Projected Allowed EHB Claims PMPM (After Change in Benefits)  | \$ 374.49    |                                      |  |
| <b>Change in Benefits</b>                                                    | <b>0.919</b> |                                      |  |

| <u>Average Network Factor Calculation</u> |             | <u>Formula</u>                                           |                |            | <u>Calculation</u> | Normalized<br>Provider<br>Network<br>Factor |
|-------------------------------------------|-------------|----------------------------------------------------------|----------------|------------|--------------------|---------------------------------------------|
|                                           |             | <b>= Sumproduct [(3),(4),(5)] / Sumproduct[(3), (4)]</b> |                |            | <b>1.000</b>       |                                             |
| Plan ID                                   | Metal Level | Metal Level                                              | % of Projected | Network    |                    |                                             |
| (1)                                       | (2)         | Benefit Richness (3)                                     | Membership (4) | Factor (5) |                    |                                             |
| 38949PA0050003                            | Bronze      | 1.02                                                     | 100.00%        | 1.00       |                    | 1.000                                       |

**Highmark Choice Company (HCC)**  
**2021 Small Group Filing**  
**Paid-to-Allowed Ratio in the Projection Period**

Sum of Projected Claims by Plan \$ 41,214 \$ 27,957  
 Calculated Paid to Allowed Ratio 67.83%

| Plan ID        | Metal Level | Projected<br>Member<br>Months | Projected<br>Allowed<br>Claims<br>URRT Wkst II | Projected<br>Paid<br>Claims<br>URRT Wkst II |
|----------------|-------------|-------------------------------|------------------------------------------------|---------------------------------------------|
| 38949PA0050003 | Bronze      | 9                             | \$ 41,214                                      | \$ 27,957                                   |

**Highmark Choice Company (HCC)**  
**2021 Small Group Filing**  
**Induced Utilization Exhibit**

| Plan ID<br>(1) | Metal Level<br>(2) | Projected<br>Membership<br>(3) | Projected<br>Allowed<br>Claims<br>(4) | Projected<br>Paid<br>Claims<br>(5) | Paid-To-<br>Allowed<br>Factor<br>(6) | AV & Cost<br>Sharing<br>Factor<br>(7) | (7)/(6)<br>(8) |
|----------------|--------------------|--------------------------------|---------------------------------------|------------------------------------|--------------------------------------|---------------------------------------|----------------|
| 38949PA0050003 | Bronze             | 9                              | 41,214                                | 27,957                             | 0.6783                               | 0.6783                                | 1.0000         |

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**Highmark Choice Company (HCC)**  
**2021 Small Group Filing**  
**Derivation of the Age, Geographic, and Tobacco Calibration Factors**

**Age Factor**

| Type                                                      | Average Age Factor | % of Members  | Allowed  |
|-----------------------------------------------------------|--------------------|---------------|----------|
| Current ACA Book - EOY 2019                               | 1.521              | 66.9%         | \$528.94 |
| Movement to ACA Book (from Transitional and New Business) | 1.522              | 33.1%         | \$533.27 |
| <b>Overall</b>                                            | <b>1.521</b>       | <b>100.0%</b> |          |

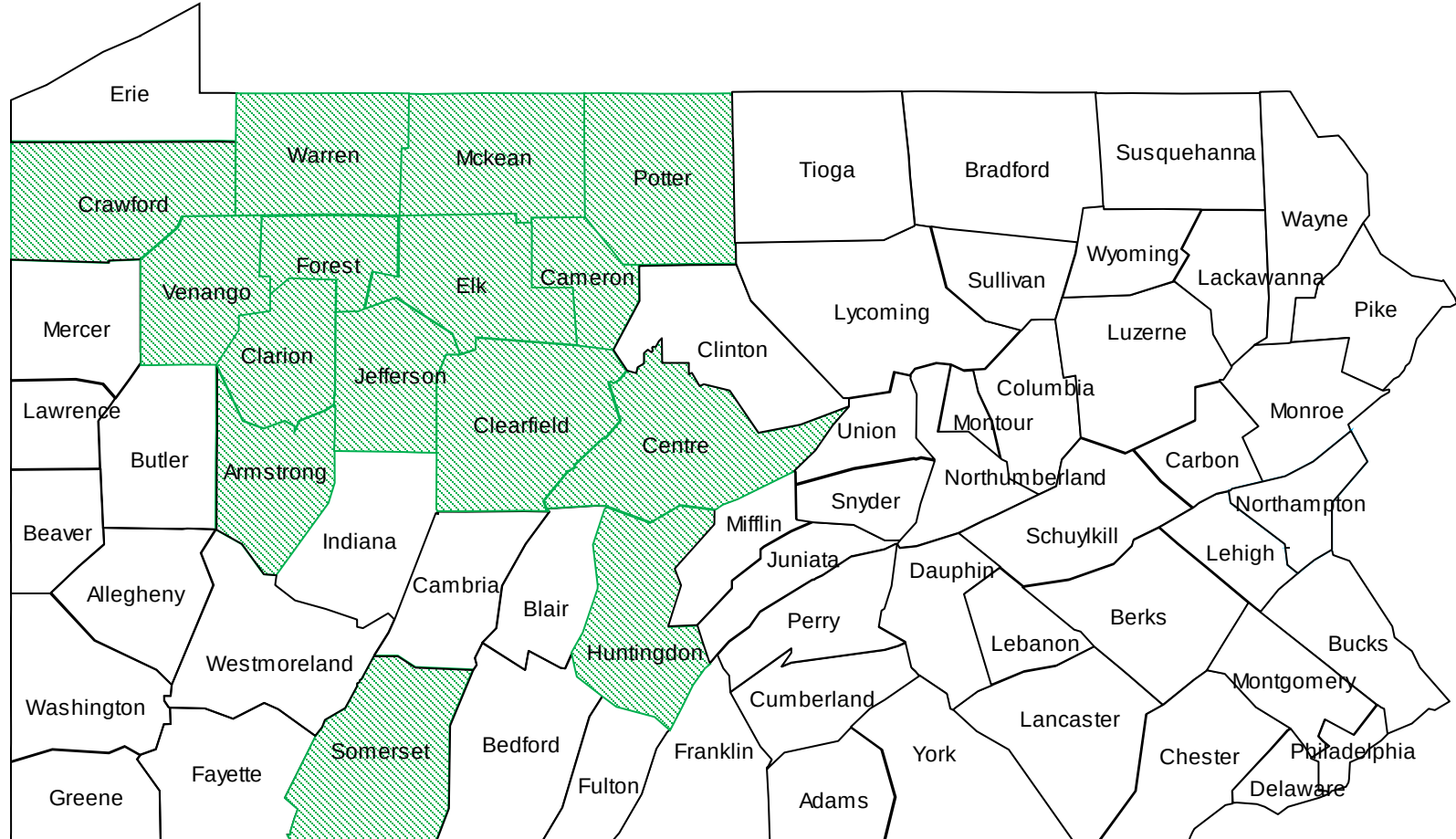
|                                    |       |
|------------------------------------|-------|
| Child Capping Adjustment           | 1.005 |
| Average Age Factor                 | 1.514 |
| Geographic Factor                  | 0.971 |
| Tobacco Surcharge (Not Applicable) | 1.000 |

| Area Factors |             |              |             |             |                            |
|--------------|-------------|--------------|-------------|-------------|----------------------------|
| State        | County Code | County       | Rating Area | Area Factor | % of Western PA Membership |
| PA           | 003         | Allegheny    | R-PA004     | 0.97        | 42.57%                     |
| PA           | 005         | Armstrong    | R-PA004     | 0.97        | 1.26%                      |
| PA           | 007         | Beaver       | R-PA004     | 0.97        | 2.81%                      |
| PA           | 009         | Bedford      | R-PA005     | 0.97        | 1.26%                      |
| PA           | 013         | Blair        | R-PA005     | 0.97        | 3.96%                      |
| PA           | 019         | Butler       | R-PA004     | 0.97        | 5.73%                      |
| PA           | 021         | Cambria      | R-PA005     | 0.97        | 3.57%                      |
| PA           | 023         | Cameron      | R-PA002     | 0.97        | 0.05%                      |
| PA           | 027         | Centre       | R-PA006     | 1.04        | 0.81%                      |
| PA           | 031         | Clarion      | R-PA001     | 0.97        | 1.12%                      |
| PA           | 033         | Clearfield   | R-PA005     | 0.97        | 2.84%                      |
| PA           | 039         | Crawford     | R-PA001     | 0.97        | 5.65%                      |
| PA           | 047         | Elk          | R-PA002     | 0.97        | 2.33%                      |
| PA           | 049         | Erie         | R-PA001     | 0.97        | 12.91%                     |
| PA           | 051         | Fayette      | R-PA004     | 0.97        | 2.31%                      |
| PA           | 053         | Forest       | R-PA001     | 0.97        | 0.23%                      |
| PA           | 059         | Greene       | R-PA004     | 0.97        | 0.64%                      |
| PA           | 061         | Huntingdon   | R-PA005     | 0.97        | 0.19%                      |
| PA           | 063         | Indiana      | R-PA004     | 0.97        | 0.78%                      |
| PA           | 065         | Jefferson    | R-PA005     | 0.97        | 0.24%                      |
| PA           | 073         | Lawrence     | R-PA004     | 0.97        | 0.94%                      |
| PA           | 083         | McKean       | R-PA001     | 0.97        | 0.41%                      |
| PA           | 085         | Mercer       | R-PA001     | 0.97        | 1.17%                      |
| PA           | 105         | Potter       | R-PA002     | 0.97        | 0.17%                      |
| PA           | 111         | Somerset     | R-PA005     | 0.97        | 0.42%                      |
| PA           | 121         | Venango      | R-PA001     | 0.97        | 0.50%                      |
| PA           | 123         | Warren       | R-PA001     | 0.97        | 0.52%                      |
| PA           | 125         | Washington   | R-PA004     | 0.97        | 2.19%                      |
| PA           | 129         | Westmoreland | R-PA004     | 0.97        | 2.43%                      |

