

SERFF Tracking #:	HGHM-131020694	State Tracking #:	HGHM-131020694	Company Tracking #:	1A-DP-17-HI
State:	Pennsylvania	Filing Company:	Highmark		
TOI/Sub-TOI:	H15I Individual Health - Hospital/Surgical/Medical Expense/H15I.001 Health - Hospital/Surgical/Medical Expense				
Product Name:	1A-DP-17-HI				
Project Name/Number:	1A-DP-17-HI/1A-DP-17-HI				

Supporting Document Schedules

Satisfied - Item:	Public Rate Filing PDF
Comments:	The Public Rate Filing PDF is attached. Please note that due to size restrictions the file is split into to pieces.
Attachment(s):	1A-DP-17-HI Public PDF v4 (1 of 2).pdf 1A-DP-17-HI Public PDF v4 (2 of 2).pdf
Item Status:	
Status Date:	



June 23, 2017

Ms. Johanna Fabian-Marks, Special Deputy & Acting Director
Commonwealth of Pennsylvania Insurance Department
Bureau of Life, Accident & Health Insurance
1311 Strawberry Square
Harrisburg, PA 17120

Re: Highmark Inc. 2018 ACA Rate Filing (Individual Market)
Highmark Filing # 1A-DP-17-HI (SERFF Filing # HGHM-131020694)

This constitutes Notice pursuant to Section 707 of the Pennsylvania Right-to-Know Law that the attached Highmark Inc. 2018 Individual Market Rates Filing contains Trade Secret and Confidential Proprietary Information. Therefore, Highmark Inc. 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 Inc. should be redacted before release.

Dear Ms. Fabian-Marks:

This Filing update removes the impact of the proposed Pennsylvania premium tax expansion from the original filing and includes the revised Highmark, Inc.'s ("Highmark", "Company") Individual Market rates and the supporting rate development for policies with effective dates on or after January 1, 2018.

In the event the Department decides to publish this Filing in the PA Bulletin, the company information requested in the Department's 2018 ACA-Compliant Health Insurance Rate Filing Guidance, Section B, is provided below:

Requested Company Information

1. Company Name & NAIC #: **Highmark Inc., NAIC # 54771**
2. Market: **Individual**
3. On or Off Exchange: **This filing reflects that the Company anticipates selling plans on and off of the exchange.**

4. Effective date of coverage: **January 1, 2018**
5. Average rate change requested: **19.7% increase**
6. Range of rate change requested: **9.3% to 23.9%**
7. Product(s): **PPO, EPO**
8. Rating Areas and the change from 2017: **Rating Areas 1, 2, 4, 5, 6**

There are no changes in our covered Rating Areas from the 2017 rate filing.

9. Metal Levels and Catastrophic Plans: This filing reflects that the Company anticipates selling the following Metal Levels in the indicated Market: **Gold, Silver, Bronze, and Catastrophic**
10. Current number of covered lives and of policyholders as of February 1, 2017: **20,404 covered lives; 14,962 policyholders**
11. Number of plans offered in 2018 and the change this represents from 2017: **14**

The Company offered 11 plans in 2017. For 2018, the Company is offering 12 new plans in the Market and removing 9 plans from the Market.

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.

12. Corresponding contract form #, SERFF and Binder ID#s: **The corresponding SERFF binder number is HGHM-PA18-125072196 affecting the following Company products and forms:**

Product Name / Type	Contract Form & SERFF#
Major Events Blue PPO	CAT/WDP-5; HGHM-131017973
My Direct Blue EPO	EPO/WDP; HGHM-131017138
My Direct Blue Conemaugh EPO	EPO/WDP; HGHM-131017138
My Direct Blue EPO HDHP	EPO/HDHP/WDP; HGHM- 131017122
My Direct Blue Conemaugh EPO HDHP	EPO/HDHP/WDP; HGHM- 131017122

13. HIOS Issuer ID # and submission tracking number: **HIOS Issuer ID #33709, Company Filing #1A-DP-17-HI (SERFF Filing # HGHM-131020694)**

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. To assist in the Department's review, 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 Changes to Federal Regulations

In accordance with the filing instructions specified by the Pennsylvania Insurance Department, the rate development in this filing is based on certain assumptions we have had to make at this point in time. Most notably, these assumption include that CSR payments and advance payment of premium credits (APTCs) will continue until the end of 2018, there will be no significant changes in legislation, regulations or otherwise (i.e. rules, regulatory guidance, etc.) impacting the ACA market, and all Pennsylvania QHP issuers currently participating on the Marketplace will continue to do so throughout 2018. In addition, there are other uncertainties that may directly or indirectly affect an already unstable insurance market and ultimately, rates. One of these uncertainties includes the prospective enforcement of the ACA individual mandate. If any of these assumptions are ultimately incorrect or additional developments occur that similarly have a detrimental impact to the market, modifications to the rate development may be necessary. 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 if disclosed to the public.

Public disclosure of any information contained in this Filing would allow Highmark competitors to better understand or discover its confidential and proprietary rating, pricing and/or marketing practices, would undermine competition in the Individual market and could have negative consequences for the operation of Highmark's business. Therefore, Highmark 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 & 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 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 asserts its right to release a redacted version of the Filing. In accordance with the RTKL, please contact the Highmark RTKL representative identified below prior to release of any information contained in this Filing:

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

Furthermore, it should be noted that Highmark 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 (717) 302-2143 or via e-mail at: jeffrey.scheib@highmark.com.

Sincerely,

A handwritten signature in black ink, appearing to read "Jeffrey Scheib", written in a cursive style.

Jeffrey Scheib, ASA, MAAA
Vice President, Actuarial Services
Highmark Inc.

cc: Frank Haver
Tija Hilton-Phillips, Esq.
William Sarniak

Highmark, Inc. – Individual Plans

Rate request filing ID # 1A-DP-17-HI; SERFF # HGHM-131020694 - 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:	19.7% ¹
Revised requested average rate change:	N/A ¹
Range of requested rate change:	9.3% to 23.9%
Effective date:	January 1, 2018
People impacted:	20,404
Available in:	Rating Areas 1, 2, 4, 5, 6

Key information

Jan. 2016-Dec. 2016 financial experience

Premiums	\$126,636,484
Claims	\$144,891,069
Administrative expenses	\$23,334,272
Taxes & fees	\$4,785,776
Company made (after taxes)	(\$46,374,633)

How it plans to spend your premium

This is how the insurance company plans to spend the premium it collects in 2018:

Claims:	85%
Administrative:	10%
Taxes & fees:	5%
Profit:	0%

The company expects its annual medical costs to increase **10.6%**.

Explanation of requested rate change

These premium rates are being set at a level that is required to adequately cover rising costs, primarily due to increasing medical and pharmacy services in the Individual market and the re-introduction of the federal insurer fee.

¹ 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.

Actuarial Memorandum

1. Basic Information and Data

A. Company Information

The appropriate company information has been provided in Table 0.

B. Rate History and Proposed Variations in Rate Changes

The three most recent rate changes in Pennsylvania for Highmark are as follows:

Year	Avg. Increase	SERFF ID#
2017	45.4%	HGHM-130540834
2016	18.6%	HGHM-130061378
2015	13.4%	HGHM-129603957

In 2015 the rate change varied by plan due to a variance in network factors by service area. In 2016, increases varied by plan due to cost sharing alterations required to maintain federal AV levels as well as for updates to other pricing factors. In 2017 the rate change varied by product due to updated cost sharing levels to meet federal AV requirements as well as updates in the pricing AV factors.

The proposed 2018 increase varies by plan. This is due to offering plan designs that are predominantly new, that have benefits and pricing AVs different from those offered last year. The plan level increases can be found in Table 10.

C. Average Rate Change

The average rate changes as presented in the filing are:

- Table 10: 19.7%
- Table 11: 19.7%
- URRT Worksheet 1 Cell V45: 74.21%
- URRT Worksheet 1 Cell V46: 31.99%

Please note that the two values above from the URRT Worksheet 1 are changes in the projected average premium, which also includes the substantial impacts of changes in the distribution of members by plan, as well as changes in the covered population's average age and mix of members by rating area. They do not represent changes in premium rates for a fixed population from 2017 to 2018.

Highmark feels that the best representation of the rate increase is the value from Table 10.

In accordance with the filing instructions specified by the Pennsylvania Insurance Department, the rate development in this filing is based on certain assumptions we have had to make at this point in time. Most notably, these assumption include that CSR payments and advance payment of premium credits (APTCs) will continue until the end of 2018, there will be no significant changes in legislation,

regulations or otherwise (i.e. rules, regulatory guidance, etc.) impacting the ACA market, and all Pennsylvania QHP issuers currently participating on the Marketplace will continue to do so throughout 2018. In addition, there are other uncertainties that may directly or indirectly affect an already unstable insurance market and ultimately, rates. One of these uncertainties includes the prospective enforcement of the ACA individual mandate. If any of these assumptions are ultimately incorrect or additional developments occur that similarly have a detrimental impact to the market, modifications to the rate development may be necessary. As a result, Highmark reserves the right to submit a revised filing.

D. Membership Count

Please see Table 1 for the average age, age breakdown, and total membership for the periods shown.

E. Benefit/Cost Sharing Changes

The majority of Highmark's 2018 plan offering consists of new plans with benefits that differ from the 2017 offering.

The Major Events plans are renewing with a deductible update to maintain regulatory compliance.

The screenshots from the HHS AV calculator, showing the plan benefits and the resulting actuarial value, are in Attachment E. Also, the PA Plan Design Summary and Rate Tables with the HIOS Plan IDs are submitted in SERFF Rate/Rule Schedule Tab.

F. Experience Period Claims and Premium

Please see Table 2 for the experience period data for the most recent calendar year. The experience period paid claims data represents the 2016 calendar year results for all policies in the single risk pool, with run out through January 2017. This data is consistent with the data reported in Section I of Worksheet I of the URRT.

The components of this exhibit were developed as follows:

- The Earned Premium represents actual revenues earned in the experience period.
- Incurred Claims represent claims paid by Highmark net of expected CSR recoveries. Note that the URRT includes capitated services and is net of Rx Rebates. Those values are not included here as they are listed as separate items.
- 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:
 - One month of run out from the end of the experience period,
 - Claims processed outside of the Company's claims system (e.g., claim settlement costs), and
 - Our best estimate of claims incurred but not paid as of the end of the run out period.Note that allowed claims in the URRT include capitation and are net of drug rebates. They are not included here as they are called out separately in the exhibit.
- Allowed Charges for non EHB services are included in column G. The amount of non EHB included is shown in column H.

- Prescription Drug Rebates are used to reduce the level of Incurred Claims in the experience period.
- Total EHB capitation includes amounts for the pediatric vision benefit (\$0.34).
- Total Non-EHB capitation includes amounts for our adult vision benefit (\$0.48).
- The Estimated Risk Adjustment for the experience period represents our best estimate of the year end risk adjustment transfer payment that Highmark will incur. This amount is developed based on an analysis of Highmark data (risk scores as defined in the HHS Notice of Benefit and Payment Parameters, as well as other risk transfer formula components), and an estimate as to the Market-wide risk profile. This Market-wide risk profile is developed from available Market data, including prior years' risk adjustment transfer results, publicly available data (such as MLR reports), and outside expertise from actuarial consultants.
- Estimated Reinsurance Recoveries reflect what Highmark expects to receive for the experience period. Highmark is assuming a \$90,000 attachment point and 40% coinsurance up to \$250,000. The coinsurance value is different than the current CMS regulations due to uncertainty surrounding how CMS will treat treasury payments.

G. Credibility of Data

The experience period data for Highmark is large enough to be fully credible. The results are based 100% on the experience period data.

H. Trend Identification

Table 3 identifies the annual medical and prescription drug allowed claims cost and utilization trends. The underlying total annual trend is 11.0%. Additionally, there is an induced utilization adjustment of -0.30% per year applied to reach the overall trend of 10.67% shown in Table 3 column G. 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.

The cost trends presented in Table 3 reflect Highmark's expectations regarding increases in in-network contractual reimbursement, as well as projected 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 trend components represent a blended average for all types of service and are applied to the aggregate experience for pricing, and as such Table 3 shows the same trend components for each service category. Due to the significant changes in the make-up of the ACA population from 2014 to 2016, the data included in Table 4 was not used in the development of the trend. A separate regression study was developed by the Highmark valuation team that analyzed the ACA trend levels of cohorts of ACA members that were continuously enrolled in a significant portion of both 2015 and 2016. The analysis took into consideration seasonality and removed outlier months. The resulting trend was compared to the group business and any industry available ACA data.

I. Historical Experience

Table 4 presents the most recent 36 months (3 calendar years) of Highmark data with run-out through January 2017. This data was not used to develop the trend in Table 3. Please see Section H for further details.

2. Rate Development & Change

A. Development of Projected Index Rate, Market-Adjusted Index Rate, & Total Allowed Claims

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 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. Some of the items separately identified in Table 5 include:

- 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 network contracting changes between the experience period and the projection period.
- There is no explicit Change in Benefits adjustment.
- The Change in Other adjustment reflects improved contracting with our pharmacy benefits provider.

Please see Attachment A for a more detailed calculation of these factors. These factors can also be found in the accompanying spreadsheet.

The \$35.93 Risk Adjustment assumption in cell C31 represents our best estimate of the year end risk adjustment transfer payment that Highmark will incur. This amount is developed based on an analysis of Highmark data (risk scores as defined in the HHS Notice of Benefit and Payment Parameters, as well as other risk transfer formula components), and an estimate as to the Market-wide risk profile. This Market-wide risk profile is developed from available Market data, including prior years' risk adjustment transfer results, publicly available data (such as MLR reports), and outside expertise from actuarial consultants.

The \$35.93 PMPM projected risk adjustment assumption is comprised of an expected risk transfer receivable of \$36.07 PMPM, less the \$0.14 PMPM risk adjustment user fee. The development of the \$36.07 PMPM is shown in Attachment B as well as in the attached spreadsheet. Since Highmark is offering catastrophic metal level plans and these plans are pooled separately for the purpose of risk adjustment transfers, we developed both catastrophic and non-catastrophic risk transfer assumptions for 2018. These assumptions were then blended together using the projected enrollment by pool to arrive at a single assumption to use for pricing. Our expected receivable of \$36.07 reflects that we anticipate Highmark's average risk score (net of allowable rating factors) to be higher than the statewide average.

The exchange user fee in cell C32 is developed by taking the required user fee percentage of 3.5% and multiplying by the percentage of total members expected to be on exchange of 55.0%. This results in a percentage of 1.9%. The PMPM of \$9.64 is calculated as 1.9% of the total required premium in cell C63.

With the exception of the adult vision benefit that was removed in 2017, Highmark will offer a similar package of non-EHB benefits to those offered in 2016. Given the small magnitude of these claims, cell C38 is populated by taking the PMPM value of these claims in the experience period and adding it back into the proposed rates. Additionally, this value has been grossed up by the paid to allowed factor so that the resulting value in C40 is correct.

B. Retention Items

Table 6 has been completed with the requested retention elements for the proposed rates for the rating period. The amounts presented separately sum to the total administrative expenses and taxes and fees presented in the rate development. Administrative costs reflect internal costs that the Highmark is projected to incur in the projected experience period, and are developed from standard expense allocation methods.

Note the following regarding plan level retention items:

- The Profit/Contingency for all plans is set to 0%.
- The Health Insurance Provider Fee of 3.4%
- The administrative expenses do not vary by plan
- 0% Pennsylvania Premium Tax was included
- The \$0.21 PMPM PCORI fee was factored into the administrative expense percentage of premium.
- Expenses for Quality Improvement Initiatives are 0.54%.

The proposed rate development assumes an average broker commission of \$0 for 2018. A schedule of the current broker commission amounts is included in Attachment D.

C. Normalized Market-Adjusted Projected Allowed Total Claims

The normalization factors presented in Table 7 are each determined from the underlying membership demographics expected in the projected rating period. The 2017 values are pulled from the prior year's filing, while the 2018 values represent our projection for 2018 assumed in the 2018 rate development.

D. Components of Rate Change

Table 8 presents the components of change in the proposed 2018 Calibrated Plan Adjusted Index Rate (PMPM). Cell C72 is populated with the base period allowed charges found in the 2017 plan year rate filing. The difference between Row H and Row A is insignificant and may be caused by rounding error.

Table 9 presents the data elements supporting the calculations in Table 8. Note the following differences between the Table 9 values presented for 2017 and the values from the 2017 URRT:

- Taxes and Fees shown in Table 9 differ from the Taxes and Fees from the URRT as Table 9 shows the Exchange User Fee as a separate line item. In the URRT the Exchange User Fee is included in the Taxes and Fees line item.

The 2017 values are populated using the 2017 filed factors adjusted for the membership mix as of February 1, 2017.

3. Plan Rate Development

Table 10 shows the plan rate development for 2018. This table shows the plans that Highmark intends to offer in 2018, as well as all plans offered in 2017 portfolio. The calibrated plan adjusted index rates for 2017 are calculated according to the instructions. The 2018 rating factors are consistent with the factors found in Exhibit II of the Part III URRT memorandum with the pricing effect further broken out into pricing AV and benefit richness. Additionally, the tobacco surcharge factor is broken out in Table 10 as requested. This surcharge factor is included as part of calibration in the URRT. Admin effect is broken into admin costs, taxes and fees, and profit or contingency.

The benefit richness factors in column L are populated with the factors found in Attachment C. The table in Attachment C can also be found in the attached spreadsheet. The derivation of the AV and Cost Sharing factors can also be found in Attachment C. Please note that the attachment includes the tobacco factor in the AV and Cost Sharing Factor as requested. This will make the values inconsistent with those found in the URRT as the URRT treats tobacco as a calibration factor. The values in column 9 of the attachment represent the pure induced utilization for each plan. Highmark's utilization factors are consistent with those used in the Federal Risk Adjustment program. Each plan's factor was then normalized by the average utilization factor. The average is a weighted average using projected membership as the weight. After normalization the average factor as shown in attachment C is 1.003. The additional 0.003 is the result of rounding error.

Note that the HHS Actuarial Value Calculator was unable to accommodate all of Highmark's benefit designs. Plans needing certification are marked in column I of Table 10. Screen shots of all of the AV calculations and the appropriate certifications are included in Attachment E.

For discontinuing plans where members are being mapped into a new plan, an effective rate increase is calculated by comparing the 2017 rate of the discontinuing plan to the 2018 rate of the plan to which the member is being mapped. As requested, some plans are being listed multiple times since these plans have different mappings based on the counties in which the members live.

Columns AG through AQ are populated with the February 1, 2017 enrollment by 2018 plan and rating area.

4. Plan Premium Development for 21-Year-Old Non-Tobacco User

Table 11 presents Highmark's 21-year-old non-tobacco premium in the Individual Market. As mentioned in Section 1.C above, the change in 21-year-old non-tobacco premium PMPM calculated in this table is 19.7%.

5. Plan Factors

A. Age and Tobacco Factors

Please see Table 12 for Highmark's age and tobacco factors.

B. Geographic Factors

Please see Table 13 for Highmark's geographic factors. Highmark's factors for the rating period are unchanged from the currently approved factors.

C. Network Factors

Please see Table 14 for Highmark's network rating factors.

D. Service Area Composition

Highmark's offerings are split into multiple service areas. The Plan Design Summary exhibit uploaded as a separate document contains the service areas related to this filing. As requested, service area maps are included.

6. Actuarial Certifications

I, [REDACTED], 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 Highmark to accompany its rate filing (for calendar year 2018) for the Individual Market on and 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(d)(1) 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. The allowable modifiers used to generate plan-level rates were:

- The actuarial value and cost-sharing design of the plan.

- The plan's provider network, delivery system characteristics, and utilization management practices.
- The benefits provided under the plan that are in addition to the essential health benefits. These estimated benefits were pooled with similar benefits within the single risk pool and the claims experience from those benefits was utilized to determine rate variations.
- Administrative costs, excluding Exchange user fees.

I certify that all factors, benefit and other changes from the prior approved filing have been disclosed in the 2018 PA Actuarial Memorandum Rate Exhibits.

I certify that the benefits included in Highmark's plans are substantially equivalent to the Essential Health Benefits (EHBs) in the State of Pennsylvania's benchmark plans. I certify that any benefit substitutions are:

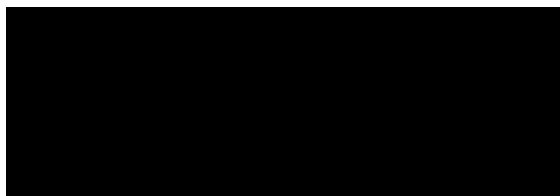
- Actuarially equivalent to the benefits being replaced,
- Are made within only the same essential health benefit category,
- Are based on a standardized plan population,
- Are determined regardless of cost-sharing,
- Are not prescription drug benefits, and
- Are based on an analysis performed in accordance with generally accepted actuarial principles and methodologies.

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 AV Metal Values included in Table 10 were based entirely on the Federal AV Calculator or one of the approved alternative approaches.

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 information presented in the PA Actuarial Memorandum and PA Actuarial Memorandum Rate Exhibits is consistent with the information presented in the 2018 Part II Rate Filing Justification.



Title: Manager, Actuarial Services

Date: 06/23/2017

Highmark Inc.
d/b/a Highmark Blue Cross Blue Shield
Individual Market Product Portfolio
Western PA Region

Supplemental Exhibits

Attachment A	Demographic and Morbidity Calculations
Attachment B	Risk Adjustment Calculation
Attachment C	Induced demand Calculations
Attachment D	Broker Commission Schedule
Attachment E	Screenshots of HHS AV calculator and Actuarial Certification for Approach 1
Attachment F	Milliman Certification

Highmark, Inc.
d/b/a Highmark Blue Cross/Blue Shield
Individual Market

Attachment A - Demographic and Morbidity Calculations

Population Source	2016 Member Distribution	2016 Normalized Allowed PMPM	2018 Member Distribution	2018 Normalized Allowed PMPM	Morbidity Change Relative to Total
HHIC ACA	100.0%	\$354.70	88.2%	\$439.97	1.240
HHIC Medically Underwritten			5.9%	\$439.97	1.240
Uninsured & Employer Markets			5.9%	\$439.97	1.240
Total	100.0%	\$354.70	100.0%	\$439.97	1.240

Component of Other	Factor
CY2016 Demographic Factor	1.695
CY2018 Demographic Factor	1.727
Change in Demographic	1.019
CY2016 Network Factor	0.863
CY2018 Network Factor	0.924
Change in Network	1.070
Change in Benefits	1.000
Table 5 - Change in Other's Other	0.995
URRT and Table 5 Change in Other	1.085

Highmark, Inc.
d/b/a Highmark Blue Cross/Blue Shield
Individual Market

Attachment B - Risk Adjustment Calculation

Total State Development - 2018									Calculated Results - 2018			
Average	Market	Member	Billable	HHS Risk	Allowable	Geo Cost	Induced	Actuarial	Factors	Factors	Transfer	
Premium	Share	Months	Member	Score	Rating	Factor	Demand	Value	incl. risk	excl. risk	PMPM	\$ Transfer
			Months		Factor	Factor	Factor		score	score	(Calc'd)	(Estimate)

Non-Catastrophic Pool

Highmark Inc.
Other PA

Total PA

Catastrophic Pool

Highmark Inc.
Other PA

Total PA

Composite (Non-Cat + Cat)

Highmark Inc.

Highmark, Inc.
d/b/a Highmark Blue Cross/Blue Shield
Individual Market

Attachment C - Induced Demand Calculations

Induced Utilization Exhibit								
Plan ID (1)	Metal Level (2)	Projected Membership (3)	Projected Allowed Claims (4)	Projected Paid Claims (5)	Paid to Allowed Factor (6)	Average Tobacco Factor (7)	AV & Cost Sharing Factor (8)	(8)/(6*7) (9)
33709PA0870001	Gold	2,227	1,598,973	1,304,920	0.816	0.992	0.857	1.059
33709PA0890001	Silver	600	410,852	294,713	0.717	0.992	0.718	1.010
33709PA0870002	Silver	5,834	3,994,853	2,894,243	0.724	0.992	0.726	1.010
33709PA0870004	Silver	600	410,852	267,011	0.650	0.992	0.651	1.010
33709PA0870007	Bronze	3,936	2,616,690	1,543,589	0.590	0.992	0.574	0.980
33709PA0870006	Bronze	1,200	797,771	513,952	0.644	0.992	0.626	0.980
33709PA0860001	Gold	434	317,073	258,763	0.816	0.992	0.857	1.059
33709PA0880001	Silver	209	145,623	104,459	0.717	0.992	0.718	1.010
33709PA0860002	Silver	800	557,408	403,839	0.724	0.992	0.726	1.010
33709PA0860004	Silver	300	209,028	135,847	0.650	0.992	0.651	1.010
33709PA0860007	Bronze	2,634	1,781,813	1,051,094	0.590	0.992	0.574	0.980
33709PA0860006	Bronze	600	405,880	261,482	0.644	0.992	0.626	0.980
33709PA0380004	Catastrophic	148	97,327	55,879	0.574	0.992	0.558	0.980
33709PA0380003	Catastrophic	577	379,446	217,854	0.574	0.992	0.558	0.980
Total		20,099	13,723,590	9,307,646	0.678	0.992	0.675	1.003

Components of AV & Cost Sharing Factor							
HIOS Plan ID	Metal Level	Paid-to- Allowed Ratio	Induced Utilization Factor	Avg. Benefit Richness	URRT Avg Cost Share Factor*	Avg. Tobacco Factor	AV & Cost Sharing Factor
33709PA0870001	Gold	0.816	1.080	1.020	0.864	0.992	0.857
33709PA0890001	Silver	0.717	1.030	1.020	0.724	0.992	0.718
33709PA0870002	Silver	0.724	1.030	1.020	0.732	0.992	0.726
33709PA0870004	Silver	0.650	1.030	1.020	0.656	0.992	0.651
33709PA0870007	Bronze	0.590	1.000	1.020	0.578	0.992	0.574
33709PA0870006	Bronze	0.644	1.000	1.020	0.632	0.992	0.626
33709PA0860001	Gold	0.816	1.080	1.020	0.864	0.992	0.857
33709PA0880001	Silver	0.717	1.030	1.020	0.724	0.992	0.718
33709PA0860002	Silver	0.724	1.030	1.020	0.732	0.992	0.726
33709PA0860004	Silver	0.650	1.030	1.020	0.656	0.992	0.651
33709PA0860007	Bronze	0.590	1.000	1.020	0.578	0.992	0.574
33709PA0860006	Bronze	0.644	1.000	1.020	0.632	0.992	0.626
33709PA0380004	Catastrophic	0.574	1.000	1.020	0.563	0.992	0.558
33709PA0380003	Catastrophic	0.574	1.000	1.020	0.563	0.992	0.558
*Ties to Exhibit II of URRT memorandum where tobacco is treated as calibration and not part of the Cost Share Factor							

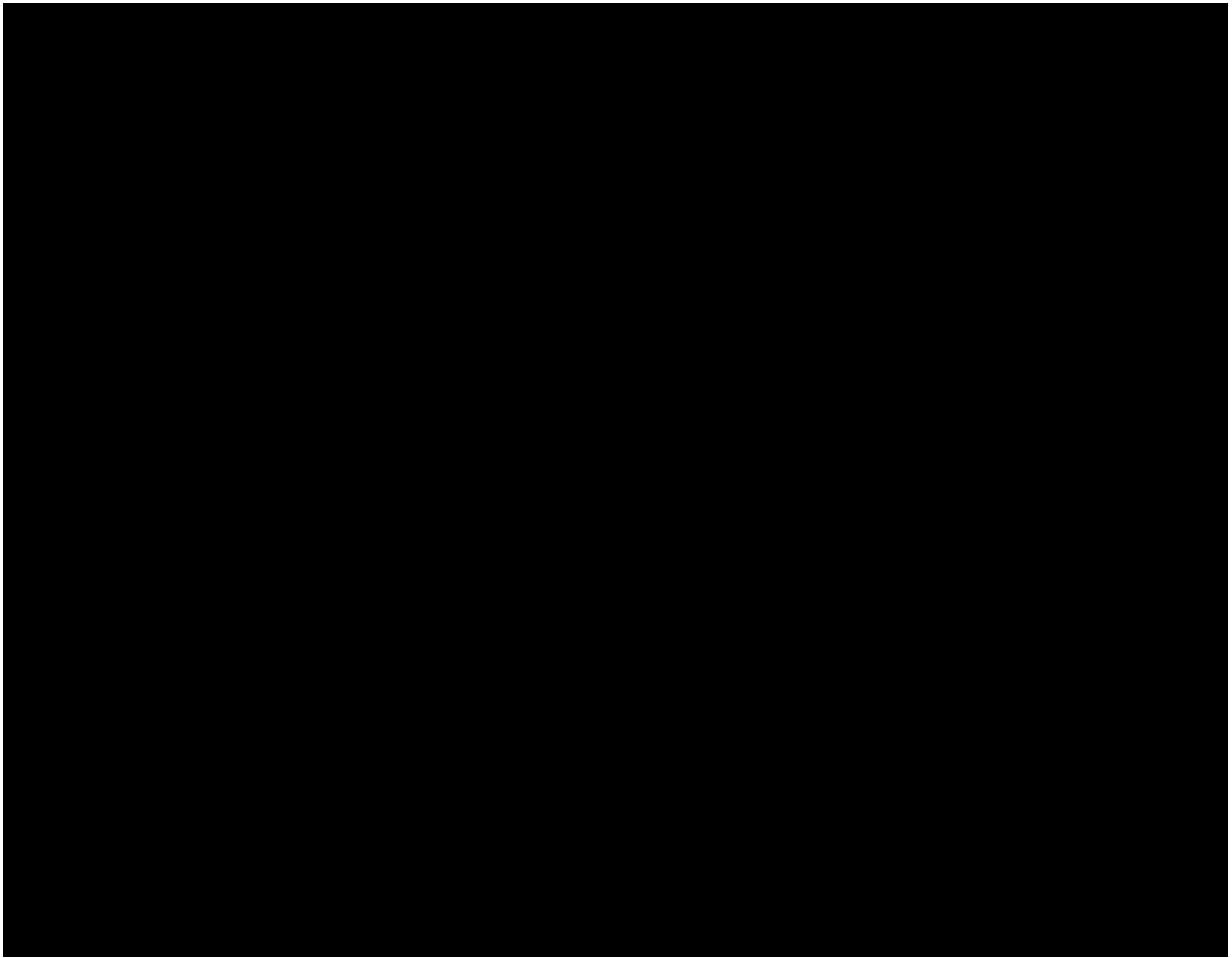
Highmark, Inc.
d/b/a Highmark Blue Cross Blue Shield
Individual Market

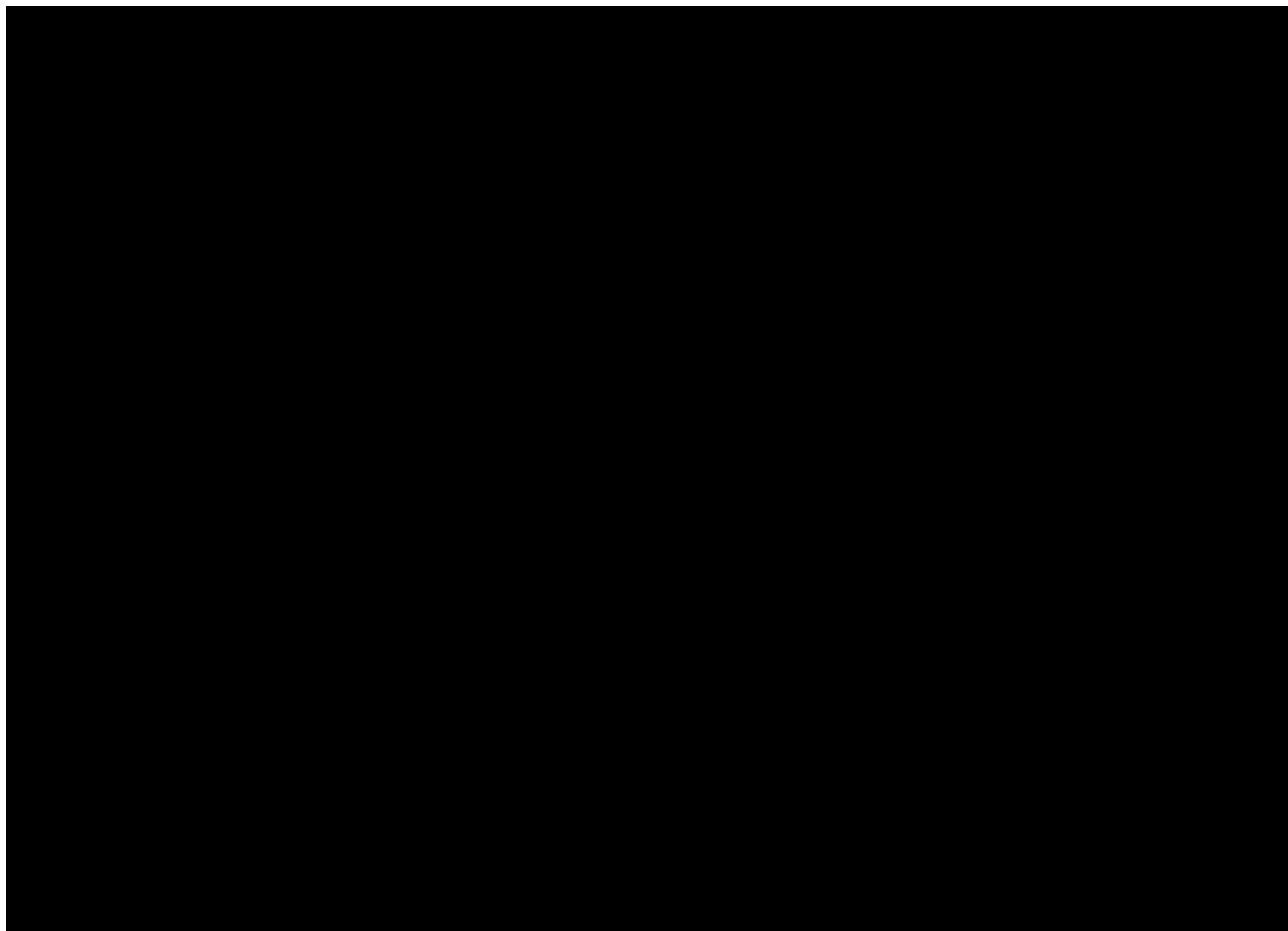
Attachment D - Broker Commission Schedule

