

2010 SUPPLEMENTAL HEALTH CARE EXHIBIT - PART 1 - 216
65080 - John Alden Life Ins Co
for New Hampshire

	Line	State Code	Individual	Small Group Employer	Large Group Employer	Government Business (excluded by statute)	Other Business (excluded by statute)	Other Health	Subtotal (Cols 1 thru 6)	Uninsured Plans	Total (Cols 7 + 8)
01.1	Health premiums earned (from Part 2, Line 1.8) (premium)	NH	2,139,974	180,702	0	0	584,980	222,684	3,128,340		3,128,340
01.10	Other adjustments due to MLR calculations - premiums (premium)	NH	0	0	0	0	0	0	0		0
01.11	Risk revenue (premium)	NH	0	0	0	0	0	0	0		0
01.12	Net adjusted premiums earned after reinsurance (Lines 1.8+1.9+1.10+1.11) (premium)	NH	2,093,238	188,273	0	0	568,928	28,354	2,878,793		2,878,793
01.2	Federal high risk pools (premium)	NH	0	0	0	0	0	0	0		0
01.3	State high risk pools (premium)	NH	-16,601	-2,100	0	0	-11,739	-394	-30,834		-30,834
01.4	Premiums earned including state and federal high risk programs (Lines 1.1 + 1.2 + 1.3) (premium)	NH	2,123,373	178,602	0	0	573,241	222,290	3,097,506		3,097,506
01.5	Federal taxes and federal assessments (premium)	NH	-11,742	-13,006	0	0	-8,078	21,658	-11,168	0	-11,168
01.6	State insurance, premium and other taxes (similar local taxes of \$0) (premium)	NH	35,881	3,028	0	0	9,468	1,878	50,255	0	50,255
01.7	Regulatory authority licenses and fees (premium)	NH	5,996	306	0	0	2,923	243	9,467	0	9,467
01.8	Adjusted premiums earned (Lines 1.4 - 1.5 - 1.6 - 1.7) (premium)	NH	2,093,238	188,273	0	0	568,928	198,512	3,048,951		3,048,951
01.9	Net assumed less ceded reinsurance premiums earned (premium)	NH	0	0	0	0	0	170,158	-170,158		-170,158
02.1	Incurred claims excluding prescription drugs (claims)	NH	1,553,104	148,903	0	0	401,813	708,462	2,812,283		2,812,283
02.2	Prescription drugs (claims)	NH	39,398	13,695	0	0	0	4,850	57,943		57,943
02.3	Pharmaceutical rebates (claims)	NH	11,175	1,496	0	0	204	1,348	14,223		14,223
02.4	State stop loss, market stabilization and claim/census based assessments (claims)	NH	0	0	0	0	0	0	0		0
03	Incurred medical incentive pools and bonuses	NH	0	0	0	0	0	0	0		0
04	Deductible fraud and abuse detection/recovery expenses (for MLR use only)	NH	0	0	0	0	0	0	0	0	0
05.0	Total incurred claims (Lines 2.1 + 2.2 - 2.3 - 2.4 + 3) (From Part 2, Line 2.10)	NH	1,581,327	161,102	0	0	401,609	711,964	2,856,003		2,856,003
05.1	Net assumed less ceded reinsurance claims incurred	NH	0	0	0	0	0	710,342	-710,342		-710,342
05.2	Other adjustments due to MLR calculations - claims	NH	3,281	836	0	0	714	0	4,831		4,831
05.3	Rebates paid	NH	0	0	0	0	0	0	0		0
05.4	Estimated rebates unpaid prior	NH	0	0	0	0	0	0	0		0

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	year										
05.5	Estimated rebates unpaid current year	NH	0	0	0	0	0	0	0		0
05.6	Fee for service and co-pay revenue	NH	0	0	0	0	0	0	0		0
05.7	Net incurred claims after reinsurance (Lines 5.0+5.1+5.2+5.3-5.4+5.5-5.6)	NH	1,584,608	161,938	0	0	402,323	1,622	2,150,492		2,150,492
06.1	Type A. Expenses for health improvements other than Health Information Technology (improving health care quality expenses incurred)	NH	1,618	91	0	0	386	38	2,133	0	2,133
06.2	Type B. Health Information Technology expenses related to health improvement (improving health care quality expenses incurred)	NH	611	36	0	0	139	14	800	0	800
06.3	Total of defined expenses incurred for improving health care quality (Lines 6.1 + 6.2)	NH	2,228	127	0	0	525	53	2,933	0	2,933
07	Preliminary medical loss ratio: MLR (Lines 4 + 5.0 + 6.3)/Line 1.8	NH	1	1	0						
08.1	Cost containment expenses not included in quality of care expenses in Line 6.3 (claims adjustment expenses)	NH	66,275	5,964	0	0	7,846	1,594	81,679	0	81,679
08.2	All other claims adjustment expenses (claims adjustment expenses)	NH	20,410	1,583	0	0	1,118	485	23,596	0	23,596
08.3	Total claims adjustment expenses (Lines 8.1 + 8.2)	NH	86,685	7,547	0	0	8,964	2,079	105,275	0	105,275
09	Claims adjustment expense ratio (Line 8.3 divided by Line 1.8)	NH	0	0	0	0	0	0			
10.1	Direct sales salaries and benefits (general and administrative expenses)	NH	21,907	3,287	0	0	28,520	520	54,234	0	54,234
10.2	Agents and brokers fees and commissions (general and administrative expenses)	NH	133,674	15,403	0	0	115,659	8,465	273,200	0	273,200
10.3	Other taxes (excluding taxes on Lines 1.5 through 1.7 and Line 14 below) (general and administrative expenses)	NH	11,661	957	0	0	240	277	13,135	0	13,135
10.4	Other general and administrative expenses (general and administrative expenses)	NH	268,617	20,605	0	0	172,638	6,478	468,337	0	468,337
10.5	Total general and administrative (Lines 10.1 + 10.2 + 10.3 + 10.4)	NH	435,859	40,252	0	0	317,057	15,739	808,906	0	808,906
11	Underwriting gain/(loss) (Lines 1.12 - 5.7 - 6.3 - 8.3 - 10.5)	NH	-16,141	-21,591	0	0	-159,941	8,861	-188,813		-188,813
12	Income from fees of uninsured plans	NH								0	0
13	Net investment and other gain/(loss)	NH							227,100		227,100
14	Federal income taxes	NH	10,909	1,137	0	0	6,595	651	19,292	0	19,292

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	(excluding taxes on Line 1.5 above)										
15	Net gain or (loss) (Lines 11 + 12 + 13 - 14)	NH							18,995		18,995
16	ICD-10 implementation expenses (informational only; already included in general expenses)	NH	0	0	0	0	0	0	0	0	0