# **2020 Service Area**

**Issuer: Highmark Choice Company**

**Market: Small Group**



**Key** *(modify as needed)*

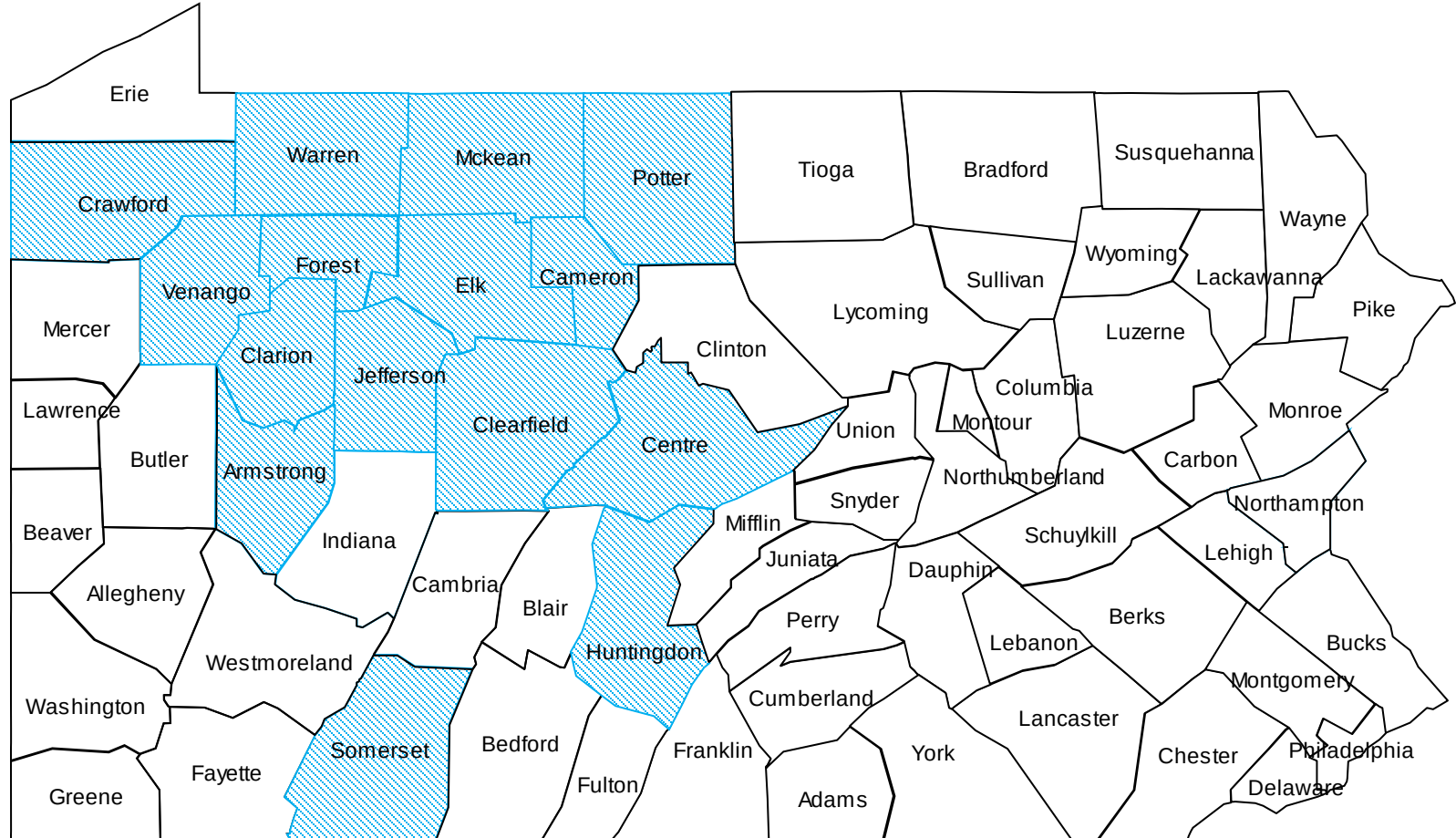
 : 2020 on-exchange service area

 : 2020 off-exchange only service area

# 2021 Service Area

Issuer: Highmark Choice Company

Market: Small Group



**Key** *(modify as needed)*

 : 2021 on-exchange service area

 : 2021 off-exchange only service area

## Highmark Choice Company's Response to Objection Letter Dated 06/16/2020

**Product Name:** HCC Small Group 2021 ACA Rate Filing

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**RE:** HCC – 2021 Small Group ACA Compliant Plans (1A-SG-HCC-2020);

**Pennsylvania Insurance Department ID #:** HGHM-132381009

**Objection Letter Status:** Pending Industry Response

**Objection Letter Date:** 06/16/2020

**Respond By Date:** 06/23/2020

**Response Date:** 06/23/2019

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Below please find our responses to the Highmark Choice Company (HCC, "Company") Small Group 2021 ACA Rate Filing Objection Letter dated 06/16/2020. For convenience, the questions have been reproduced below, with our responses immediately following each question.

A supplemental exhibits file has been submitted along with this response. Please see the file named "PID Response Exhibits HCC 06232020.xlsx," which contains additional exhibits and supplemental detail, as referenced in the below responses.

1. There is no calculated rate increase for this filing since there are no mapped members. Since the 2021 plan offered is the same plan offered in 2020 and any enrolment would have to be in this plan, please explain why the rate increase in cell AC18 is not the filing rate increase.

**Response:**

This company is only offering one plan in 2021, and it doesn't have any enrollment in 2020. We assume that the membership from the discontinued plans will not move into the remaining plan because the plan offered in 2021 is not offered in the county where the current membership resides. Thus, there is no mapped membership to calculate an average rate change off of in cell AC18.

2. The Rate Review Detail of the Company Information tab under the Rate/Rule Schedule Tab indicates there are 5 covered lives; however, the cover letter and other filing documents shows 32 covered lives. Please update to make all filing documents consistent. Please update Table 10, column V as necessary.

**Response:**

There are 32 covered lives in this company currently, and the Rate Review Detail has been updated to reflect this. There is still no enrollment in Table 10, column V for the reason described in response to your first objection.

3. In the Federal Actuarial Memorandum, you indicate that the date used for Current Enrollment and Premium is February 29. Please explain why the PA Current Enrollment date of February 1, 2020 was not used in the Federal Memo for consistency.

**Response:**

Our enrollment database assigns enrollment if a member was active at the end of the month, so we provided membership and premium as of February 29<sup>th</sup>.

4. In worksheet 2 of the URRT, please explain how there is current enrolment but no reported current premium.

**Response:**

The current premium is in row 2.8 of the URRT. We use the mapped membership to calculate the current premium PMPM in row 2.11, since that is what is used to calculate the average rate change. Since there is not mapped membership, there is no current premium, and there is no average rate change.

5. In Table 2, please update the risk adjustment amount to reflect the risk adjustment transfer of - \$5,557,986 shared by the Department on May 23, 2020 from Jim Lavery.

**Response:**

The experience period risk adjustment amount in Table 2 has been updated to reflect the PA Insurance Department's calculation of 2019 risk adjustment transfer amounts using the 5/14/2020 RATEE files. Please note that, to align with the regional Western Pennsylvania data included in the manual data, the regional Western Pennsylvania risk adjustment value of \$2,641,909 was included in Table 2b.

6. Please reconcile the experience period incurred claims in the worksheet 1 (cell E16) of the URRT and the sum of the incurred claims, Rx rebates and capitation amounts shown in Table 2 of the PAAM exhibits.

**Response:**

The development of these reported claims numbers run parallel to each other in our internal models and do not tie out exactly due to some rounding limitations in Microsoft Excel through linked workbooks. Ideally these numbers would match perfectly, however, these claims totals are for reporting purposes only and are not rate impacting, so we believe that the difference of 0.007% is reasonable. These claims numbers are both sourced from the same data warehouse, and we are confident that they are reflective of the actual claims experience.

7. Please reconcile the Trended EHB Allowed claims in cell H30 of worksheet 1 of the URRT and cell C13 of Table 5 of the PAAM exhibits.

**Response:**

These values are different because the PID guidance asks us to include the change in induced demand in the trend in cell C12 of Table 5, however, the for the URRT, the change in induced demand goes in the “Plan Design Changes” bucket in cell F34 of worksheet 1.

8. The data reported in worksheet 1 of the URRT Cells F32 – F35 should be for the filing entity. The impact of the manual data should be reflected in cell F38. Please update or explain.

**Response:**

Since this entity is deemed to have no credibility, the impact of the manual data is in cells F32 to F35 to more clearly demonstrate how we believe the manual data relates to the claim experience observed in HCC.

9. The following questions relate to the trend assumption:

- a. Please provide a detailed quantitative exhibit displaying the development of the induced utilization assumption that is included in the trend assumptions and shown in Table 3 of the Pennsylvania Rate Template file.
- b. Please explain why the Company believes the current trend assumption is appropriate when the average normalized allowed PMPM shown in the “2021 Supplemental Exhibits” file appears to have increased at an annual rate of approximately 3.6% from 2017 to 2019. Specifically, please clearly state and demonstrate quantitatively why the projected trend rate from 2019 to

2021 is expected to be higher than that which was observed from 2017 to 2019, identifying specific drivers and their impact on the assumed difference.