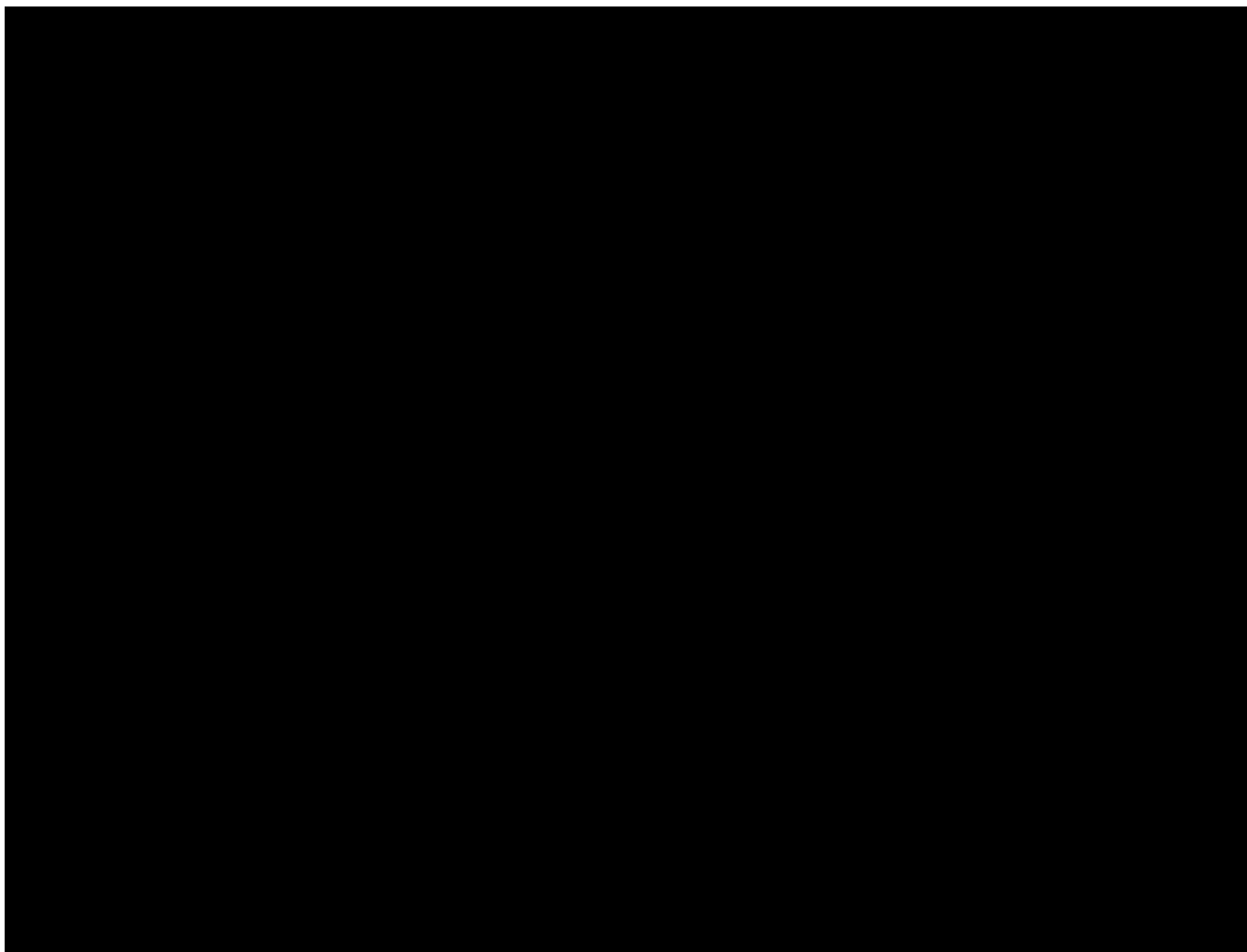
Metal	Current Broker Commission Amount

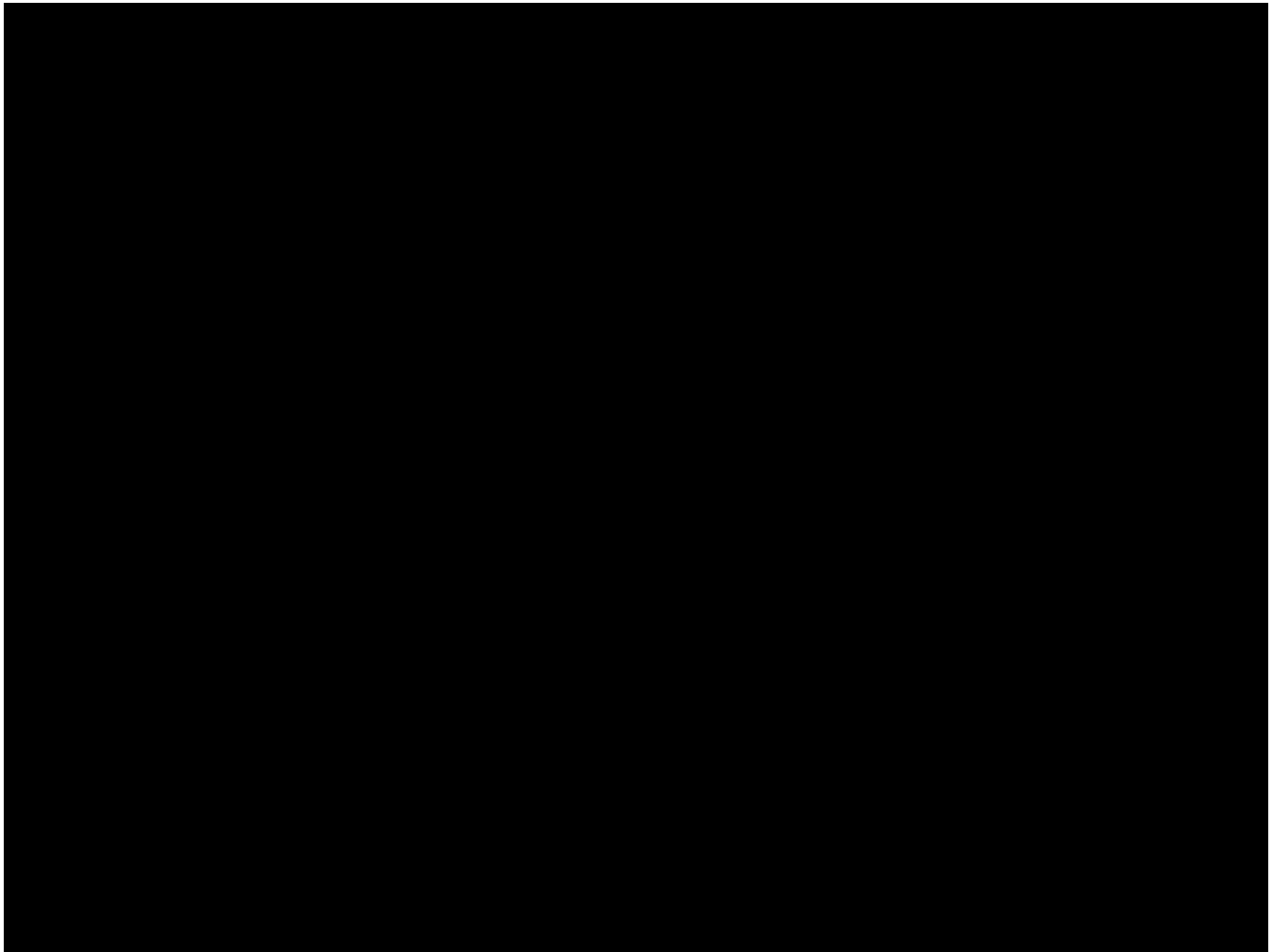
Attachment E - Highmark

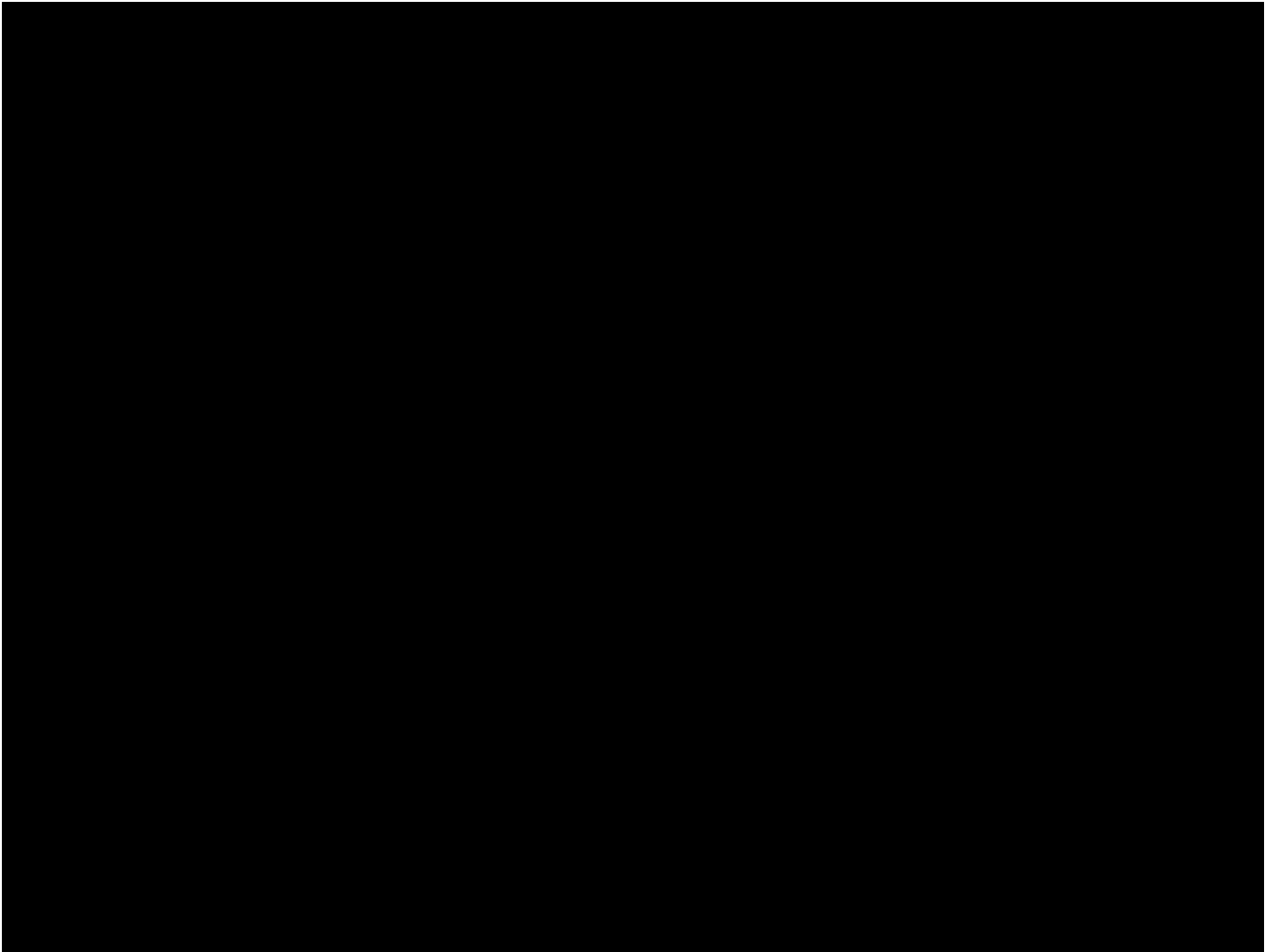
Screenshots of HHS AV calculator and Actuarial Certification for Approach 1

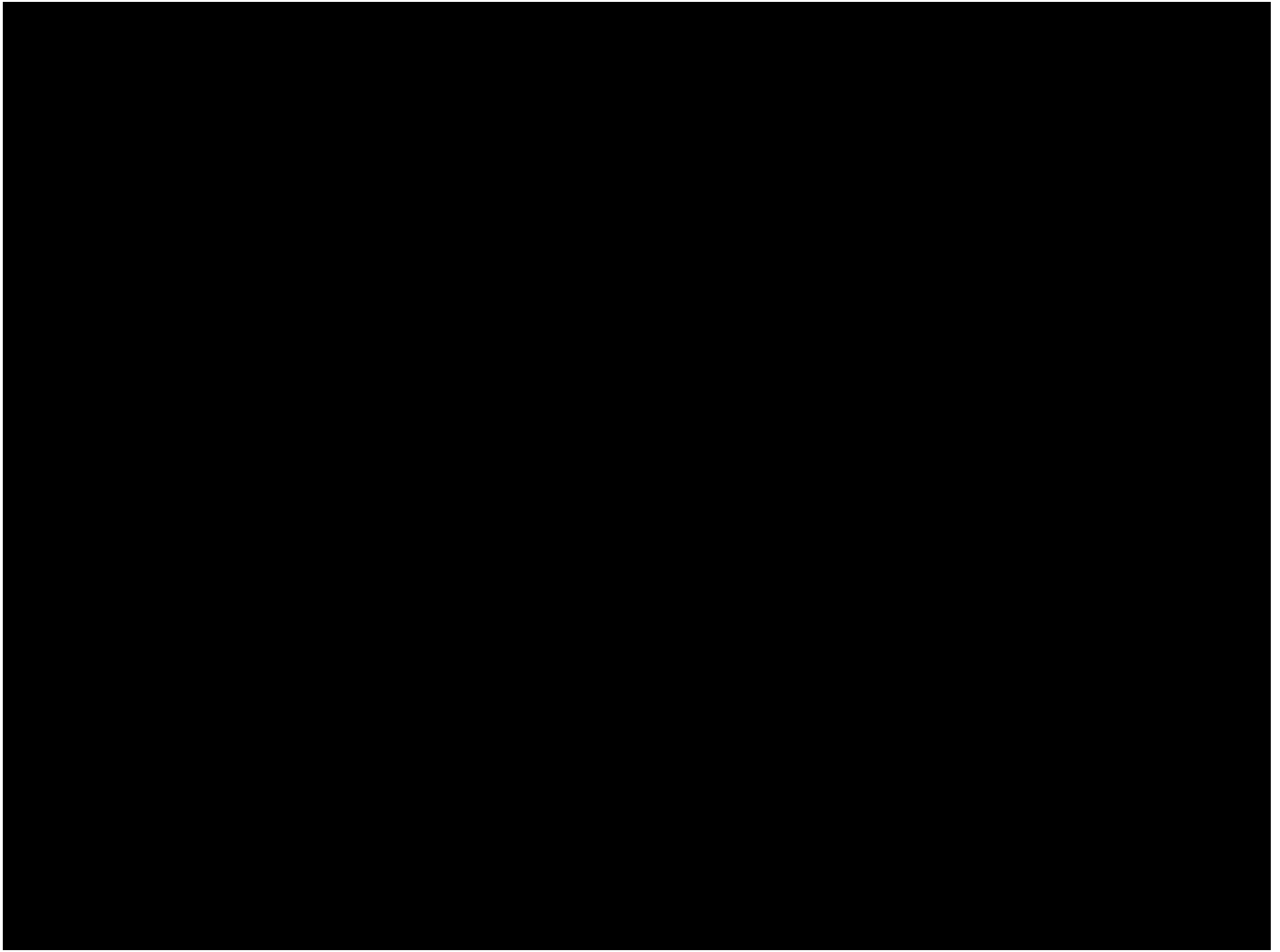


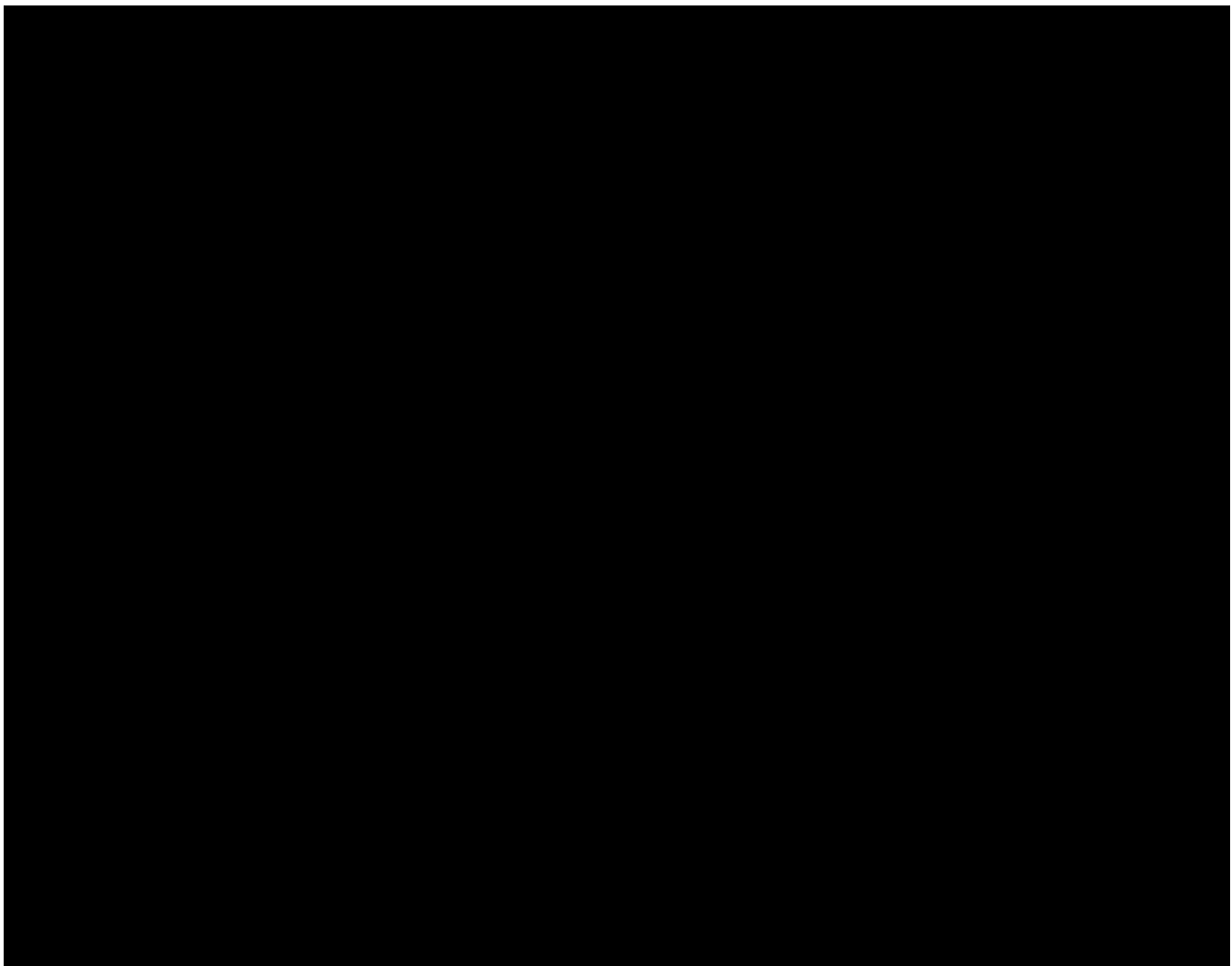


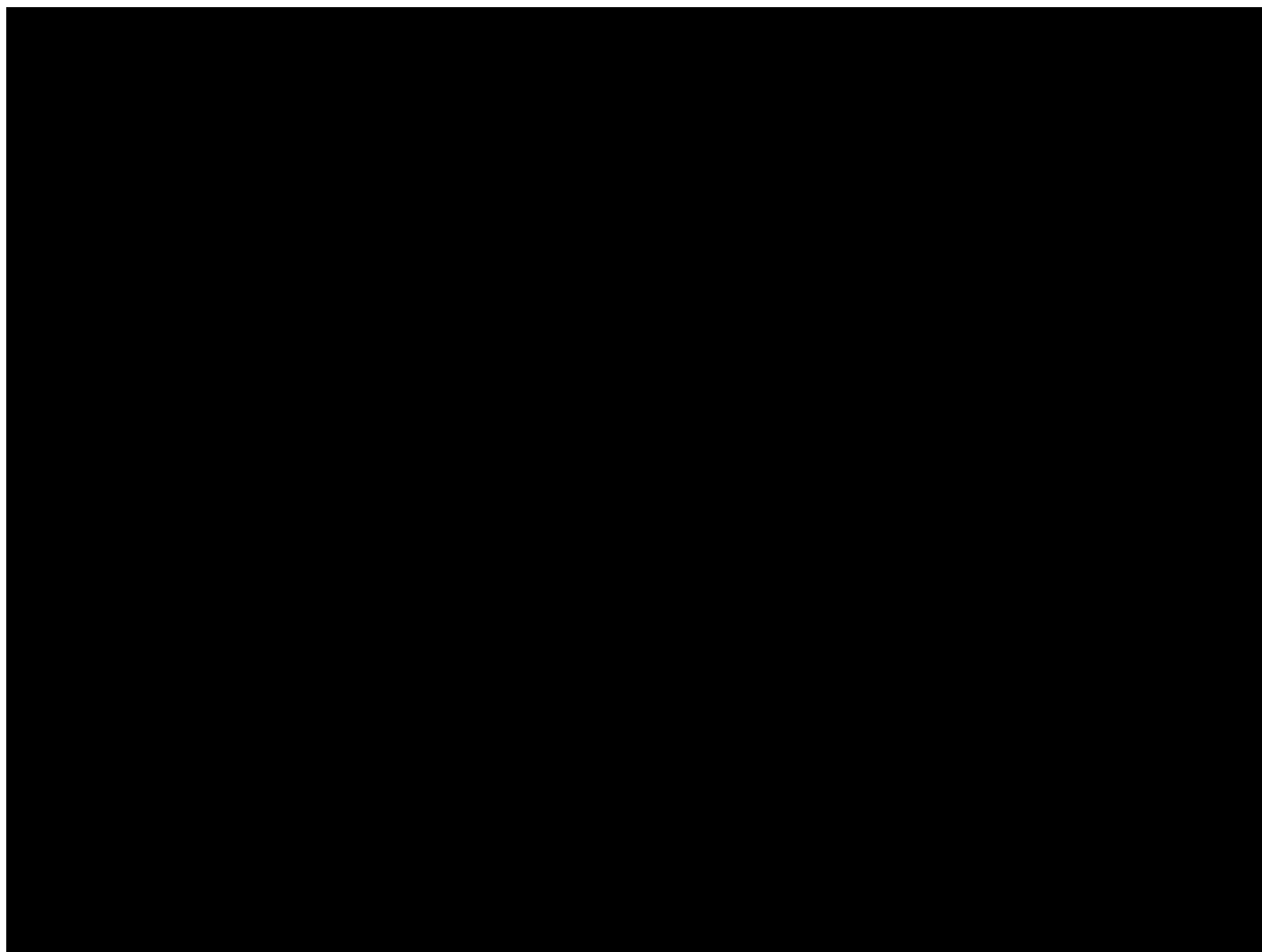


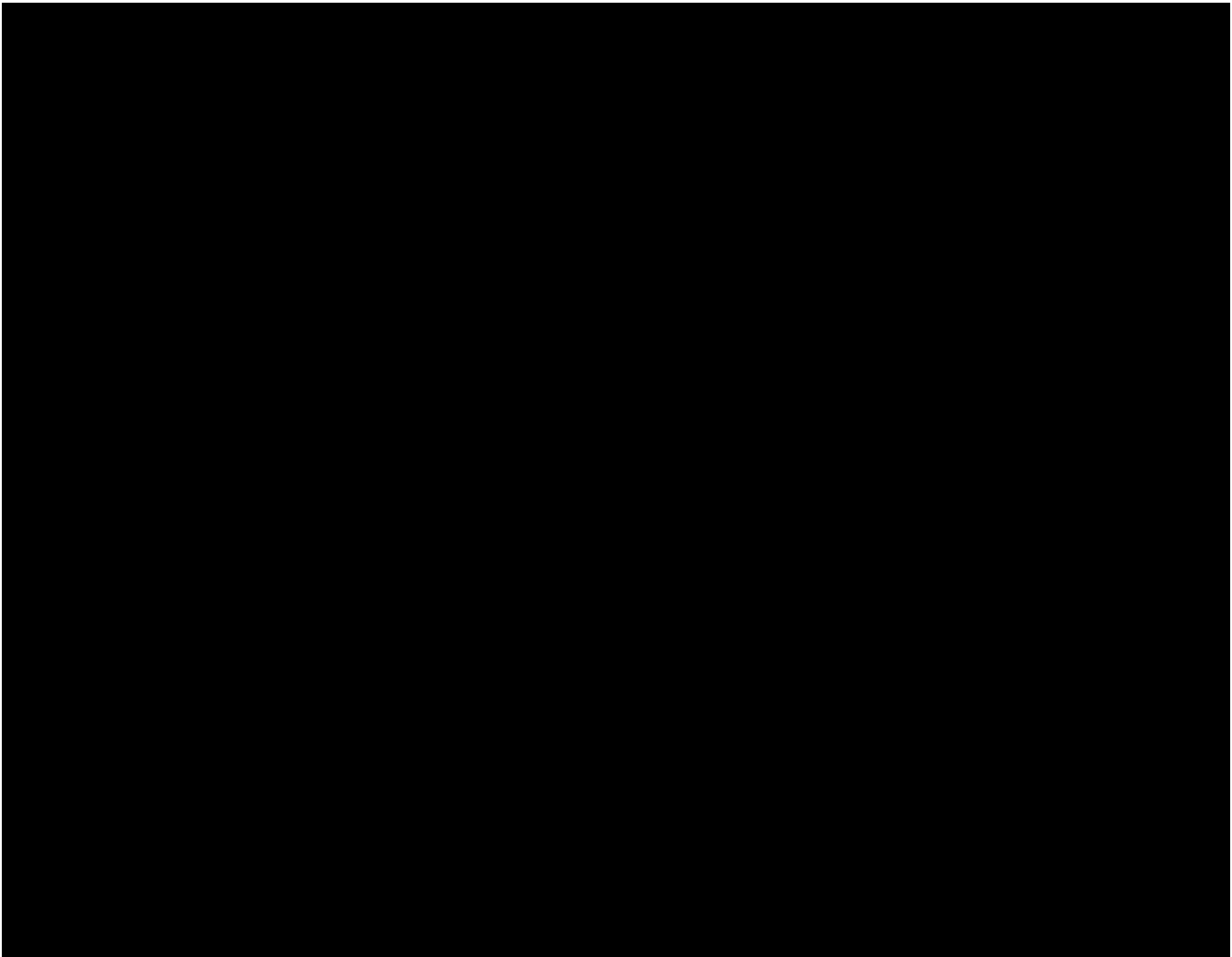


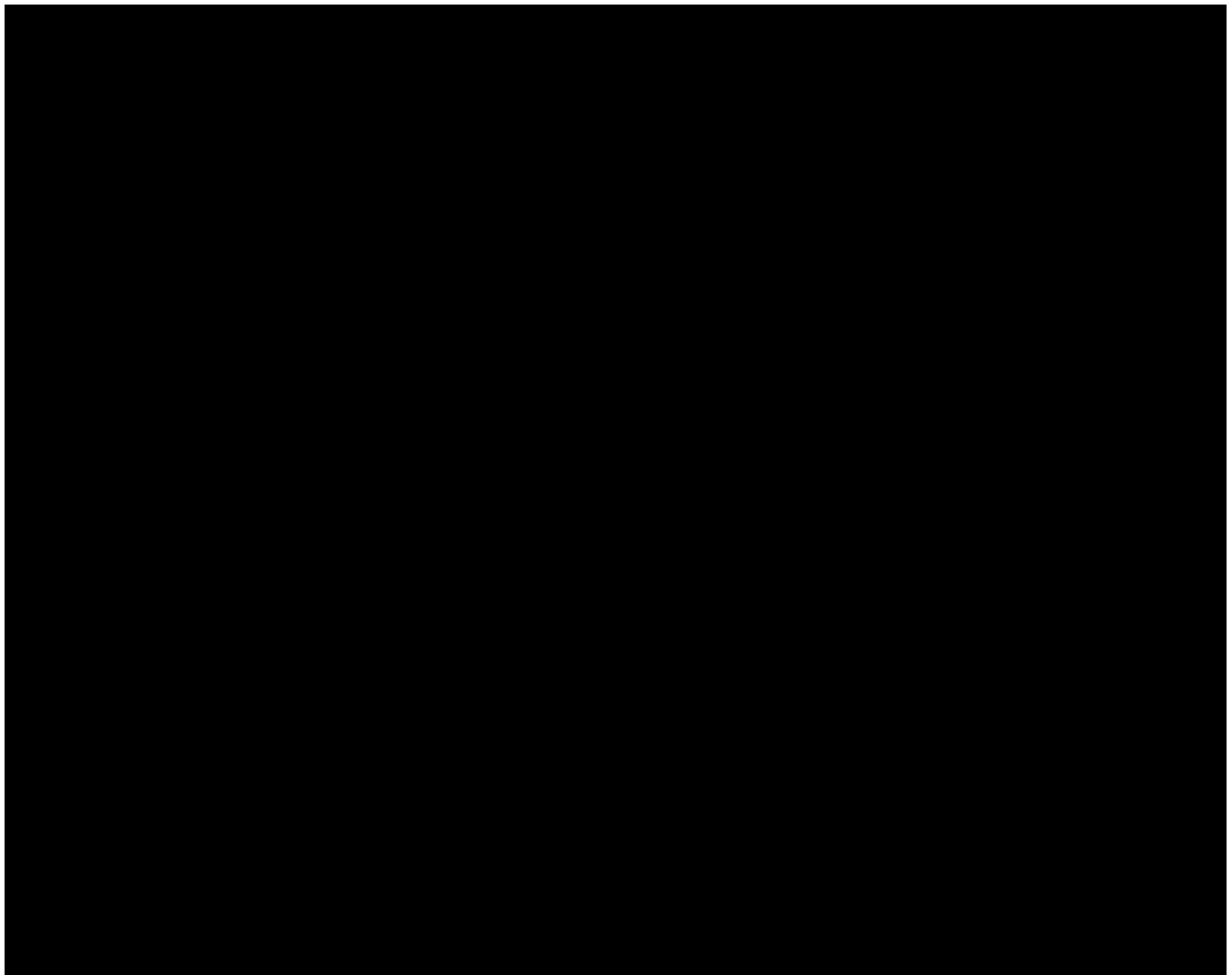




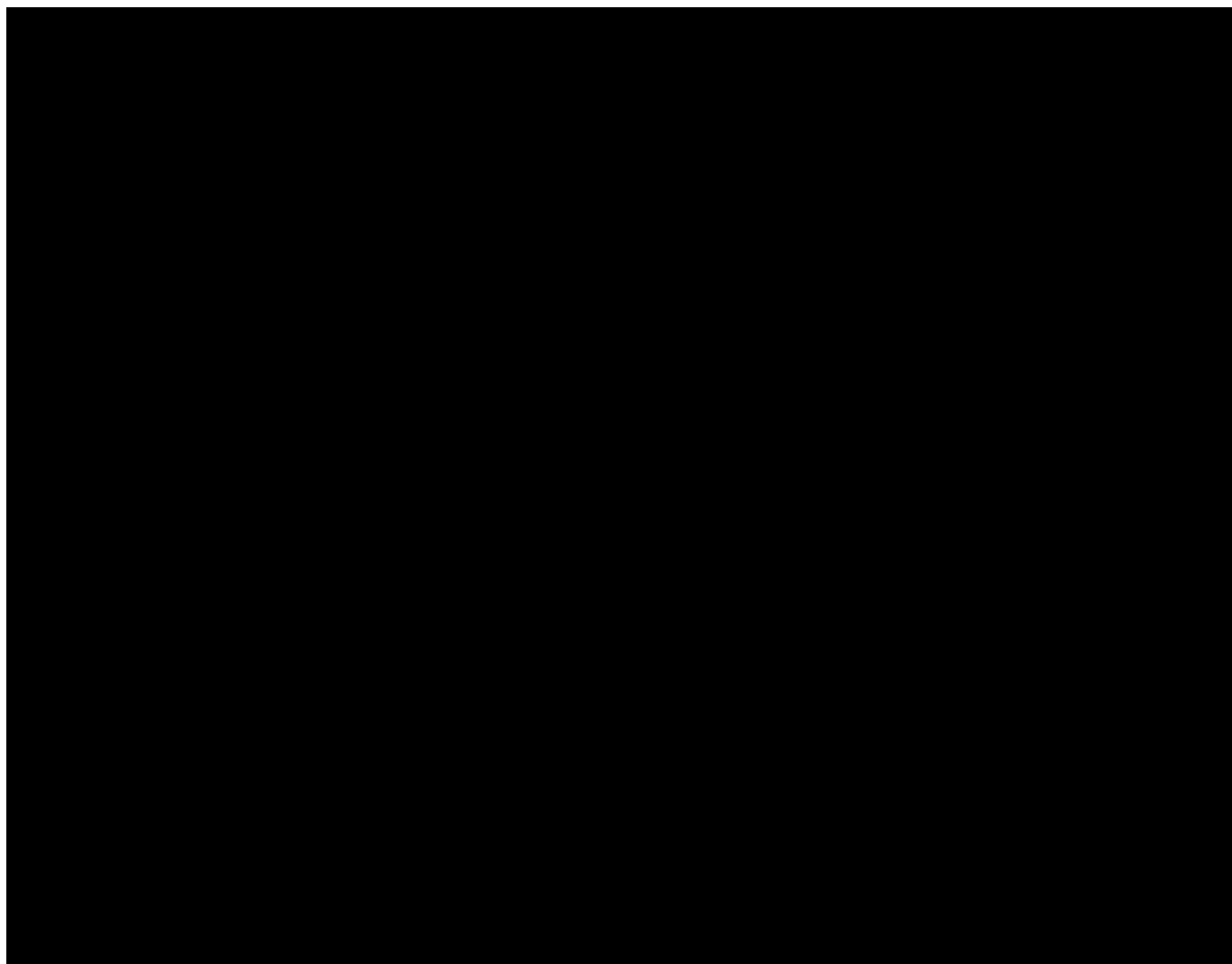




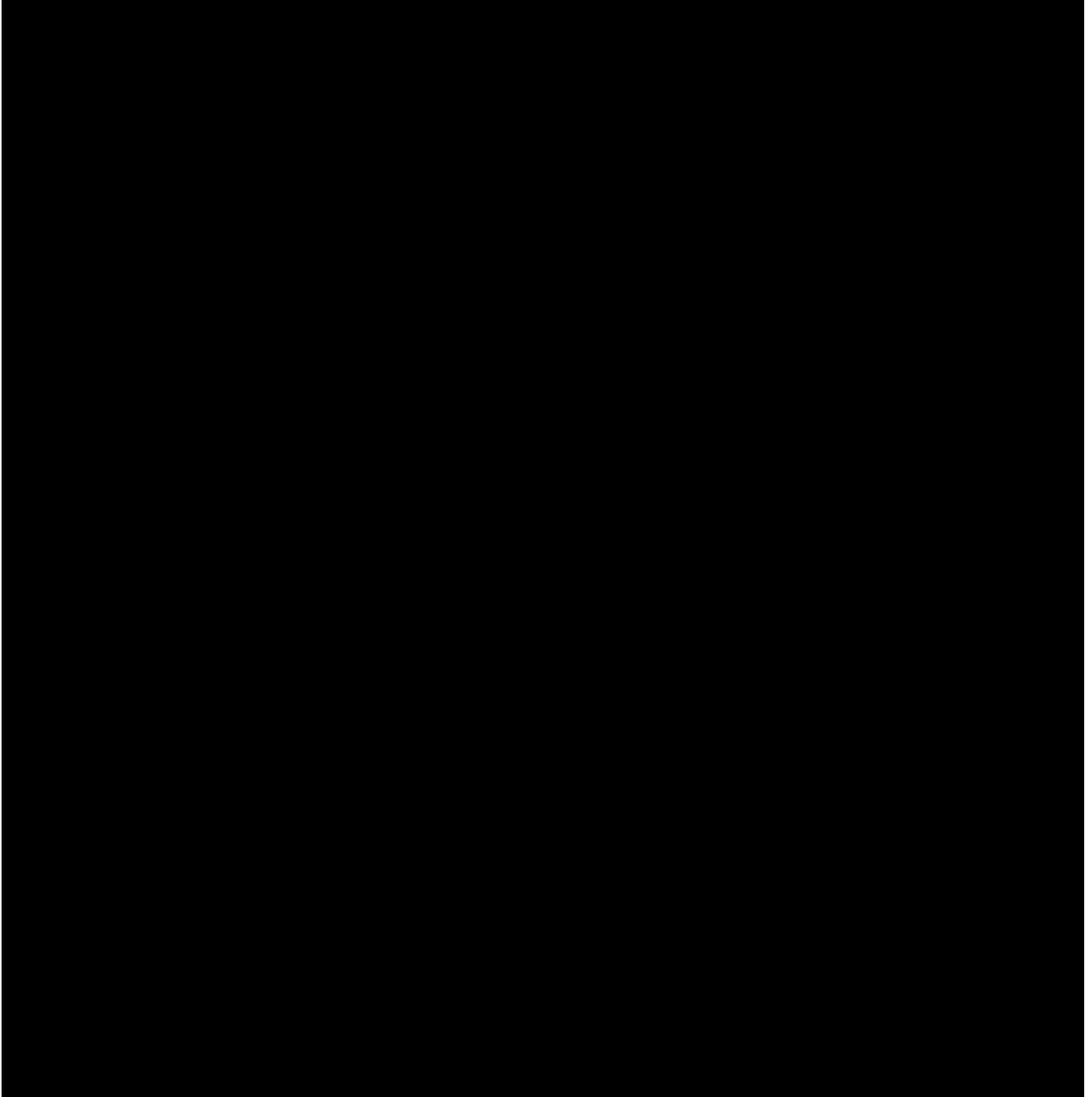








Highmark, Inc.
d/b/a Highmark Blue Cross Blue Shield
Individual Market Product Portfolio
Effective January 1, 2018



Highmark Inc., d/b/a Highmark Blue Cross Blue Shield
Form Numbers

<u>HIOS</u>	<u>Plan Name</u>	<u>Form Number</u>
33709PA0870001	my Direct Blue EPO 1000G	EPO/WDP
33709PA0890001	my Direct Blue EPO 2850SQE	EPO/HDHP/WDP
33709PA0870002	my Direct Blue EPO 3750S	EPO/WDP
33709PA0870004	my Direct Blue EPO 7150S	EPO/WDP
33709PA0870007	my Direct Blue EPO 6950B	EPO/WDP
33709PA0870006	my Direct Blue EPO 7000B	EPO/WDP
33709PA0860001	my Direct Blue Conemaugh EPO 1000G	EPO/WDP
33709PA0880001	my Direct Blue Conemaugh EPO 2850SQE	EPO/HDHP/WDP
33709PA0860002	my Direct Blue Conemaugh EPO 3750S	EPO/WDP
33709PA0860004	my Direct Blue Conemaugh EPO 7150S	EPO/WDP
33709PA0860007	my Direct Blue Conemaugh EPO 6950B	EPO/WDP
33709PA0860006	my Direct Blue Conemaugh EPO 7000B	EPO/WDP
33709PA0380004	Major Events Blue PPO 7350C	CAT/WDP-5
33709PA0380003	Major Events Blue PPO 7350C	CAT/WDP-5



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ACTUARIAL MEMORANDUM

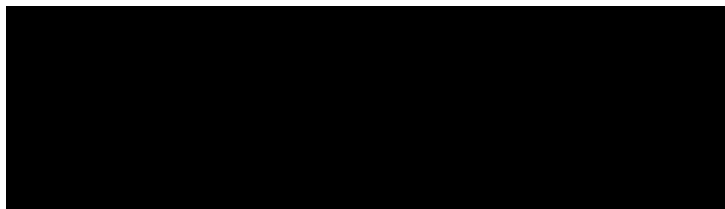
Highmark Inc.