**Response:**

- a) Please see the worksheet labeled “Q#9a” in the “PID Response Exhibits HCC 06232020.xlsx” file included with this response for the above requested results.
- b) The claims trend in 2019 was artificially low due to claimants with high claims that incurred claims in 2018, then left coverage in 2019. That, combined with claims being unexpectedly high in 2017, results in an artificially dampened 2 year average trend from 2017-2019. Based on the provided trend support, the 4 year average trend from 2015-2019 is 6.8%, which is closer to the 9.6% filed trend. There is also expected increase in cost due to more expensive drug treatments and new technologies.

10. The following questions pertain to the morbidity adjustment shown in Table 5 of the Pennsylvania Rate Template file:

- a. Please provide a detailed quantitative exhibit and narrative providing support for the following assertions discussed in Section 2A of the Pennsylvania Actuarial Memorandum:
  - i. That the Company will experience a drop in enrollment from 2019 to 2021.
  - ii. That the Company will lose some of the better risk groups from 2019 to 2021.
  - iii. That any new groups insured by 2021 will be of higher morbidity.

**Response:**

Highmark Choice Company is expected to lose membership because most of the plans offered in this company are being terminated, and this company is no longer offering plans in Erie County, where it has seen most of its membership come from.

The Company is expecting about a 49.3% increase in morbidity from the experience period to the projection period primarily due to the transitional business that is included in the Company’s single risk pool.

- b. Please confirm that the morbidity adjustment shown in Table 5 of the PA Rate Template file is correct and the morbidity adjustment discussed in Section 2A of the Pennsylvania Actuarial Memorandum is incorrect.

**Response:**

The requested exhibit has been included in the “PID Response Exhibits HCC 06232020.xlsx” file included in this response in a worksheet labeled “Q#10”.

c. Please provide a quantitative exhibit displaying average calendar year 2019 member months, allowed cost PMPM, average demographic factor, average geographic factor, and average network factor associated with transitional and ACA groups insured through the Company in Pennsylvania, separately.

**Response:**

The requested exhibit has been included in the “PID Response Exhibits HCC 06232020.xlsx” file included in this response in a worksheet labeled “Q#10”.

d. Please provide a detailed quantitative exhibit displaying the development of the 2019 allowed claims PMPM for members expected to be effective in 2021, as shown in the “2021 Supplemental Exhibits” file. In providing your response, please provide a detailed explanation of the process the Company utilized to determine which members from 2019 are expected to be effective in 2021 and identify the specific quantitative impact of each of the items listed in 2(a).

**Response:**

The requested exhibit has been included in the “PID Response Exhibits HCC 06232020.xlsx” file included in this response in a worksheet labeled “Q#10”.

To develop our value for 2019 allowed claims for the members expected to be active in 2021, we blend 3 different types of business together. The first category consists of all of the groups that were active in Highmark’s Western Pennsylvania off-exchange ACA policies as of the end of 2019. We apply a lapse rate to this cohort’s membership that is estimated by our Sales and Finance departments. The second category consists of the expected value of the 2019 experience for groups that currently have Highmark transitional coverage but will move into our ACA block at their 2020 or 2021 renewals. This expected value is calculated by assigning each group a probability of moving based on their prospective risk level as of December 2019 and then taking the probability weighted average of their member months, claim experience, and demographic experience. The probabilities are estimated using historical Transitional to ACA lapse rates for each risk level. The third category is for business that Highmark is expected to

gain throughout 2020 and 2021. For this company, we expect that the new business will have the same allowed claim levels and demographics as the business that Highmark has in its ACA block at the end of 2019. The membership in this category is estimated by our Sales and Finance departments.

In the attached file, you will find the average calendar year 2019 member months, allowed cost PMPM, average demographic factor, average geographic factor, and average network factor, for each of these three groups of business, as requested, as well as the block of business that we use as base experience for our rate development.

e. Please demonstrate that the Company has normalized for demographics, geography, network differences, etc. in developing the morbidity adjustment such that the Company is not double adjusting by applying separate demographic, geographic, network, etc. adjustments in addition to the morbidity adjustment.

**Response:**

As demonstrated in the attached Excel sheet, we normalize the claims from each group with their corresponding network, pricing, and induced demand factors, so that we do not double count those effects.

f. To the extent that the morbidity adjustment reflects anticipated changes in morbidity of the Company's internal small group book of business rather than changes in the morbidity of the overall Pennsylvania small group market, please explain how the morbidity adjustment was considered in the development of the Company's projected 2021 risk transfer assumption.

**Response:**

Since the Company utilizes combined regional experience in its claims development, we use a similar regional basis for the development of the risk adjustment transfer assumption. Thus the morbidity basis in the 2021 risk adjustment transfer assumption is consistent with the morbidity in the projected claims development.

11. Please provide an exhibit displaying the distribution of member months by age (i.e., 0, 1, ..., 63, 64+) for both the actual calendar year 2019 members underlying the experience period and the projected calendar year 2021 population.

**Response:**

The requested exhibit has been included in the “PID Response Exhibits HCC 06232020.xlsx” file included in this response in a worksheet labeled “Q#11”.

Membership distribution is not assumed to change from 2019 to 2021.

12. Please provide an exhibit displaying the distribution of member months by rating region for the actual calendar year 2019 members underlying the experience period.

**Response:**

The requested exhibit has been included in the “PID Response Exhibits HCC 06232020.xlsx” file included in this response in a worksheet labeled “Q#12”.

13. Please provide a detailed quantitative exhibit displaying the development of the projected 2021 risk transfer assumption. In providing your response, please include the following information:

- a. The Company’s actual 2019 PLRS, ARF, IU, and GCF factors for 2019.
- b. The Company’s projected 2021 PLRS, ARF, IU, and GCF factors for 2021. Please provide justification to the extent the projected 2021 factors are different than the 2019 factors.
- c. Pennsylvania projected state average premium PMPM (prior to the application of the 0.86 adjustment), PLRS, ARF, IU, and GCF for the small group market for 2021.
- d. Please provide a comparison of the Company’s expected 2019 risk adjustment transfer amount to its projected 2021 risk adjustment transfer amount and, to the extent they are different, identify the primary driver(s) of the observed difference.

**Response:**

[Redacted]

14. Regarding Table 6:

- a. Using the proposed commission schedules, quantitatively show the development of the percent and pmpm amounts in cells C51 and D51.
- b. Using the 2019 SHCE in the Annual Statement, please quantitatively show the development of the Quality Improvement Initiatives percent and pmpm amount.

**Response:**

a) [Redacted]

b) The requested exhibit has been included in the “PID Response Exhibits HCC 06232020.xlsx” file included in this response in a worksheet labeled “Q#14b”.

15. Table 9, cell J71 is not populated. Please input the 2020 value as approved in 2020 rate filing.

**Response:**

Please see the file, “2021\_SmGrp\_HCC\_PAAMExhibits\_061520.xlsm”, for an updated Table 9 that is appropriately populated.

16. For the expanded Bronze plans, please demonstrate that the copay is less than or equal to 50% coinsurance for that category.

**Response:**

[Redacted]

17. Per the Department’s published guidance, the Benefit Richness factors in Table 10 Column L should be developed based upon the following formula:  $(\text{Plan Pricing AV in column K} * \text{CSR Defunding Adjustment in column P})^2 - (\text{Plan Pricing AV in column K} * \text{CSR Defunding Adjustment in column P}) + 1.24$ . Further, the value developed by the quadratic formula must then be multiplied by a normalization constant such that the value in Cell L15 or L16 balances back to 1.000. Please modify the cells in Column L to explicitly show the quadratic formula and normalizing constant to demonstrate compliance with our guidance.

**Response:**

Updating the induced demand factor in Table 10 to  $\text{Plan Pricing AV}^2 - \text{Plan Pricing AV} + 1.24 / \text{average benefit richness}$  created a circular reference for this entity. Given that there is only 1 plan, the normalized benefit richness factor in table 10 would be 1.

18. Please provide an exhibit showing the average quarterly rate change (Q1 2021/Q1 2020 - approved, Q2 2021/ Q2 2020 - approved, etc.) groups will see if the proposed rates are approved.

**Response:**

The year over year change in the plan level base rates has been included in the “PID Response Exhibits HCC 06232020.xlsx” file included in this response in a worksheet labeled “Q#15”.

19. Please provide by service category the emerging claims data for this policy for the calendar year year-to-date as of end of May and discuss how this data may impact the resulting trend.

**Response:**

The requested exhibit has been included in the “PID Response Exhibits HCC 06232020.xlsx” file included in this response in a worksheet labeled “Q#19”. Please note that these are not normalized. The emerging 2020 claims data has seen many disruptions due to the emergence of COVID-19, while the impact from COVID-19 would not have impacted the 2019 experience period claims data. Thus since the PID has required that our initial rate filing exclude the impact of COVID-19, we are comfortable using our initially developed trend assumptions to project 2021 experience.

20. Please provide an exhibit that quantitatively shows a comparison of the actual to projected claim cost pmpms for calendar years 2015 – 2019, as applicable.

**Response:**

The requested exhibit has been included in the “PID Response Exhibits HCC 06232020.xlsx” file included in this response in a worksheet labeled “Q#20”. Please note that HCC is not credible.

21. Please provide an exhibit showing the financial gains and losses for calendar years 2014 – 2019 for the following categories: Member months, total administrative expenses, total incurred claims, total premium, total actual paid taxes and fees, profit, annual underwriting gain/loss and underwriting gain/loss pmpy.

**Response:**

The requested exhibit has been included in the “PID Response Exhibits HCC 06232020.xlsx” file included in this response in a worksheet labeled “Q#21”.

22. The Department will contact the company shortly with information regarding the opportunity and parameters for the company to provide and support an updated Covid-19 impact assessment, if desired.

**Response:**

The Company looks forward to receiving the COVID-19 impact assessment from the Department.

CONFIDENTIAL

# Highmark Choice Company, Inc

## 2021 Small Group Rate Filing

Question #9a - Change in Induced Demand

| <b><u>Change in Induced Demand Calculation</u></b> | <b><u>Reference</u></b> | <b><u>Formula</u></b>                  | <b><u>Result</u></b> |
|----------------------------------------------------|-------------------------|----------------------------------------|----------------------|
| 2021 Average Benefit Richness Factor               | (1)                     |                                        | 1.0218               |
| 2019 Average Benefit Richness Factor               | (2)                     |                                        | 1.1383               |
| <b>Change in Induced Demand</b>                    | <b>(3)</b>              | <b><math>= ((2)/(1))^{.5}-1</math></b> | <b>-5.25%</b>        |

**Highmark Choice Company**  
**2021 Small Group Rate Filing**  
**Derivation of Change in Morbidity**

| Change in Morbidity Calculation                                                                                                                           | Reference | Formula  | Calculation |          |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------|-----------|----------|-------------|----------|
| 2019 Allowed Claims for those Members Expected to be Effective in 2021 (HCC ACA only, Western region)                                                     | (1)       |          | \$          | 366.80   |
| Calendar year 2019 allowed claims PMPM (HCC ACA + GM, Western region)                                                                                     | (2)       |          | \$          | 294.95   |
| Change in Morbidity                                                                                                                                       | (3)       | =(1)/(2) |             | 1.244    |
| *Note that these claims imply the same Network, Age, Area, and Induced Demand Characteristics as the Total Highmark WPA block<br>*From 'Y Data', cell M37 |           |          |             |          |
| <b>CY 2019 Experience for all of Highmark's WPA Small Group ACA and Transitional business</b>                                                             |           |          |             |          |
| 2019 Member Months                                                                                                                                        |           |          |             | 514,805  |
| 2021 Expected Member Months                                                                                                                               |           |          |             | N/A      |
| Percentage of Membership in 2021                                                                                                                          |           |          |             | 0.0%     |
| 2019 Completed Allowed SPMPM                                                                                                                              |           |          |             | \$478.40 |
| 2019 Age Factor                                                                                                                                           |           |          |             | 1.506    |
| 2019 Area Factor                                                                                                                                          |           |          |             | 0.970    |
| 2019 Induced Utilization Factor                                                                                                                           |           |          |             | 1.138    |
| 2019 Network Factor                                                                                                                                       |           |          |             | 0.981    |
| <b>CY 2019 Experience for those in Highmark's WPA ACA block at the end of the year</b>                                                                    |           |          |             |          |
| 2019 Member Months                                                                                                                                        |           |          |             | 106,929  |
| 2021 Expected Member Months, Post Lapse                                                                                                                   |           |          |             | 74,886   |
| Percentage of Membership in 2021                                                                                                                          |           |          |             | 66.9%    |
| 2019 Completed Allowed SPMPM                                                                                                                              |           |          |             | \$539.02 |
| 2019 Age Factor                                                                                                                                           |           |          |             | 1.521    |
| 2019 Area Factor                                                                                                                                          |           |          |             | 0.971    |
| 2019 Induced Utilization Factor                                                                                                                           |           |          |             | 1.131    |
| 2019 Network Factor                                                                                                                                       |           |          |             | 0.958    |
| <b>CY 2019 Experience for Transitional business expected to move to the ACA by 2021</b>                                                                   |           |          |             |          |
| 2019 Member Months                                                                                                                                        |           |          |             | 773      |
| 2021 Expected Member Months                                                                                                                               |           |          |             | 775      |
| Percentage of Membership in 2021                                                                                                                          |           |          |             | 0.7%     |
| 2019 Completed Allowed SPMPM                                                                                                                              |           |          |             | \$733.53 |
| 2019 Age Factor                                                                                                                                           |           |          |             | 1.550    |
| 2019 Area Factor                                                                                                                                          |           |          |             | 0.970    |
| 2019 Induced Utilization Factor                                                                                                                           |           |          |             | 1.145    |
| 2019 Network Factor                                                                                                                                       |           |          |             | 0.992    |
| <b>Assumed CY 2019 Experience for business that will be new to Highmark in 2020 and 2021. (Same as current block)</b>                                     |           |          |             |          |
| 2019 Member Months                                                                                                                                        |           |          |             | -        |
| 2021 Expected Member Months                                                                                                                               |           |          |             | 35,856   |
| Percentage of Membership in 2021                                                                                                                          |           |          |             | 32.4%    |
| 2019 Completed Allowed SPMPM                                                                                                                              |           |          | \$          | 539.02   |
| 2019 Age Factor                                                                                                                                           |           |          |             | 1.521    |
| 2019 Area Factor                                                                                                                                          |           |          |             | 0.971    |
| 2019 Induced Utilization Factor                                                                                                                           |           |          |             | 1.131    |
| 2019 Network Factor                                                                                                                                       |           |          |             | 0.958    |
| <b>Total 2019 Experience for those expected to be active in 2021</b>                                                                                      |           |          |             |          |
| 2019 Member Months                                                                                                                                        |           |          |             | 107,702  |
| 2021 Expected Member Months                                                                                                                               |           |          |             | 110,716  |
| Percentage of Membership in 2021                                                                                                                          |           |          |             | 100.0%   |
| 2019 Completed Allowed SPMPM                                                                                                                              |           |          | \$          | 540.38   |
| 2019 Age Factor                                                                                                                                           |           |          |             | 1.521    |
| 2019 Area Factor                                                                                                                                          |           |          |             | 0.971    |
| 2019 Induced Utilization Factor                                                                                                                           |           |          |             | 1.131    |
| 2019 Network Factor                                                                                                                                       |           |          |             | 0.958    |
| <b>Factor to adjust the morbidity level from the total western PA block to the expected morbidity in HCC's average ACA block in 2021</b>                  |           |          |             |          |
|                                                                                                                                                           |           |          |             | 0.794    |
| Base allowed claims PMPM for Transitional and ACA business in 2021, rebate adjusted, excluding capitations                                                |           |          | \$          | 461.83   |
| 2019 allowed claims PMPM for HCC ACA business in 2021                                                                                                     |           |          | \$          | 366.80   |
| *Capitations are excluded here, as we add the full amount of the capitation in at the change in benefits line.                                            |           |          |             |          |

Highmark Choice Company, Inc  
2021 Small Group Rate Filing  
Question #11

|                                        |      |    |    |    |    |    |    |    |    |    |    |    |    |    |    |
|----------------------------------------|------|----|----|----|----|----|----|----|----|----|----|----|----|----|----|
| Experience Period Member Months by Age |      |    |    |    |    |    |    |    |    |    |    |    |    |    |    |
| Rating Age                             | 0-14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 | 25 | 26 | 27 |    |
| Member Months                          |      | 4  | 12 | 6  | 6  | 6  | 0  | 6  | 17 | 18 | 0  | 0  | 2  | 0  | 15 |

|    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |   |
|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|---|
| 28 | 29 | 30 | 31 | 32 | 33 | 34 | 35 | 36 | 37 | 38 | 39 | 40 | 41 | 42 | 43 | 44 | 45 |   |
|    | 2  | 17 | 0  | 1  | 2  | 21 | 16 | 0  | 0  | 1  | 0  | 12 | 0  | 33 | 5  | 0  | 9  | 5 |

|    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |     |    |
|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|-----|----|
| 46 | 47 | 48 | 49 | 50 | 51 | 52 | 53 | 54 | 55 | 56 | 57 | 58 | 59 | 60 | 61 | 62 | 63 | 64 | 65+ |    |
|    | 0  | 12 | 20 | 22 | 11 | 7  | 12 | 36 | 42 | 33 | 12 | 32 | 12 | 12 | 12 | 21 | 0  | 0  | 27  | 27 |

Highmark Choice Company, Inc  
2021 Small Group Rate Filing  
Question #12

| Rating Area   | Members |
|---------------|---------|
| Rating Area 1 | 25      |

| 2020 Number of Covered Lives by Rating |                     |         |        |                 |
|----------------------------------------|---------------------|---------|--------|-----------------|
| HIOS Plan ID                           | Plan Marketing Name | Product | Metal  | On/Off Exchange |
| 8949PA005000                           | One HMO             | HMO     | Bronze | Off             |

| RATING AREA 1 |          |      |          |          |        |          |          |
|---------------|----------|------|----------|----------|--------|----------|----------|
| 0             | 0        | 25   | 0        | 0        | 0      | 0        | 0        |
| Crawford      | Clarion  | Erie | Forest   | Mckean   | Mercer | Venango  | Warren   |
| \$204.20      | \$204.20 |      | \$204.20 | \$204.20 |        | \$204.20 | \$204.20 |

# Highmark Choice C

## 2021 Small Group Rate Filing

Question #14b - Change in I

| Category                                 | 2019 SHCE    |
|------------------------------------------|--------------|
| Member Months                            | 134,575      |
| Adjusted Premium Earned (Line 1.8)       | \$71,557,061 |
| Total Incurred Claims (Line 5.0)         | \$58,018,862 |
| Improving HC Quality Expenses (Line 6.6) | \$445,369    |
| Claim Adjustment Expenses (Line 8.3)     | \$1,311,173  |
| General and Admin Expense (Line 10.5)    | \$6,619,889  |
| Total Expenses                           | \$8,376,431  |
| Improving HC Quality Expenses            | 5.3%         |
| Claim Adjustment Expenses                | 15.7%        |
| General and Admin Expense                | 79.0%        |
| Total Expenses                           | 100.0%       |
| Quality Improvement as PMPM              | \$3.3        |
| Quality Improvement as % of Premium      | 0.62%        |