Individual Rate Filing - January 1, 2018

I, [REDACTED] am a member of the American Academy of Actuaries and meet its qualification standards for preparing individual rate filings. As a consulting actuary, I was requested by Highmark Inc. ("Highmark") to review the development of the market-wide base rate for the individual market on and off the Pennsylvania Exchange. The confidential material presented in this filing was prepared for the specific purpose of submitting the rating formula for the Pennsylvania Insurance Department and may not be appropriate for other purposes. This filing represents premium rates for individuals sold or renewed effective January 1, 2018. The rates are guaranteed until December 31, 2018.

To the best of my knowledge and judgment, the following are true with respect to this filing:

1. Premium rates are established in accordance with generally accepted actuarial principles and the applicable Actuarial Standards of Practice. They are not excessive, inadequate, or unfairly discriminatory. Rates are reasonable in relationship to the benefits provided. However, it is certain that actual experience will not conform exactly to the assumptions used in this analysis. To the extent that actual experience is different from the assumptions used in developing the rates, the actual results will also deviate from the projected amounts.
2. In compliance with all applicable Pennsylvania and Federal Statutes and Regulations (45 CFR 156.80(d)(1)).
3. The rating factors and rating methodology are reasonable and consistent with Highmark's business plan at the time of the filing.



Fellow, Society of Actuaries
Member, American Academy of Actuaries
June 22, 2017

PA Rate Template Part I
Data Relevant to the Rate Filing

Table 0. Identifive Information

Carrier Name:	Highmark, Inc.	EPO, PPO	
Product(s):		Individual	
Market Segment:			
Rate Effective Date:	01/01/2018	to	12/31/2018
Base Period Start Date	01/01/2016	to	12/31/2016
Date of Most Recent Membership	02/01/2017		

Table 1. Number of Members

	Member-months	Members	Member-months
	Experience Period	Current Period (as of 02-01-2017)	Projected Rating Period
Average Age	42	43	42
Total	490,907	20,404	20,100
<18	52,880	1,778	1,954
18-24	35,860	1,451	1,538
25-29	42,004	1,803	1,905
30-34	34,606	1,490	1,630
35-39	31,531	1,325	1,288
40-44	31,858	1,248	1,283
45-49	41,818	1,720	1,665
50-54	53,371	2,138	2,233
55-59	71,871	2,876	2,721
60-63	79,571	3,288	2,910
64+	15,437	1,287	1,177

* Tables 1, 2 and 4 must include data for all non-grandfathered business (ACA compliant and Transitional)

Table 2. 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
\$ 141,044,694.63	\$ 149,039,571.27	\$ 154,906,247.43	490,907	\$ 52,793,724.91	\$ 207,699,972.33	\$ 446,914.09	\$ (6,138,059.22)	\$ 166,908.38	\$ 235,635.36	\$ (14,408,210.61)	\$ 6,379,663.00
Experience Period Total Allowed EHB Claims + EHB Capitation PMPM (net of prescription drug rebates)											\$ 414.09
Loss Ratio											114.41%

* Express Prescription Drug Rebates as a negative number

Table 3. Trend Components

Service Category	Cost*	Utilization*	Induced Demand*	Composite URRT Trend **	Weight*
Inpatient Hospital	5.00%	5.71%	-0.30%	10.67%	20.58%
Outpatient Hospital	5.00%	5.71%	-0.30%	10.67%	27.92%
Professional	5.00%	5.71%	-0.30%	10.67%	25.66%
Other Medical	5.00%	5.71%	-0.30%	10.67%	3.27%
Capitation			-11.09%	0.08%	
Prescription Drugs	5.00%	5.71%	-0.30%	10.67%	22.07%
Total Annual Trend				10.65%	100.00%
Months of Trend				24	
Total Applied Trend Projection Factor				1.224	

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

** Should = 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 (Member + HHS)	Prescription Drug Rebates**	Allowed Claims (Net of Prescription Drug Rebates)	Allowed PMPM
Jan-14		\$ 11,088,758.41	1.0000	\$ 11,089,089.03	39,320	\$ 282.02		\$ (173,681.82)	\$ 17,209,294.72	\$ 437.67
Feb-14		\$ 16,249,041.60	1.0000	\$ 16,249,519.28	51,982	\$ 312.60		\$ (236,729.53)	\$ 23,456,388.10	\$ 451.24
Mar-14		\$ 24,835,271.95	1.0000	\$ 24,835,989.18	68,774	\$ 361.12		\$ (345,042.76)	\$ 34,188,624.63	\$ 497.12
Apr-14		\$ 34,176,295.68	1.0000	\$ 34,177,283.14	95,024	\$ 359.67		\$ (467,966.80)	\$ 46,368,575.38	\$ 497.97
May-14		\$ 42,580,661.49	1.0000	\$ 42,581,910.15	133,642	\$ 318.63		\$ (591,466.18)	\$ 58,605,534.01	\$ 438.53
Jun-14		\$ 48,308,304.16	1.0000	\$ 48,309,702.64	136,562	\$ 353.76		\$ (643,539.75)	\$ 63,765,253.08	\$ 466.93
Jul-14		\$ 54,472,779.44	0.9998	\$ 54,481,578.34	142,316	\$ 382.82		\$ (713,283.58)	\$ 70,675,824.99	\$ 496.61
Aug-14		\$ 53,004,764.69	0.9998	\$ 53,013,690.17	144,824	\$ 365.80		\$ (694,536.04)	\$ 68,818,222.02	\$ 474.86
Sep-14		\$ 56,997,374.52	0.9998	\$ 57,010,065.15	148,635	\$ 383.56		\$ (751,841.13)	\$ 74,406,303.25	\$ 501.20
Oct-14		\$ 62,107,127.49	0.9998	\$ 62,120,389.73	149,564	\$ 415.34		\$ (791,472.21)	\$ 78,423,155.72	\$ 524.35
Nov-14		\$ 55,802,446.43	0.9998	\$ 55,813,957.47	150,741	\$ 370.26		\$ (714,957.78)	\$ 70,841,711.67	\$ 469.96
Dec-14	\$ 387,876,714.95	\$ 64,390,222.61	0.9998	\$ 64,402,188.13	153,987	\$ 418.23	\$ 170,218,318.60	\$ (812,610.67)	\$ 80,517,665.17	\$ 522.89
Jan-15		\$ 67,854,167.38	0.9998	\$ 67,863,958.35	206,469	\$ 328.69		\$ (1,309,940.70)	\$ 92,676,833.84	\$ 445.83
Feb-15		\$ 65,807,993.39	0.9999	\$ 65,817,402.81	210,332	\$ 312.92		\$ (1,245,542.49)	\$ 88,302,551.36	\$ 419.82
Mar-15		\$ 78,453,271.58	0.9999	\$ 78,464,187.87	222,196	\$ 353.13		\$ (1,473,137.26)	\$ 104,437,849.63	\$ 470.03
Apr-15		\$ 84,770,665.90	0.9999	\$ 84,783,178.42	220,010	\$ 385.36		\$ (1,520,419.33)	\$ 107,789,904.46	\$ 489.93
May-15		\$ 79,746,207.84	0.9998	\$ 79,780,711.73	218,580	\$ 365.00		\$ (1,437,978.05)	\$ 101,945,242.58	\$ 466.40
Jun-15		\$ 81,720,240.99	0.9998	\$ 81,735,921.27	216,370	\$ 377.76		\$ (1,458,884.51)	\$ 103,627,402.62	\$ 478.01
Jul-15		\$ 83,139,203.17	0.9998	\$ 83,155,837.12	214,271	\$ 388.09		\$ (1,463,475.78)	\$ 103,752,900.12	\$ 484.21
Aug-15		\$ 80,954,605.27	0.9998	\$ 80,973,347.34	211,819	\$ 382.28		\$ (1,426,305.08)	\$ 101,117,689.06	\$ 477.38
Sep-15		\$ 79,944,422.42	0.9997	\$ 79,964,930.33	209,381	\$ 381.91		\$ (1,401,329.43)	\$ 99,347,043.54	\$ 474.48
Oct-15		\$ 87,201,624.99	0.9995	\$ 87,244,601.27	206,475	\$ 422.54		\$ (1,499,093.61)	\$ 106,279,020.69	\$ 514.73
Nov-15		\$ 84,005,389.93	0.9992	\$ 84,076,944.13	201,906	\$ 416.42		\$ (1,437,693.13)	\$ 101,924,915.39	\$ 504.81
Dec-15	\$ 759,501,734.66	\$ 94,695,145.08	0.9990	\$ 94,792,322.52	191,989	\$ 493.74	\$ 272,851,143.07	\$ (1,594,416.44)	\$ 113,035,918.94	\$ 588.76
Jan-16		\$ 10,008,406.06	0.9951	\$ 10,057,932.84	43,552	\$ 230.94		\$ (338,089.45)	\$ 16,553,705.61	\$ 380.09
Feb-16		\$ 11,880,728.57	0.9945	\$ 11,946,006.69	43,066	\$ 277.39		\$ (357,421.16)	\$ 17,500,234.39	\$ 406.36
Mar-16		\$ 13,247,429.07	0.9940	\$ 13,327,083.44	43,105	\$ 309.18		\$ (385,008.63)	\$ 18,850,386.11	\$ 437.33
Apr-16		\$ 12,716,602.88	0.9913	\$ 12,827,998.03	42,596	\$ 301.15		\$ (359,851.01)	\$ 17,619,205.99	\$ 413.64
May-16		\$ 12,077,919.11	0.9923	\$ 12,171,961.31	41,836	\$ 290.94		\$ (341,522.91)	\$ 16,721,816.02	\$ 399.70
Jun-16		\$ 13,315,319.43	0.9898	\$ 13,452,156.13	41,328	\$ 325.50		\$ (362,102.03)	\$ 17,729,421.68	\$ 428.99
Jul-16		\$ 12,433,090.88	0.9898	\$ 12,599,975.11	40,845	\$ 308.56		\$ (333,511.95)	\$ 16,329,579.61	\$ 399.89
Aug-16		\$ 13,741,003.51	0.9836	\$ 13,984,848.51	40,432	\$ 345.89		\$ (365,594.30)	\$ 17,896,004.88	\$ 423.62
Sep-16		\$ 12,922,014.99	0.9717	\$ 13,298,885.06	39,813	\$ 334.03		\$ (338,962.79)	\$ 16,596,466.25	\$ 416.86
Oct-16		\$ 12,669,562.40	0.9542	\$ 13,277,910.39	39,164	\$ 339.03		\$ (329,760.71)	\$ 16,145,909.58	\$ 412.26
Nov-16		\$ 11,379,073.48	0.8962	\$ 12,696,574.00	38,460	\$ 330.12		\$ (300,985.48)	\$ 14,737,002.49	\$ 383.18
Dec-16	\$ 141,044,694.63	\$ 12,648,416.87	0.8286	\$ 15,264,915.91	36,722	\$ 415.69	\$ 52,793,724.91	\$ (325,338.79)	\$ 15,929,401.22	\$ 433.78

* Express Completion Factor as a percentage

Carrier Name:Highmark, Inc.
Product(s):EPO, PPO
Market Segment:Individual
Rate Effective Date:01/01/2018

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
											\$ -
Experience Period Total Allowed EHB Claims + EHB Capitation PMPM (net of prescription drug rebates)											\$ -
Loss Ratio											0.00%

*Express Prescription Drug Rebates as a negative number

Table 3b. Manual Trend Components

Service Category	Cost*	Utilization*	Induced Utilization*	Composite URRT Trend**	Weight*
Inpatient Hospital				0.00%	
Outpatient Hospital				0.00%	
Professional				0.00%	
Other Medical				0.00%	
Capitation					
Prescription Drugs				0.00%	
Total Annual Trend				0.00%	0.00%
Months of Trend				24	
Total Applied Trend Projection Factor				1.000	

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

** Should = URRT Trend

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-14				#DIV/0!		#DIV/0!				#DIV/0!
Feb-14				#DIV/0!		#DIV/0!				#DIV/0!
Mar-14				#DIV/0!		#DIV/0!				#DIV/0!
Apr-14				#DIV/0!		#DIV/0!				#DIV/0!
May-14				#DIV/0!		#DIV/0!				#DIV/0!
Jun-14				#DIV/0!		#DIV/0!				#DIV/0!
Jul-14				#DIV/0!		#DIV/0!				#DIV/0!
Aug-14				#DIV/0!		#DIV/0!				#DIV/0!
Sep-14				#DIV/0!		#DIV/0!				#DIV/0!
Oct-14				#DIV/0!		#DIV/0!				#DIV/0!
Nov-14				#DIV/0!		#DIV/0!				#DIV/0!
Dec-14				#DIV/0!		#DIV/0!				#DIV/0!
Jan-15				#DIV/0!		#DIV/0!				#DIV/0!
Feb-15				#DIV/0!		#DIV/0!				#DIV/0!
Mar-15				#DIV/0!		#DIV/0!				#DIV/0!
Apr-15				#DIV/0!		#DIV/0!				#DIV/0!
May-15				#DIV/0!		#DIV/0!				#DIV/0!
Jun-15				#DIV/0!		#DIV/0!				#DIV/0!
Jul-15				#DIV/0!		#DIV/0!				#DIV/0!
Aug-15				#DIV/0!		#DIV/0!				#DIV/0!
Sep-15				#DIV/0!		#DIV/0!				#DIV/0!
Oct-15				#DIV/0!		#DIV/0!				#DIV/0!
Nov-15				#DIV/0!		#DIV/0!				#DIV/0!
Dec-15				#DIV/0!		#DIV/0!				#DIV/0!
Jan-16				#DIV/0!		#DIV/0!				#DIV/0!
Feb-16				#DIV/0!		#DIV/0!				#DIV/0!
Mar-16				#DIV/0!		#DIV/0!				#DIV/0!
Apr-16				#DIV/0!		#DIV/0!				#DIV/0!
May-16				#DIV/0!		#DIV/0!				#DIV/0!
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Aug-16				#DIV/0!		#DIV/0!				#DIV/0!
Sep-16				#DIV/0!		#DIV/0!				#DIV/0!
Oct-16				#DIV/0!		#DIV/0!				#DIV/0!
Nov-16				#DIV/0!		#DIV/0!				#DIV/0!
Dec-16				#DIV/0!		#DIV/0!				#DIV/0!

* Express Completion Factor as a percentage

PA Rate Template Part II

Rate Development and Change

Carrier Name:	Highmark, Inc.
Product(s):	EPO, PPO
Market Segment:	Individual
Rate Effective Date:	01/01/2018

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 Data	
Total Allowed EHB Claims + EHB Capitation PMPM (net of prescription drug rebates) PMPM	\$ 414.09	\$ -	< Actual Experience PMPM should be consistent with the Index Rate for Experience Period on URRT
Two year trend projection factor	1.224	1.000	
Unadjusted Projected Allowed EHB Claims PMPM	\$ 506.98	\$ -	
<u>Single Risk Pool Adjustment Factors</u>			
Change in Morbidity	1.240		< See URRT Instructions
Change in Other	1.085	0.000	
Change in Demographics	1.019		< See URRT Instructions
Change in Network	1.070		< See URRT Instructions
Change in Benefits	1.000		< See URRT Instructions
Change in Other	0.995		< See URRT Instructions
Total Adjusted Projected Allowed EHB Claims PMPM	\$ 682.21	\$ -	
Credibility Factors	100%	0%	< See Instructions
Blended Projected EHB Claims PMPM	\$	\$ 682.21	< Projected Index Rate
<u>Development of the Market-Adjusted Index Rate and Total Allowed Claims</u>			
Adjusted Projected Allowed EHB Claims PMPM	\$ 682.21		< Index Rate for Projection Period on URRT - Individual or First Quarter Small Group
Adjusted Projected Allowed EHB Claims PMPM [will only populate for small group filings]	\$ 0.675		< Index Rate for Projection Period on URRT - Small Group
Projected Paid to Allowed Ratio			< Paid to Allowed Average Factor in Projection Period on URRT
Projected Paid EHB Claims PMPM	\$ 460.24		
Market-wide Adjustments			
Projected Risk Adjustment PMPM	\$ 35.93		
Projected Paid Exchange User Fees PMPM	\$ 9.64		
Market-Adjusted Projected Paid EHB Claims PMPM	\$ 433.95		
Market-Adjusted Projected Allowed EHB Claims PMPM	\$ 643.23		< Market-Adjusted Index Rate
Projected Allowed Non-EHB Claims PMPM	\$ 1.35		
Market-Adjusted Projected Paid Total Claims PMPM	\$ 434.86		
Market-Adjusted Projected Allowed Total Claims PMPM	\$ 644.58		

Table 6. Retention

<u>Retention Items - Express in percentages</u>	
Administrative Expenses	9.68%
General and Claims	9.13%
Agent/Broker Fees and Commissions	0.00%
Quality Improvement Initiatives	0.54%
Taxes and Fees	3.44%
PCDN Fees (Enter \$ amount here: \$0.21)	0.04%
Pa Premium Tax (if applicable)	0.00%
Federal Income Tax	0.00%
Health Insurance Providers Fee	3.40%
Profit/Contingency (after tax)	0.00%
Total Retention	13.12%
Projected Required Revenue PMPM	\$ 500.52

< Single Pool Gross Premium Avg. Rate, PMPM on URRT

Table 8. Components of Rate Change

Rate Components	2017	2018	Difference	Percent Change
A. Calibrated Plan Adjusted Index Rate (PMPM)	243.8450791	291.7628196	\$47.92	19.7%
B. Base period allowed claims before normalization	\$ 477.52	\$ 414.09	-\$63.43	-26%
C. Normalization factor component of change	\$ (153.05)	\$ -158.7206466	-\$5.67	-\$0.02
D. Change in Normalized Allowed Claims Adjustment Components				
D1. Base period allowed claims after normalization	\$ 324.47	\$ 255.37	\$(69.09)	-28%
D2. URRT Trend	\$ 78.35	\$ 57.28	\$(21.06)	-9%
D3. URRT Morbidity	\$ (24.46)	\$ 75.17	\$ 99.62	41%
D4. URRT Other	\$ (45.68)	\$ 32.90	\$ 78.57	32%
D5. Normalized URRT RA/Ri on an allowed basis	\$ 31.01225874	\$ -32.84129453	\$(63.85)	-26%
D6. Normalized Exchange User Fee on an allowed basis	\$ 5.72	\$ 8.81	\$ 3.09	1%
D7. Subtotal - Sum(D1-D6)	\$ 369.41	\$ 396.69	\$ 27.27	11%
E. Change in Allowable Plan Adjusted Level Components				
E1. Network	\$ (50.09)	\$ -30.34167791	\$ 19.75	8%
E2. Pricing AV	\$ (103.51)	\$ (119.03)	\$(15.53)	-6%
E3. Benefit Richness	\$ 4.97	\$ 5.70	\$ 0.73	0%
E4. Catastrophic Eligibility	\$ (0.64)	\$ (0.73)	\$(0.09)	0%
E5. Subtotal - Sum(E1-E4)	\$ (149.27)	\$ (144.41)	\$ 4.86	2%
F. Change in Retention Components				
F1. Administrative Expenses	\$ 23.15	\$ 28.24	\$ 5.09	2%
F2. Taxes and Fees	\$ 0.12	\$ 10.04	\$ 9.92	4%
F3. Profit and/or Contingency	\$ -	\$ -	\$ -	0%
F4. Subtotal - Sum(F1-F3)	\$ 23.27	\$ 38.28	\$ 15.01	6%
G. Change in Miscellaneous Items		\$ -	\$ -	0%
H. Sum of Components of Rate Change (should approximate the change shown in line A)	\$ 243.41	\$ 290.55	\$ 47.14	19%

For informational Purposes only - No input required.

Blended Base Period Unadjusted Claims before Normalization	\$ 414.09	< Index Rate of Experience Period on URRT
Blended Earned Premium	\$ 141,044,694.63	
Blended Loss Ratio	114.41%	

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

Effective Date	01/01/2018	04/01/2018	07/01/2018	10/01/2018	Total Single Risk Pool
# of Member Months Renewing in Quarter					-
Adjusted Projected Allowed EHB Claims PMPM Q1	\$ 682.21	\$ 682.21	\$ 682.21	\$ 682.21	\$ 682.21
Months of Trend	-	3	6	9	
Annual Trend	10.65%	10.65%	10.65%	10.65%	
Single Risk Pool Projected Allowed Claims	\$ 682.21	\$ 699.68	\$ 717.61	\$ 736.00	\$ -
Quarterly Trend Factor	100.0%	102.6%	105.2%	107.9%	0.0%
2018 Trend Factors by Quarter	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	

Table 7. Normalized Market-Adjusted Projected Allowed Total Claims

Normalization Factors	2017	2018
Average Age Factor	1.736	1.760
Average Geographic Factor	0.970	0.970
Average Tobacco Factor	1.010	1.008
Average Benefit Richness (induced demand)	1.025	1.020
Average Network Factor	0.845	0.924
Market-Adjusted Projected Allowed Total Claims PMPM	\$ 543.66	\$ 644.58
Normalized Market-Adjusted Projected Allowed Total Claims PMPM	\$ 369.41	\$ 397.52

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

	2017	2018	
Paid-to-Allowed	0.682	0.675	
URRT Trend (Total Applied Trend Factor)	1.241	1.224	< URRT W1, S2
URRT Morbidity	0.919	1.240	< URRT W1, S2
URRT "Other"	0.878	1.085	< URRT W1, S2
Risk Adjustment	\$ 31.13	\$ (35.93)	< URRT W1, S3
Exchange User Fee	\$ 5.74	\$ 9.64	< URRT W1, S3
Capitation			< URRT W1, S2
Network	0.864	0.924	
Pricing AV	0.676	0.675	
Benefit Richness	1.023	1.023	
Catastrophic Eligibility	0.997	0.997	
Administrative Expenses	9.49%	9.68%	
Taxes and Fees	0.05%	3.44%	
Profit and/or Contingency	0.00%	0.00%	

Table 10. Plan Rates

Highmark, Inc.	
EPO, PPO	
Individual	
	01/01/2018
	01/01/2016
	02/01/2017
\$	643.23

Calibration	
Age Calibration Factor	1.76
Geographic Calibration Factor	0.97
Aggregate Calibration Factor	1.70

Total Covered Lives @ 02-01-2017	20,404
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Date of Most Recent Membership		02/01/2017 Market Adjusted Index Rate		\$		45 CFR Part 156.8 (d) (2) Allowable Factors															
	HIOS Plan ID (Standard Component)	Plan Type (HMO, POS, PPO, EPO, Indemnity, Other)		Plan Marketing Name	Existing, Modified, New, Discontinued & Mapped, Discontinued & Not Mapped (E,M,N,DM, DNM) for 2018	1/1/18 Plan HIOS Plan ID (if 1/1/17 Plan Discontinued & Mapped)	Metallic Tier	Metallic Tier Actual/ Value	Standard AV, Approach (1), Approach (2)	Exchange On/Off or Off	Pricing AV (company-determined AV)	Benefit Richness (induced demand)	Benefits in addition to EHB	Provider Network	Catastrophic Eligibility	Tobacco Surcharge Adjustment	Pure Premium	Admin Costs	Taxes & Fees (not including Exchange fees)	Profit or Contingency	
Plan Number																					
Totals								0.673			0.675	1.003	1.002	1.000	0.997	0.992	\$	432.74	9.7%	3.4%	0.0%
Plan 1	33709PA0870001	EPO		my Direct Blue EPO 1000G	N	33709PA0870001	Gold	0.7865	Approach (1)	On/Off	0.816	1.059	1.002	0.993	1.000	0.992	\$548.51	9.7%	3.4%	0.0%	
Plan 2	33709PA0890001	EPO		my Direct Blue EPO 2850SGE	N	33709PA0890001	Silver	0.6817	Standard AV	On/Off	0.717	1.010	1.002	0.993	1.000	0.992	\$459.80	9.7%	3.4%	0.0%	
Plan 3	33709PA0870002	EPO		my Direct Blue EPO 3750S	N	33709PA0870002	Silver	0.705	Approach (1)	On/Off	0.724	1.010	1.002	0.993	1.000	0.992	\$464.40	9.7%	3.4%	0.0%	
Plan 4	33709PA0870004	EPO		my Direct Blue EPO 7155S	N	33709PA0870004	Silver	0.6621	Approach (1)	On/Off	0.650	1.010	1.002	0.993	1.000	0.992	\$416.58	9.7%	3.4%	0.0%	
Plan 5	33709PA0870007	EPO		my Direct Blue EPO 6950B	N	33709PA0870007	Bronze	0.6144	Approach (1)	On/Off	0.590	0.980	1.002	0.993	1.000	0.992	\$367.11	9.7%	3.4%	0.0%	
Plan 6	33709PA0870006	EPO		my Direct Blue EPO 7000B	N	33709PA0870006	Bronze	0.649	Approach (1)	On/Off	0.644	0.980	1.002	0.993	1.000	0.992	\$400.92	9.7%	3.4%	0.0%	
Plan 7	33709PA0860001	EPO		my Direct Blue Conemaugh EPO 1000G	N	33709PA0860001	Gold	0.7865	Approach (1)	On/Off	0.816	1.059	1.002	1.010	1.000	0.992	\$558.13	9.7%	3.4%	0.0%	
Plan 8	33709PA0880001	EPO		my Direct Blue Conemaugh EPO 2850SGE	N	33709PA0880001	Silver	0.6817	Standard AV	On/Off	0.717	1.010	1.002	1.010	1.000	0.992	\$467.86	9.7%	3.4%	0.0%	
Plan 9	33709PA0860002	EPO		my Direct Blue Conemaugh EPO 3750S	N	33709PA0860002	Silver	0.705	Approach (1)	On/Off	0.724	1.010	1.002	1.010	1.000	0.992	\$472.54	9.7%	3.4%	0.0%	
Plan 10	33709PA0860004	EPO		my Direct Blue Conemaugh EPO 7155S	N	33709PA0860004	Silver	0.6621	Approach (1)	On/Off	0.650	1.010	1.002	1.010	1.000	0.992	\$423.88	9.7%	3.4%	0.0%	
Plan 11	33709PA0860007	EPO		my Direct Blue Conemaugh EPO 6950B	N	33709PA0860007	Bronze	0.6144	Approach (1)	On/Off	0.590	0.980	1.002	1.010	1.000	0.992	\$373.55	9.7%	3.4%	0.0%	
Plan 12	33709PA0860006	EPO		my Direct Blue Conemaugh EPO 7000B	N	33709PA0860006	Bronze	0.649	Approach (1)	On/Off	0.644	0.980	1.002	1.010	1.000	0.992	\$407.95	9.7%	3.4%	0.0%	
Plan 13	33709PA0380004	PPD		Major Events Blue PPO 7350C (Actual Renewing Members)	M	33709PA0380004	Catastrophic	0.574	Standard AV	On/Off	0.574	0.980	1.002	1.068	0.920	0.992	\$343.94	9.7%	3.4%	0.0%	
Plan 14	33709PA0380004	PPD		Major Events Blue PPO 7350C (Mapped to Other Cat)	DM	33709PA0380003	Catastrophic	0.574	Standard AV	Off	0.574	0.980	1.002	1.068	0.920	0.992	\$353.44	9.7%	3.4%	0.0%	
Plan 15	33709PA0380004	PPD		Major Events Blue PPO 7350C (Discontinued)	DNM												\$0.00				
Plan 16	33709PA0380003	PPD		Major Events Blue PPO 7350C	M	33709PA0380003	Catastrophic	0.574	Standard AV	Off	0.574	0.980	1.002	1.068	0.920	0.992	\$353.44	9.7%	3.4%	0.0%	
Plan 17	33709PA0690003	EPO		my Connect Blue EPO 1000G	DM	33709PA0690001	Gold	0.7865	Approach (1)	On/Off	0.816	1.059	1.002	0.993	1.000	0.992	\$548.51	9.7%	3.4%	0.0%	
Plan 18	33709PA0690003	EPO		my Connect Blue EPO 250G	DNM												\$0.00				
Plan 19	33709PA0690005	EPO		my Connect Blue EPO 2500S	DM	33709PA0870001	Gold	0.7865	Approach (1)	On/Off	0.816	1.059	1.002	0.993	1.000	0.992	\$548.51	9.7%	3.4%	0.0%	
Plan 20	33709PA0690005	EPO		my Connect Blue EPO 1000G	DNM												\$0.00				
Plan 21	33709PA0690001	EPO		my Connect Blue EPO 1750S	DM	33709PA0870002	Silver	0.705	Approach (1)	On/Off	0.724	1.010	1.002	0.993	1.000	0.992	\$464.40	9.7%	3.4%	0.0%	
Plan 22	33709PA0690001	EPO		my Connect Blue EPO 1750S	DNM												\$0.00				
Plan 23	33709PA0690002	EPO		my Connect Blue EPO 2500S	DM	33709PA0870002	Silver	0.705	Approach (1)	On/Off	0.724	1.010	1.002	0.993	1.000	0.992	\$464.40	9.7%	3.4%	0.0%	
Plan 24	33709PA0690002	EPO		my Connect Blue EPO 2500S	DNM												\$0.00				
Plan 25	33709PA0690004	EPO		my Connect Blue EPO 6500B	DM	33709PA0870007	Bronze	0.6144	Approach (1)	On/Off	0.590	0.980	1.002	0.993	1.000	0.992	\$367.11	9.7%	3.4%	0.0%	
Plan 26	33709PA0690004	EPO		my Connect Blue EPO 6500B	DNM												\$0.00				
Plan 27	33709PA0700005	PPD		my Community Blue Flex PPO 1700GG	DM	33709PA0860001	Gold	0.7865	Approach (1)	On/Off	0.816	1.059	1.002	1.010	1.000	0.992	\$558.13	9.7%	3.4%	0.0%	
Plan 28	33709PA0700005	PPD		my Community Blue Flex PPO 1700GG	DNM												\$0.00				
Plan 29	33709PA0700006	PPD		my Community Blue Flex PPO 2805SGE	N	33709PA0880001	Silver	0.6817	Standard AV	On/Off	0.717	1.010	1.002	1.010	1.000	0.992	\$467.86	9.7%	3.4%	0.0%	
Plan 30	33709PA0700006	PPD		my Community Blue Flex PPO 2805SGE	DNM												\$0.00				
Plan 31	33709PA0700007	PPD		my Community Blue Flex PPO 2100S	DM	33709PA0860002	Silver	0.705	Approach (1)	On/Off	0.724	1.010	1.002	1.010	1.000	0.992	\$472.54	9.7%	3.4%	0.0%	
Plan 32	33709PA0700007	PPD		my Community Blue Flex PPO 2100S	DNM												\$0.00				
Plan 33	33709PA0700008	PPD		my Community Blue Flex PPO 6800B	N	33709PA0860007	Bronze	0.6144	Approach (1)	On/Off	0.590	0.980	1.002	1.010	1.000	0.992	\$373.55	9.7%	3.4%	0.0%	
Plan 34	33709PA0700008	PPD		my Community Blue Flex PPO 6800B	DNM												\$0.00				

[illegible]

2017 Calibrated Plan Adjusted Index Rate PMPM	2018 Calibrated Plan Adjusted Index Rate PMPM	Proposed Rate Change Compared to Prior 12 months
\$ 243.85	\$ 291.76	19.65%
\$ -	\$ 369.82	0.0%
\$ -	\$ 310.01	0.0%
\$ -	\$ 313.11	0.0%
\$ -	\$ 380.87	0.0%
\$ -	\$ 247.51	0.0%
\$ -	\$ 270.31	0.0%
\$ -	\$ 376.30	0.0%
\$ -	\$ 315.44	0.0%
\$ -	\$ 318.60	0.0%
\$ -	\$ 285.79	0.0%
\$ -	\$ 251.85	0.0%
\$ -	\$ 275.05	0.0%
\$ 205.56	\$ 238.29	15.9%
\$ 205.56	\$ 238.29	15.9%
\$ 205.56	\$ -	-100.0%
\$ 205.56	\$ 238.29	15.9%
\$ 309.56	\$ 369.82	19.5%
\$ 309.56	\$ -	-100.0%
\$ 302.13	\$ 369.82	22.4%
\$ 302.13	\$ -	-100.0%
\$ 252.69	\$ 313.11	23.9%
\$ 252.69	\$ -	-100.0%
\$ 255.65	\$ 313.11	22.5%
\$ 255.65	\$ -	-100.0%
\$ 204.34	\$ 247.51	21.1%
\$ 204.34	\$ -	-100.0%
\$ 344.35	\$ 376.30	9.3%
\$ 344.35	\$ -	-100.0%
\$ 286.79	\$ 315.44	10.0%
\$ 286.79	\$ -	-100.0%
\$ 278.01	\$ 318.60	14.6%
\$ 278.01	\$ -	-100.0%
\$ 220.85	\$ 251.85	14.0%
\$ 220.85	\$ -	-100.0%

PA Rate Template Part IV A - Individual

Table 11. Plan Premium Development for 21-Year-Old Non-Tobacco User

Carrier Name: Highmark, Inc.
 Product(s): EPO, PPO
 Market Segment: Individual
 Rate Effective Date: 01/01/2018

Plan Number	HIOS Plan ID (Standard Component)	1/1/17 Plan Marketing Name	Discontinued, New, Modified, Existing (D,N,M,E) for 2018	1/1/18 Plan HIOS PLAN ID (If 1/1/17 Plan Discontinued)	Metallic Tier	Exchange On/Off or Off
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Totals

These cells auto-fill using the data entered in Table 10.

Plan 1	33709PA0870001	my Direct Blue EPO 1000	N	33709PA0870001	Gold	On/Off
Plan 2	33709PA0890001	my Direct Blue EPO 2850	N	33709PA0890001	Silver	On/Off
Plan 3	33709PA0870002	my Direct Blue EPO 3750	N	33709PA0870002	Silver	On/Off
Plan 4	33709PA0870004	my Direct Blue EPO 7150	N	33709PA0870004	Silver	On/Off
Plan 5	33709PA0870007	my Direct Blue EPO 6950	N	33709PA0870007	Bronze	On/Off
Plan 6	33709PA0870006	my Direct Blue EPO 7000	N	33709PA0870006	Bronze	On/Off
Plan 7	33709PA0860001	my Direct Blue Conemaug	N	33709PA0860001	Gold	On/Off
Plan 8	33709PA0880001	my Direct Blue Conemaug	N	33709PA0880001	Silver	On/Off
Plan 9	33709PA0860002	my Direct Blue Conemaug	N	33709PA0860002	Silver	On/Off
Plan 10	33709PA0860004	my Direct Blue Conemaug	N	33709PA0860004	Silver	On/Off
Plan 11	33709PA0860007	my Direct Blue Conemaug	N	33709PA0860007	Bronze	On/Off
Plan 12	33709PA0860006	my Direct Blue Conemaug	N	33709PA0860006	Bronze	On/Off
Plan 13	33709PA0380004	Major Events Blue PPO 73	M	33709PA0380004	Catastrophic	On/Off
Plan 14	33709PA0380004	Major Events Blue PPO 73	DM	33709PA0380003	Catastrophic	Off
Plan 15	33709PA0380004	Major Events Blue PPO 73	DNM	0		
Plan 16	33709PA0380003	Major Events Blue PPO 73	M	33709PA0380003	Catastrophic	Off
Plan 17	33709PA0690003	my Connect Blue EPO 250	DM	33709PA0870001	Gold	On/Off
Plan 18	33709PA0690003	my Connect Blue EPO 250	DNM	0		
Plan 19	33709PA0690005	my Connect Blue EPO 100	DM	33709PA0870001	Gold	On/Off
Plan 20	33709PA0690005	my Connect Blue EPO 100	DNM	0		
Plan 21	33709PA0690001	my Connect Blue EPO 175	DM	33709PA0870002	Silver	On/Off
Plan 22	33709PA0690001	my Connect Blue EPO 175	DNM	0		
Plan 23	33709PA0690002	my Connect Blue EPO 250	DM	33709PA0870002	Silver	On/Off
Plan 24	33709PA0690002	my Connect Blue EPO 250	DNM	0		
Plan 25	33709PA0690004	my Connect Blue EPO 650	DM	33709PA0870007	Bronze	On/Off
Plan 26	33709PA0690004	my Connect Blue EPO 650	DNM	0		
Plan 27	33709PA0700005	my Community Blue Flex	DM	33709PA0860001	Gold	On/Off
Plan 28	33709PA0700005	my Community Blue Flex	DNM	0		
Plan 29	33709PA0700006	my Community Blue Flex	DM	33709PA0880001	Silver	On/Off
Plan 30	33709PA0700006	my Community Blue Flex	DNM	0		
Plan 31	33709PA0700007	my Community Blue Flex	DM	33709PA0860002	Silver	On/Off
Plan 32	33709PA0700007	my Community Blue Flex	DNM	0		
Plan 33	33709PA0700008	my Community Blue Flex	DM	33709PA0860007	Bronze	On/Off
Plan 34	33709PA0700008	my Community Blue Flex	DNM	0		

2017 21-year-old, Non-Tobacco Premium PMPM									(weighted by enrollment by rating area)
1	2	3	4	5	6	7	8	9	

\$ 199.39	\$ 199.39	\$ -	\$ 236.22	\$ 238.54	\$ -	\$ -	\$ -	\$ -	\$ 236.53
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\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
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\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
\$ 199.39	\$ 199.39	\$ -	\$ 199.39	\$ 199.39	\$ 213.78	\$ -	\$ -	\$ -	\$ 199.39
\$ 199.39	\$ 199.39	\$ -	\$ 199.39	\$ 199.39	\$ 213.78	\$ -	\$ -	\$ -	\$ 199.39
\$ 199.39	\$ 199.39	\$ -	\$ 199.39	\$ 199.39	\$ 213.78	\$ -	\$ -	\$ -	\$ 199.39
\$ 199.39	\$ 199.39	\$ -	\$ 199.39	\$ 199.39	\$ 213.78	\$ -	\$ -	\$ -	\$ 199.39
\$ 300.28	\$ 300.28	\$ -	\$ 300.28	\$ 300.28	\$ 321.94	\$ -	\$ -	\$ -	\$ 300.28
\$ 300.28	\$ 300.28	\$ -	\$ 300.28	\$ 300.28	\$ 321.94	\$ -	\$ -	\$ -	\$ 300.28
\$ 293.07	\$ 293.07	\$ -	\$ 293.07	\$ 293.07	\$ 314.21	\$ -	\$ -	\$ -	\$ 293.07
\$ 293.07	\$ 293.07	\$ -	\$ 293.07	\$ 293.07	\$ 314.21	\$ -	\$ -	\$ -	\$ 293.07
\$ 245.10	\$ 245.10	\$ -	\$ 245.10	\$ 245.10	\$ 262.79	\$ -	\$ -	\$ -	\$ 245.10
\$ 245.10	\$ 245.10	\$ -	\$ 245.10	\$ 245.10	\$ 262.79	\$ -	\$ -	\$ -	\$ 245.10
\$ 247.98	\$ 247.98	\$ -	\$ 247.98	\$ 247.98	\$ 265.88	\$ -	\$ -	\$ -	\$ 247.98
\$ 247.98	\$ 247.98	\$ -	\$ 247.98	\$ 247.98	\$ 265.88	\$ -	\$ -	\$ -	\$ 247.98
\$ 198.21	\$ 198.21	\$ -	\$ 198.21	\$ 198.21	\$ 212.52	\$ -	\$ -	\$ -	\$ 198.21
\$ 198.21	\$ 198.21	\$ -	\$ 198.21	\$ 198.21	\$ 212.52	\$ -	\$ -	\$ -	\$ 198.21
\$ 334.02	\$ 334.02	\$ -	\$ 334.02	\$ 334.02	\$ 358.13	\$ -	\$ -	\$ -	\$ 334.02
\$ 334.02	\$ 334.02	\$ -	\$ 334.02	\$ 334.02	\$ 358.13	\$ -	\$ -	\$ -	\$ 334.02
\$ 278.19	\$ 278.19	\$ -	\$ 278.19	\$ 278.19	\$ 298.26	\$ -	\$ -	\$ -	\$ 278.19
\$ 278.19	\$ 278.19	\$ -	\$ 278.19	\$ 278.19	\$ 298.26	\$ -	\$ -	\$ -	\$ 278.19
\$ 269.67	\$ 269.67	\$ -	\$ 269.67	\$ 269.67	\$ 289.13	\$ -	\$ -	\$ -	\$ 269.67
\$ 269.67	\$ 269.67	\$ -	\$ 269.67	\$ 269.67	\$ 289.13	\$ -	\$ -	\$ -	\$ 269.67
\$ 214.23	\$ 214.23	\$ -	\$ 214.23	\$ 214.23	\$ 229.69	\$ -	\$ -	\$ -	\$ 214.23
\$ 214.23	\$ 214.23	\$ -	\$ 214.23	\$ 214.23	\$ 229.69	\$ -	\$ -	\$ -	\$ 214.23

2018 21-year-old, Non-Tobacco Premium PMPM

1	2	3	4	5	6	7	8	9	(weighted by enrollment by rating area)
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\$ 231.14	\$ 231.14	\$ -	\$ 287.81	\$ 270.64	\$ -	\$ -	\$ -	\$ -	\$ 283.01
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[illegible]

Change in 21-year-old Non-Tobacco Premium PMPM

									(weighted by enrollment by rating area)
1	2	3	4	5	6	7	8	9	

15.9%	15.9%	0.0%	21.8%	13.6%	0.0%	0.0%	0.0%	0.0%	19.7%
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[illegible]

PA Rate Quarterly Template Part V Consumer Factors

Carrier Name:	Highmark, Inc.
Product(s):	EPO, PPO
Market Segment:	Individual
Rate Effective Date:	01/01/2018

Table 12. Age and Tobacco Factors

Projection Period Age and Tobacco Factors						
Age Band	Age Factor	Tobacco Factor		Age Band	Age Factor	Tobacco Factor
0-14	0.765			40	1.278	1.100
15	0.833			41	1.302	1.105
16	0.859			42	1.325	1.112
17	0.885			43	1.357	1.121
18	0.913	1.000		44	1.397	1.132
19	0.941	1.000		45	1.444	1.145
20	0.970	1.000		46	1.500	1.160
21	1.000	1.025		47	1.563	1.177
22	1.000	1.025		48	1.635	1.196
23	1.000	1.025		49	1.706	1.217
24	1.000	1.025		50	1.786	1.225
25	1.004	1.025		51	1.865	1.225
26	1.024	1.025		52	1.952	1.225
27	1.048	1.025		53	2.040	1.225
28	1.087	1.025		54	2.135	1.225
29	1.119	1.025		55	2.230	1.225
30	1.135	1.025		56	2.333	1.225
31	1.159	1.025		57	2.437	1.225
32	1.183	1.025		58	2.548	1.225
33	1.198	1.025		59	2.603	1.225
34	1.214	1.025		60	2.714	1.225
35	1.222	1.025		61	2.810	1.225
36	1.230	1.025		62	2.873	1.225
37	1.238	1.025		63	2.952	1.225
38	1.246	1.025		64+	3.000	1.225
39	1.262	1.025				

*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, Erie, Forest, McKean, Mercer, Venango, Warren	0.970	0.970
Rating Area 2	Cameron, Elk, Potter	0.970	0.970
Rating Area 3			
Rating Area 4	Allegheny, Armstrong, Beaver, Butler, Fayette, Greene, Indiana, Lawrence, Washington, Westmoreland	0.970	0.970
Rating Area 5	Bedford, Blair, Cambria, Clearfield, Huntingdon, Jefferson, Somerset	0.970	0.970
Rating Area 6	Centre, Columbia, Lehigh, Mifflin, Montour, Northampton, Northumberland, Schuylkill, Snyder, Union	1.040	1.040
Rating Area 7			
Rating Area 8			
Rating Area 9			

Table 14. Network Factors

[illegible]

Highmark, Inc.
d/b/a Highmark Blue Cross Blue Shield
Individual Market
Western PA Region

Plan Design Summary

HIOS Plan ID	Plan Design Marketing Name	Product	Metal	On/Off Exchange	Network Service Zone	Rating Area	Counties Covered
33709PA0870001	my Direct Blue EPO 1000G	EPO	Gold	On & Off	I	4	Beaver, Butler
33709PA0890001	my Direct Blue EPO 2850SQE	EPO	Silver	On & Off	I	4	Beaver, Butler
33709PA0870002	my Direct Blue EPO 3750S	EPO	Silver	On & Off	I	4	Beaver, Butler
33709PA0870004	my Direct Blue EPO 7150S	EPO	Silver	On & Off	I	4	Beaver, Butler
33709PA0870007	my Direct Blue EPO 6950B	EPO	Bronze	On & Off	I	4	Beaver, Butler
33709PA0870006	my Direct Blue EPO 7000B	EPO	Bronze	On & Off	I	4	Beaver, Butler
33709PA0860001	my Direct Blue Conemaugh EPO 1	EPO	Gold	On & Off	Y	5	Blair, Cambria, Somerset
33709PA0880001	my Direct Blue Conemaugh EPO 2	EPO	Silver	On & Off	Y	5	Blair, Cambria, Somerset
33709PA0860002	my Direct Blue Conemaugh EPO 3	EPO	Silver	On & Off	Y	5	Blair, Cambria, Somerset
33709PA0860004	my Direct Blue Conemaugh EPO 7	EPO	Silver	On & Off	Y	5	Blair, Cambria, Somerset
33709PA0860007	my Direct Blue Conemaugh EPO 6	EPO	Bronze	On & Off	Y	5	Blair, Cambria, Somerset
33709PA0860006	my Direct Blue Conemaugh EPO 7	EPO	Bronze	On & Off	Y	5	Blair, Cambria, Somerset
33709PA0380004	Major Events Blue PPO 7350C	PPO	Catastrophic	On & Off	L	4, 5	Beaver, Blair, Butler, Cambria, Somerset
33709PA0380003	Major Events Blue PPO 7350C	PPO	Catastrophic	Off	M	1, 2, 4, 5, 6	Allegheny, Armstrong, Bedford, Cameron, Centre*, Clarion, Clearfield, Crawford, Elk, Erie, Fayette, Forest, Greene, Huntingdon, Indiana, Jefferson, Lawrence, McKean, Mercer, Potter, Warren, Washington, Westmoreland, Venango

Company Name: Highmark Inc., d/b/a Highmark Blue Cross Blue Shield
Market: Individual
Product(s): EPO, PPO
Effective Date of Rates: January 1, 2018 - December 31, 2018

HIOS Plan ID (On Exchange) =>	33709PA0870001	33709PA0890001	33709PA0870002	33709PA0870004	33709PA0870007	33709PA0870006	33709PA0860001							
HIOS Plan ID (Off Exchange) =>	33709PA0870001	33709PA0890001	33709PA0870002	33709PA0870004	33709PA0870007	33709PA0870006	33709PA0860001							
Plan Name =>	my Direct Blue EPO 1000G	my Direct Blue EPO 2850SQE	my Direct Blue EPO 3750S	my Direct Blue EPO 7150S	my Direct Blue EPO 6950B	my Direct Blue EPO 7000B	my Direct Blue Conemaugh EPO 1000G							
Form # =>	EPO/WDP	EPO/HDHP/WDP	EPO/WDP	EPO/WDP	EPO/WDP	EPO/WDP	EPO/WDP							
Rating Area =>	Area 4	Area 4	Area 4	Area 4	Area 4	Area 4	Area 5							
Network / Service Zone =>	I	I	I	I	I	I	Y							
Metal =>	Gold	Silver	Silver	Silver	Bronze	Bronze	Gold							
Deductible =>	\$1,000	\$2,850	\$3,750	\$7,150	\$6,950	\$7,000	\$1,000							
Coinurance =>	80%	80%	70%	70%	100%	70%	80%							
Copays =>	\$0 PCP	N/A	\$0 PCP	\$70 PCP	\$50 PCP	\$60 PCP	\$0 PCP							
OOP Max =>	\$6,500	\$6,550	\$7,350	\$7,350	\$7,350	\$7,350	\$6,500							
Pediatric Dental =>	Yes	Yes	Yes	Yes	Yes	Yes	Yes							
Age Band	Non-Tobacco	Tobacco	Non-Tobacco	Tobacco	Non-Tobacco	Tobacco	Non-Tobacco	Tobacco	Non-Tobacco	Tobacco	Non-Tobacco	Tobacco	Non-Tobacco	Tobacco
0-14	\$274.42	\$274.42	\$230.04	\$230.04	\$232.34	\$232.34	\$208.42	\$208.42	\$183.67	\$183.67	\$200.58	\$200.58	\$279.23	\$279.23
15	\$298.81	\$298.81	\$250.49	\$250.49	\$252.99	\$252.99	\$226.94	\$226.94	\$199.99	\$199.99	\$218.41	\$218.41	\$304.05	\$304.05
16	\$308.14	\$308.14	\$258.31	\$258.31	\$260.89	\$260.89	\$234.03	\$234.03	\$206.24	\$206.24	\$225.23	\$225.23	\$313.54	\$313.54
17	\$317.47	\$317.47	\$266.13	\$266.13	\$268.78	\$268.78	\$241.11	\$241.11	\$212.48	\$212.48	\$232.05	\$232.05	\$323.03	\$323.03
18	\$327.51	\$327.51	\$274.55	\$274.55	\$277.29	\$277.29	\$248.74	\$248.74	\$219.20	\$219.20	\$239.39	\$239.39	\$333.25	\$333.25
19	\$337.56	\$337.56	\$282.97	\$282.97	\$285.79	\$285.79	\$256.37	\$256.37	\$225.92	\$225.92	\$246.73	\$246.73	\$343.47	\$343.47
20	\$347.96	\$347.96	\$291.69	\$291.69	\$294.60	\$294.60	\$264.27	\$264.27	\$232.89	\$232.89	\$254.33	\$254.33	\$354.06	\$354.06
21	\$358.72	\$367.69	\$300.71	\$308.23	\$303.71	\$311.30	\$272.44	\$279.25	\$240.09	\$246.09	\$262.20	\$268.76	\$365.01	\$374.14
22	\$358.72	\$367.69	\$300.71	\$308.23	\$303.71	\$311.30	\$272.44	\$279.25	\$240.09	\$246.09	\$262.20	\$268.76	\$365.01	\$374.14
23	\$358.72	\$367.69	\$300.71	\$308.23	\$303.71	\$311.30	\$272.44	\$279.25	\$240.09	\$246.09	\$262.20	\$268.76	\$365.01	\$374.14
24	\$358.72	\$367.69	\$300.71	\$308.23	\$303.71	\$311.30	\$272.44	\$279.25	\$240.09	\$246.09	\$262.20	\$268.76	\$365.01	\$374.14
25	\$360.15	\$369.15	\$301.91	\$309.46	\$304.92	\$312.54	\$273.53	\$280.37	\$241.05	\$247.08	\$263.25	\$269.83	\$366.47	\$375.63
26	\$367.33	\$376.51	\$307.93	\$315.63	\$311.00	\$318.78	\$278.98	\$285.95	\$245.85	\$252.00	\$268.49	\$275.20	\$373.77	\$383.11
27	\$375.94	\$385.34	\$315.14	\$323.02	\$318.29	\$326.25	\$285.52	\$292.66	\$251.61	\$257.90	\$274.79	\$281.66	\$382.53	\$392.09
28	\$389.93	\$399.68	\$326.87	\$335.04	\$330.13	\$338.38	\$296.14	\$303.54	\$260.98	\$267.50	\$285.01	\$292.14	\$396.77	\$406.69
29	\$401.41	\$411.45	\$336.49	\$344.90	\$339.85	\$348.35	\$304.86	\$312.48	\$268.66	\$275.38	\$293.40	\$300.74	\$408.45	\$418.66
30	\$407.15	\$417.33	\$341.31	\$349.84	\$344.71	\$353.33	\$309.22	\$316.95	\$272.50	\$279.31	\$297.60	\$305.04	\$414.29	\$424.65
31	\$415.76	\$426.15	\$348.52	\$357.23	\$352.00	\$360.80	\$315.76	\$323.65	\$278.26	\$285.22	\$303.89	\$311.49	\$423.05	\$433.63
32	\$424.37	\$434.98	\$355.74	\$364.63	\$359.29	\$368.27	\$322.30	\$330.36	\$284.03	\$291.13	\$310.18	\$317.93	\$431.81	\$442.61
33	\$429.75	\$440.49	\$360.25	\$369.26	\$363.84	\$372.94	\$326.38	\$334.54	\$287.63	\$294.82	\$314.12	\$321.97	\$437.28	\$448.21
34	\$435.49	\$446.38	\$365.06	\$374.19	\$368.70	\$377.92	\$330.74	\$339.01	\$291.47	\$298.76	\$318.31	\$326.27	\$443.12	\$454.20
35	\$438.36	\$449.32	\$367.47	\$376.66	\$371.13	\$380.41	\$332.92	\$341.24	\$293.39	\$300.72	\$320.41	\$328.42	\$446.04	\$457.19
36	\$441.23	\$452.26	\$369.87	\$379.12	\$373.56	\$382.90	\$335.10	\$343.48	\$295.31	\$302.69	\$322.51	\$330.57	\$448.96	\$460.18
37	\$444.10	\$455.20	\$372.28	\$381.59	\$375.99	\$385.39	\$337.28	\$345.71	\$297.23	\$304.66	\$324.60	\$332.72	\$451.88	\$463.18
38	\$446.97	\$458.14	\$374.68	\$384.05	\$378.42	\$387.88	\$339.46	\$347.95	\$299.15	\$306.63	\$326.70	\$334.87	\$454.80	\$466.17
39	\$452.70	\$464.02	\$379.50	\$388.99	\$383.28	\$392.86	\$343.82	\$352.42	\$302.99	\$310.56	\$330.90	\$339.17	\$460.64	\$472.16
40	\$458.44	\$504.28	\$384.31	\$422.74	\$388.14	\$426.95	\$348.18	\$383.00	\$306.84	\$337.52	\$335.09	\$368.60	\$466.48	\$513.13
41	\$467.05	\$516.09	\$391.52	\$432.63	\$395.43	\$436.95	\$354.72	\$391.97	\$312.60	\$345.42	\$341.38	\$377.22	\$475.24	\$525.14
42	\$475.30	\$528.53	\$398.44	\$443.07	\$402.42	\$447.49	\$360.98	\$401.41	\$318.12	\$353.75	\$347.42	\$386.33	\$483.64	\$537.81
43	\$486.78	\$545.68	\$408.06	\$457.44	\$412.13	\$462.00	\$369.70	\$414.43	\$325.80	\$365.22	\$355.81	\$398.86	\$495.32	\$555.25
44	\$501.13	\$567.28	\$420.09	\$475.54	\$424.28	\$480.28	\$380.60	\$430.84	\$335.41	\$379.68	\$366.29	\$414.64	\$509.92	\$577.23
45	\$517.99	\$593.10	\$434.23	\$497.19	\$438.56	\$502.15	\$393.40	\$450.44	\$346.69	\$396.96	\$378.62	\$433.52	\$527.07	\$603.50
46	\$538.08	\$624.17	\$451.07	\$523.24	\$455.57	\$528.46	\$408.66	\$474.05	\$360.14	\$417.76	\$393.30	\$456.23	\$547.52	\$635.12
47	\$560.68	\$659.92	\$470.01	\$553.20	\$474.70	\$558.72	\$425.82	\$501.19	\$375.26	\$441.68	\$409.82	\$482.36	\$570.51	\$671.49
48	\$586.51	\$701.47	\$491.66	\$588.03	\$496.57	\$593.90	\$445.44	\$532.75	\$392.55	\$469.49	\$428.70	\$512.73	\$596.79	\$713.76
49	\$611.98	\$744.78	\$513.01	\$624.33	\$518.13	\$630.56	\$464.78	\$565.64	\$409.59	\$498.47	\$447.31	\$544.38	\$622.71	\$757.84
50	\$640.67	\$784.82	\$537.07	\$657.91	\$542.43	\$664.48	\$486.58	\$596.06	\$428.80	\$525.28	\$468.29	\$573.66	\$651.91	\$798.59
51	\$669.01	\$819.54	\$560.82	\$687.00	\$566.42	\$693.86	\$508.10	\$622.42	\$447.77	\$548.52	\$489.00	\$599.03	\$680.74	\$833.91
52	\$700.22	\$857.77	\$586.99	\$719.06	\$592.84	\$726.23	\$531.80	\$651.46	\$468.66	\$574.11	\$511.81	\$626.97	\$712.50	\$872.81
53	\$731.79	\$896.44	\$613.45	\$751.48	\$619.57	\$758.97	\$555.78	\$680.83	\$489.78	\$599.98	\$534.89	\$655.24	\$744.62	\$912.16
54	\$765.87	\$938.19	\$642.02	\$786.47	\$648.42	\$794.31	\$581.66	\$712.53	\$512.59	\$627.92	\$559.80	\$685.76	\$779.30	\$954.64
55	\$799.95	\$979.94	\$670.58	\$821.46	\$677.27	\$829.66	\$607.54	\$744.24	\$535.40	\$655.87	\$584.71	\$716.27	\$813.97	\$997.11
56	\$836.89	\$1,025.19	\$701.56	\$859.41	\$708.56	\$867.99	\$635.60	\$778.61	\$560.13	\$686.16	\$611.71	\$749.34	\$851.57	\$1,043.17
57	\$874.20	\$1,070.90	\$732.83	\$897.72	\$740.14	\$906.67	\$663.94	\$813.33	\$585.10	\$716.75	\$638.98	\$782.75	\$889.53	\$1,089.67
58	\$914.02	\$1,119.67	\$766.21	\$938.61	\$773.85	\$947.97	\$694.18	\$850.37	\$611.75	\$749.39	\$668.09	\$818.41	\$930.05	\$1,139.31
59	\$933.75	\$1,143.84	\$782.75	\$958.87	\$790.56	\$968.44	\$709.16	\$868.72	\$624.95	\$765.56	\$682.51	\$836.07	\$950.12	\$1,163.90
60	\$973.57	\$1,192.62	\$816.13	\$999.76	\$824.27	\$1,009.73	\$739.40	\$905.77	\$651.60	\$798.21	\$711.61	\$871.72	\$990.64	\$1,213.53
61	\$1,008.00	\$1,234.80	\$845.00	\$1,035.13	\$853.43	\$1,045.45	\$765.56	\$937.81	\$674.65	\$826.45	\$736.78	\$902.56	\$1,025.68	\$1,256.46
62	\$1,030.60	\$1,262.49	\$863.94	\$1,058.33	\$872.56	\$1,068.89	\$782.72	\$958.83	\$689.78	\$844.98	\$753.30	\$922.79	\$1,048.67	\$1,284.62
63	\$1,058.94	\$1,297.20	\$887.70	\$1,087.43	\$896.55	\$1,098.27	\$804.24	\$985.19	\$708.75	\$868.22	\$774.01	\$948.16	\$1,077.51	\$1,319.95
64	\$1,076.16	\$1,318.30	\$902.13	\$1,105.11	\$911.13	\$1,116.13	\$817.32	\$1,001.22	\$720.27	\$882.33	\$786.60	\$963.59	\$1,095.03	\$1,341.41
65+	\$1,076.16	\$1,318.30	\$902.13	\$1,105.11	\$911.13	\$1,116.13	\$817.32	\$1,001.22	\$720.27	\$882.33	\$786.60	\$963.59	\$1,095.03	\$1,341.41

Company Name: Highmark Inc.,
Market: Individual
Product(s): EPO, PPO
Effective Date of Rates: January

HIOS Plan ID (On Exchange) =>	33709PA0880001	33709PA0860002	33709PA0860004	33709PA0860007	33709PA0860006	33709PA0380004	NA	NA
HIOS Plan ID (Off Exchange) =>	33709PA0880001	33709PA0860002	33709PA0860004	33709PA0860007	33709PA0860006	33709PA0380004	33709PA0380003	33709PA0380003
Plan Name =>	my Direct Blue Conemaugh EPO 3750SE	my Direct Blue Conemaugh EPO 3750S	my Direct Blue Conemaugh EPO 7150S	my Direct Blue Conemaugh EPO 6950B	my Direct Blue Conemaugh EPO 7000B	Major Events Blue PPO 7350C	Major Events Blue PPO 7350C	Major Events Blue PPO 7350C
Form # =>	EPO/HDHP/WDP	EPO/WDP	EPO/WDP	EPO/WDP	EPO/WDP	CAT/WDP-5	CAT/WDP-5	CAT/WDP-5
Rating Area =>	Area 5	Area 5	Area 5	Area 5	Area 5	Area 4, 5	Area 1, 2, 4, 5	Area 6
Network / Service Zone =>	Y	Y	Y	Y	Y	L	M	M
Metal =>	Silver	Silver	Silver	Bronze	Bronze	Catastrophic	Catastrophic	Catastrophic
Deductible =>	\$2,850	\$3,750	\$7,150	\$6,950	\$7,000	\$7,350	\$7,350	\$7,350
Coinsurance =>	80%	70%	70%	100%	70%	100%	100%	100%
Copays =>	N/A	\$0 PCP	\$70 PCP	\$50 PCP	\$60 PCP	N/A	N/A	N/A
OOP Max =>	\$6,550	\$7,350	\$7,350	\$7,350	\$7,350	\$7,350	\$7,350	\$7,350
Pediatric Dental =>	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Age Band	Non-Tobacco	Tobacco	Non-Tobacco	Tobacco	Non-Tobacco	Tobacco	Non-Tobacco	Tobacco
0-14	\$234.07	\$234.07	\$236.42	\$236.42	\$212.07	\$212.07	\$186.89	\$186.89
15	\$254.88	\$254.88	\$257.43	\$257.43	\$230.92	\$230.92	\$203.50	\$203.50
16	\$262.84	\$262.84	\$265.47	\$265.47	\$238.13	\$238.13	\$209.85	\$209.85
17	\$270.79	\$270.79	\$273.50	\$273.50	\$245.34	\$245.34	\$216.21	\$216.21
18	\$279.36	\$279.36	\$282.15	\$282.15	\$253.10	\$253.10	\$223.05	\$223.05
19	\$287.93	\$287.93	\$290.81	\$290.81	\$260.86	\$260.86	\$229.89	\$229.89
20	\$296.80	\$296.80	\$299.77	\$299.77	\$268.90	\$268.90	\$236.97	\$236.97
21	\$305.98	\$313.63	\$309.04	\$316.77	\$277.22	\$284.15	\$244.30	\$250.41
22	\$305.98	\$313.63	\$309.04	\$316.77	\$277.22	\$284.15	\$244.30	\$250.41
23	\$305.98	\$313.63	\$309.04	\$316.77	\$277.22	\$284.15	\$244.30	\$250.41
24	\$305.98	\$313.63	\$309.04	\$316.77	\$277.22	\$284.15	\$244.30	\$250.41
25	\$307.20	\$314.88	\$310.28	\$318.04	\$278.33	\$285.29	\$251.41	\$267.87
26	\$313.32	\$321.15	\$316.46	\$324.37	\$283.87	\$290.97	\$250.16	\$256.41
27	\$320.67	\$328.69	\$323.87	\$331.97	\$290.53	\$297.79	\$256.03	\$262.43
28	\$332.60	\$340.92	\$335.93	\$344.33	\$301.34	\$308.87	\$265.55	\$272.19
29	\$342.39	\$350.95	\$345.82	\$354.47	\$310.21	\$317.97	\$273.37	\$280.20
30	\$347.29	\$355.97	\$350.76	\$359.53	\$314.64	\$322.51	\$277.28	\$284.21
31	\$354.63	\$363.50	\$358.18	\$367.13	\$321.30	\$329.33	\$283.14	\$290.22
32	\$361.97	\$371.02	\$365.59	\$374.73	\$327.95	\$336.15	\$289.01	\$296.24
33	\$366.56	\$375.72	\$370.23	\$379.49	\$332.11	\$340.41	\$292.67	\$299.99
34	\$371.46	\$380.75	\$375.17	\$384.55	\$336.55	\$344.96	\$296.58	\$303.99
35	\$373.91	\$383.26	\$377.65	\$387.09	\$338.76	\$347.23	\$298.53	\$305.99
36	\$376.36	\$385.77	\$380.12	\$389.62	\$340.98	\$349.50	\$300.49	\$308.00
37	\$378.80	\$388.27	\$382.59	\$392.15	\$343.20	\$351.78	\$302.44	\$310.00
38	\$381.25	\$390.78	\$385.06	\$394.69	\$345.42	\$354.06	\$304.40	\$312.01
39	\$386.15	\$395.80	\$390.01	\$399.76	\$349.85	\$358.60	\$308.31	\$316.02
40	\$391.04	\$430.14	\$394.95	\$434.45	\$354.29	\$389.72	\$312.22	\$343.44
41	\$398.39	\$440.22	\$402.37	\$444.62	\$360.94	\$398.84	\$318.08	\$351.48
42	\$405.42	\$450.83	\$409.48	\$455.34	\$367.32	\$408.46	\$323.70	\$359.95
43	\$415.21	\$465.45	\$419.37	\$470.11	\$376.19	\$421.71	\$331.52	\$371.63
44	\$427.45	\$483.87	\$431.73	\$488.72	\$387.28	\$438.40	\$341.29	\$386.34
45	\$441.84	\$505.91	\$446.25	\$510.96	\$400.31	\$458.35	\$352.77	\$403.92
46	\$458.97	\$532.41	\$463.56	\$537.73	\$415.83	\$482.36	\$366.45	\$425.08
47	\$478.25	\$562.90	\$483.03	\$568.53	\$433.29	\$509.98	\$381.84	\$449.43
48	\$500.28	\$598.33	\$505.28	\$604.31	\$453.25	\$542.09	\$399.43	\$477.72
49	\$522.00	\$635.27	\$527.22	\$641.63	\$472.94	\$575.57	\$416.78	\$507.22
50	\$546.48	\$669.44	\$551.95	\$676.14	\$506.51	\$606.51	\$436.32	\$534.49
51	\$570.65	\$699.05	\$576.36	\$706.04	\$517.02	\$633.35	\$455.62	\$558.13
52	\$597.27	\$731.66	\$603.25	\$738.98	\$541.13	\$662.88	\$476.87	\$584.17
53	\$624.20	\$764.65	\$630.44	\$772.29	\$565.53	\$692.77	\$498.37	\$610.50
54	\$653.27	\$800.26	\$659.80	\$808.26	\$591.86	\$725.03	\$521.58	\$638.94
55	\$682.34	\$835.87	\$689.16	\$844.22	\$618.20	\$757.30	\$544.79	\$667.37
56	\$713.85	\$874.47	\$720.99	\$883.21	\$646.75	\$792.27	\$569.95	\$698.19
57	\$745.67	\$913.45	\$753.13	\$922.58	\$675.59	\$827.60	\$595.36	\$729.32
58	\$779.64	\$955.06	\$787.43	\$964.60	\$706.36	\$865.29	\$622.48	\$762.54
59	\$796.47	\$975.68	\$804.43	\$985.43	\$721.60	\$883.96	\$635.91	\$778.99
60	\$830.43	\$1,017.28	\$838.73	\$1,027.44	\$752.38	\$921.67	\$663.03	\$812.21
61	\$859.80	\$1,053.26	\$868.40	\$1,063.79	\$778.99	\$954.26	\$686.48	\$840.94
62	\$879.08	\$1,076.87	\$887.87	\$1,087.64	\$796.45	\$975.65	\$701.87	\$859.79
63	\$903.25	\$1,106.48	\$912.29	\$1,117.56	\$818.35	\$1,002.48	\$721.17	\$883.43
64	\$917.94	\$1,124.48	\$927.12	\$1,135.72	\$831.66	\$1,018.78	\$732.90	\$897.80
65+	\$917.94	\$1,124.48	\$927.12	\$1,135.72	\$831.66	\$1,018.78	\$732.90	\$897.80