Highmark Choice Company, Inc  
2021 Small Group Rate Filing

Question #18

|                |                     | Q1                        |                           |          | Q2                        |                           |          |
|----------------|---------------------|---------------------------|---------------------------|----------|---------------------------|---------------------------|----------|
| HIOS ID        | Plan Name           | 2021 Plan Level Base Rate | 2020 Plan Level Base Rate | Increase | 2021 Plan Level Base Rate | 2020 Plan Level Base Rate | Increase |
| 38949PA0050003 | Keystone HMO \$7000 | \$ 202.50                 | \$ 194.17                 | 4.3%     | \$ 207.20                 | \$ 198.17                 | 4.6%     |

| Q3                        |                           |          | Q4                        |                           |          |
|---------------------------|---------------------------|----------|---------------------------|---------------------------|----------|
| 2021 Plan Level Base Rate | 2020 Plan Level Base Rate | Increase | 2021 Plan Level Base Rate | 2020 Plan Level Base Rate | Increase |
| \$ 212.00                 | \$ 202.25                 | 4.8%     | \$ 216.92                 | \$ 206.42                 | 5.1%     |

## Highmark Choice Company, Inc

### 2021 Small Group Rate Filing

Question #19

| Service Category    | Paid Claims* |
|---------------------|--------------|
| Inpatient Hospital  | \$85.71      |
| Outpatient Hospital | \$51.31      |
| Professional        | \$109.51     |
| Prescription Drug   | \$64.23      |
| Other Medical       | \$10.29      |
| Total               | \$321.06     |

\*These are paid, completed claims from January 2020 - May 2020 and include drug rebates

## Highmark Choice Company, Inc

### 2021 Small Group Rate Filing

Question #9a - Change in Induced Demand

| Year | Projected Claims* | Actual Claims** |
|------|-------------------|-----------------|
| 2016 | \$591.93          | \$417.36        |
| 2017 | \$582.27          | \$388.81        |
| 2018 | \$557.21          | \$521.16        |
| 2019 | \$318.32          | \$233.11        |

\*Projected Claims are the incurred claims from URRT Worksheet I prior to risk reimbursement programs

\*\*Actual Claims are calculated as ultimate Incurred Claims + Prescription Drug Rebates in Table 4 from the 2021 filing

**Highmark Choice Company, Inc**  
**2021 Small Group Rate Filing**

Question #21

|                   | 2014      | 2015       | 2016     | 2017     | 2018    | 2019      |
|-------------------|-----------|------------|----------|----------|---------|-----------|
| Member Months     | 360       | 72         | 61       | 25       | 0       | 482       |
| Premium           | \$214,980 | -\$2,106   | \$30,271 | \$14,346 | \$297   | \$154,912 |
| Incurred Claims   | \$91,977  | \$51,634   | \$8,062  | \$5,316  | \$45    | \$93,411  |
| Admin Expense     | \$14,250  | \$4,308    | \$3,661  | \$848    | -\$1    | \$35,844  |
| Taxes and Fees    | \$1,954   | \$283      | \$158    | \$9      | \$0     | \$163     |
| UW Gain/Loss      | \$106,800 | (\$58,330) | \$18,390 | \$8,174  | \$253   | \$25,493  |
| UW Gain Loss PMPM | \$296.67  | (\$810.14) | \$301.48 | \$326.94 | #DIV/0! | \$52.89   |

Highmark Choice Company (HCC)  
2021 Small Group Rate Filing  
Derivation of Change in Induced Demand

| 2019 Experience         |              |               |                    |                     |
|-------------------------|--------------|---------------|--------------------|---------------------|
| Experience Plans        | Metal        | Member Months | Average Age Factor | Average Area Factor |
| Transitional Experience | Transitional | 381147        | 1.502157149        | 0.970200898         |
| 79279PA001000300        | Gold         | 2398          | 1.566997498        | 0.97                |
| 79279PA001000500        | Gold         | 2395          | 1.563192067        | 0.97                |
| 33709PA064000500        | Bronze       | 332           | 1.476015663        | 0.97                |
| 33709PA056000900        | Platinum     | 4751          | 1.459988634        | 0.97                |
| 33709PA056001500        | Gold         | 18058         | 1.476124931        | 0.97                |
| 33709PA056001900        | Gold         | 10225         | 1.465259071        | 0.97                |
| 33709PA056000700        | Platinum     | 19399         | 1.513591113        | 0.97                |
| 33709PA063000200        | Gold         | 493           | 1.580606852        | 0.97                |
| 79279PA060000100        | Gold         | 1754          | 1.565383124        | 0.97                |
| 70194PA022000600        | Gold         | 1863          | 1.723495974        | 0.97                |
| 33709PA045000400        | Gold         | 2598          | 1.583757506        | 0.97                |
| 79279PA001000100        | Platinum     | 5802          | 1.583999311        | 0.97                |
| 33709PA063000300        | Gold         | 1424          | 1.412104635        | 0.97                |
| 79279PA001000700        | Gold         | 1001          | 1.555045954        | 0.97                |
| 33709PA056001100        | Gold         | 7441          | 1.489959952        | 0.97                |
| 33709PA056000200        | Gold         | 6444          | 1.456446617        | 0.97                |
| 33709PA063000400        | Gold         | 1364          | 1.498942082        | 0.97                |
| 79279PA001000400        | Gold         | 549           | 1.299774135        | 0.97                |
| 79279PA001000900        | Gold         | 174           | 1.478925287        | 0.97                |
| 79279PA001001100        | Gold         | 573           | 1.50805236         | 0.97                |
| 33709PA056001300        | Gold         | 5202          | 1.56534083         | 0.97                |
| 33709PA044001400        | Gold         | 2489          | 1.608877059        | 0.990298103         |
| 33709PA056002100        | Gold         | 2326          | 1.625591144        | 0.97                |
| 33709PA063000500        | Gold         | 892           | 1.629401345        | 0.97                |
| 33709PA056001700        | Gold         | 2744          | 1.554626093        | 0.97                |
| 79279PA002000600        | Gold         | 609           | 1.369298851        | 0.97                |
| 79279PA003000800        | Bronze       | 104           | 1.727365385        | 0.97                |
| 79279PA001000800        | Gold         | 45            | 1.77               | 0.97                |
| 33709PA056000200        | Gold         | 5390          | 1.441704267        | 0.97                |
| 33709PA044000900        | Gold         | 1481          | 1.622111411        | 0.97                |
| 33709PA063000600        | Gold         | 795           | 1.637309434        | 0.97                |
| 33709PA064000400        | Bronze       | 846           | 1.771684397        | 0.972802298         |
| 33709PA057001300        | Gold         | 514           | 1.742768482        | 0.97                |
| 33709PA064000300        | Bronze       | 925           | 1.414636757        | 0.97                |
| 79279PA001000200        | Platinum     | 407           | 1.503714988        | 0.97                |
| 33709PA057000800        | Silver       | 838           | 1.185120764        | 0.97                |
| 79279PA001000600        | Gold         | 148           | 1.328905405        | 0.97                |
| 79279PA007000300        | Silver       | 146           | 1.489232877        | 1.002606656         |
| 33709PA057000900        | Silver       | 819           | 1.8258779          | 0.97                |
| 79279PA001001600        | Gold         | 82            | 1.138426829        | 0.97                |
| 33709PA063000800        | Gold         | 727           | 1.537449794        | 0.97                |
| 33709PA064000200        | Silver       | 587           | 1.3540477          | 0.97                |
| 33709PA057001200        | Gold         | 2347          | 1.522395398        | 0.97                |
| 33709PA046000700        | Gold         | 101           | 1.613564356        | 0.97                |
| 33709PA056003000        | Gold         | 5044          | 1.619144132        | 0.97                |
| 33709PA064000100        | Silver       | 1065          | 1.552132394        | 0.97                |
| 33709PA044001500        | Gold         | 1091          | 1.557790101        | 0.97                |
| 70194PA023000200        | Bronze       | 96            | 1.5884375          | 0.97                |
| 33709PA063001000        | Gold         | 1480          | 1.646080405        | 0.97                |
| 33709PA057001100        | Gold         | 1773          | 1.268730964        | 0.97                |
| 79279PA002000500        | Gold         | 156           | 1.916217949        | 0.97                |
| 33709PA063001100        | Gold         | 466           | 1.486253219        | 0.97                |
| 79279PA001001500        | Gold         | 811           | 1.575103129        | 0.971075009         |
| 79279PA002000700        | Gold         | 189           | 1.343470899        | 0.97                |
| 33709PA057001000        | Silver       | 1209          | 1.403800662        | 0.97                |
| 79279PA007000100        | Silver       | 72            | 2.029              | 0.97                |
| 33709PA046000800        | Gold         | 95            | 1.295452632        | 0.97                |
| 79279PA001001700        | Gold         | 27            | 1.120740741        | 0.97                |
| 38949PA013000200        | Gold         | 271           | 1.598819188        | 0.97                |
| 38949PA013000400        | Gold         | 66            | 2.570636364        | 0.97                |
| 38949PA013000100        | Gold         | 60            | 1.727              | 0.97                |
| 38949PA013000500        | Gold         | 56            | 2.039053571        | 0.97                |
| 38949PA013000600        | Gold         | 26            | 1.649615385        | 0.97                |
| 38949PA012000200        | Bronze       | 3             | 2.333              | 0.97                |