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

HIOS Plan ID	Plan Marketing Name	Product	Metal	On/Off Exchange
33709PA0870001	my Direct Blue EPO 1000G	EPO	Gold	On & Off
33709PA0890001	my Direct Blue EPO 2850SQE	EPO	Silver	On & Off
33709PA0870002	my Direct Blue EPO 3750S	EPO	Silver	On & Off
33709PA0870004	my Direct Blue EPO 7150S	EPO	Silver	On & Off
33709PA0870007	my Direct Blue EPO 6950B	EPO	Bronze	On & Off
33709PA0870006	my Direct Blue EPO 7000B	EPO	Bronze	On & Off
33709PA0860001	my Direct Blue Conemaugh EPO 1000G	EPO	Gold	On & Off
33709PA0880001	my Direct Blue Conemaugh EPO 2850SQE	EPO	Silver	On & Off
33709PA0860002	my Direct Blue Conemaugh EPO 3750S	EPO	Silver	On & Off
33709PA0860004	my Direct Blue Conemaugh EPO 7150S	EPO	Silver	On & Off
33709PA0860007	my Direct Blue Conemaugh EPO 6950B	EPO	Bronze	On & Off
33709PA0860006	my Direct Blue Conemaugh EPO 7000B	EPO	Bronze	On & Off
33709PA0380004	Major Events Blue PPO 7350C	PPO	Catastroph	On & Off
33709PA0380003	Major Events Blue PPO 7350C	PPO	Catastroph	Off

Market	Individual
<p>1. Market</p> <p>2. Individual</p>	<p>1. Market</p> <p>2. Individual</p>

RATING AREA 3[illegible]

Highmark Inc., d/b/a Highmark Blue Cross Blue Shield
Market Individual
RATES FOR AGE 21, NON-TOBACCO USER, BY RATING AREA AND COUNTY

RATING AREA 4															RATING AREA 5							
HIOS 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	
33709PA0870001	my Direct Blue EPO 1000G	EPO	Gold	On & Off			\$358.72	\$358.72														
33709PA0890001	my Direct Blue EPO 2850SQE	EPO	Silver	On & Off			\$300.71	\$300.71														
33709PA0870002	my Direct Blue EPO 3750S	EPO	Silver	On & Off			\$303.71	\$303.71														
33709PA0870004	my Direct Blue EPO 7150S	EPO	Silver	On & Off			\$272.44	\$272.44														
33709PA0870007	my Direct Blue EPO 6950B	EPO	Bronze	On & Off			\$240.09	\$240.09														
33709PA0870006	my Direct Blue EPO 7000B	EPO	Bronze	On & Off			\$262.20	\$262.20														
33709PA0860001	my Direct Blue Conemaugh EPO 1000G	EPO	Gold	On & Off												\$365.01		\$365.01			\$365.01	
33709PA0880001	my Direct Blue Conemaugh EPO 2850SQE	EPO	Silver	On & Off												\$305.98		\$305.98			\$305.98	
33709PA0860002	my Direct Blue Conemaugh EPO 3750S	EPO	Silver	On & Off												\$309.04		\$309.04			\$309.04	
33709PA0860004	my Direct Blue Conemaugh EPO 7150S	EPO	Silver	On & Off												\$277.22		\$277.22			\$277.22	
33709PA0860007	my Direct Blue Conemaugh EPO 6950B	EPO	Bronze	On & Off												\$244.30		\$244.30			\$244.30	
33709PA0860006	my Direct Blue Conemaugh EPO 7000B	EPO	Bronze	On & Off												\$266.80		\$266.80			\$266.80	
33709PA0380004	Major Events Blue PPO 7350C	PPO	Catastroph	On & Off			\$231.14	\$231.14								\$231.14		\$231.14			\$231.14	
33709PA0380003	Major Events Blue PPO 7350C	PPO	Catastroph	Off	\$231.14	\$231.14			\$231.14	\$231.14	\$231.14	\$231.14	\$231.14	\$231.14	\$231.14	\$231.14	\$231.14		\$231.14	\$231.14		

Market	Individual
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HIOS Plan ID	Plan Marketing Name	Product	Metal	On/Off Exchange
33709PA0870001	my Direct Blue EPO 1000G	EPO	Gold	On & Off
33709PA0890001	my Direct Blue EPO 2850SQE	EPO	Silver	On & Off
33709PA0870002	my Direct Blue EPO 3750S	EPO	Silver	On & Off
33709PA0870004	my Direct Blue EPO 7150S	EPO	Silver	On & Off
33709PA0870007	my Direct Blue EPO 6950B	EPO	Bronze	On & Off
33709PA0870006	my Direct Blue EPO 7000B	EPO	Bronze	On & Off
33709PA0860001	my Direct Blue Conemaugh EPO 1000G	EPO	Gold	On & Off
33709PA0880001	my Direct Blue Conemaugh EPO 2850SQE	EPO	Silver	On & Off
33709PA0860002	my Direct Blue Conemaugh EPO 3750S	EPO	Silver	On & Off
33709PA0860004	my Direct Blue Conemaugh EPO 7150S	EPO	Silver	On & Off
33709PA0860007	my Direct Blue Conemaugh EPO 6950B	EPO	Bronze	On & Off
33709PA0860006	my Direct Blue Conemaugh EPO 7000B	EPO	Bronze	On & Off
33709PA0380004	Major Events Blue PPO 7350C	PPO	Catastroph	On & Off
33709PA0380003	Major Events Blue PPO 7350C	PPO	Catastroph	Off

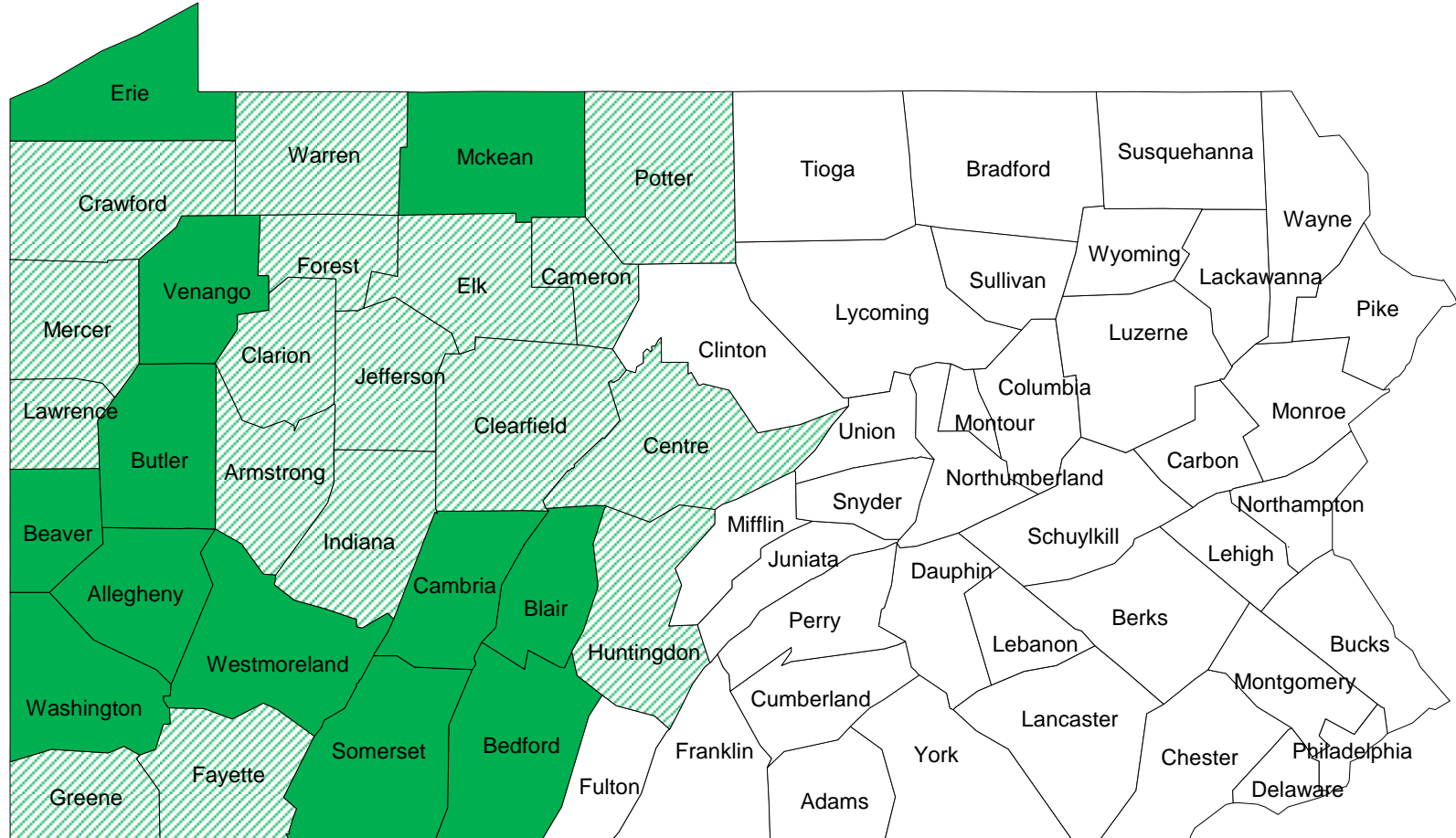
Market	Individual
<p>1. Market</p> <p>2. Individual</p>	<p>1. Market</p> <p>2. Individual</p>

RATING AREA 9**RATING AREA 9**


2017 Service Area


Issuer: Highmark Inc.

Market: Individual



Key *(modify as needed)*

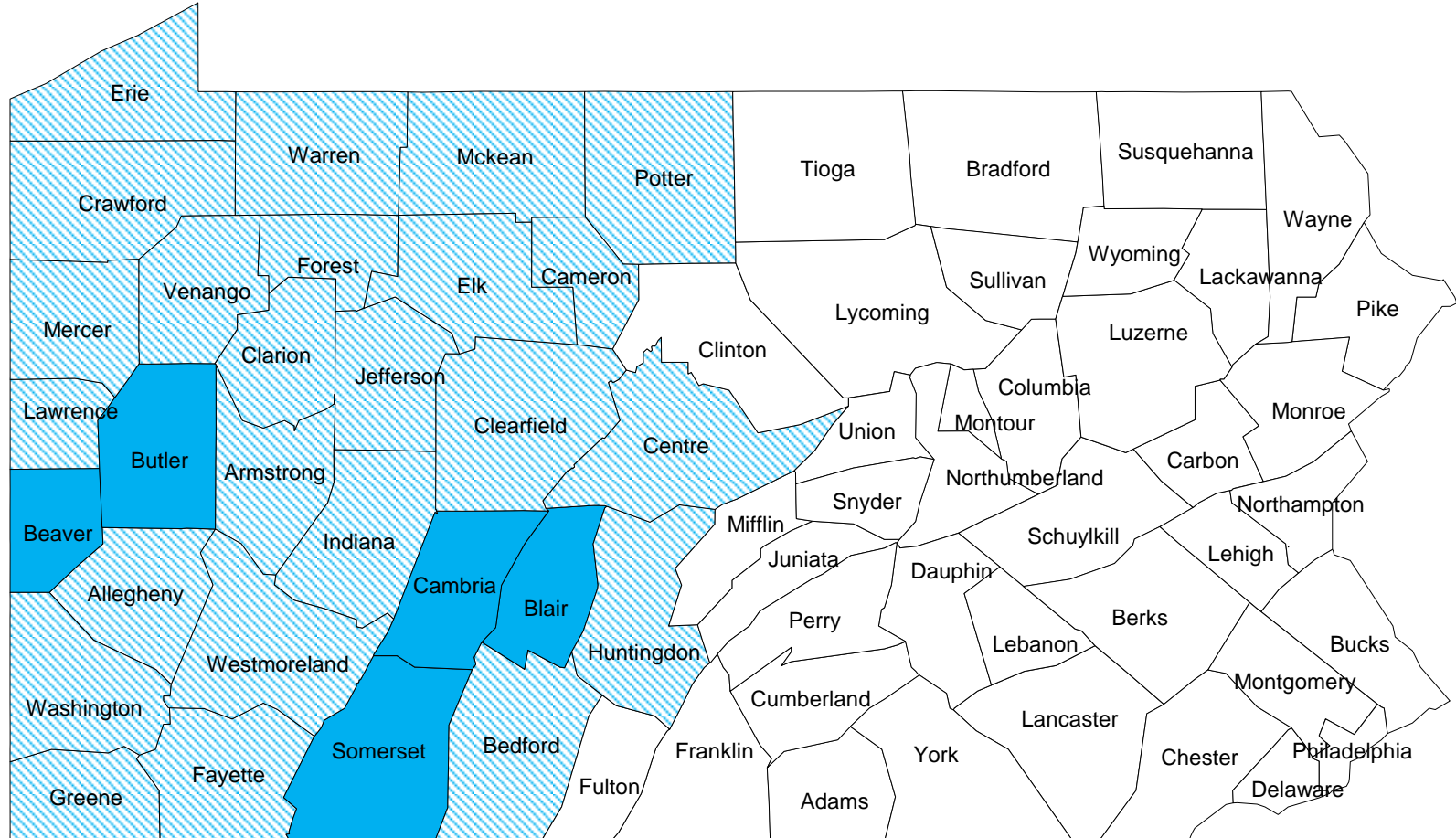
 : 2017 on-exchange service area

 : 2017 off-exchange only service area

2018 Service Area


Issuer: Highmark Inc.

Market: Individual



Key (*modify as needed*)

 : 2018 on-exchange service area

 : 2018 off-exchange only service area

1	Unified Rate Review v4.2																																							
2																																								
3	Company Legal Name:		Highmark		State:		PA																																	
4	HIOS Issuer ID:		33709		Market:		Individual																																	
5	Effective Date of Rate Change(s):		01/01/2018																																					
6																																								
7																																								
8	Market Level Calculations (Same for all Plans)																																							
9																																								
10																																								
11	Section I: Experience period data																																							
12	Experience Period:		01/01/2016		to		12/31/2016																																	
13			Experience Period		Aggregate Amount		PMPM		% of Prem																															
14	Premiums (net of MLR Rebate) in Experience Period:		\$141,044,695		\$287.31		100.00%																																	
15	Incurred Claims in Experience Period		\$151,170,732		307.94		107.18%																																	
16	Allowed Claims:		\$203,964,457		415.48		144.61%																																	
17	Index Rate of Experience Period				\$414.09																																			
18	Experience Period Member Months		490,907																																					
19																																								
20	Section II: Allowed Claims, PMPM basis																																							
21			Experience Period		Projection Period:		01/01/2018		to		12/31/2018		Mid-point to Mid-point, Experience to Projection:		24 months																									
22			on Actual Experience Allowed		Adj't. from Experience to		Projection Period		Annualized Trend		Factors		Projections, before credibility Adjustment		Credibility Manual																									
23	Benefit Category		Utilization Description		Utilization per 1,000		Average Cost/Service		PMPM		Pop'l risk Morbidity		Other		Cost		Util		Utilization per 1,000		Average Cost/Service		PMPM																	
24	Inpatient Hospital		Admits		83.90		\$12,427.89		\$86.89		1.240		1.085		1.050		1.054		115.60		\$14,865.13		\$143.20																	
25	Outpatient Hospital		Visits		2,778.50		499.41		115.63		1.240		1.085		1.050		1.054		3,828.20		597.35		190.56																	
26	Professional		Visits		14,915.00		85.50		106.27		1.240		1.085		1.050		1.054		20,549.80		102.27		175.14																	
27	Other Medical		Visits		696.80		233.37		13.55		1.240		1.085		1.050		1.054		960.05		279.13		22.33																	
28	Capitation		Benefit Period		12,000.00		1.73		1.73		1.000		1.000		0.850		1.000		12,000.00		1.25		1.25																	
29	Prescription Drug		Prescriptions		13,937.37		78.70		91.41		1.240		1.085		1.050		1.054		19,202.82		94.13		150.64																	
30	Total								\$415.48																															
31																																								
32	Section III: Projected Experience:																																							
33																																								
34																																								
35																																								
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49	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.																																							
50																																								

Product-Plan Data Information

Company Legal Name:
HIOS Issuer ID:
Effective Date of Rate Change(s):

Highmark
33709
01/01/2018

State: PA
Market: Individual

Product/Plan Level Calculations

Section I: General Product and Plan Information

Product	My Direct Blue EPO 33709PA087					My Direct Blue Crossover EPO 33709PA088					Direct Blue PPO 33709PA089	Blue Crossover 33709PA088	Major Events Blue PPO 33709PA018		Health Savings Blue P 33709PA019	Shared Cost Blue PPO 33709PA051	Major Events Blue PPO 33709PA050		Flex Blue PPO 33709PA042		My Connect Blue EPO 33709PA069
Product ID:																					
Metal:	Gold	Silver	Bronze	Bronze	Bronze	Gold	Silver	Bronze	Bronze	Bronze	Silver	Silver	Catastrophic	Catastrophic	Silver	Bronze	Catastrophic	Catastrophic	Gold	Gold	Silver
AV Metal Value:	0.787	0.705	0.662	0.614	0.649	0.787	0.705	0.662	0.614	0.649	0.882	0.682	0.574	0.574	0.683	0.619	0.536	0.556	0.791	0.795	0.683
AV Pricing Value:	0.990	0.838	0.752	0.662	0.723	1.007	0.853	0.765	0.674	0.746	0.890	0.844	0.638	0.638	0.810	0.610	0.510	0.510	0.910	0.910	0.683
Plan Category:	New	New	New	New	New	New	New	New	New	New	New	New	Renewing	Renewing	Terminated	Terminated	Terminated	Terminated	Terminated	Terminated	Terminated
Plan Type:	EPO	EPO	EPO	EPO	EPO	EPO	EPO	EPO	EPO	EPO	EPO	EPO	PPO	PPO	PPO	PPO	PPO	PPO	PPO	PPO	PPO
Plan Name	my Direct Blue EPO 1000G	my Direct Blue EPO 3750G	my Direct Blue EPO 7150G	my Direct Blue EPO 6950G	my Direct Blue EPO 7000G	my Direct Blue Crossover EPO 1000G	my Direct Blue Crossover EPO 3750G	my Direct Blue Crossover EPO 7150G	my Direct Blue Crossover EPO 6950G	my Direct Blue Crossover EPO 7000G	my Direct Blue Crossover EPO 2850G	my Direct Blue Crossover EPO 2850G	Major Events Blue PPO 7350G	Major Events Blue PPO 7350G	Health Savings Blue PPO 2700G	Shared Cost Blue PPO 6000G	Major Events Blue PPO 6850G	Major Events Blue PPO 6850G	Flex Blue PPO 1200 PPHM	Flex Blue PPO 1200 PPHM	My Connect Blue EPO 1750G
Plan ID (Standard Component ID):	33709PA0870001	33709PA0870002	33709PA0870003	33709PA0870004	33709PA0870005	33709PA0880001	33709PA0880002	33709PA0880003	33709PA0880004	33709PA0880005	33709PA0890001	33709PA0890002	33709PA0180001	33709PA0180002	33709PA0190001	33709PA0510001	33709PA0500001	33709PA0500002	33709PA0420013	33709PA0420014	33709PA0690001
Historical Rate Increase - Calendar Year - 2			0.00%					0.00%					0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Historical Rate Increase - Calendar Year - 1			0.00%					0.00%					0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Historical Rate Increase - Calendar Year 0			0.00%					0.00%					0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Effective Date of Proposed Rates	01/01/2018	01/01/2018	01/01/2018	01/01/2018	01/01/2018	01/01/2018	01/01/2018	01/01/2018	01/01/2018	01/01/2018	01/01/2018	01/01/2018	01/01/2018	01/01/2018	01/01/2018	01/01/2016	01/01/2016	01/01/2016	01/01/2016	01/01/2016	01/01/2017
Rate Change % (over prior fill)	20.57%	23.04%	0.00%	21.13%	0.00%	9.28%	14.60%	0.00%	14.04%	0.00%	0.00%	9.99%	15.93%	15.93%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Continuous Rate Change % (over 12 mos prior)	20.57%	23.04%	0.00%	21.13%	0.00%	9.28%	14.60%	0.00%	14.04%	0.00%	0.00%	9.99%	15.93%	15.93%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Prod of Rate Change % (over Expir. Period)	85.44%	97.83%		86.13%												-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%
Product Rate Increase %			0.00%					0.00%					0.00%	0.00%	15.93%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%

Section II: Components of Premium Increase (PMPM Dollar Amount above Current Average Rate PMPM)

Plan ID (Standard Component ID):	33709PA0870001	33709PA0870002	33709PA0870003	33709PA0870004	33709PA0870005	33709PA0880001	33709PA0880002	33709PA0880003	33709PA0880004	33709PA0880005	33709PA0890001	33709PA0890002	33709PA0890003	33709PA0180001	33709PA0180002	33709PA0190001	33709PA0510001	33709PA0510002	33709PA0500001	33709PA0500002	33709PA0420013	33709PA0420014	33709PA0690001
Member	\$8.22	\$25.00	\$23.33	\$0.00	\$17.41	\$0.00	\$15.80	\$19.99	\$0.00	\$13.84	\$0.00	\$13.84	\$13.84	\$13.84	\$13.84	\$13.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Outpatient	\$8.09	\$23.85	\$20.91	\$0.00	\$17.33	\$0.00	\$12.46	\$19.99	\$0.00	\$13.46	\$0.00	\$13.46	\$13.46	\$13.46	\$13.46	\$13.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Professional	\$16.99	\$48.06	\$42.42	\$0.00	\$32.48	\$0.00	\$38.81	\$58.14	\$0.00	\$28.74	\$0.00	\$28.74	\$28.74	\$28.74	\$28.74	\$28.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Prescription Drug	\$18.01	\$51.29	\$44.75	\$0.00	\$34.57	\$0.00	\$40.98	\$60.88	\$0.00	\$31.89	\$0.00	\$31.89	\$31.89	\$31.89	\$31.89	\$31.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Other	\$1.08	\$8.81	\$7.64	\$0.00	\$5.93	\$0.00	\$7.88	\$11.33	\$0.00	\$5.60	\$0.00	\$5.60	\$5.60	\$5.60	\$5.60	\$5.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Capitation	\$0.27	\$0.77	\$0.66	\$0.00	\$0.52	\$0.00	\$0.76	\$0.65	\$0.00	\$0.52	\$0.00	\$0.50	\$0.49	\$0.49	\$0.49	\$0.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Administration	\$4.16	\$11.48	\$10.87	\$0.00	\$7.84	\$0.00	\$6.41	\$7.64	\$0.00	\$5.86	\$0.00	\$5.86	\$5.86	\$5.86	\$5.86	\$5.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Taxes & Fees	\$20.28	\$59.27	\$49.37	\$0.00	\$39.32	\$0.00	\$66.33	\$53.20	\$0.00	\$44.23	\$0.00	\$44.23	\$44.23	\$44.23	\$44.23	\$44.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Risk & Profit Charge	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Rate Increase	\$39.54	\$108.61	\$100.91	\$0.00	\$74.30	\$0.00	\$54.99	\$69.87	\$0.00	\$53.36	\$0.00	\$53.36	\$53.36	\$53.36	\$53.36	\$53.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Member Cost Share Increase	\$21.02	\$42.08	\$49.58	\$0.00	\$37.77	\$0.00	\$35.31	\$41.53	\$0.00	\$32.84	\$0.00	\$32.84	\$32.84	\$32.84	\$32.84	\$32.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Average Current Rate PMPM	\$354.07	\$527.83	\$438.02		\$315.72		\$592.71	\$478.51		\$380.14		\$493.63	\$353.81	\$353.81	\$301.90	\$265.76	\$284.73	\$283.16	\$249.41	\$390.34	\$392.85	\$434.93	
Projected Member Months	20,099	2,227	5,834	600	3,936	1,200	434	800	300	2,634	600	600	209	148	577	0	0	0	0	0	0	0	

Section III: Experience Period Information

Plan ID (Standard Component ID):	Total	33709PA0870001	33709PA0870002	33709PA0870003	33709PA0870004	33709PA0870005	33709PA0880001	33709PA0880002	33709PA0880003	33709PA0880004	33709PA0880005	33709PA0890001	33709PA0890002	33709PA0180001	33709PA0180002	33709PA0420001	33709PA0420002	33709PA0420003	33709PA0420004	33709PA0420013	33709PA0420014	33709PA0690001
Plan Adjusted Index Rate	\$285.60	\$343.26	\$286.93	\$0.00	\$228.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$228.89	\$228.89	\$228.89	\$228.89	\$228.89	\$228.89	\$228.89	\$228.89	\$228.89	\$228.89	\$286.07
Member Months	490,906	56,920	105,713	0	34,488	0	0	0	0	0	0	0	0	48,392	110,135	31,991	2,334	455	8,754	3,623	88,501	
Total Premium (TP)	\$141,055,130	\$18,435,302	\$32,306,188	\$0	\$8,388,260	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$14,736,165	\$26,927,038	\$8,403,814	\$326,809	\$65,800	\$3,141,226	\$1,297,256	\$27,027,272	
EHB Percent of TP (see instructions)	99.44%	99.49%	99.48%	100.00%	99.36%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	99.47%	99.35%	99.37%	98.93%	98.91%	99.53%	99.53%	99.48%	
state mandated benefits portion of TP that are other than EHB	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
Other benefits portion of TP	0.56%	0.51%	0.52%	0.00%	0.64%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.53%	0.65%	0.63%	1.07%	1.09%	0.47%	0.47%	0.52%	
Total Allowed Claims (TAC)	\$203,964,350	\$31,393,749	\$51,727,645	\$0	\$6,083,131	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$23,851,577	\$33,131,119	\$7,674,687	\$179,024	\$41,769	\$5,891,893	\$2,218,159	\$42,271,598	
EHB Percent of TAC (see instructions)	99.67%	99.75%	99.73%	100.00%	99.25%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	99.70%	99.53%	99.39%	98.24%	98.46%	99.75%	99.75%	99.72%	
state mandated benefits portion of TAC that are other than EHB	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
Other benefits portion of TAC	0.33%	0.25%	0.27%	0.00%	0.75%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.30%	0.47%	0.61%	1.76%	1.54%	0.25%	0.25%	0.28%	
Allowed Claims which are not the issuer's obligation	\$44,340,275	\$7,468,339	\$13,773,792	\$0	\$2,317,216	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$5,449,877	\$5,843,980	\$419,467	\$10,809	\$13,180	\$1,550,284	\$274,022	\$12,740,952	
Portion of above payable by HHS's funds on behalf of insured person, in dollars	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Portion of above payable by HHS on behalf of insured person, as %	7.47%	0.00%	24.00%	#DIV/0!	0.00%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
Total Incurred Claims, payable with issuer funds	\$159,624,075	\$23,925,410	\$37,953,854	\$0	\$8,400,347	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$18,401,700	\$27,287,139	\$8,094,154	\$189,832	\$55,148	\$3,841,108	\$1,944,137	\$29,531,246	
Net Amt of Ret	\$5,175,124.50	\$412,889.52	\$1,057,041.50	\$0.00	\$77,105.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Net Amt of Risk Adj	\$14,481,846.51	\$755,206.03	\$479,389.15	\$0.00	\$4,478,669.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Incurred Claims PMPM	\$325.16	\$420.33	\$359.03	#DIV/0!	\$243.57	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	\$380.26	\$247.76	\$256.22	\$81.33	\$121.30	\$438.78
Allowed Claims PMPM	\$553.48	\$689.21	\$576.93	#DIV/0!	\$408.21	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	\$649.88	\$300.82	\$242.94	\$76.70	\$91.80	\$615.93
EHB portion of Allowed Claims, PMPM	\$414.10	\$510.16	\$488.00	#DIV/0!	\$375.06	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	\$491.40	\$299.41	\$241.46	\$75.35	\$90.30	\$614.19

Section IV: Projected (12 months following effective date)

Part II of the Preliminary Justification

Highmark – Individual Market

Scope and Range:

Highmark is requesting an average rate increase of 19.7% ranging from 9.3% to 23.9% for the 2018 ACA-qualifying individual products with effective dates from January 1, 2018 to December 31, 2018. This is projected to affect 1,400 members.

These premium rates are being set at a level that is required to adequately cover rising costs, primarily due to increasing medical and pharmacy services in the Individual market and the re-introduction of the federal insurer fee.

Historical Financial Experience:

Highmark incurred a substantial underwriting loss in its Individual ACA programs in 2016. This loss is net of the expected risk adjustment and federal reinsurance programs.

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 and Cost Sharing:

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 and Anticipated Operating Results:

Overall, administrative costs as a percentage of premium are about the same 2018 as in 2017. 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
Highmark, Inc.
d/b/a Highmark Blue Cross Blue Shield
Individual Rate Filing
Effective January 1, 2018

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I. General Information

Document Overview

This document contains the Part III Actuarial Memorandum for Highmark Blue Cross Blue Shield's (Highmark) individual block of business rate filing, for products with an effective date of January 1, 2018. 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 Pennsylvania Insurance Department, the Center for Consumer Information and Insurance Oversight (CCIIO), and their subcontractors to assist in the review of Highmark's rate filing. However, we recognize that this certification may become a public document. Highmark 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 that would result in the creation of any duty or liability under any theory of law by Highmark.

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, Inc.
- State: The Commonwealth of Pennsylvania has regulatory authority over these policies.
- HIOS Issuer ID: 33709
- Market: Individual
- Effective Date: January 1, 2018

I.2 Company Contact Information:

- Primary Contact Name: [REDACTED]
- Primary Contact Telephone Number: [REDACTED]
- Primary Contact Email Address: [REDACTED]

II. Proposed Rate Increase(s)

For all rate increases by plan see the 'Cum'tive Rate Change % (over 12 mos prior)' found in Worksheet 2 Row 27 of the URRT. The rate increase varies by plan due to an update in several of our pricing factors and changes in cost sharing required to meet Actuarial Value and other cost sharing restrictions under the Affordable Care Act as well as mappings between discontinued and new plans.

The primary drivers of the rate increase are increasing medical and pharmacy services in the Individual market and the re-introduction of the federal insurer fee.

In accordance with the filing instructions specified by the Pennsylvania Insurance Department, the rate development in this filing is based on certain assumptions we have had to make at this point in time. Most notably, these assumption include that CSR payments and advance payment of premium credits (APTCs) will continue until the end of 2018, there will be no significant changes in legislation, regulations or otherwise (i.e. rules, regulatory guidance, etc.) impacting the ACA market, and all Pennsylvania QHP issuers currently participating on the Marketplace will continue to do so throughout 2018. In addition, there are other uncertainties that may directly or indirectly affect an already unstable insurance market and ultimately, rates. One of these uncertainties includes the prospective enforcement of the ACA individual mandate. If any of these assumptions are ultimately incorrect or additional developments occur that similarly have a detrimental impact to the market, modifications to the rate development may be necessary. As a result, Highmark reserves the right to submit a revised filing.

III. Experience Period Premium and Claims

III.1 Paid through Date:

Experience Period claims were based on incurred calendar year 2016, paid through January 2017. This includes 2016 experience in Affordable Care Act compliant plans. Highmark did not offer any transitional plans in 2016.

III.2 Premiums (net of MLR Rebate) in Experience Period:

The premiums shown for the experience period were based on calendar year 2016 actual revenues.

Based on preliminary information for calendar year 2016, no MLR rebates are anticipated to be refunded to enrollees. Therefore, we did not include an adjustment for MLR rebates in the 2016 premium amounts.

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

- **Historical Experience:** We chose Highmark's current experience for the individual block of business for the period January 1, 2016 through December 31,

2016, with claims paid through January, 2017 as the basis for the 2018 projected individual market pricing.

- **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 Highmark's individual book-of-business. This section includes:
 - The amount of claims which were processed through Company's claims system,
 - Claims processed outside of the Company's claims system, 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 Highmark's detailed claim-level historical data. This experience includes 2016 claims for Affordable Care Act compliant business. For capitated and other off-system claims, historical capitations and experience were tabulated and added to the claims.
- **Paid Claims:** We also summarized the paid claims from detailed member records. The paid-to-allowed ratio for the experience period reflects the 2016 plan designs chosen by each member.
- **Incurred but Not Paid (IBNR) Claims Estimate:** Highmark is using a completion factor of 0.963 to include IBNR claims in allowed charges. The IBNR completion factor was developed using our corporate reserving system for Highmark's individual business. We applied it equally to both paid and allowed total claims (as a change to utilization) to complete the experience.

IV. Benefit Categories

Historical cost and utilization data was summarized at the defined benefit categories included in Worksheet 1, Section II of the URRT. This data was used to allocate total claims into its components on the URRT.

The data provided in this section closely adheres 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. Prescription drugs utilization were converted to a "per 30-day" script count.

V. Projection Factors

V.1 Changes in the Morbidity of the Population Insured

We applied an adjustment of approximately 24.0% to reflect the anticipated changes in the average morbidity of the covered population (beyond allowable rating factors). This morbidity adjustment reflects multiple changes including blending of the ACA business with new members from multiple sources including uninsured and the employer markets and a change in Highmark's plan offering in select counties.

V.2 Changes in Benefits

Highmark provided a Non-EHB Adult Vision benefit in 2016. This benefit was removed in 2017 and will not be offered in 2018. The removal of this benefit was captured in the capitation portion of trend and thus not captured in the change in benefits factor.

V.3 Changes in Demographics

We project that the average rating factor (age, tobacco load and area combined) will increase by about 1.9% due to the change in the population. This is primarily due to the expectation that the new members from the group and/or uninsured populations to be slightly older than the population in the underlying experience. This increases the projected allowed claims (utilization) by the same amount.

V.4 Trend Factors (cost/utilization)

This development of the CY2018 rates reflects an annual trend rate of 11.0% (5% cost, 5.7% utilization). These trends reflect Highmark's expectations regarding increases in in-network contractual reimbursement. The annual trend estimates include the impact of trends in 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 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.

Please note that while the underlying utilization trend is expected to be 5.7%, Highmark has included the anticipated change in utilization due to cost sharing requirements in the utilization trend column as instructed. The utilization adjustment is -0.3% per year. This brings the final utilization trend to 5.4% as found in the URRT.

VI. Credibility Manual Rate Development

VI.1 Source and Appropriateness of Experience Data Used

Highmark's individual experience is fully credible. No manual rate is developed or used in this projection. The Credibility Manual section of the URRT has been populated with zeroes to allow for finalization of the URRT Workbook.

VII. Credibility of Experience

The experience is from Highmark's individual book of business in 2016. It is large enough to be fully credible. Our results are based 100% on the experience rate, as adjusted.

VIII. Paid to Allowed Ratio

The paid to allowed ratio of 0.675 is a weighted average of the 2018 plan level paid to allowed ratios. Plan level paid to allowed factors were developed using an internal model based on Highmark individual claims experience.

IX. Risk Adjustment and Reinsurance

IX.1 Projected Risk Adjustments PMPM:

The estimated average risk score for Highmark's projected 2018 population was developed by using Highmark's 2016 claim diagnoses and the risk adjustment coefficients as finalized in the Notice of Benefit and Payment Parameters. Similarly, allowable rating factors, actuarial value factors, and induced demand factors were estimated for Highmark based upon its projected 2018 population.

We estimated the statewide average risk transfer factors based on current market assumptions. We estimated the statewide average premium using current market premium assumptions with adjustments for anticipated rate changes for 2018.

The actual calculation of the risk transfer followed the risk transfer methodology as prescribed.

The analysis resulted in Highmark receiving payment from the risk adjustment pool. This value is reflected in worksheet 1 net of the risk adjuster fee (\$0.14 PMPM) consistent with the single risk pool regulations.

IX.2 Projected ACA Reinsurance Recoveries Net of Reinsurance:

The Federal Reinsurance Program was terminated in 2017 resulting in projected 2018 reinsurance of \$0.

X. Non-Benefit Expenses and Profit & Risk

X.1 Administrative Expense Load:

The proposed rates reflect internal administrative costs including quality improvement administrative expenses. This cost was developed based on standard expense allocation methods.

X.2 Profit (or Contribution to Surplus) & Risk Margin:

The proposed premium rates reflect a 0% risk/contribution to surplus margin for all products and plans.

X.3 Taxes and Fees:

The following fees were added:

- \$0.21 Per Member Per Month for the Patient Centered Outcomes Research Fee.
- 3.4% for the Health Insurance Provider Fee
- 3.5% Exchange Fee x 55.0% assumed on exchange percentage (= 1.9% included in the single risk pool base rate)
- 0% Pennsylvania Premium Tax

XI. Projected Loss Ratio

The anticipated medical loss ratio is about 89.8% relative to total premium less taxes and fees. This loss ratio is calculated consistently with the federally prescribed MLR methodology.

XII. Single Risk Pool

As described above, the base experience used includes all Highmark individual members in accordance with the Single Risk Pool regulations. The projected membership and their corresponding premiums and claims only include those members who will be enrolled in a fully ACA-compliant plan in 2018.

XIII. Index Rate

Please see Exhibit I for the numerical development of the projected index rate. The index rates as shown on Worksheet I of the URRT are simply the average allowed claims for the Essential Health Benefits for the experience and projected populations, respectively, for Highmark. For the experience period, only non-grandfathered plans are included. The projection period Index Rate is not adjusted for reinsurance or risk adjustment programs or any other fee.

XIV. Market Adjusted Index Rate

Please see Exhibit I for a numerical demonstration of the Market Adjusted Index Rate development. The Market Adjusted Index Rate is the Index Rate further adjusted for risk adjustment, reinsurance, and the exchange fee. The Risk Adjustment factor is developed by taking one minus the expected risk transfer (net of the fee) and dividing by the projected incurred claims before reinsurance and risk adjustment. The Federal Reinsurance Program factor is developed by taking one minus the expected reinsurance recovery (net of the reinsurance premium) and dividing by the projected incurred claims, before reinsurance recoveries, net of reinsurance premium. The Exchange User Fee factor is developed by adding the expected average exchange fee PMPM and the projected incurred claims after risk adjuster and reinsurance, then dividing by the projected incurred claims after risk adjuster and reinsurance. These adjustments were developed as factors in accordance with the Part III instructions.

XV. Plan Adjusted Index Rates

A Plan Adjusted Index Rate is developed by taking the Market Adjusted Index Rate and adding a plan's actuarial value, relative benefit richness, relative network, any non EHB benefits, and retention. Please see Exhibit II for the development of the Plan Adjusted Index Rate for each plan.

XVI. Calibration

XVI.1 Age Curve Calibration:

The projected weighted average age factor for billable members is 1.760. This factor is calculated by dividing the all members age factor of 1.766 by the ratio of all members to billable members (1.003). Each Plan Adjusted Index Rate represents the rate for an average member with an age factor of 1.760. Please note that no member will pay these rates because the age factor of 1.760 is not found on the HHS Age Curve. It only represents the average age factor of the projected population. The nearest age to that factor is for age 50, which has a factor of 1.786. Please see Exhibit I for the development of the calibration factor.

XVI.2 Geographic Factor Calibration:

The projected weighted average geographic factor is 0.970. Each Plan Adjusted Index Rate represents the rate for an average member with a geographic factor of 0.970. Please see Exhibit I for the development of the calibration factor.

XVI.3 Tobacco Factor Calibration:

The projected weighted average tobacco factor is 1.008. Each Plan Adjusted Index Rate represents the rate for an average member with a tobacco factor of 1.008. Please see Exhibit I for the development of the calibration factor.

XVII. Consumer Adjusted Premium Rate Development

The plan adjusted index rate represents the rate for an average age and average geographic member with a mix of tobacco users and non-tobacco users. Multiplying by the Combined Calibration Factor found in Exhibit I results in the value for a 50 year old non-tobacco user in a 1.0 geographical area. The standard HHS Age Curve along with the filed tobacco factors and geography factors can be used to calculate any rate found in the QHP rate template.

XVIII. AV Metal Values

The AV Metal Values included in Worksheet 2 of the Part I Unified Rate Review Template were based the Federal AV Calculator. Some plans did require an adjustment to the inputs entered into the AV calculator. Screen shots and certifications for these plans were submitted as part of Highmark's QHP application.

XIX. AV Pricing Values

Please see Exhibit II for the portion of each AV pricing value that is attributable to each of the allowable modifiers. The utilization due to differences in cost sharing is based on the factors adopted by the risk adjustment methodology. No differences due to health status are in these adjustments.

XX. Membership Projections

Membership projections reflect Highmark's expectations for 2018. These projections reflect expected changes in market share due to market competition and changes in Highmark's plan offerings.

Highmark expects membership in 2018 to follow a similar metal level distribution as the Individual ACA experience period in the markets where plans will continue to be offered.

For the Silver level plans, the projected membership by cost sharing subsidy levels is based on the observed distribution of ACA members that were eligible under the federal poverty levels as determined by the federal health insurance exchange. The projected enrollment by plan and subsidy level is as follows:

CSR Silver Plan Membership Distribution			
FPL	Subsidy Level	% of Silver Membership	% of Total Membership
<150%	94%	14.0%	5.8%
150%-200%	87%	23.7%	9.8%
200%-250%	73%	10.2%	4.2%
>250%	70%	<u>52.1%</u>	<u>21.6%</u>
Total		100.0%	41.4%

XXI. Terminated Plans and Products

Plans in the 2016 experience period that will no longer be available in 2018 can be found in Exhibit III. Highmark has some HIOS IDs in 2016 with some members mapping to new plans and others who will be discontinued, depending on the county in which they live. In these situations Highmark has included only the mapped members in the rate change information and average premiums on Worksheet 2. If there are multiple plans being mapped to a single HIOS ID, the increases are weighted by the mapped members. The experience period information is populated with experience from all members in the largest plan that is being mapped to the HIOS ID.

Highmark also has some plans that were offered only in 2017 (not offered in the experience period or in the projection period.) These plans are shown in the lower portion of Exhibit III. In these instances the rate change information is handled in the same manner as described above. The experience period information is populated with zeros.

XXII. Plan Type

The Plan types listed in Worksheet 2, Section I of the Part I Unified Rate Review Template describe Highmark's plans adequately. No differences are needed.

XXIII. Warning Alerts

There were no validation warnings that occurred when finalizing the URRRT workbook.

XXIV. Actuarial Certification

I, [REDACTED] 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 to accompany Highmark's rate filing for the individual combined market on and 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(d)(1) 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. The allowable modifiers used to generate plan-level rates were:

- The actuarial value and cost-sharing design of the plan.
- The plan's provider network, delivery system characteristics, and utilization management practices.
- The benefits provided under the plan that are in addition to the essential health benefits. These estimated benefits were pooled with similar benefits within the single risk pool and the claims experience from those benefits was utilized to determine rate variations.
- Administrative costs, excluding Exchange user fees.
- With respect to catastrophic plans, the expected impact of the specific eligibility categories for those plans.

I certify that the percent of total premium that represents essential health benefits included in Worksheet 2, Sections III and IV were calculated in accordance with actuarial standards of practice.

I certify that the benefits included in Highmark's plans are substantially equivalent to the Essential Health Benefits (EHBs) in the Commonwealth of Pennsylvania's benchmark plans. I certify that any benefit substitutions are:

- Actuarially equivalent to the benefits being replaced,
- Are made within only the same essential health benefit category,
- Are based on a standardized plan population,
- Are determined regardless of cost-sharing,
- Are not prescription drug benefits, and
- Are based on an analysis performed in accordance with generally accepted actuarial principles and methodologies.

I certify that the AV Calculator was used to determine the AV Metal Values shown in Worksheet 2 of the Part I Unified Rate Review Template for all plans. The AV Metal Values included in Worksheet 2 of the Part I Unified Rate Review Template were based on the Federal AV Calculator. If any adjustments were required outside of the AV Calculator, appropriate certification has been provided to CMS through the QHP application process.

I certify that the geographic rating 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.

The Part I Unified Rate Review Template does not demonstrate the process used by Highmark 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]

Title: [REDACTED]

Date: June 23, 2017

Exhibit I
Highmark Inc.
d/b/a Highmark Blue Cross Blue Shield

Individual Market Adjusted Index Rate (effective January 1, 2018)

CY2018 Projected Period Average Members	1,675
CY2018 Projected Allowed Claims	\$683.12
Non-EHB Allowed Claims	\$0.91
CY2018 Index Rate (Allowed Claims for EHB Only)	\$682.21
Market-Wide Adjustment	
Risk Adjustment (Net of Risk Adjuster Fee)	0.922
Transitional Reinsurance Program (Net of Reinsurance Premium)	1.000
Exchange User Fee	1.023
CY2018 Market Adjusted Index Rate	\$643.23
Calibration	
Calibration from Plan Adjusted Index Rate to Age 50, 1.0 Area, Non-Smoker	
(a) Average Age Factor	1.760
(b) Age 50 (Nearest Age on HHS Age Curve) Age Factor	1.786
(c) Average Geographic Factor	0.970
(c) Average Tobacco Load Factor	1.008
Combined Calibration Factor $1/[(a/b)*c*d]$	1.038

Exhibit II
Highmark Inc.
d/b/a Highmark Blue Cross Blue Shield
Western PA Region

Unified Rate Review Template (URRT) AV Pricing Value Development
Market Adjusted Index Rate PMPM = \$643.23

HIOS Plan ID	Exchange Status	Metal Level	Plan/Design Marketing Name	Premium PMPM	AV Value	Portion of URRT AV Pricing Value ⁽¹⁾				
						(i)	(ii)	(iii)	(iv)	(v)
33709PA0870001	On & Off	Gold	my Direct Blue EPO 1000G	\$636.54	0.990	0.864	0.993	1.002	1.151	1.000
33709PA0890001	On & Off	Silver	my Direct Blue EPO 2850SQE	\$533.59	0.830	0.724	0.993	1.002	1.151	1.000
33709PA0870002	On & Off	Silver	my Direct Blue EPO 3750S	\$538.93	0.838	0.732	0.993	1.002	1.151	1.000
33709PA0870004	On & Off	Silver	my Direct Blue EPO 7150S	\$483.44	0.752	0.656	0.993	1.002	1.151	1.000
33709PA0870007	On & Off	Bronze	my Direct Blue EPO 6950B	\$426.03	0.662	0.578	0.993	1.002	1.151	1.000
33709PA0870006	On & Off	Bronze	my Direct Blue EPO 7000B	\$465.27	0.723	0.632	0.993	1.002	1.151	1.000
33709PA0860001	On & Off	Gold	my Direct Blue Conemaugh EPO 1000G	\$647.70	1.007	0.864	1.010	1.002	1.151	1.000
33709PA0880001	On & Off	Silver	my Direct Blue Conemaugh EPO 2850SQE	\$542.95	0.844	0.724	1.010	1.002	1.151	1.000
33709PA0860002	On & Off	Silver	my Direct Blue Conemaugh EPO 3750S	\$548.38	0.853	0.732	1.010	1.002	1.151	1.000
33709PA0860004	On & Off	Silver	my Direct Blue Conemaugh EPO 7150S	\$491.91	0.765	0.656	1.010	1.002	1.151	1.000
33709PA0860007	On & Off	Bronze	my Direct Blue Conemaugh EPO 6950B	\$433.50	0.674	0.578	1.010	1.002	1.151	1.000
33709PA0860006	On & Off	Bronze	my Direct Blue Conemaugh EPO 7000B	\$473.43	0.736	0.632	1.010	1.002	1.151	1.000
33709PA0380004	On & Off	Catastrophic	Major Events Blue PPO 7350C	\$410.16	0.638	0.563	1.068	1.002	1.151	0.920
33709PA0380003	Off	Catastrophic	Major Events Blue PPO 7350C	\$410.16	0.638	0.563	1.068	1.002	1.151	0.920

⁽¹⁾ 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.

Exhibit III
Highmark Inc.
d/b/a Highmark Blue Cross Blue Shield

Terminated Experience Period Plans

HIOS ID	Metal	Plan Name	2018 Mapping
33709PA0520001	Silver	Health Savings Blue PPO 2700	NA
33709PA0510001	Bronze	Shared Cost Blue PPO 6000	NA
33709PA0510002	Bronze	Shared Cost Blue PPO 6000	NA
33709PA0500001	Catastrophic	Major Events Blue PPO 6850	NA
33709PA0500002	Catastrophic	Major Events Blue PPO 6850	NA
33709PA0420013	Gold	Flex Blue PPO 1200 PMHA	NA
33709PA0420014	Gold	Flex Blue PPO 1200 Penn Highlands	NA
33709PA0690003	Gold	my Connect Blue EPO 250G	33709PA0870001 (Partial)
33709PA0690001	Silver	my Connect Blue EPO 1750S	33709PA0870002 (Partial)
33709PA0690002	Silver	my Connect Blue EPO 2500S	33709PA0870002 (Partial)
33709PA0690004	Bronze	my Connect Blue EPO 6500B	33709PA0870007 (Partial)

Plans Offered in 2017 Only

HIOS ID	Metal	Plan Name	2018 Mapping
33709PA0690005	Gold	my Connect Blue EPO 1000G	33709PA0870001 (Partial)
33709PA0700005	Gold	my Community Blue Flex PPO 1700GQ	33709PA0860001 (Partial)
33709PA0700006	Silver	my Community Blue Flex PPO 2800SQE	33709PA0880001 (Partial)
33709PA0700007	Silver	my Community Blue Flex PPO 2100S	33709PA0860002 (Partial)
33709PA0700008	Bronze	my Community Blue Flex PPO 6800B	33709PA0860007 (Partial)

ACTUARIAL MEMORANDUM

Highmark Inc.

Individual Rate Filing - January 1, 2018

I, [REDACTED], am a member of the American Academy of Actuaries and meet its qualification standards for preparing individual rate filings. As a consulting actuary, I was requested by Highmark Inc. ("Highmark") to review the development of the market-wide base rate for the individual market on and off the Pennsylvania Exchange. The confidential material presented in this filing was prepared for the specific purpose of submitting the rating formula for the Pennsylvania Insurance Department and may not be appropriate for other purposes. This filing represents premium rates for individuals sold or renewed effective January 1, 2018. The rates are guaranteed until December 31, 2018.

To the best of my knowledge and judgment, the following are true with respect to this filing:

1. Premium rates are established in accordance with generally accepted actuarial principles and the applicable Actuarial Standards of Practice. They are not excessive, inadequate, or unfairly discriminatory. Rates are reasonable in relationship to the benefits provided. However, it is certain that actual experience will not conform exactly to the assumptions used in this analysis. To the extent that actual experience is different from the assumptions used in developing the rates, the actual results will also deviate from the projected amounts.
2. In compliance with all applicable Pennsylvania and Federal Statutes and Regulations (45 CFR 156.80(d)(1)).
3. The rating factors and rating methodology are reasonable and consistent with Highmark's business plan at the time of the filing.

[REDACTED]

[REDACTED]
Fellow, Society of Actuaries
Member, American Academy of Actuaries
June 22, 2017

2018 Rates Table Template v7.1	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* Federal TIN* Rate Effective Date* Rate Expiration Date* Rating Method*	33709					
	23-1294723					
	01/01/2018					
	12/31/2018					
	Age-Based Rates					
Plan ID*	Rating Area ID*	Tobacco*	Age*	Individual Rate*	Individual Tobacco Rate*	
Required: Enter the 14-character Plan ID	Required: Select the Rating Area ID	Required: Select if Tobacco use of subscriber is used to determine if a person is eligible for a rate from a plan	Required: Select the age of a subscriber eligible for the rate	Required: Enter the rate of an Individual Non-Tobacco or No Preference enrollee on a plan	Required: Enter the rate of an Individual tobacco enrollee on a plan	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	0-14	274.42	274.42	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	15	298.81	298.81	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	16	308.14	308.14	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	17	317.47	317.47	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	18	327.51	327.51	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	19	337.56	337.56	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	20	347.96	347.96	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	21	358.72	367.69	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	22	358.72	367.69	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	23	358.72	367.69	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	24	358.72	367.69	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	25	360.15	369.15	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	26	367.33	376.51	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	27	375.94	385.34	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	28	389.93	399.68	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	29	401.41	411.45	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	30	407.15	417.33	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	31	415.76	426.15	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	32	424.37	434.98	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	33	429.75	440.49	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	34	435.49	446.38	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	35	438.36	449.32	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	36	441.23	452.26	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	37	444.10	455.20	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	38	446.97	458.14	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	39	452.70	464.02	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	40	458.44	504.28	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	41	467.05	516.09	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	42	475.30	528.53	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	43	486.78	545.68	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	44	501.13	567.28	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	45	517.99	593.10	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	46	538.08	624.17	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	47	560.68	659.92	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	48	586.51	701.47	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	49	611.98	744.78	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	50	640.67	784.82	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	51	669.01	819.54	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	52	700.22	857.77	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	53	731.79	896.44	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	54	765.87	938.19	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	55	799.95	979.94	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	56	836.89	1025.19	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	57	874.20	1070.90	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	58	914.02	1119.67	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	59	933.75	1143.84	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	60	973.57	1192.62	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	61	1008.00	1234.80	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	62	1030.60	1262.49	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	63	1058.94	1297.20	
33709PA0870001	Rating Area 4	Tobacco User/Non-Tobacco User	64 and over	1076.16	1318.30	
33709PA0890001	Rating Area 4	Tobacco User/Non-Tobacco User	0-14	230.04	230.04	
33709PA0890001	Rating Area 4	Tobacco User/Non-Tobacco User	15	250.49	250.49	
33709PA0890001	Rating Area 4	Tobacco User/Non-Tobacco User	16	258.31	258.31	
33709PA0890001	Rating Area 4	Tobacco User/Non-Tobacco User	17	266.13	266.13	
33709PA0890001	Rating Area 4	Tobacco User/Non-Tobacco User	18	274.55	274.55	
33709PA0890001	Rating Area 4	Tobacco User/Non-Tobacco User	19	282.97	282.97	
33709PA0890001	Rating Area 4	Tobacco User/Non-Tobacco User	20	291.69	291.69	
33709PA0890001	Rating Area 4	Tobacco User/Non-Tobacco User	21	300.71	308.23	
33709PA0890001	Rating Area 4	Tobacco User/Non-Tobacco User	22	300.71	308.23	
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33709PA0890001	Rating Area 4	Tobacco User/Non-Tobacco User	24	300.71	308.23	
33709PA0890001	Rating Area 4	Tobacco User/Non-Tobacco User	25	301.91	309.46	
33709PA0890001	Rating Area 4	Tobacco User/Non-Tobacco User	26	307.93	315.63	
33709PA0890001	Rating Area 4	Tobacco User/Non-Tobacco User	27	315.14	323.02	
33709PA0890001	Rating Area 4	Tobacco User/Non-Tobacco User	28	326.87	335.04	
33709PA0890001	Rating Area 4	Tobacco User/Non-Tobacco User	29	336.49	344.90	
33709PA0890001	Rating Area 4	Tobacco User/Non-Tobacco User	30	341.31	349.84	
33709PA0890001	Rating Area 4	Tobacco User/Non-Tobacco User	31	348.52	357.23	
33709PA0890001	Rating Area 4	Tobacco User/Non-Tobacco User	32	355.74	364.63	
33709PA0890001	Rating Area 4	Tobacco User/Non-Tobacco User	33	360.25	369.26	
33709PA0890001	Rating Area 4	Tobacco User/Non-Tobacco User	34	365.06	374.19	
33709PA0890001	Rating Area 4	Tobacco User/Non-Tobacco User	35	367.47	376.66	
33709PA0890001	Rating Area 4	Tobacco User/Non-Tobacco User	36	369.87	379.12	
33709PA0890001	Rating Area 4	Tobacco User/Non-Tobacco User	37	372.28	381.59	
33709PA0890001	Rating Area 4	Tobacco User/Non-Tobacco User	38	374.68	384.05	
33709PA0890001	Rating Area 4	Tobacco User/Non-Tobacco User	39	379.50	388.99	
33709PA0890001	Rating Area 4	Tobacco User/Non-Tobacco User	40	384.31	422.74	
33709PA0890001	Rating Area 4	Tobacco User/Non-Tobacco User	41	391.52	432.63	
33709PA0890001	Rating Area 4	Tobacco User/Non-Tobacco User	42	398.44	443.07	
33709PA0890001	Rating Area 4	Tobacco User/Non-Tobacco User	43	408.06	457.44	
33709PA0890001	Rating Area 4	Tobacco User/Non-Tobacco User	44	420.09	475.54	
33709PA0890001	Rating Area 4	Tobacco User/Non-Tobacco User	45	434.23	497.19	
33709PA0890001	Rating Area 4	Tobacco User/Non-Tobacco User	46	451.07	523.24	
33709PA0890001	Rating Area 4	Tobacco User/Non-Tobacco User	47	470.01	553.20	
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33709PA0890001	Rating Area 4	Tobacco User/Non-Tobacco User	49	513.01	624.33	
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33709PA0890001	Rating Area 4	Tobacco User/Non-Tobacco User	59	782.75	958.87	
33709PA0890001	Rating Area 4	Tobacco User/Non-Tobacco User	60	816.13	999.76	
33709PA0890001	Rating Area 4	Tobacco User/Non-Tobacco User	61	845.00	1035.13	
33709PA0890001	Rating Area 4	Tobacco User/Non-Tobacco User	62	863.94	1058.33	
33709PA0890001	Rating Area 4	Tobacco User/Non-Tobacco User	63	887.70	1087.43	
33709PA0890001	Rating Area 4	Tobacco User/Non-Tobacco User	64 and over	902.13	1105.11	
33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	0-14	232.34	232.34	
33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	15	252.99	252.99	
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33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	17	268.78	268.78	
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33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	20	294.60	294.60	
33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	21	303.71	311.30	
33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	22	303.71	311.30	
33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	23	303.71	311.30	

	33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	24	303.71	311.30
	33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	25	304.92	312.54
	33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	26	311.00	318.78
	33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	27	318.29	326.25
	33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	28	330.13	338.38
	33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	29	339.85	348.35
	33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	30	344.71	353.33
	33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	31	352.00	360.80
	33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	32	359.29	368.27
	33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	33	363.84	372.94
	33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	34	368.70	377.92
	33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	35	371.13	380.41
	33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	36	373.56	382.90
	33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	37	375.99	385.39
	33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	38	378.42	387.88
	33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	39	383.28	392.86
	33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	40	388.14	426.95
	33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	41	395.43	436.95
	33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	42	402.42	447.49
	33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	43	412.13	462.00
	33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	44	424.28	480.28
	33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	45	438.56	502.15
	33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	46	455.57	528.46
	33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	47	474.70	558.72
	33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	48	496.57	593.90
	33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	49	518.13	630.56
	33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	50	542.43	664.48
	33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	51	566.42	693.86
	33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	52	592.84	726.23
	33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	53	619.57	758.97
	33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	54	648.42	794.31
	33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	55	677.27	829.66
	33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	56	708.56	867.99
	33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	57	740.14	906.67
	33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	58	773.85	947.97
	33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	59	790.56	968.44
	33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	60	824.27	1009.73
	33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	61	853.43	1045.45
	33709PA0870002	Rating Area 4	Tobacco User/Non-Tobacco User	62	872.56	1068.89
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	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	0-14	208.42	208.42
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	15	226.94	226.94
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	16	234.03	234.03
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	17	241.11	241.11
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	18	248.74	248.74
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	19	256.37	256.37
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	20	264.27	264.27
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	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	22	272.44	279.25
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	23	272.44	279.25
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	24	272.44	279.25
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	25	273.53	280.37
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	26	278.98	285.95
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	27	285.52	292.66
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	28	296.14	303.54
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	29	304.86	312.48
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	30	309.22	316.95
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	31	315.76	323.65
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	32	322.30	330.36
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	33	326.38	334.54
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	34	330.74	339.01
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	35	332.92	341.24
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	36	335.10	343.48
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	37	337.28	345.71
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	38	339.46	347.95
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	39	343.82	352.42
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	40	348.18	383.00
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	41	354.72	391.97
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	42	360.98	401.41
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	43	369.70	414.43
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	44	380.60	430.84
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	45	393.40	450.44
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	46	408.66	474.05
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	47	425.82	501.19
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	48	445.44	532.75
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	49	464.78	565.64
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	50	486.58	596.06
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	51	508.10	622.42
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	52	531.80	651.46
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	53	555.78	680.83
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	54	581.66	712.53
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	55	607.54	744.24
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	56	635.60	778.61
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	57	663.94	813.33
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	58	694.18	850.37
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	59	709.16	868.72
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	60	739.40	905.77
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	61	765.56	937.81
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	62	782.72	958.83
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	63	804.24	985.19
	33709PA0870004	Rating Area 4	Tobacco User/Non-Tobacco User	64 and over	817.32	1001.22
	33709PA0870007	Rating Area 4	Tobacco User/Non-Tobacco User	0-14	183.67	183.67
	33709PA0870007	Rating Area 4	Tobacco User/Non-Tobacco User	15	199.99	199.99
	33709PA0870007	Rating Area 4	Tobacco User/Non-Tobacco User	16	206.24	206.24
	33709PA0870007	Rating Area 4	Tobacco User/Non-Tobacco User	17	212.48	212.48
	33709PA0870007	Rating Area 4	Tobacco User/Non-Tobacco User	18	219.20	219.20
	33709PA0870007	Rating Area 4	Tobacco User/Non-Tobacco User	19	225.92	225.92
	33709PA0870007	Rating Area 4	Tobacco User/Non-Tobacco User	20	232.89	232.89
	33709PA0870007	Rating Area 4	Tobacco User/Non-Tobacco User	21	240.09	246.09
	33709PA0870007	Rating Area 4	Tobacco User/Non-Tobacco User	22	240.09	246.09
	33709PA0870007	Rating Area 4	Tobacco User/Non-Tobacco User	23	240.09	246.09
	33709PA0870007	Rating Area 4	Tobacco User/Non-Tobacco User	24	240.09	246.09
	33709PA0870007	Rating Area 4	Tobacco User/Non-Tobacco User	25	241.05	247.08
	33709PA0870007	Rating Area 4	Tobacco User/Non-Tobacco User	26	245.85	252.00
	33709PA0870007	Rating Area 4	Tobacco User/Non-Tobacco User	27	251.61	257.90
	33709PA0870007	Rating Area 4	Tobacco User/Non-Tobacco User	28	260.98	267.50
	33709PA0870007	Rating Area 4	Tobacco User/Non-Tobacco User	29	268.66	275.38
	33709PA0870007	Rating Area 4	Tobacco User/Non-Tobacco User	30	272.50	279.31
	33709PA0870007	Rating Area 4	Tobacco User/Non-Tobacco User	31	278.26	285.22
	33709PA0870007	Rating Area 4	Tobacco User/Non-Tobacco User	32	284.03	291.13
	33709PA0870007	Rating Area 4	Tobacco User/Non-Tobacco User	33	287.63	294.82

33709PA0870007 Rating Area 4			Tobacco User/Non-Tobacco User	34	291.47	298.76
33709PA0870007 Rating Area 4			Tobacco User/Non-Tobacco User	35	293.39	300.72
33709PA0870007 Rating Area 4			Tobacco User/Non-Tobacco User	36	295.31	302.69
33709PA0870007 Rating Area 4			Tobacco User/Non-Tobacco User	37	297.23	304.66
33709PA0870007 Rating Area 4			Tobacco User/Non-Tobacco User	38	299.15	306.63
33709PA0870007 Rating Area 4			Tobacco User/Non-Tobacco User	39	302.99	310.56
33709PA0870007 Rating Area 4			Tobacco User/Non-Tobacco User	40	306.84	337.52
33709PA0870007 Rating Area 4			Tobacco User/Non-Tobacco User	41	312.60	345.42
33709PA0870007 Rating Area 4			Tobacco User/Non-Tobacco User	42	318.12	353.75
33709PA0870007 Rating Area 4			Tobacco User/Non-Tobacco User	43	325.80	365.22
33709PA0870007 Rating Area 4			Tobacco User/Non-Tobacco User	44	335.41	379.68
33709PA0870007 Rating Area 4			Tobacco User/Non-Tobacco User	45	346.69	396.96
33709PA0870007 Rating Area 4			Tobacco User/Non-Tobacco User	46	360.14	417.76
33709PA0870007 Rating Area 4			Tobacco User/Non-Tobacco User	47	375.26	441.68
33709PA0870007 Rating Area 4			Tobacco User/Non-Tobacco User	48	392.55	469.49
33709PA0870007 Rating Area 4			Tobacco User/Non-Tobacco User	49	409.59	498.47
33709PA0870007 Rating Area 4			Tobacco User/Non-Tobacco User	50	428.80	525.28
33709PA0870007 Rating Area 4			Tobacco User/Non-Tobacco User	51	447.77	548.52
33709PA0870007 Rating Area 4			Tobacco User/Non-Tobacco User	52	468.66	574.11
33709PA0870007 Rating Area 4			Tobacco User/Non-Tobacco User	53	489.78	599.98
33709PA0870007 Rating Area 4			Tobacco User/Non-Tobacco User	54	512.59	627.92
33709PA0870007 Rating Area 4			Tobacco User/Non-Tobacco User	55	535.40	655.87
33709PA0870007 Rating Area 4			Tobacco User/Non-Tobacco User	56	560.13	686.16
33709PA0870007 Rating Area 4			Tobacco User/Non-Tobacco User	57	585.10	716.75
33709PA0870007 Rating Area 4			Tobacco User/Non-Tobacco User	58	611.75	749.39
33709PA0870007 Rating Area 4			Tobacco User/Non-Tobacco User	59	624.95	765.56
33709PA0870007 Rating Area 4			Tobacco User/Non-Tobacco User	60	651.60	798.21
33709PA0870007 Rating Area 4			Tobacco User/Non-Tobacco User	61	674.65	826.45
33709PA0870007 Rating Area 4			Tobacco User/Non-Tobacco User	62	689.78	844.98
33709PA0870007 Rating Area 4			Tobacco User/Non-Tobacco User	63	708.75	868.22
33709PA0870007 Rating Area 4			Tobacco User/Non-Tobacco User	64 and over	720.27	882.33
33709PA0870006	Rating Area 4		Tobacco User/Non-Tobacco User	0-14	200.58	200.58
33709PA0870006 Rating Area 4			Tobacco User/Non-Tobacco User	15	218.41	218.41
33709PA0870006 Rating Area 4			Tobacco User/Non-Tobacco User	16	225.23	225.23
33709PA0870006 Rating Area 4			Tobacco User/Non-Tobacco User	17	232.05	232.05
33709PA0870006 Rating Area 4			Tobacco User/Non-Tobacco User	18	239.39	239.39
33709PA0870006 Rating Area 4			Tobacco User/Non-Tobacco User	19	246.73	246.73
33709PA0870006 Rating Area 4			Tobacco User/Non-Tobacco User	20	254.33	254.33
33709PA0870006 Rating Area 4			Tobacco User/Non-Tobacco User	21	262.20	268.76
33709PA0870006 Rating Area 4			Tobacco User/Non-Tobacco User	22	262.20	268.76
33709PA0870006 Rating Area 4			Tobacco User/Non-Tobacco User	23	262.20	268.76
33709PA0870006 Rating Area 4			Tobacco User/Non-Tobacco User	24	262.20	268.76
33709PA0870006 Rating Area 4			Tobacco User/Non-Tobacco User	25	263.25	269.83
33709PA0870006 Rating Area 4			Tobacco User/Non-Tobacco User	26	268.49	275.20
33709PA0870006 Rating Area 4			Tobacco User/Non-Tobacco User	27	274.79	281.66
33709PA0870006 Rating Area 4			Tobacco User/Non-Tobacco User	28	285.01	292.14
33709PA0870006 Rating Area 4			Tobacco User/Non-Tobacco User	29	293.40	300.74
33709PA0870006 Rating Area 4			Tobacco User/Non-Tobacco User	30	297.60	305.04
33709PA0870006 Rating Area 4			Tobacco User/Non-Tobacco User	31	303.89	311.49
33709PA0870006 Rating Area 4			Tobacco User/Non-Tobacco User	32	310.18	317.93
33709PA0870006 Rating Area 4			Tobacco User/Non-Tobacco User	33	314.12	321.97
33709PA0870006 Rating Area 4			Tobacco User/Non-Tobacco User	34	318.31	326.27
33709PA0870006 Rating Area 4			Tobacco User/Non-Tobacco User	35	320.41	328.42
33709PA0870006 Rating Area 4			Tobacco User/Non-Tobacco User	36	322.51	330.57
33709PA0870006 Rating Area 4			Tobacco User/Non-Tobacco User	37	324.60	332.72
33709PA0870006 Rating Area 4			Tobacco User/Non-Tobacco User	38	326.70	334.87
33709PA0870006 Rating Area 4			Tobacco User/Non-Tobacco User	39	330.90	339.17
33709PA0870006 Rating Area 4			Tobacco User/Non-Tobacco User	40	335.09	368.60
33709PA0870006 Rating Area 4			Tobacco User/Non-Tobacco User	41	341.38	377.22
33709PA0870006 Rating Area 4			Tobacco User/Non-Tobacco User	42	347.42	386.33
33709PA0870006 Rating Area 4			Tobacco User/Non-Tobacco User	43	355.81	398.86
33709PA0870006 Rating Area 4			Tobacco User/Non-Tobacco User	44	366.29	414.64
33709PA0870006 Rating Area 4			Tobacco User/Non-Tobacco User	45	378.62	433.52
33709PA0870006 Rating Area 4			Tobacco User/Non-Tobacco User	46	393.30	456.23
33709PA0870006 Rating Area 4			Tobacco User/Non-Tobacco User	47	409.82	482.36
33709PA0870006 Rating Area 4			Tobacco User/Non-Tobacco User	48	428.70	512.73

33709PA0870006	Rating Area 4	Tobacco User/Non-Tobacco User	49	447.31	544.38
			50	468.29	573.66
			51	489.00	599.03
			52	511.81	626.97
			53	534.89	655.24
			54	559.80	685.76
			55	584.71	716.27
			56	611.71	749.34
			57	638.98	782.75
			58	668.09	818.41
			59	682.51	836.07
			60	711.61	871.72
			61	736.78	902.56
			62	753.30	922.79
			63	774.01	948.16
			64 and over	786.60	963.59
33709PA0860001	Rating Area 5	Tobacco User/Non-Tobacco User	0-14	279.23	279.23
33709PA0860001	Rating Area 5	Tobacco User/Non-Tobacco User	15	304.05	304.05
			16	313.54	313.54
			17	323.03	323.03
			18	333.25	333.25
			19	343.47	343.47
			20	354.06	354.06
			21	365.01	374.14
			22	365.01	374.14
			23	365.01	374.14
			24	365.01	374.14
			25	366.47	375.63
			26	373.77	383.11
			27	382.53	392.09
			28	396.77	406.69
			29	408.45	418.66
			30	414.29	424.65
			31	423.05	433.63
			32	431.81	442.61
			33	437.28	448.21
			34	443.12	454.20
			35	446.04	457.19
			36	448.96	460.18
			37	451.88	463.18
			38	454.80	466.17
			39	460.64	472.16
			40	466.48	513.13
			41	475.24	525.14
			42	483.64	537.81
			43	495.32	555.25
			44	509.92	577.23
			45	527.07	603.50
			46	547.52	635.12
			47	570.51	671.49
			48	596.79	713.76
			49	622.71	757.84
			50	651.91	798.59
			51	680.74	833.91
			52	712.50	872.81
			53	744.62	912.16
			54	779.30	954.64
			55	813.97	997.11
			56	851.57	1043.17
			57	889.53	1089.67
			58	930.05	1139.31
			59	950.12	1163.90
			60	990.64	1213.53
			61	1025.68	1256.46
			62	1048.67	1284.62
			63	1077.51	1319.95