\*Average of all Transitional Plans ID Factors

| Change in Induced Demand Calculation | Reference | Formula              | Result |
|--------------------------------------|-----------|----------------------|--------|
| 2021 Average Benefit Richness Factor | (1)       |                      | 1.0218 |
| 2019 Average Benefit Richness Factor | (2)       |                      | 1.1383 |
| Change in Induced Demand             | (3)       | $= ((2)/(1))^{.5}-1$ | -5.25% |

\*There is only 1 plan in the projection period, 38949PA0050003, and this is its induced demand factor

# Highmark Choice Company (HCC)

## 2021 Small Group ACA Rate Filing

Question #2b - Trend Support

| Incurred Month | Members | Total Normalized Allowed PMPM | 12-Month Moving Average PMPM | 2-Year Average Annual Trend |
|----------------|---------|-------------------------------|------------------------------|-----------------------------|
| Jan-17         | 14,078  | \$ 498.65                     |                              |                             |
| Feb-17         | 14,002  | \$ 461.93                     |                              |                             |
| Mar-17         | 13,884  | \$ 505.68                     |                              |                             |
| Apr-17         | 13,750  | \$ 466.58                     |                              |                             |
| May-17         | 13,537  | \$ 542.81                     |                              |                             |
| Jun-17         | 13,524  | \$ 589.53                     |                              |                             |
| Jul-17         | 13,355  | \$ 496.63                     |                              |                             |
| Aug-17         | 13,379  | \$ 496.62                     |                              |                             |
| Sep-17         | 13,235  | \$ 498.71                     |                              |                             |
| Oct-17         | 13,211  | \$ 569.14                     |                              |                             |
| Nov-17         | 13,196  | \$ 513.49                     |                              |                             |
| Dec-17         | 12,923  | \$ 501.91                     | \$511.52                     |                             |
| Jan-18         | 13,246  | \$ 888.26                     |                              |                             |
| Feb-18         | 13,317  | \$ 468.77                     |                              |                             |
| Mar-18         | 13,304  | \$ 586.92                     |                              |                             |
| Apr-18         | 13,235  | \$ 543.59                     |                              |                             |
| May-18         | 13,562  | \$ 508.76                     |                              |                             |
| Jun-18         | 13,604  | \$ 570.23                     |                              |                             |
| Jul-18         | 13,599  | \$ 532.85                     |                              |                             |
| Aug-18         | 13,622  | \$ 591.69                     |                              |                             |
| Sep-18         | 13,541  | \$ 498.59                     |                              |                             |
| Oct-18         | 13,754  | \$ 541.62                     |                              |                             |
| Nov-18         | 13,712  | \$ 557.33                     |                              |                             |
| Dec-18         | 13,819  | \$ 507.08                     | \$565.72                     |                             |
| Jan-19         | 12,487  | \$ 575.62                     |                              |                             |
| Feb-19         | 12,238  | \$ 582.26                     |                              |                             |
| Mar-19         | 12,081  | \$ 506.05                     |                              |                             |
| Apr-19         | 11,682  | \$ 598.74                     |                              |                             |
| May-19         | 11,425  | \$ 576.14                     |                              |                             |
| Jun-19         | 11,268  | \$ 550.47                     |                              |                             |
| Jul-19         | 10,942  | \$ 508.24                     |                              |                             |
| Aug-19         | 10,854  | \$ 537.14                     |                              |                             |
| Sep-19         | 10,653  | \$ 493.07                     |                              |                             |
| Oct-19         | 10,453  | \$ 543.59                     |                              |                             |
| Nov-19         | 10,404  | \$ 534.76                     |                              |                             |
| Dec-19         | 10,404  | \$ 571.26                     | \$548.88                     | 3.6%                        |
| Jan-20         | 10,404  | \$ 622.19                     |                              |                             |
| Feb-20         | 10,404  | \$ 595.28                     |                              |                             |
| Mar-20         | 10,404  | \$ 660.11                     |                              |                             |
| Apr-20         | 10,404  | \$ 631.20                     |                              |                             |
| May-20         | 10,404  | \$ 583.44                     |                              |                             |
| Jun-20         | 10,404  | \$ 637.37                     |                              |                             |
| Jul-20         | 10,404  | \$ 669.65                     |                              |                             |
| Aug-20         | 10,404  | \$ 599.18                     |                              |                             |
| Sep-20         | 10,404  | \$ 653.34                     |                              |                             |
| Oct-20         | 10,404  | \$ 643.24                     |                              |                             |
| Nov-20         | 10,404  | \$ 628.13                     |                              |                             |
| Dec-20         | 10,404  | \$ 655.78                     | \$631.57                     |                             |
| Jan-21         | 10,404  | \$ 606.37                     |                              |                             |
| Feb-21         | 10,404  | \$ 606.77                     |                              |                             |
| Mar-21         | 10,404  | \$ 703.60                     |                              |                             |
| Apr-21         | 10,404  | \$ 650.80                     |                              |                             |
| May-21         | 10,404  | \$ 607.65                     |                              |                             |
| Jun-21         | 10,404  | \$ 657.26                     |                              |                             |
| Jul-21         | 10,404  | \$ 675.07                     |                              |                             |
| Aug-21         | 10,404  | \$ 644.48                     |                              |                             |
| Sep-21         | 10,404  | \$ 681.50                     |                              |                             |
| Oct-21         | 10,404  | \$ 652.24                     |                              |                             |
| Nov-21         | 10,404  | \$ 681.05                     |                              |                             |
| Dec-21         | 10,404  | \$ 666.82                     | \$652.80                     | 9.1%                        |

Total Projection Trend: 9.1%

### Components of Trend:

Cost - Contracting Trend 3.7%  
 Cost - New Therapies 1.3%  
 Cost - Core Trend 3.0%  
 Utilization - Core Trend 0.8%

Component Cost Trend: 8.2%  
 Component Utilization Trend: 0.8%

### Final Pricing Trends (within reasonable range):

Pricing Cost Trend: 8.5%  
 Pricing Utilization Trend: 1.0%

# Highmark Choice Company (HCC)

## 2021 Small Group Rate Filing

Derivation of Change in Morbidity

| Change in Morbidity Calculation                                                                       | Reference  | Formula         | Calculation  |
|-------------------------------------------------------------------------------------------------------|------------|-----------------|--------------|
| 2019 Allowed Claims for those Members Expected to be Effective in 2021 [HCC ACA only, Western region] | (1)        |                 | \$ 366.80    |
| Calendar year 2019 allowed claims PMPM [HCC ACA + GM, Western region]                                 | (2)        |                 | \$ 294.95    |
| <b>Change in Morbidity</b>                                                                            | <b>(3)</b> | <b>=(1)/(2)</b> | <b>1.244</b> |

\*Note that these claims imply the same Network, Age, Area, and Induced Demand Characteristics as the Total Highmark WPA block

\*From '1 Data', cell M37

| CY 2019 Experience for all of Highmark's WPA Small Group ACA and Transitional business |          |
|----------------------------------------------------------------------------------------|----------|
| 2019 Member Months                                                                     | 514,805  |
| 2021 Expected Member Months                                                            | N/A      |
| Percentage of Membership in 2021                                                       | 0.0%     |
| 2019 Completed Allowed \$PMPM                                                          | \$478.40 |
| 2019 Age Factor                                                                        | 1.506    |
| 2019 Area Factor                                                                       | 0.970    |
| 2019 Induced Utilization Factor                                                        | 1.138    |
| 2019 Network Factor                                                                    | 0.981    |

| CY 2019 Experience for those in Highmark's WPA ACA block at the end of the year |          |
|---------------------------------------------------------------------------------|----------|
| 2019 Member Months                                                              | 106,929  |
| 2021 Expected Member Months, Post Lapse                                         | 74,086   |
| Percentage of Membership in 2021                                                | 66.9%    |
| 2019 Completed Allowed \$PMPM                                                   | \$539.02 |
| 2019 Age Factor                                                                 | 1.521    |
| 2019 Area Factor                                                                | 0.971    |
| 2019 Induced Utilization Factor                                                 | 1.131    |
| 2019 Network Factor                                                             | 0.958    |

2 year Lapse Rate:

30.71%

| CY 2019 Experience for Transitional business expected to move to the ACA by 2021 |          |
|----------------------------------------------------------------------------------|----------|
| 2019 Member Months                                                               | 773      |
| 2021 Expected Member Months                                                      | 775      |
| Percentage of Membership in 2021                                                 | 0.7%     |
| 2019 Completed Allowed \$PMPM                                                    | \$733.53 |
| 2019 Age Factor                                                                  | 1.550    |
| 2019 Area Factor                                                                 | 0.970    |
| 2019 Induced Utilization Factor                                                  | 1.145    |
| 2019 Network Factor                                                              | 0.992    |

| Assumed CY 2019 Experience for business that will be new to Highmark in 2020 and 2021. (Same as current block) |           |
|----------------------------------------------------------------------------------------------------------------|-----------|
| 2019 Member Months                                                                                             | -         |
| 2021 Expected Member Months                                                                                    | 35,856    |
| Percentage of Membership in 2021                                                                               | 32.4%     |
| 2019 Completed Allowed \$PMPM                                                                                  | \$ 539.02 |
| 2019 Age Factor                                                                                                | 1.521     |
| 2019 Area Factor                                                                                               | 0.971     |
| 2019 Induced Utilization Factor                                                                                | 1.131     |
| 2019 Network Factor                                                                                            | 0.958     |

| Total 2019 Experience for those expected to be active in 2021 |           |
|---------------------------------------------------------------|-----------|
| 2019 Member Months                                            | 107,702   |
| 2021 Expected Member Months                                   | 110,716   |
| Percentage of Membership in 2021                              | 100.0%    |
| 2019 Completed Allowed \$PMPM                                 | \$ 540.38 |
| 2019 Age Factor                                               | 1.521     |
| 2019 Area Factor                                              | 0.971     |
| 2019 Induced Utilization Factor                               | 1.131     |
| 2019 Network Factor                                           | 0.958     |

|                                                                                                                                   |                  |
|-----------------------------------------------------------------------------------------------------------------------------------|------------------|
| Factor to adjust the morbidity level from the total western PA block to the expected morbidity in HCC's average ACA block in 2021 | 0.794            |
| Base allowed claims PMPM for Transitional and ACA business in 2019, rebate adjusted, excluding capitations                        | \$ 461.83        |
| <b>2019 allowed claims PMPM for HCC ACA business in 2021</b>                                                                      | <b>\$ 366.80</b> |