33709PA0860001	Rating Area 5	Tobacco User/Non-Tobacco User	64 and over	1095.03	1341.41
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	0-14	234.07	234.07
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	15	254.88	254.88
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	16	262.84	262.84
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	17	270.79	270.79
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	18	279.36	279.36
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	19	287.93	287.93
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	20	296.80	296.80
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	21	305.98	313.63
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	22	305.98	313.63
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	23	305.98	313.63
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	24	305.98	313.63
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	25	307.20	314.88
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	26	313.32	321.15
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	27	320.67	328.69
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	28	332.60	340.92
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	29	342.39	350.95
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	30	347.29	355.97
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	31	354.63	363.50
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	32	361.97	371.02
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	33	366.56	375.72
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	34	371.46	380.75
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	35	373.91	383.26
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	36	376.36	385.77
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	37	378.80	388.27
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	38	381.25	390.78
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	39	386.15	395.80
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	40	391.04	430.14
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	41	398.39	440.22
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	42	405.42	450.83
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	43	415.21	465.45
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	44	427.45	483.87
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	45	441.84	505.91
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	46	458.97	532.41
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	47	478.25	562.90
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	48	500.28	598.33
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	49	522.00	635.27
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	50	546.48	669.44
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	51	570.65	699.05
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	52	597.27	731.66
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	53	624.20	764.65
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	54	653.27	800.26
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	55	682.34	835.87
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	56	713.85	874.47
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	57	745.67	913.45
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	58	779.64	955.06
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	59	796.47	975.68
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	60	830.43	1017.28
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	61	859.80	1053.26
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	62	879.08	1076.87
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	63	903.25	1106.48
33709PA0880001	Rating Area 5	Tobacco User/Non-Tobacco User	64 and over	917.94	1124.48
33709PA0860002	Rating Area 5	Tobacco User/Non-Tobacco User	0-14	236.42	236.42
33709PA0860002	Rating Area 5	Tobacco User/Non-Tobacco User	15	257.43	257.43
33709PA0860002	Rating Area 5	Tobacco User/Non-Tobacco User	16	265.47	265.47
33709PA0860002	Rating Area 5	Tobacco User/Non-Tobacco User	17	273.50	273.50
33709PA0860002	Rating Area 5	Tobacco User/Non-Tobacco User	18	282.15	282.15
33709PA0860002	Rating Area 5	Tobacco User/Non-Tobacco User	19	290.81	290.81
33709PA0860002	Rating Area 5	Tobacco User/Non-Tobacco User	20	299.77	299.77
33709PA0860002	Rating Area 5	Tobacco User/Non-Tobacco User	21	309.04	316.77
33709PA0860002	Rating Area 5	Tobacco User/Non-Tobacco User	22	309.04	316.77
33709PA0860002	Rating Area 5	Tobacco User/Non-Tobacco User	23	309.04	316.77
33709PA0860002	Rating Area 5	Tobacco User/Non-Tobacco User	24	309.04	316.77
33709PA0860002	Rating Area 5	Tobacco User/Non-Tobacco User	25	310.28	318.04
33709PA0860002	Rating Area 5	Tobacco User/Non-Tobacco User	26	316.46	324.37
33709PA0860002	Rating Area 5	Tobacco User/Non-Tobacco User	27	323.87	331.97

33709PA0860002	Rating Area 5		Tobacco User/Non-Tobacco User	28	335.93	344.33
	Rating Area 5		Tobacco User/Non-Tobacco User	29	345.82	354.47
	Rating Area 5		Tobacco User/Non-Tobacco User	30	350.76	359.53
	Rating Area 5		Tobacco User/Non-Tobacco User	31	358.18	367.13
	Rating Area 5		Tobacco User/Non-Tobacco User	32	365.59	374.73
	Rating Area 5		Tobacco User/Non-Tobacco User	33	370.23	379.49
	Rating Area 5		Tobacco User/Non-Tobacco User	34	375.17	384.55
	Rating Area 5		Tobacco User/Non-Tobacco User	35	377.65	387.09
	Rating Area 5		Tobacco User/Non-Tobacco User	36	380.12	389.62
	Rating Area 5		Tobacco User/Non-Tobacco User	37	382.59	392.15
	Rating Area 5		Tobacco User/Non-Tobacco User	38	385.06	394.69
	Rating Area 5		Tobacco User/Non-Tobacco User	39	390.01	399.76
	Rating Area 5		Tobacco User/Non-Tobacco User	40	394.95	434.45
	Rating Area 5		Tobacco User/Non-Tobacco User	41	402.37	444.62
	Rating Area 5		Tobacco User/Non-Tobacco User	42	409.48	455.34
	Rating Area 5		Tobacco User/Non-Tobacco User	43	419.37	470.11
	Rating Area 5		Tobacco User/Non-Tobacco User	44	431.73	488.72
	Rating Area 5		Tobacco User/Non-Tobacco User	45	446.25	510.96
	Rating Area 5		Tobacco User/Non-Tobacco User	46	463.56	537.73
	Rating Area 5		Tobacco User/Non-Tobacco User	47	483.03	568.53
	Rating Area 5		Tobacco User/Non-Tobacco User	48	505.28	604.31
	Rating Area 5		Tobacco User/Non-Tobacco User	49	527.22	641.63
	Rating Area 5		Tobacco User/Non-Tobacco User	50	551.95	676.14
	Rating Area 5		Tobacco User/Non-Tobacco User	51	576.36	706.04
	Rating Area 5		Tobacco User/Non-Tobacco User	52	603.25	738.98
	Rating Area 5		Tobacco User/Non-Tobacco User	53	630.44	772.29
	Rating Area 5		Tobacco User/Non-Tobacco User	54	659.80	808.26
	Rating Area 5		Tobacco User/Non-Tobacco User	55	689.16	844.22
	Rating Area 5		Tobacco User/Non-Tobacco User	56	720.99	883.21
	Rating Area 5		Tobacco User/Non-Tobacco User	57	753.13	922.58
	Rating Area 5		Tobacco User/Non-Tobacco User	58	787.43	964.60
	Rating Area 5		Tobacco User/Non-Tobacco User	59	804.43	985.43
	Rating Area 5		Tobacco User/Non-Tobacco User	60	838.73	1027.44
	Rating Area 5		Tobacco User/Non-Tobacco User	61	868.40	1063.79
	Rating Area 5		Tobacco User/Non-Tobacco User	62	887.87	1087.64
	Rating Area 5		Tobacco User/Non-Tobacco User	63	912.29	1117.56
	Rating Area 5		Tobacco User/Non-Tobacco User	64 and over	927.12	1135.72
33709PA0860004	Rating Area 5		Tobacco User/Non-Tobacco User	0-14	212.07	212.07
33709PA0860004	Rating Area 5		Tobacco User/Non-Tobacco User	15	230.92	230.92
	Rating Area 5		Tobacco User/Non-Tobacco User	16	238.13	238.13
	Rating Area 5		Tobacco User/Non-Tobacco User	17	245.34	245.34
	Rating Area 5		Tobacco User/Non-Tobacco User	18	253.10	253.10
	Rating Area 5		Tobacco User/Non-Tobacco User	19	260.86	260.86
	Rating Area 5		Tobacco User/Non-Tobacco User	20	268.90	268.90
	Rating Area 5		Tobacco User/Non-Tobacco User	21	277.22	284.15
	Rating Area 5		Tobacco User/Non-Tobacco User	22	277.22	284.15
	Rating Area 5		Tobacco User/Non-Tobacco User	23	277.22	284.15
	Rating Area 5		Tobacco User/Non-Tobacco User	24	277.22	284.15
	Rating Area 5		Tobacco User/Non-Tobacco User	25	278.33	285.29
	Rating Area 5		Tobacco User/Non-Tobacco User	26	283.87	290.97
	Rating Area 5		Tobacco User/Non-Tobacco User	27	290.53	297.79
	Rating Area 5		Tobacco User/Non-Tobacco User	28	301.34	308.87
	Rating Area 5		Tobacco User/Non-Tobacco User	29	310.21	317.97
	Rating Area 5		Tobacco User/Non-Tobacco User	30	314.64	322.51
	Rating Area 5		Tobacco User/Non-Tobacco User	31	321.30	329.33
	Rating Area 5		Tobacco User/Non-Tobacco User	32	327.95	336.15
	Rating Area 5		Tobacco User/Non-Tobacco User	33	332.11	340.41
	Rating Area 5		Tobacco User/Non-Tobacco User	34	336.55	344.96
	Rating Area 5		Tobacco User/Non-Tobacco User	35	338.76	347.23
	Rating Area 5		Tobacco User/Non-Tobacco User	36	340.98	349.50
	Rating Area 5		Tobacco User/Non-Tobacco User	37	343.20	351.78
	Rating Area 5		Tobacco User/Non-Tobacco User	38	345.42	354.06
	Rating Area 5		Tobacco User/Non-Tobacco User	39	349.85	358.60
	Rating Area 5		Tobacco User/Non-Tobacco User	40	354.29	389.72
	Rating Area 5		Tobacco User/Non-Tobacco User	41	360.94	398.84
	Rating Area 5		Tobacco User/Non-Tobacco User	42	367.32	408.46

33709PA0860004	Rating Area 5	Tobacco User/Non-Tobacco User	43	376.19	421.71
			44	387.28	438.40
			45	400.31	458.35
			46	415.83	482.36
			47	433.29	509.98
			48	453.25	542.09
			49	472.94	575.57
			50	495.11	606.51
			51	517.02	633.35
			52	541.13	662.88
			53	565.53	692.77
			54	591.86	725.03
			55	618.20	757.30
			56	646.75	792.27
			57	675.59	827.60
			58	706.36	865.29
			59	721.60	883.96
			60	752.38	921.67
			61	778.99	954.26
			62	796.45	975.65
			63	818.35	1002.48
			64 and over	831.66	1018.78
33709PA0860007	Rating Area 5	Tobacco User/Non-Tobacco User	0-14	186.89	186.89
33709PA0860007	Rating Area 5	Tobacco User/Non-Tobacco User	15	203.50	203.50
			16	209.85	209.85
			17	216.21	216.21
			18	223.05	223.05
			19	229.89	229.89
			20	236.97	236.97
			21	244.30	250.41
			22	244.30	250.41
			23	244.30	250.41
			24	244.30	250.41
			25	245.28	251.41
			26	250.16	256.41
			27	256.03	262.43
			28	265.55	272.19
			29	273.37	280.20
			30	277.28	284.21
			31	283.14	290.22
			32	289.01	296.24
			33	292.67	299.99
			34	296.58	303.99
			35	298.53	305.99
			36	300.49	308.00
			37	302.44	310.00
			38	304.40	312.01
			39	308.31	316.02
			40	312.22	343.44
			41	318.08	351.48
			42	323.70	359.95
			43	331.52	371.63
			44	341.29	386.34
			45	352.77	403.92
			46	366.45	425.08
			47	381.84	449.43
			48	399.43	477.72
			49	416.78	507.22
			50	436.32	534.49
			51	455.62	558.13
			52	476.87	584.17
			53	498.37	610.50
			54	521.58	638.94
			55	544.79	667.37
			56	569.95	698.19
			57	595.36	729.32

33709PA0860007 Rating Area 5			Tobacco User/Non-Tobacco User	58	622.48	762.54
			Tobacco User/Non-Tobacco User	59	635.91	778.99
			Tobacco User/Non-Tobacco User	60	663.03	812.21
			Tobacco User/Non-Tobacco User	61	686.48	840.94
			Tobacco User/Non-Tobacco User	62	701.87	859.79
			Tobacco User/Non-Tobacco User	63	721.17	883.43
			Tobacco User/Non-Tobacco User	64 and over	732.90	897.80
33709PA0860006	Rating Area 5	Tobacco User/Non-Tobacco User	0-14	204.10	204.10	
33709PA0860006 Rating Area 5			Tobacco User/Non-Tobacco User	15	222.24	222.24
			Tobacco User/Non-Tobacco User	16	229.18	229.18
			Tobacco User/Non-Tobacco User	17	236.12	236.12
			Tobacco User/Non-Tobacco User	18	243.59	243.59
			Tobacco User/Non-Tobacco User	19	251.06	251.06
			Tobacco User/Non-Tobacco User	20	258.80	258.80
			Tobacco User/Non-Tobacco User	21	266.80	273.47
			Tobacco User/Non-Tobacco User	22	266.80	273.47
			Tobacco User/Non-Tobacco User	23	266.80	273.47
			Tobacco User/Non-Tobacco User	24	266.80	273.47
			Tobacco User/Non-Tobacco User	25	267.87	274.57
			Tobacco User/Non-Tobacco User	26	273.20	280.03
			Tobacco User/Non-Tobacco User	27	279.61	286.60
			Tobacco User/Non-Tobacco User	28	290.01	297.26
			Tobacco User/Non-Tobacco User	29	298.55	306.01
			Tobacco User/Non-Tobacco User	30	302.82	310.39
			Tobacco User/Non-Tobacco User	31	309.22	316.95
			Tobacco User/Non-Tobacco User	32	315.62	323.51
			Tobacco User/Non-Tobacco User	33	319.63	327.62
			Tobacco User/Non-Tobacco User	34	323.90	332.00
			Tobacco User/Non-Tobacco User	35	326.03	334.18
			Tobacco User/Non-Tobacco User	36	328.16	336.36
			Tobacco User/Non-Tobacco User	37	330.30	338.56
			Tobacco User/Non-Tobacco User	38	332.43	340.74
			Tobacco User/Non-Tobacco User	39	336.70	345.12
			Tobacco User/Non-Tobacco User	40	340.97	375.07
			Tobacco User/Non-Tobacco User	41	347.37	383.84
			Tobacco User/Non-Tobacco User	42	353.51	393.10
			Tobacco User/Non-Tobacco User	43	362.05	405.86
			Tobacco User/Non-Tobacco User	44	372.72	421.92
			Tobacco User/Non-Tobacco User	45	385.26	441.12
			Tobacco User/Non-Tobacco User	46	400.20	464.23
			Tobacco User/Non-Tobacco User	47	417.01	490.82
			Tobacco User/Non-Tobacco User	48	436.22	521.72
			Tobacco User/Non-Tobacco User	49	455.16	553.93
			Tobacco User/Non-Tobacco User	50	476.50	583.71
			Tobacco User/Non-Tobacco User	51	497.58	609.54
			Tobacco User/Non-Tobacco User	52	520.79	637.97
			Tobacco User/Non-Tobacco User	53	544.27	666.73
			Tobacco User/Non-Tobacco User	54	569.62	697.78
			Tobacco User/Non-Tobacco User	55	594.96	728.83
			Tobacco User/Non-Tobacco User	56	622.44	762.49
			Tobacco User/Non-Tobacco User	57	650.19	796.48
			Tobacco User/Non-Tobacco User	58	679.81	832.77
			Tobacco User/Non-Tobacco User	59	694.48	850.74
			Tobacco User/Non-Tobacco User	60	724.10	887.02
			Tobacco User/Non-Tobacco User	61	749.71	918.39
			Tobacco User/Non-Tobacco User	62	766.52	938.99
			Tobacco User/Non-Tobacco User	63	787.59	964.80
			Tobacco User/Non-Tobacco User	64 and over	800.40	980.49
33709PA0380004	Rating Area 4	Tobacco User/Non-Tobacco User	0-14	176.82	176.82	
33709PA0380004 Rating Area 4			Tobacco User/Non-Tobacco User	15	192.54	192.54
			Tobacco User/Non-Tobacco User	16	198.55	198.55
			Tobacco User/Non-Tobacco User	17	204.56	204.56
			Tobacco User/Non-Tobacco User	18	211.03	211.03
			Tobacco User/Non-Tobacco User	19	217.50	217.50
			Tobacco User/Non-Tobacco User	20	224.21	224.21
			Tobacco User/Non-Tobacco User	21	231.14	236.92

33709PA0380004	Rating Area 4	Tobacco User/Non-Tobacco User	22	231.14	236.92
	Rating Area 4	Tobacco User/Non-Tobacco User	23	231.14	236.92
	Rating Area 4	Tobacco User/Non-Tobacco User	24	231.14	236.92
	Rating Area 4	Tobacco User/Non-Tobacco User	25	232.06	237.86
	Rating Area 4	Tobacco User/Non-Tobacco User	26	236.69	242.61
	Rating Area 4	Tobacco User/Non-Tobacco User	27	242.23	248.29
	Rating Area 4	Tobacco User/Non-Tobacco User	28	251.25	257.53
	Rating Area 4	Tobacco User/Non-Tobacco User	29	258.65	265.12
	Rating Area 4	Tobacco User/Non-Tobacco User	30	262.34	268.90
	Rating Area 4	Tobacco User/Non-Tobacco User	31	267.89	274.59
	Rating Area 4	Tobacco User/Non-Tobacco User	32	273.44	280.28
	Rating Area 4	Tobacco User/Non-Tobacco User	33	276.91	283.83
	Rating Area 4	Tobacco User/Non-Tobacco User	34	280.60	287.62
	Rating Area 4	Tobacco User/Non-Tobacco User	35	282.45	289.51
	Rating Area 4	Tobacco User/Non-Tobacco User	36	284.30	291.41
	Rating Area 4	Tobacco User/Non-Tobacco User	37	286.15	293.30
	Rating Area 4	Tobacco User/Non-Tobacco User	38	288.00	295.20
	Rating Area 4	Tobacco User/Non-Tobacco User	39	291.70	298.99
	Rating Area 4	Tobacco User/Non-Tobacco User	40	295.40	324.94
	Rating Area 4	Tobacco User/Non-Tobacco User	41	300.94	332.54
	Rating Area 4	Tobacco User/Non-Tobacco User	42	306.26	340.56
	Rating Area 4	Tobacco User/Non-Tobacco User	43	313.66	351.61
	Rating Area 4	Tobacco User/Non-Tobacco User	44	322.90	365.52
	Rating Area 4	Tobacco User/Non-Tobacco User	45	333.77	382.17
	Rating Area 4	Tobacco User/Non-Tobacco User	46	346.71	402.18
	Rating Area 4	Tobacco User/Non-Tobacco User	47	361.27	425.21
	Rating Area 4	Tobacco User/Non-Tobacco User	48	377.91	451.98
	Rating Area 4	Tobacco User/Non-Tobacco User	49	394.32	479.89
	Rating Area 4	Tobacco User/Non-Tobacco User	50	412.82	505.70
	Rating Area 4	Tobacco User/Non-Tobacco User	51	431.08	528.07
	Rating Area 4	Tobacco User/Non-Tobacco User	52	451.19	552.71
	Rating Area 4	Tobacco User/Non-Tobacco User	53	471.53	577.62
	Rating Area 4	Tobacco User/Non-Tobacco User	54	493.48	604.51
	Rating Area 4	Tobacco User/Non-Tobacco User	55	515.44	631.41
	Rating Area 4	Tobacco User/Non-Tobacco User	56	539.25	660.58
	Rating Area 4	Tobacco User/Non-Tobacco User	57	563.29	690.03
	Rating Area 4	Tobacco User/Non-Tobacco User	58	588.94	721.45
	Rating Area 4	Tobacco User/Non-Tobacco User	59	601.66	737.03
	Rating Area 4	Tobacco User/Non-Tobacco User	60	627.31	768.45
	Rating Area 4	Tobacco User/Non-Tobacco User	61	649.50	795.64
	Rating Area 4	Tobacco User/Non-Tobacco User	62	664.07	813.49
	Rating Area 4	Tobacco User/Non-Tobacco User	63	682.33	835.85
	Rating Area 4	Tobacco User/Non-Tobacco User	64 and over	693.42	849.44
33709PA0380004	Rating Area 5	Tobacco User/Non-Tobacco User	0-14	176.82	176.82
33709PA0380004	Rating Area 5	Tobacco User/Non-Tobacco User	15	192.54	192.54
	Rating Area 5	Tobacco User/Non-Tobacco User	16	198.55	198.55
	Rating Area 5	Tobacco User/Non-Tobacco User	17	204.56	204.56
	Rating Area 5	Tobacco User/Non-Tobacco User	18	211.03	211.03
	Rating Area 5	Tobacco User/Non-Tobacco User	19	217.50	217.50
	Rating Area 5	Tobacco User/Non-Tobacco User	20	224.21	224.21
	Rating Area 5	Tobacco User/Non-Tobacco User	21	231.14	236.92
	Rating Area 5	Tobacco User/Non-Tobacco User	22	231.14	236.92
	Rating Area 5	Tobacco User/Non-Tobacco User	23	231.14	236.92
	Rating Area 5	Tobacco User/Non-Tobacco User	24	231.14	236.92
	Rating Area 5	Tobacco User/Non-Tobacco User	25	232.06	237.86
	Rating Area 5	Tobacco User/Non-Tobacco User	26	236.69	242.61
	Rating Area 5	Tobacco User/Non-Tobacco User	27	242.23	248.29
	Rating Area 5	Tobacco User/Non-Tobacco User	28	251.25	257.53
	Rating Area 5	Tobacco User/Non-Tobacco User	29	258.65	265.12
	Rating Area 5	Tobacco User/Non-Tobacco User	30	262.34	268.90
	Rating Area 5	Tobacco User/Non-Tobacco User	31	267.89	274.59
	Rating Area 5	Tobacco User/Non-Tobacco User	32	273.44	280.28
	Rating Area 5	Tobacco User/Non-Tobacco User	33	276.91	283.83
	Rating Area 5	Tobacco User/Non-Tobacco User	34	280.60	287.62
	Rating Area 5	Tobacco User/Non-Tobacco User	35	282.45	289.51
	Rating Area 5	Tobacco User/Non-Tobacco User	36	284.30	291.41

33709PA0380004	Rating Area 5	Tobacco User/Non-Tobacco User	37	286.15	293.30
	Rating Area 5	Tobacco User/Non-Tobacco User	38	288.00	295.20
	Rating Area 5	Tobacco User/Non-Tobacco User	39	291.70	298.99
	Rating Area 5	Tobacco User/Non-Tobacco User	40	295.40	324.94
	Rating Area 5	Tobacco User/Non-Tobacco User	41	300.94	332.54
	Rating Area 5	Tobacco User/Non-Tobacco User	42	306.26	340.56
	Rating Area 5	Tobacco User/Non-Tobacco User	43	313.66	351.61
	Rating Area 5	Tobacco User/Non-Tobacco User	44	322.90	365.52
	Rating Area 5	Tobacco User/Non-Tobacco User	45	333.77	382.17
	Rating Area 5	Tobacco User/Non-Tobacco User	46	346.71	402.18
	Rating Area 5	Tobacco User/Non-Tobacco User	47	361.27	425.21
	Rating Area 5	Tobacco User/Non-Tobacco User	48	377.91	451.98
	Rating Area 5	Tobacco User/Non-Tobacco User	49	394.32	479.89
	Rating Area 5	Tobacco User/Non-Tobacco User	50	412.82	505.70
	Rating Area 5	Tobacco User/Non-Tobacco User	51	431.08	528.07
	Rating Area 5	Tobacco User/Non-Tobacco User	52	451.19	552.71
	Rating Area 5	Tobacco User/Non-Tobacco User	53	471.53	577.62
	Rating Area 5	Tobacco User/Non-Tobacco User	54	493.48	604.51
	Rating Area 5	Tobacco User/Non-Tobacco User	55	515.44	631.41
	Rating Area 5	Tobacco User/Non-Tobacco User	56	539.25	660.58
	Rating Area 5	Tobacco User/Non-Tobacco User	57	563.29	690.03
	Rating Area 5	Tobacco User/Non-Tobacco User	58	588.94	721.45
	Rating Area 5	Tobacco User/Non-Tobacco User	59	601.66	737.03
	Rating Area 5	Tobacco User/Non-Tobacco User	60	627.31	768.45
	Rating Area 5	Tobacco User/Non-Tobacco User	61	649.50	795.64
	Rating Area 5	Tobacco User/Non-Tobacco User	62	664.07	813.49
	Rating Area 5	Tobacco User/Non-Tobacco User	63	682.33	835.85
	Rating Area 5	Tobacco User/Non-Tobacco User	64 and over	693.42	849.44
33709PA0380003	Rating Area 1	Tobacco User/Non-Tobacco User	0-14	176.82	176.82
33709PA0380003	Rating Area 1	Tobacco User/Non-Tobacco User	15	192.54	192.54
	Rating Area 1	Tobacco User/Non-Tobacco User	16	198.55	198.55
	Rating Area 1	Tobacco User/Non-Tobacco User	17	204.56	204.56
	Rating Area 1	Tobacco User/Non-Tobacco User	18	211.03	211.03
	Rating Area 1	Tobacco User/Non-Tobacco User	19	217.50	217.50
	Rating Area 1	Tobacco User/Non-Tobacco User	20	224.21	224.21
	Rating Area 1	Tobacco User/Non-Tobacco User	21	231.14	236.92
	Rating Area 1	Tobacco User/Non-Tobacco User	22	231.14	236.92
	Rating Area 1	Tobacco User/Non-Tobacco User	23	231.14	236.92
	Rating Area 1	Tobacco User/Non-Tobacco User	24	231.14	236.92
	Rating Area 1	Tobacco User/Non-Tobacco User	25	232.06	237.86
	Rating Area 1	Tobacco User/Non-Tobacco User	26	236.69	242.61
	Rating Area 1	Tobacco User/Non-Tobacco User	27	242.23	248.29
	Rating Area 1	Tobacco User/Non-Tobacco User	28	251.25	257.53
	Rating Area 1	Tobacco User/Non-Tobacco User	29	258.65	265.12
	Rating Area 1	Tobacco User/Non-Tobacco User	30	262.34	268.90
	Rating Area 1	Tobacco User/Non-Tobacco User	31	267.89	274.59
	Rating Area 1	Tobacco User/Non-Tobacco User	32	273.44	280.28
	Rating Area 1	Tobacco User/Non-Tobacco User	33	276.91	283.83
	Rating Area 1	Tobacco User/Non-Tobacco User	34	280.60	287.62
	Rating Area 1	Tobacco User/Non-Tobacco User	35	282.45	289.51
	Rating Area 1	Tobacco User/Non-Tobacco User	36	284.30	291.41
	Rating Area 1	Tobacco User/Non-Tobacco User	37	286.15	293.30
	Rating Area 1	Tobacco User/Non-Tobacco User	38	288.00	295.20
	Rating Area 1	Tobacco User/Non-Tobacco User	39	291.70	298.99
	Rating Area 1	Tobacco User/Non-Tobacco User	40	295.40	324.94
	Rating Area 1	Tobacco User/Non-Tobacco User	41	300.94	332.54
	Rating Area 1	Tobacco User/Non-Tobacco User	42	306.26	340.56
	Rating Area 1	Tobacco User/Non-Tobacco User	43	313.66	351.61
	Rating Area 1	Tobacco User/Non-Tobacco User	44	322.90	365.52
	Rating Area 1	Tobacco User/Non-Tobacco User	45	333.77	382.17
	Rating Area 1	Tobacco User/Non-Tobacco User	46	346.71	402.18
	Rating Area 1	Tobacco User/Non-Tobacco User	47	361.27	425.21
	Rating Area 1	Tobacco User/Non-Tobacco User	48	377.91	451.98
	Rating Area 1	Tobacco User/Non-Tobacco User	49	394.32	479.89
	Rating Area 1	Tobacco User/Non-Tobacco User	50	412.82	505.70
	Rating Area 1	Tobacco User/Non-Tobacco User	51	431.08	528.07

33709PA0380003 Rating Area 1			Tobacco User/Non-Tobacco User	52	451.19	552.71
33709PA0380003 Rating Area 1			Tobacco User/Non-Tobacco User	53	471.53	577.62
33709PA0380003 Rating Area 1			Tobacco User/Non-Tobacco User	54	493.48	604.51
33709PA0380003 Rating Area 1			Tobacco User/Non-Tobacco User	55	515.44	631.41
33709PA0380003 Rating Area 1			Tobacco User/Non-Tobacco User	56	539.25	660.58
33709PA0380003 Rating Area 1			Tobacco User/Non-Tobacco User	57	563.29	690.03
33709PA0380003 Rating Area 1			Tobacco User/Non-Tobacco User	58	588.94	721.45
33709PA0380003 Rating Area 1			Tobacco User/Non-Tobacco User	59	601.66	737.03
33709PA0380003 Rating Area 1			Tobacco User/Non-Tobacco User	60	627.31	768.45
33709PA0380003 Rating Area 1			Tobacco User/Non-Tobacco User	61	649.50	795.64
33709PA0380003 Rating Area 1			Tobacco User/Non-Tobacco User	62	664.07	813.49
33709PA0380003 Rating Area 1			Tobacco User/Non-Tobacco User	63	682.33	835.85
33709PA0380003 Rating Area 1			Tobacco User/Non-Tobacco User	64 and over	693.42	849.44
33709PA0380003	Rating Area 2		Tobacco User/Non-Tobacco User	0-14	176.82	176.82
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	15	192.54	192.54
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	16	198.55	198.55
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	17	204.56	204.56
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	18	211.03	211.03
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	19	217.50	217.50
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	20	224.21	224.21
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	21	231.14	236.92
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	22	231.14	236.92
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	23	231.14	236.92
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	24	231.14	236.92
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	25	232.06	237.86
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	26	236.69	242.61
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	27	242.23	248.29
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	28	251.25	257.53
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	29	258.65	265.12
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	30	262.34	268.90
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	31	267.89	274.59
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	32	273.44	280.28
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	33	276.91	283.83
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	34	280.60	287.62
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	35	282.45	289.51
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	36	284.30	291.41
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	37	286.15	293.30
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	38	288.00	295.20
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	39	291.70	298.99
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	40	295.40	324.94
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	41	300.94	332.54
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	42	306.26	340.56
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	43	313.66	351.61
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	44	322.90	365.52
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	45	333.77	382.17
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	46	346.71	402.18
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	47	361.27	425.21
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	48	377.91	451.98
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	49	394.32	479.89
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	50	412.82	505.70
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	51	431.08	528.07
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	52	451.19	552.71
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	53	471.53	577.62
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	54	493.48	604.51
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	55	515.44	631.41
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	56	539.25	660.58
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	57	563.29	690.03
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	58	588.94	721.45
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	59	601.66	737.03
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	60	627.31	768.45
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	61	649.50	795.64
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	62	664.07	813.49
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	63	682.33	835.85
33709PA0380003 Rating Area 2			Tobacco User/Non-Tobacco User	64 and over	693.42	849.44
33709PA0380003	Rating Area 4		Tobacco User/Non-Tobacco User	0-14	176.82	176.82
33709PA0380003 Rating Area 4			Tobacco User/Non-Tobacco User	15	192.54	192.54

33709PA0380003	Rating Area 4	Tobacco User/Non-Tobacco User	16	198.55	198.55
	Rating Area 4	Tobacco User/Non-Tobacco User	17	204.56	204.56
	Rating Area 4	Tobacco User/Non-Tobacco User	18	211.03	211.03
	Rating Area 4	Tobacco User/Non-Tobacco User	19	217.50	217.50
	Rating Area 4	Tobacco User/Non-Tobacco User	20	224.21	224.21
	Rating Area 4	Tobacco User/Non-Tobacco User	21	231.14	236.92
	Rating Area 4	Tobacco User/Non-Tobacco User	22	231.14	236.92
	Rating Area 4	Tobacco User/Non-Tobacco User	23	231.14	236.92
	Rating Area 4	Tobacco User/Non-Tobacco User	24	231.14	236.92
	Rating Area 4	Tobacco User/Non-Tobacco User	25	232.06	237.86
	Rating Area 4	Tobacco User/Non-Tobacco User	26	236.69	242.61
	Rating Area 4	Tobacco User/Non-Tobacco User	27	242.23	248.29
	Rating Area 4	Tobacco User/Non-Tobacco User	28	251.25	257.53
	Rating Area 4	Tobacco User/Non-Tobacco User	29	258.65	265.12
	Rating Area 4	Tobacco User/Non-Tobacco User	30	262.34	268.90
	Rating Area 4	Tobacco User/Non-Tobacco User	31	267.89	274.59
	Rating Area 4	Tobacco User/Non-Tobacco User	32	273.44	280.28
	Rating Area 4	Tobacco User/Non-Tobacco User	33	276.91	283.83
	Rating Area 4	Tobacco User/Non-Tobacco User	34	280.60	287.62
	Rating Area 4	Tobacco User/Non-Tobacco User	35	282.45	289.51
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	Rating Area 4	Tobacco User/Non-Tobacco User	42	306.26	340.56
	Rating Area 4	Tobacco User/Non-Tobacco User	43	313.66	351.61
	Rating Area 4	Tobacco User/Non-Tobacco User	44	322.90	365.52
	Rating Area 4	Tobacco User/Non-Tobacco User	45	333.77	382.17
	Rating Area 4	Tobacco User/Non-Tobacco User	46	346.71	402.18
	Rating Area 4	Tobacco User/Non-Tobacco User	47	361.27	425.21
	Rating Area 4	Tobacco User/Non-Tobacco User	48	377.91	451.98
	Rating Area 4	Tobacco User/Non-Tobacco User	49	394.32	479.89
	Rating Area 4	Tobacco User/Non-Tobacco User	50	412.82	505.70
	Rating Area 4	Tobacco User/Non-Tobacco User	51	431.08	528.07
	Rating Area 4	Tobacco User/Non-Tobacco User	52	451.19	552.71
	Rating Area 4	Tobacco User/Non-Tobacco User	53	471.53	577.62
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	Rating Area 4	Tobacco User/Non-Tobacco User	55	515.44	631.41
	Rating Area 4	Tobacco User/Non-Tobacco User	56	539.25	660.58
	Rating Area 4	Tobacco User/Non-Tobacco User	57	563.29	690.03
	Rating Area 4	Tobacco User/Non-Tobacco User	58	588.94	721.45
	Rating Area 4	Tobacco User/Non-Tobacco User	59	601.66	737.03
	Rating Area 4	Tobacco User/Non-Tobacco User	60	627.31	768.45
	Rating Area 4	Tobacco User/Non-Tobacco User	61	649.50	795.64
	Rating Area 4	Tobacco User/Non-Tobacco User	62	664.07	813.49
	Rating Area 4	Tobacco User/Non-Tobacco User	63	682.33	835.85
	Rating Area 4	Tobacco User/Non-Tobacco User	64 and over	693.42	849.44
33709PA0380003	Rating Area 5	Tobacco User/Non-Tobacco User	0-14	176.82	176.82
33709PA0380003	Rating Area 5	Tobacco User/Non-Tobacco User	15	192.54	192.54
	Rating Area 5	Tobacco User/Non-Tobacco User	16	198.55	198.55
	Rating Area 5	Tobacco User/Non-Tobacco User	17	204.56	204.56
	Rating Area 5	Tobacco User/Non-Tobacco User	18	211.03	211.03
	Rating Area 5	Tobacco User/Non-Tobacco User	19	217.50	217.50
	Rating Area 5	Tobacco User/Non-Tobacco User	20	224.21	224.21
	Rating Area 5	Tobacco User/Non-Tobacco User	21	231.14	236.92
	Rating Area 5	Tobacco User/Non-Tobacco User	22	231.14	236.92
	Rating Area 5	Tobacco User/Non-Tobacco User	23	231.14	236.92
	Rating Area 5	Tobacco User/Non-Tobacco User	24	231.14	236.92
	Rating Area 5	Tobacco User/Non-Tobacco User	25	232.06	237.86
	Rating Area 5	Tobacco User/Non-Tobacco User	26	236.69	242.61
	Rating Area 5	Tobacco User/Non-Tobacco User	27	242.23	248.29
	Rating Area 5	Tobacco User/Non-Tobacco User	28	251.25	257.53
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	Rating Area 5	Tobacco User/Non-Tobacco User	30	262.34	268.90