\*Capitations are excluded here, as we add the full amount of the capitation in at the change in benefits line.

|                                                                                     |            |
|-------------------------------------------------------------------------------------|------------|
| Prescription Drug Rebates                                                           | \$ (25.78) |
| Hospital Settlements (VBR payments, claims paid outside of claim processing system) | 1.019      |

Highmark Choice Company (HCC)  
2021 Small Group ACA Rate Filing  
Development of Change in Demographics Factor

|                                                 | Projected Member Months | Age Factor | Allowed Claims | Reference                                                         |
|-------------------------------------------------|-------------------------|------------|----------------|-------------------------------------------------------------------|
| Full Year 2019 for those in ACA at EOY          | 74,086                  | 1.521      | \$528.94       | (1)                                                               |
| Existing 1 to 50 Non-ACA in 2019 to ACA by 2021 | 775                     | 1.550      | \$718.06       | (2)                                                               |
| New ACA Business in 2020 & 2021                 | 35,856                  | 1.521      | \$528.94       | (3)                                                               |
| Existing 51 to 100 Moving to ACA in 2020 & 2021 | -                       | 1.000      | \$ -           | (4)                                                               |
| ACA Business in 2021                            | 110,716                 | 1.521      |                | (5) = 1/(SUMPRODUCT(B6:B9,1/C6:C9,D6:D9)/SUMPRODUCT(B6:B9,D6:D9)) |

|                                                                         |
|-------------------------------------------------------------------------|
| Age Factor Used for Rating at Prior Renewal                             |
| Age at Next Renewal (so prior renewal was 1 minus this age)             |
| Active WPA ACA at EOY (All Dependents)                                  |
| Active WPA Transitional at EOY Expected to Move to ACA (All Dependents) |
| All WPA Small Group Experience (All Dependents)                         |

|                                  |       |
|----------------------------------|-------|
| BEP Age Factor                   | 1.506 |
| BEP Area Factor                  | 0.970 |
| ACA Business in 2021 Area Factor | 0.971 |
| Change in Demographics Factor    | 1.010 |

|          | 0.765 | 0.765  | 0.833 | 0.859  | 0.885 | 0.913 | 0.941 | 0.97   | 1      | 1      | 1      | 1      | 1.004  | 1.024  | 1.048  | 1.087  | 1.119 | 1.135 | 1.159  | 1.183 | 1.198 | 1.214 | 1.222  | 1.23  | 1.238  | 1.246 | 1.262 |
|----------|-------|--------|-------|--------|-------|-------|-------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------|-------|--------|-------|-------|-------|--------|-------|--------|-------|-------|
| Under 15 | 15    | 16     | 17    | 18     | 19    | 20    | 21    | 22     | 23     | 24     | 25     | 26     | 27     | 28     | 29     | 30     | 31    | 32    | 33     | 34    | 35    | 36    | 37     | 38    | 39     | 40    |       |
| 14727    | 1124  | 1065   | 1118  | 1106   | 1352  | 1274  | 1345  | 1185   | 1392   | 1663   | 1660   | 1647   | 1653   | 1866   | 1956   | 1887   | 1813  | 1933  | 2003   | 1904  | 1720  | 1786  | 1928   | 1856  | 1803   | 1513  |       |
| 154.48   | 14.75 | 16.905 | 16.61 | 16.435 | 17.74 | 19.5  | 21.82 | 20.945 | 20.575 | 20.735 | 19.695 | 17.725 | 10.765 | 11.145 | 12.225 | 12.445 | 14.27 | 15.11 | 14.235 | 15.41 | 16.82 | 15.53 | 15.345 | 15.12 | 15.415 | 15.66 |       |
| 73999    | 6545  | 6672   | 6788  | 7163   | 7713  | 7769  | 8527  | 8038   | 8306   | 8820   | 8490   | 7970   | 6054   | 7141   | 7227   | 7201   | 7358  | 7473  | 7656   | 8042  | 7710  | 7748  | 8138   | 7926  | 7948   | 7509  |       |

|       | 1.278  | 1.302  | 1.325 | 1.357 | 1.397 | 1.444 | 1.5    | 1.563  | 1.635  | 1.706  | 1.786 | 1.865 | 1.952  | 2.04  | 2.135  | 2.23   | 2.333 | 2.437  | 2.548  | 2.603  | 2.714  | 2.81  | 2.873  | 2.952  | 3 |
|-------|--------|--------|-------|-------|-------|-------|--------|--------|--------|--------|-------|-------|--------|-------|--------|--------|-------|--------|--------|--------|--------|-------|--------|--------|---|
| 41    | 42     | 43     | 44    | 45    | 46    | 47    | 48     | 49     | 50     | 51     | 52    | 53    | 54     | 55    | 56     | 57     | 58    | 59     | 60     | 61     | 62     | 63    | 64     | 65+    |   |
| 1788  | 1832   | 1555   | 1628  | 1910  | 1905  | 1824  | 1675   | 1820   | 1770   | 1694   | 1881  | 1979  | 2473   | 2074  | 2188   | 2255   | 2115  | 2016   | 2407   | 2307   | 2009   | 1969  | 1741   | 3835   |   |
| 15.18 | 15.365 | 14.425 | 16.63 | 16.88 | 17.24 | 18.69 | 23.045 | 21.955 | 21.885 | 22.465 | 24.07 | 25.92 | 27.915 | 26.94 | 25.265 | 25.335 | 25.57 | 25.325 | 24.065 | 22.695 | 22.135 | 20.25 | 19.475 | 51.535 |   |
| 7862  | 7701   | 7399   | 7753  | 7882  | 8297  | 8516  | 9645   | 9859   | 9816   | 9188   | 9625  | 10735 | 11198  | 11070 | 10396  | 10754  | 10594 | 11028  | 10727  | 9692   | 9069   | 8328  | 7800   | 17940  |   |

## Highmark Choice Company's Response to Objection Letter Dated 07/07/2020

**Product Name:** HCC Small Group 2021 ACA Rate Filing

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**RE:** HCC – 2021 Small Group ACA Compliant Plans (1A-SG-HCC-2020);

**Pennsylvania Insurance Department ID #:** HGHM-132381009

**Objection Letter Status:** Pending Industry Response

**Objection Letter Date:** 07/07/2020

**Respond By Date:** 07/16/2020

**Response Date:** 07/16/2020

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Below please find our responses to the Highmark Choice Company (“HCC”, “Company”) Small Group 2021 ACA Rate Filing Objection Letter dated 07/07/2020. For convenience, the questions have been reproduced below, with our responses immediately following each question.

A supplemental exhibits file has been submitted along with this response. Please see the file named “PID Response Exhibits HCC 07162020.xlsx,” which contains additional exhibits and supplemental detail, as referenced in the below responses.

1. The data reported in worksheet 1 of the URRT Cells F32 – F35 should be for the filing entity and should be consistent with the Single Risk Pool Adjustments reported in Table 5 column C. The impact of the manual data should be reflected in cell F38. Please update.

**Response:**

The Company will make this change along with the updated filing submission that reflects the impact of Covid-19 consistent with the Department’s guidance (see Question #9).

2. The following questions relate to the response provided to question 9 from the objection responses dated 6/23/2020:

a. Please provide a detailed quantitative exhibit displaying the development of the 2019 and 2021 average benefit richness factors. In providing your response, please provide an exhibit displaying the distribution of members by metal for actual calendar year 2019 experience and projected

2021 members. Please demonstrate that the distributions align with the distributions shown on the 'Wksh 2 – Plan Product Info' tab of the URRT. If they do not align, please explain why.

**Response:**

Please see the worksheet titled "Question #2a" in the workbook submitted with this response. The benefit richness factor is applied after the age and area factors in the base rate development, so it is important to take the average benefit richness with respect to membership, average age factor in a plan, and average area factor in a plan, not just the membership. We calculated the 2019 induced demand factors with the new PID formula so there would not be false change in benefit richness caused by the formula change. Because we are only offering one plan in 2021, the average benefit richness factor calculation is just that of the single plan.

The 2019 experience will not match the URRT because it is based on all small group data in WPA, while the URRT only includes experience for HCC. The projected 2021 enrollment matches the projected enrollment on the URRT in the sense that there is only projected enrollment for that one plan.

b. Please update the trend support exhibit shown in the "Supplemental Exhibits" excel file to normalize for the impact of large claims (defined as the company believes reasonable for the purpose of trend analysis) for calendar years 2017 through 2019. If the average annual change in normalized allowed claim PMPM from 2017 to 2019 is lower than the filed 9.6% trend assumption, please provide quantitative support (including, but not limited to, expected increase in cost due to more expensive drug treatments and new technologies as specifically discussed in the response to question 1) demonstrating that the filed 9.6% trend is reasonable.

**Response:**

The Company's trend analysis and the supporting trend exhibits normalize for large claims by establishing a regression for the incurred large claim experience over time.

As discussed in the Actuarial Memorandum, to get to the adjusted allowed claims used for the development of the trend, the experience allowed claims for the Small Group ACA business is normalized for such effects as benefit leveraging, population demographics, changes in fee schedules, high dollar claims and external trend drivers. A statistical regression is applied to the historical claim levels to establish an appropriate starting point for the claims projection. The projection of claims would consider such

things as anticipated changes in in-network provider contracting levels, changes in out-of-network costs, changes in utilization from medical management programs, and changes in drug costs from impacts such as generic drug development and new drug treatments. By performing a regression study of the underlying trend on normalized claim levels, the Company is able to develop an appropriate base claim level for the projection period, which can then be adjusted for some of the known trend drivers. Please see the exhibit named “Question #2b” in the supplemental exhibits file submitted with this response for a reproduction of the Trend exhibit, with specific drivers identified.

Some of the specific items impacting our pricing trend of 9.6% (8.5% cost, 1.0% utilization) include:

- 3.7% due to changes in claims costs arising out of negotiated provider contracts
- 1.3% due to new treatment options anticipated in pharmacy claims from pharmaceuticals in the drug pipeline
- 3.8% due to underlying regression trend levels that would capture such additional items as provider cost-shifting, aging, and changes in utilization patterns

The average normalized allowed claims from 2017 to 2019 is 3.6%. While this is lower than the filed trend assumption of 9.6%, it would not be prudent to fully rely on historical trend levels to establish the projected trend, especially when consideration is made for the other significant items impacting trend discussed above. By performing a regression study of the underlying trend on normalized claim levels, the Company is able to develop an appropriate base claim level for the projection period, which can then be adjusted for these additional drivers of trend.

c. Please explain why the Company believes it is reasonable to utilize experience as old as calendar year 2015 experience in the development of the trend assumption instead of limiting the trend analysis to more recent experience that may better reflect the current state of the Company’s small group block (e.g., calendar years 2017 through 2019).

**Response:**

As discussed in the Actuarial Memorandum, and further expounded upon in the answer to Question #2b above, the Company’s trend assumptions are derived from a projection of allowed claim cost levels that consider the many factors that can impact the projected experience, including, but not limited to, such impacts as provider contracting changes, changes in utilization patterns, and changes in available treatment options. The historical

experience shown in the development of the trend assumption is analyzed to provide an appropriate level of support for the Company's regression analysis. Actuarial judgment is used to determine which time period is used to establish the appropriate window for regression. Wherever the more recent experience provides a sufficient base, it is utilized over any prior historical results.

3. The following questions relate to the response provided to question 10 from the objection responses dated 6/23/2020:

a. The morbidity adjustment discussed in the response to question 10 indicates the adjustment equals 1.493; however, the exhibit provided in the response to question 10 indicates that the morbidity adjustment equals 1.244, and the morbidity adjustment shown in Table 5 of the PA Rate Template indicates the morbidity adjustment equals 0.794. Please indicate which adjustment is correct and update the filing materials accordingly.

**Response:**

The 1.493 in the response document was erroneous and can be ignored. The other two morbidity adjustments are each correct in different contexts. The 0.794 factor can be used to adjust the manual claims to the expected level of morbidity. The 1.244 factor can be used to adjust this company's specific claims to the expected level of morbidity. Using either approach correctly will yield the 2019 claims PMPM that are at the expected level of morbidity in HCC in 2021, \$366.80 PMPM. Both of these factors and their use are demonstrated in the "Question #3" exhibit.

b. For each cohort (e.g., CY 2019 Experience for those in Highmark's WPA ACA block at the end of the year), please provide a detailed quantitative exhibit displaying the development of the assumed 2021 expected member months and describe the approach which was utilized to develop the assumption.

**Response:**

Our membership assumptions are sourced from Highmark's internal membership forecast, which is based on input from our Enrollment Forecast and Sales departments in determining reasonable expectations of lapse rates, new business, and transitions from our transitional block to our ACA block. This forecast considers items such as historical persistency, new business expectations, changes in market competitiveness based on anticipated rate relativities to other carriers, as well as the potential impact of movement

from Transitional business. Our internal forecast modeling has suggested a 30.71% lapse rate from 2019 to 2021, which is used to project how much of our current block will still be active in 2021. The starting point for the active cohort is the active cohort's 106,929 member months in the experience period.

For the Transitional to ACA cohort, we estimate this membership by assigning each group a probability of movement to our ACA market based on their indicated Transitional premium level relative to comparable ACA rates. The 2021 expected member months is an expectation calculated with respect to those probabilities. The transition probabilities are estimated based on historical transition rates at different premium relativities.

The amount of new business we expect is simply an assumption taken from our internal forecast modeling that is largely driven by our sales team's judgement based on their historical performance at similar market rate relativities.

c. Please provide a detailed quantitative exhibit displaying the development of the "Base allowed claims PMPM for Transitional and ACA business in 2021, rebate adjusted, excluding capitations" allowed claim cost PMPM figure.

**Response:**

This value was mislabeled. It should have read "Base allowed claims PMPM for Transitional and ACA business in 2019, rebate adjusted, excluding capitations". We have resubmitted the Question 10 exhibit (name "Question 3") with this fix, along with a calculation of that PMPM. It is the total 2019 experience PMPM in cell B14 with Value Based Reimbursement payments added in and prescription drug rebates applied.

4. The following questions relate to the response provided to question 11 from the objection responses dated 6/23/2020:

a. Please explain why the "changes in demographics" assumption shown in Table 5 of the PA Rate Template file indicates that the Company's block will increase in age from 2019 to 2021, but the Company stated in the response to question 11 that the "membership distribution is not assumed to change from 2019 to 2021".

**Response:**

The change in demographics factor is not indicative of a change in average age factor from 2019 to 2021. The change in demographics factor represents the known difference between the average age factor in the base experience and the average age factor of the active population at the end of 2019 that are expected to be in our ACA block in 2021 in this region. We assume that the 2021 age distribution will be the same as the age distribution of the active population at the end of 2019. Note that the change in demographics also includes the change in area factor, which follows the same logic as the change in age.

b. Please provide a detailed quantitative exhibit displaying the development of the “changes in demographics” assumption shown in Table 5 of the PA Rate Template file. In providing your response, please include the development of the calendar year 2019 average age factor underlying the calculation and demonstrate that the distribution of member months by age for the experience period is consistent with the distribution of member months provided in the response to question 11.

**Response:**

The change in demographics factor in Table 5 is for the manual data. Our response to question 11 was specific to HCC. These won’t be consistent for that reason. Please see the “Question #4” worksheet in the workbook submitted with this response for the detail behind the change in demographics factor. As mentioned in the response to 4a, it represents the change in age factor between the total 2019 experience and that of the members active at the end of 2019 that are expected to be in our ACA block in 2021. Note that the change in demographics also includes the change in area factor, which follows the same logic as the change in age factor.

5. Question and response redacted.

6. Please update the 2019 experience period risk adjustment amount in Table 2 to reflect the department calculated revised risk adjustment transfer amount sent to your company on June 30th 2020 or the final CMS transfer amount published on or before July 16th, if it differs from the Department calculation.

**Response:**

Table 2 of the Department's Actuarial Memorandum exhibits will be updated along with the updated filing submission that reflects the impact of Covid-19 consistent with the Department's guidance (see Question #9).

7. If the projected risk adjustment transfer amount in Table 5 will be modified, due to the final CMS transfer amount published on or before July 16th, please provide narrative and detailed supporting data to justify the proposed changes.

**Response:**

As discussed in the response to Question #5 above, the Company has some concerns regarding the appropriateness of the 2019 results for a basis of projection and does not intend to update its projected risk adjustment transfer amount due to the final CMS transfer amount.

8. As updates are made to the PAAM exhibits and the URRT, please ensure consistency between these workbooks as required.

**Response:**

The Company has compared the data and results in the PAAM exhibits and the URRT to ensure consistency. Any known issues in the workbooks (for example, the limited rounding capabilities of the URRT) are discussed in the Actuarial Memorandum.

9. On July 13th, the Department will communicate our guidance based upon updated survey information from the issuers on their best estimate of the Covid 19 impact on 2021 rates. Responses to the round two questions are due on July 16th. Please be sure that all documents in SERFF after that date reflect the impact of Covid 19 and are consistent with Department's July 13 guidance.

**Response:**

The Company will be submitting updated filing documents that reflect the impact of Covid-19 consistent with the Department's guidance within the timeframe agreed upon between the Company and the Department.

10. Please confirm that you have tested to ensure that the rates in Table 11 of the Actuarial Memorandum Exhibits, PA Plan Design Summary and Rate Tables and Federal Rates Template are identical.

**Response:**

The Company confirms that they thoroughly test the rates of each rate filing submission to ensure that the rates in Table 11 of the Actuarial Memorandum Exhibits, PA Plan Design Summary and Rate Tables, and Federal Rates Template are identical.

11. Please ensure that the 7/16/20 versions of the following items are posted in SERFF with your July 16th response to this data call:

- Cover letter identifying all changes made and the reason for the change. Also show the revised rate change.
- PA Actuarial Memorandum
- PA Actuarial Memorandum Exhibits
- Departments Plan Design Summary and Rate Template Exhibits (please ensure that the rate template by county is populated with only numeric values – no “NA”)
- URRT
- Federal rates template
- Part III actuarial memorandum
- Updated Rate Change Request Summary (Attachment 1)
- Public filing pdf with limited redactions as previously directed in the Guidance (includes all correspondence and supporting exhibits subsequent to the initial submission, in addition to all of the above items).

**Response:**

The Company will be submitting updated filing documents that reflect the impact of Covid-19 consistent with the Department’s guidance within the timeframe agreed upon between the Company and the Department. All above-referenced documents will be updated as appropriate.