33709PA0380003	Rating Area 5	Tobacco User/Non-Tobacco User	31	267.89	274.59
	Rating Area 5	Tobacco User/Non-Tobacco User	32	273.44	280.28
	Rating Area 5	Tobacco User/Non-Tobacco User	33	276.91	283.83
	Rating Area 5	Tobacco User/Non-Tobacco User	34	280.60	287.62
	Rating Area 5	Tobacco User/Non-Tobacco User	35	282.45	289.51
	Rating Area 5	Tobacco User/Non-Tobacco User	36	284.30	291.41
	Rating Area 5	Tobacco User/Non-Tobacco User	37	286.15	293.30
	Rating Area 5	Tobacco User/Non-Tobacco User	38	288.00	295.20
	Rating Area 5	Tobacco User/Non-Tobacco User	39	291.70	298.99
	Rating Area 5	Tobacco User/Non-Tobacco User	40	295.40	324.94
	Rating Area 5	Tobacco User/Non-Tobacco User	41	300.94	332.54
	Rating Area 5	Tobacco User/Non-Tobacco User	42	306.26	340.56
	Rating Area 5	Tobacco User/Non-Tobacco User	43	313.66	351.61
	Rating Area 5	Tobacco User/Non-Tobacco User	44	322.90	365.52
	Rating Area 5	Tobacco User/Non-Tobacco User	45	333.77	382.17
	Rating Area 5	Tobacco User/Non-Tobacco User	46	346.71	402.18
	Rating Area 5	Tobacco User/Non-Tobacco User	47	361.27	425.21
	Rating Area 5	Tobacco User/Non-Tobacco User	48	377.91	451.98
	Rating Area 5	Tobacco User/Non-Tobacco User	49	394.32	479.89
	Rating Area 5	Tobacco User/Non-Tobacco User	50	412.82	505.70
	Rating Area 5	Tobacco User/Non-Tobacco User	51	431.08	528.07
	Rating Area 5	Tobacco User/Non-Tobacco User	52	451.19	552.71
	Rating Area 5	Tobacco User/Non-Tobacco User	53	471.53	577.62
	Rating Area 5	Tobacco User/Non-Tobacco User	54	493.48	604.51
	Rating Area 5	Tobacco User/Non-Tobacco User	55	515.44	631.41
	Rating Area 5	Tobacco User/Non-Tobacco User	56	539.25	660.58
	Rating Area 5	Tobacco User/Non-Tobacco User	57	563.29	690.03
	Rating Area 5	Tobacco User/Non-Tobacco User	58	588.94	721.45
	Rating Area 5	Tobacco User/Non-Tobacco User	59	601.66	737.03
	Rating Area 5	Tobacco User/Non-Tobacco User	60	627.31	768.45
	Rating Area 5	Tobacco User/Non-Tobacco User	61	649.50	795.64
	Rating Area 5	Tobacco User/Non-Tobacco User	62	664.07	813.49
	Rating Area 5	Tobacco User/Non-Tobacco User	63	682.33	835.85
	Rating Area 5	Tobacco User/Non-Tobacco User	64 and over	693.42	849.44
33709PA0380003	Rating Area 6	Tobacco User/Non-Tobacco User	0-14	189.58	189.58
33709PA0380003	Rating Area 6	Tobacco User/Non-Tobacco User	15	206.43	206.43
	Rating Area 6	Tobacco User/Non-Tobacco User	16	212.88	212.88
	Rating Area 6	Tobacco User/Non-Tobacco User	17	219.32	219.32
	Rating Area 6	Tobacco User/Non-Tobacco User	18	226.26	226.26
	Rating Area 6	Tobacco User/Non-Tobacco User	19	233.20	233.20
	Rating Area 6	Tobacco User/Non-Tobacco User	20	240.39	240.39
	Rating Area 6	Tobacco User/Non-Tobacco User	21	247.82	254.02
	Rating Area 6	Tobacco User/Non-Tobacco User	22	247.82	254.02
	Rating Area 6	Tobacco User/Non-Tobacco User	23	247.82	254.02
	Rating Area 6	Tobacco User/Non-Tobacco User	24	247.82	254.02
	Rating Area 6	Tobacco User/Non-Tobacco User	25	248.81	255.03
	Rating Area 6	Tobacco User/Non-Tobacco User	26	253.77	260.11
	Rating Area 6	Tobacco User/Non-Tobacco User	27	259.72	266.21
	Rating Area 6	Tobacco User/Non-Tobacco User	28	269.38	276.11
	Rating Area 6	Tobacco User/Non-Tobacco User	29	277.31	284.24
	Rating Area 6	Tobacco User/Non-Tobacco User	30	281.28	288.31
	Rating Area 6	Tobacco User/Non-Tobacco User	31	287.22	294.40
	Rating Area 6	Tobacco User/Non-Tobacco User	32	293.17	300.50
	Rating Area 6	Tobacco User/Non-Tobacco User	33	296.89	304.31
	Rating Area 6	Tobacco User/Non-Tobacco User	34	300.85	308.37
	Rating Area 6	Tobacco User/Non-Tobacco User	35	302.84	310.41
	Rating Area 6	Tobacco User/Non-Tobacco User	36	304.82	312.44
	Rating Area 6	Tobacco User/Non-Tobacco User	37	306.80	314.47
	Rating Area 6	Tobacco User/Non-Tobacco User	38	308.78	316.50
	Rating Area 6	Tobacco User/Non-Tobacco User	39	312.75	320.57
	Rating Area 6	Tobacco User/Non-Tobacco User	40	316.71	348.38
	Rating Area 6	Tobacco User/Non-Tobacco User	41	322.66	356.54
	Rating Area 6	Tobacco User/Non-Tobacco User	42	328.36	365.14
	Rating Area 6	Tobacco User/Non-Tobacco User	43	336.29	376.98
	Rating Area 6	Tobacco User/Non-Tobacco User	44	346.20	391.90
	Rating Area 6	Tobacco User/Non-Tobacco User	45	357.85	409.74

33709PA0380003 Rating Area 6	Tobacco User/Non-Tobacco User	46	371.73	431.21
33709PA0380003 Rating Area 6	Tobacco User/Non-Tobacco User	47	387.34	455.90
33709PA0380003 Rating Area 6	Tobacco User/Non-Tobacco User	48	405.19	484.61
33709PA0380003 Rating Area 6	Tobacco User/Non-Tobacco User	49	422.78	514.52
33709PA0380003 Rating Area 6	Tobacco User/Non-Tobacco User	50	442.61	542.20
33709PA0380003 Rating Area 6	Tobacco User/Non-Tobacco User	51	462.18	566.17
33709PA0380003 Rating Area 6	Tobacco User/Non-Tobacco User	52	483.74	592.58
33709PA0380003 Rating Area 6	Tobacco User/Non-Tobacco User	53	505.55	619.30
33709PA0380003 Rating Area 6	Tobacco User/Non-Tobacco User	54	529.10	648.15
33709PA0380003 Rating Area 6	Tobacco User/Non-Tobacco User	55	552.64	676.98
33709PA0380003 Rating Area 6	Tobacco User/Non-Tobacco User	56	578.16	708.25
33709PA0380003 Rating Area 6	Tobacco User/Non-Tobacco User	57	603.94	739.83
33709PA0380003 Rating Area 6	Tobacco User/Non-Tobacco User	58	631.45	773.53
33709PA0380003 Rating Area 6	Tobacco User/Non-Tobacco User	59	645.08	790.22
33709PA0380003 Rating Area 6	Tobacco User/Non-Tobacco User	60	672.58	823.91
33709PA0380003 Rating Area 6	Tobacco User/Non-Tobacco User	61	696.37	853.05
33709PA0380003 Rating Area 6	Tobacco User/Non-Tobacco User	62	711.99	872.19
33709PA0380003 Rating Area 6	Tobacco User/Non-Tobacco User	63	731.56	896.16
33709PA0380003 Rating Area 6	Tobacco User/Non-Tobacco User	64 and over	743.46	910.74

TO: Ms. Rashmi Mathur, ASA, MAAA, Actuary
Bureau of Life, Accident & Health Insurance
Pennsylvania Insurance Department

FROM: [REDACTED]
Highmark Inc.

DATE: June 23, 2017

SUBJECT: Highmark Inc. 2018 Individual Market Rates
Response to June 16, 2017 Objection Letter
Filing Number: 1A-DP-17-HI
SERFF Tracking Number: HGHM-131020694

Below are Highmark's responses to your objection letter dated June 16, 2017. We have included the questions along with the responses for your convenience.

1. The URRT shows the trend for capitation as 0.850 but Table 3 shows the trend as -11.09% or 0.899. Please explain the discrepancy and revise the impacted exhibit.

Response:

On the URRT, the trend on the non-capitation components (that is, inpatient, outpatient, professional, other medical, and drug) is independent of the factor for the capitation. On PID Table 3, however, the same trend (as required by the PID) is applied to all components, including the capitation component. Thus, the difference in the two factors is the needed calibration to the 0.850 factor in order for the same trend to apply to all components.

2. Please explain the discrepancy between Taxes and fees of 3.44% in Table 6 + 1.9% Exchange user fees = 5.34% and URRT shows as 7.37%. Please revise the impacted exhibit.

Response:

First, the Exchange User Fee is $1.93\% = 3.5\% \times 55.0\%$ if it is expressed in two decimal places. So, Taxes & Fees + Exchange User Fee = $3.44\% + 1.93\% = 5.37\%$.

Second, the difference between the 7.37% and the 5.37% is the result of eliminating the 2.0% premium tax.

A revised version of the Highmark Individual ACA rate filing, removing the 2.0% proposed Pennsylvania premium tax expansion, has been submitted in SERFF.

3. The paid-to-allowed ratio used is 0.675 in Table 5. However, the support Attachment C shows it as 0.678. Please provide the workbook with support data and calculations of the corrected paid-to-allowed ratio.

Responses:

Both paid to allowed values are correct as displayed:

1. The paid to allowed ratio of 0.675 in Table 5 is a member weighted average of the plan level factors. The derivation of this factor can be found in the worksheet "PID Response – Q3." Please note that the distribution of member months is slightly different than what was used in

Attachment C. The membership in Attachment C is consistent with what was used in the URRT. A small number of members were moved within the same metal level so that every plan would be populated with some enrollment. The effect on the paid to allowed is minimal.

2. The 0.678 factor in Attachment C is calculated by dividing the sum of the paid claims resulting from each plans paid to allowed ratio by the sum of the allowed charges for each plan. This results in a different weighting than a straight member weighted average.

4. Please provide the workbook with support data and calculations for the following:

- **Age calibration factor of 1.760**
- **Geographic calibration factor of 0.970**
- **Tobacco factor of 0.992**

Responses:

Please see worksheet name "PID Response – Q8" for the development.

For the geographic calibration factor of 0.970, all rating areas in the Highmark marketing region have the same 0.970 factor, except part of the Centre County but there is no enrollment in it. So no additional development is needed.

5. The average age in Table 1 should be the true age based on single year bands distribution. If not, please revise Table 1.

Responses:

There were errors in the experience period and February 1 snapshot average ages as well as the February 1 age distribution submitted in the original filing. The values are corrected in the update submitted with these responses. Please see the tab "PID Objection 1 – Q5" for the calculation of the average ages.

6. The underlying annual trend supporting the filing is 11.0%, which is reduced by an induced utilization adjustment of -0.30% per year, to develop the overall trend assumption of 10.67% per year.

- a) **Please provide quantitative support for the 11.0% trend assumption (e.g., demonstrate that it is reasonably consistent with recent historical changes in claim costs).**
- b) **Please provide quantitative support for the induced utilization adjustment of -0.30%**

Responses:

- a) Due to the significant change in the make-up of the ACA population over the past few years, alternative approaches were necessary to develop the trend. A separate regression study was developed that analyzed the ACA trend levels of cohorts of PA ACA members that were continuously enrolled in 2015 and thru 2016 in the same metal level. The analysis took into consideration seasonality in order to determine a regression trend. Resulting r-squared levels were compared to determine confidence levels of the resulting regression trends to develop a reasonable range of trend assumptions. The assumed pricing trend of 11% fell within the range of the regression study. This assumed trend was further compared to the group business and any industry available ACA data for reasonability. The graphs from the regression study are included in the attachment (see worksheet name "PID Response 1 – Q6a").
- b) Please see worksheet name "PID Response – Q6b" for the development of the induced utilization factor.

7. The actuarial memorandum states that “the \$35.93 PMPM projected risk adjustment assumption is comprised of an expected risk transfer payable of \$36.07 PMPM, less the \$0.14 PMPM risk adjustment user fee.”

- a) Should “payable” in the above statement be “receivable?”
- b) Please provide the source(s) for all risk adjustment input values provided in Attachment B.
- c) In calculating the \$36.07 PMPM expected receivable please demonstrate quantitatively how the prescribed 0.86 factor, which is to be applied to statewide average premium for 2018, was incorporated into the risk adjustment calculation.

Responses:

- a) Yes. Highmark is projecting a receivable of \$35.93 net of the user fee. This language is corrected in the updated filing submitted with these responses.
- b) The projection of the 2018 risk adjustment transfer component of the rate development utilizes separate projections of the Pennsylvania Individual Market statewide factors and internal Highmark company factors. We are expecting the Individual ACA market to experience volatility between the experience period and the projection period. This volatility is caused by a changing competitive landscape, overall market contraction, membership churn between carriers, and changes in plan/service area offerings. As such, we have used historical market data, with adjustments where appropriate, and our internal company data to develop the risk adjustment transfer components used in the rate development.

The data sources for the market components include the PA Insurance Department’s calculation of 2016 risk adjustment transfer amounts using the 5/1/2017 RATEE files and the PA Insurance Department’s Q1 2017 Enrollment by Metal Level survey. These sources provided data on the size of the marketplace, the average actuarial value, the average induced demand, and the overall risk of the 2016 market. Given the aforementioned volatility, this data was supplemented with additional insights into the expected 2018 market size, risk transfer component profile, and average premium levels for the total PA market.

For the Company's risk transfer component profile, the Company used 2016 experience data for the Individual ACA risk pool and adjusted the experience results for anticipated lapses and new business.

- c) The Company calculated a statewide average premium assumption of [REDACTED] PMPM for the 2018 Pennsylvania Individual Non-Catastrophic market. The [REDACTED] PMPM was multiplied by the 0.86 factor to arrive at the [REDACTED] PMPM value shown in Attachment B.

8. With respect to the demographic adjustment equal to 1.019, please provide the distribution of membership by age and gender for the following:

- Projected for 2018
- Currently inforce in 2017
- Underlying the 2016 base experience

Responses:

The projected 2018 demographic factor is assumed to be similar to the 2017 ACA members in aggregate. Thus, the 2017 demographic factor is used as the best estimate or proxy for the 2018 ACA projected enrollment.

Please see worksheet name “PID Response – Q8” for the development of the 2017 and 2016 factors.

9. In developing the morbidity adjustment equal to 1.240, per Attachment A, a mix of membership from the HHIC ACA, HHIC Medically Underwritten, and the Uninsured & Employer Markets segments is assumed to make up the projected 2018 ACA membership. However, the 2018 Normalized Allowed PMPM shown in Attachment A appears to be the same for each of these member segments. Please describe and demonstrate quantitatively how the 2018 Normalized Allowed PMPM was calculated for each member segment.

Responses:

First, there is a typo in the labels for “HHIC ACA” and “HHIC Medically Underwritten”. They should be labeled as “Highmark ACA” and “Highmark Medically Underwritten” instead.

Second, for the Highmark 2018 projection, we assumed that the allowed PMPMs from the Highmark MU and the Uninsured & Employer Markets to be the same as the ACA retained segment itself since it represents the majority (almost 90%) the enrollment.

See worksheet name “PID Response – Q9” for the PMPMs development.

The 2016 Normalized Allowed PMPM is calculated using the 2016 ACA BEP claims, adjusting the demographic factor and trend for the 2018 rating period.

The 2018 Normalized Allowed PMPM is calculated using the Highmark ACA 2017 February snapshot members that is expected to remain in the Highmark 2018 marketing counties. The demographic profile of this 2017 population is used as the proxy for the Highmark 2018 projection. The underlying 2016 claims are then adjusted for demographic factor, trend, and applicable change for the 2018 rating period.

The morbidity is then calculated by comparing the 2018 normalized allowed PMPM to the 2016 normalized allowed PMPM.

10. Please demonstrate how the proposed demographic and morbidity adjustments were taken into account in calculating the Highmark non-Catastrophic Pool risk score of [REDACTED] used in the development of the projected 2018 risk adjustment transfer.

Responses:

Highmark used the same projected population that was used to develop the morbidity and demographic factors to develop the risk score of [REDACTED]. Since this risk score already reflects the expected population, no explicit adjustments for morbidity or demographics are required.

11. Please demonstrate quantitatively how the CY2018 Network Factor in Attachment A equal to 0.924 was developed and describe what specific network contracting changes are expected to result in a 7.0% increase in projected costs relative to the base experience.

Responses:

In attachment A, the 1.07 change in network reflected a change in the network value for 2016 versus 2018. The network values for 2016 and 2018 were set relative to the expected claims level for each respective period. For 2016, the claims level was at the broad network level so the network factor relative to 2016 is more (that is, a smaller factor vs 2018) since it was applied to a broad network claims level. For the projected 2018 period, it is expected to be less than the broad network level, so the 2018 network factor does not need to be as steep versus the 2016 network factor. Thus, this is not an increase in network cost, just a difference of relative factors since the claims base for the factors are not equivalent.

12. 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, Federal Rates Template and the binder are identical.

Responses:

An error was found in the 21 year old rates by county found in the Plan Design and Rate Tables. This error has been corrected as part of the update submitted with these responses. After this correction all presented rates are consistent.

Paid-to-Allowed Weighting

Plan ID	Metal Level	Projected Member Months	Paid to Allowed Factor
33709PA0870001	Gold	2,227	0.816
33709PA0890001	Silver	-	0.717
33709PA0870002	Silver	7,034	0.724
33709PA0870004	Silver	-	0.650
33709PA0870007	Bronze	5,136	0.590
33709PA0870006	Bronze	-	0.644
33709PA0860001	Gold	434	0.816
33709PA0880001	Silver	209	0.717
33709PA0860002	Silver	1,100	0.724
33709PA0860004	Silver	-	0.650
33709PA0860007	Bronze	3,234	0.590
33709PA0860006	Bronze	-	0.644
33709PA0380004	Catastrophic	148	0.574
33709PA0380003	Catastrophic	577	0.574
Total		20,099	0.675

HHS Age Curve

Age Band	Age Factor 2018	Age Factor Pre2018
0	0.765	0.635
1	0.765	0.635
2	0.765	0.635
3	0.765	0.635
4	0.765	0.635
5	0.765	0.635
6	0.765	0.635
7	0.765	0.635
8	0.765	0.635
9	0.765	0.635
10	0.765	0.635
11	0.765	0.635
12	0.765	0.635
13	0.765	0.635
14	0.765	0.635
15	0.833	0.635
16	0.859	0.635
17	0.885	0.635
18	0.913	0.635
19	0.941	0.635
20	0.970	0.635
21	1.000	1.000
22	1.000	1.000
23	1.000	1.000
24	1.000	1.000
25	1.004	1.004
26	1.024	1.024
27	1.048	1.048
28	1.087	1.087
29	1.119	1.119
30	1.135	1.135
31	1.159	1.159
32	1.183	1.183
33	1.198	1.198
34	1.214	1.214
35	1.222	1.222
36	1.230	1.230
37	1.238	1.238
38	1.246	1.246
39	1.262	1.262
40	1.278	1.278
41	1.302	1.302
42	1.325	1.325
43	1.357	1.357
44	1.397	1.397
45	1.444	1.444
46	1.500	1.500
47	1.563	1.563
48	1.635	1.635
49	1.706	1.706
50	1.786	1.786
51	1.865	1.865
52	1.952	1.952
53	2.040	2.040
54	2.135	2.135
55	2.230	2.230
56	2.333	2.333
57	2.437	2.437
58	2.548	2.548
59	2.603	2.603
60	2.714	2.714
61	2.810	2.810
62	2.873	2.873
63	2.952	2.952
64	3.000	3.000

Projection	Snapshot	Base Period
0.41%	0.62%	0.76%
0.79%	0.41%	0.51%
0.49%	0.39%	0.49%
0.35%	0.41%	0.51%
0.57%	0.44%	0.55%
0.49%	0.41%	0.50%
0.49%	0.40%	0.50%
0.33%	0.44%	0.55%
0.38%	0.41%	0.51%
0.68%	0.47%	0.58%
0.60%	0.46%	0.57%
0.52%	0.50%	0.61%
0.57%	0.47%	0.58%
0.55%	0.50%	0.63%
0.44%	0.54%	0.67%
0.63%	0.60%	0.74%
0.79%	0.61%	0.75%
0.66%	0.63%	0.77%
0.57%	0.78%	0.80%
0.98%	1.05%	1.08%
1.34%	1.11%	1.14%
1.23%	1.18%	1.20%
1.26%	1.01%	1.04%
0.90%	1.04%	1.07%
1.39%	0.95%	0.97%
1.20%	0.96%	0.93%
1.97%	2.30%	2.23%
1.94%	2.08%	2.01%
2.27%	1.82%	1.76%
2.13%	1.67%	1.62%
2.02%	1.58%	1.53%
1.88%	1.51%	1.46%
1.31%	1.39%	1.34%
1.28%	1.43%	1.38%
1.12%	1.40%	1.35%
1.01%	1.30%	1.29%
1.26%	1.34%	1.33%
1.20%	1.30%	1.29%
1.45%	1.34%	1.32%
1.47%	1.21%	1.19%
1.58%	1.14%	1.20%
1.23%	1.07%	1.13%
1.01%	1.22%	1.29%
1.06%	1.30%	1.38%
1.50%	1.40%	1.48%
1.47%	1.66%	1.68%
1.56%	1.59%	1.61%
1.37%	1.64%	1.66%
1.47%	1.68%	1.70%
1.91%	1.87%	1.89%
1.80%	1.98%	2.05%
2.02%	2.07%	2.15%
2.18%	2.08%	2.16%
2.57%	2.06%	2.14%
2.51%	2.28%	2.38%
2.62%	2.64%	2.74%
2.57%	2.60%	2.70%
2.68%	2.82%	2.93%
2.43%	3.03%	3.15%
3.22%	3.00%	3.12%
2.57%	3.27%	3.29%
2.89%	3.67%	3.69%
3.52%	4.30%	4.33%
5.46%	4.88%	4.90%
5.84%	6.31%	3.14%
100.00%	100.00%	100.00%
3,662	20,404	51,901

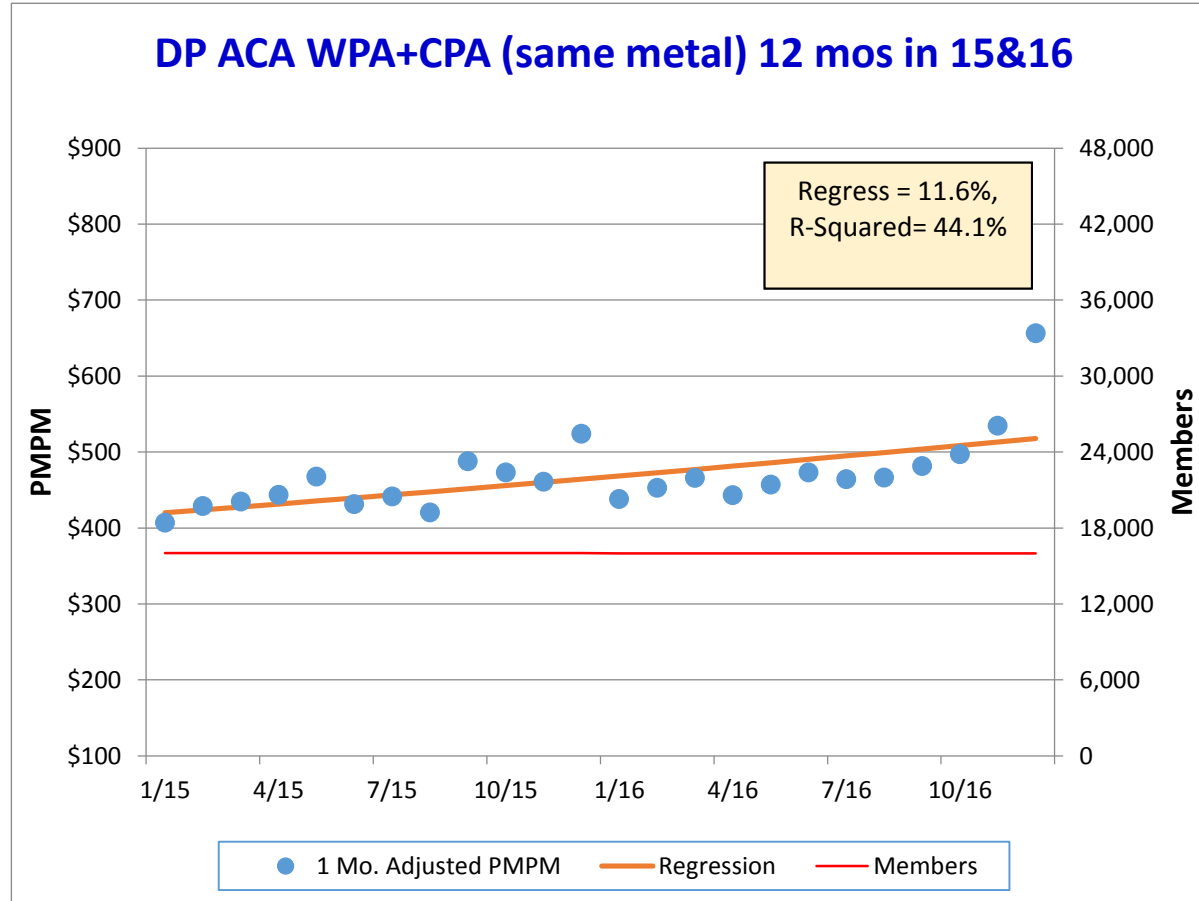
Response to Objection 1 - Question 12

Experience Period Average Age	42
Snapshot Average Age	43
Projected Average Age	42

Regression Analysis

DP ACA

Valuation Date: January 31, 2017



Incur Month	1 Mo. Adj. Memb	PMPM	Regress.
1/15	16,017	\$406.95	\$419.94
2/15	16,014	\$428.84	\$423.79
3/15	16,010	\$434.79	\$427.67
4/15	16,013	\$443.24	\$431.59
5/15	16,011	\$467.40	\$435.54
6/15	16,011	\$431.33	\$439.53
7/15	16,011	\$441.38	\$443.56
8/15	16,011	\$420.21	\$447.62
9/15	16,011	\$487.73	\$451.72
10/15	16,013	\$472.86	\$455.86
11/15	16,009	\$460.83	\$460.04
12/15	16,009	\$523.77	\$464.25
1/16	16,000	\$437.85	\$468.50
2/16	16,002	\$452.52	\$472.80
3/16	16,000	\$465.73	\$477.13
4/16	16,001	\$442.95	\$481.50
5/16	15,999	\$456.95	\$485.91
6/16	15,999	\$472.88	\$490.36
7/16	16,001	\$464.04	\$494.85
8/16	16,000	\$466.02	\$499.39
9/16	16,000	\$481.29	\$503.96
10/16	16,001	\$496.88	\$508.58
11/16	16,002	\$534.42	\$513.24
12/16	16,002	\$655.98	\$517.94

Notes:

PMPM scale (on left) is allowed charges. Enrollment scale (on right) is monthly membership.

Regression uses data from CY15 and CY16.

Cohorts, by segment, are all members with exactly 12 months in each of 2015 and 2016 and no metal level changes.

REGRESSION	
Slope:	1.009
Regress:	11.6%
R-Square	44.1%
Intercept:	\$372.99

Response to Objection 1 - Question 6b

CY2016 Benefit Richness	1.0261
CY2018 Benefit Richness	1.0200
Projected Change in Benefit Richness	0.9940
Induced Demand Factor Adjustment for URRT	-0.30%

HHS Age Curve and Tobacco Load Factors

Age Band	Age Factor 2018	Age Factor Pre2018	Tobacco Factor 2015
0	0.765	0.635	1.000
1	0.765	0.635	1.000
2	0.765	0.635	1.000
3	0.765	0.635	1.000
4	0.765	0.635	1.000
5	0.765	0.635	1.000
6	0.765	0.635	1.000
7	0.765	0.635	1.000
8	0.765	0.635	1.000
9	0.765	0.635	1.000
10	0.765	0.635	1.000
11	0.765	0.635	1.000
12	0.765	0.635	1.000
13	0.765	0.635	1.000
14	0.765	0.635	1.000
15	0.833	0.635	1.000
16	0.859	0.635	1.000
17	0.885	0.635	1.000
18	0.913	0.635	1.000
19	0.941	0.635	1.000
20	0.970	0.635	1.000
21	1.000	1.000	1.025
22	1.000	1.000	1.025
23	1.000	1.000	1.025
24	1.000	1.000	1.025
25	1.004	1.004	1.025
26	1.024	1.024	1.025
27	1.048	1.048	1.025
28	1.087	1.087	1.025
29	1.119	1.119	1.025
30	1.135	1.135	1.025
31	1.159	1.159	1.025
32	1.183	1.183	1.025
33	1.198	1.198	1.025
34	1.214	1.214	1.025
35	1.222	1.222	1.025
36	1.230	1.230	1.025
37	1.238	1.238	1.025
38	1.246	1.246	1.025
39	1.262	1.262	1.025
40	1.278	1.278	1.100
41	1.302	1.302	1.105
42	1.325	1.325	1.112
43	1.357	1.357	1.121
44	1.397	1.397	1.132
45	1.444	1.444	1.145
46	1.500	1.500	1.160
47	1.563	1.563	1.177
48	1.635	1.635	1.196
49	1.706	1.706	1.217
50	1.786	1.786	1.225
51	1.865	1.865	1.225
52	1.952	1.952	1.225
53	2.040	2.040	1.225
54	2.135	2.135	1.225
55	2.230	2.230	1.225
56	2.333	2.333	1.225
57	2.437	2.437	1.225
58	2.548	2.548	1.225
59	2.603	2.603	1.225
60	2.714	2.714	1.225
61	2.810	2.810	1.225
62	2.873	2.873	1.225
63	2.952	2.952	1.225
64	3.000	3.000	1.225

Non-Tobacco Member	Tobacco Member	All Members 2017	Billable Members 2017
0.41%	0.00%	0.41%	0.41%
0.79%	0.00%	0.79%	0.71%
0.49%	0.00%	0.49%	0.44%
0.35%	0.00%	0.35%	0.36%
0.57%	0.00%	0.57%	0.58%
0.49%	0.00%	0.49%	0.44%
0.49%	0.00%	0.49%	0.49%
0.33%	0.00%	0.33%	0.33%
0.38%	0.00%	0.38%	0.36%
0.68%	0.00%	0.68%	0.68%
0.60%	0.00%	0.60%	0.60%
0.52%	0.00%	0.52%	0.52%
0.57%	0.00%	0.57%	0.58%
0.55%	0.00%	0.55%	0.52%
0.44%	0.00%	0.44%	0.41%
0.63%	0.00%	0.63%	0.60%
0.79%	0.00%	0.79%	0.79%
0.66%	0.00%	0.66%	0.63%
0.57%	0.00%	0.57%	0.58%
0.96%	0.03%	0.98%	0.99%
1.28%	0.05%	1.34%	1.34%
1.23%	0.00%	1.23%	1.23%
1.23%	0.03%	1.26%	1.26%
0.87%	0.03%	0.90%	0.90%
1.23%	0.16%	1.39%	1.40%
1.15%	0.05%	1.20%	1.21%
1.86%	0.11%	1.97%	1.97%
1.83%	0.11%	1.94%	1.95%
2.02%	0.25%	2.27%	2.27%
1.94%	0.19%	2.13%	2.14%
1.80%	0.22%	2.02%	2.03%
1.58%	0.30%	1.88%	1.89%
1.23%	0.08%	1.31%	1.32%
1.12%	0.16%	1.28%	1.29%
0.98%	0.14%	1.12%	1.12%
0.93%	0.08%	1.01%	1.01%
1.09%	0.16%	1.26%	1.26%
1.04%	0.16%	1.20%	1.21%
1.26%	0.19%	1.45%	1.45%
1.31%	0.16%	1.47%	1.48%
1.45%	0.14%	1.58%	1.59%
1.15%	0.08%	1.23%	1.23%
0.87%	0.14%	1.01%	1.01%
0.98%	0.08%	1.06%	1.07%
1.31%	0.19%	1.50%	1.51%
1.26%	0.22%	1.47%	1.48%
1.37%	0.19%	1.56%	1.56%
1.23%	0.14%	1.37%	1.37%
1.45%	0.03%	1.47%	1.48%
1.83%	0.08%	1.91%	1.92%
1.75%	0.05%	1.80%	1.81%
1.91%	0.11%	2.02%	2.03%
2.02%	0.16%	2.18%	2.19%
2.40%	0.16%	2.57%	2.58%
2.43%	0.08%	2.51%	2.52%
2.51%	0.11%	2.62%	2.63%
2.29%	0.27%	2.57%	2.58%
2.62%	0.05%	2.68%	2.68%
2.35%	0.08%	2.43%	2.44%
2.79%	0.44%	3.22%	3.23%
2.38%	0.19%	2.57%	2.58%
2.79%	0.11%	2.89%	2.90%
3.36%	0.16%	3.52%	3.53%
5.19%	0.27%	5.46%	5.48%
5.54%	0.30%	5.84%	5.86%
93.47%	6.53%	100.00%	100.00%
3,423	239	3,662	3,650

Non-Tobacco Member	Tobacco Member	All Members 2016
0.76%	0.00%	0.76%
0.51%	0.00%	0.51%
0.49%	0.00%	0.49%
0.51%	0.00%	0.51%
0.55%	0.00%	0.55%
0.50%	0.00%	0.50%
0.50%	0.00%	0.50%
0.55%	0.00%	0.55%
0.51%	0.00%	0.51%
0.58%	0.00%	0.58%
0.57%	0.00%	0.57%
0.61%	0.00%	0.61%
0.58%	0.00%	0.58%
0.63%	0.00%	0.63%
0.67%	0.00%	0.67%
0.74%	0.00%	0.74%
0.75%	0.00%	0.75%
0.77%	0.00%	0.77%
0.80%	0.00%	0.80%
1.08%	0.00%	1.08%
1.14%	0.00%	1.14%
1.16%	0.04%	1.20%
1.00%	0.04%	1.04%
1.03%	0.04%	1.07%
0.93%	0.04%	0.97%
0.85%	0.08%	0.93%
2.09%	0.14%	2.23%
1.81%	0.20%	2.01%
1.55%	0.21%	1.76%
1.45%	0.17%	1.62%
1.35%	0.18%	1.53%
1.31%	0.15%	1.46%
1.21%	0.13%	1.34%
1.19%	0.19%	1.38%
1.19%	0.16%	1.35%
1.16%	0.13%	1.29%
1.17%	0.16%	1.33%
1.14%	0.15%	1.29%
1.18%	0.14%	1.32%
1.07%	0.12%	1.19%
1.07%	0.13%	1.20%
0.99%	0.14%	1.13%
1.16%	0.13%	1.29%
1.24%	0.14%	1.38%
1.37%	0.12%	1.48%
1.50%	0.18%	1.68%
1.42%	0.19%	1.61%
1.50%	0.15%	1.66%
1.58%	0.12%	1.70%
1.73%	0.16%	1.89%
1.88%	0.17%	2.05%
1.98%	0.17%	2.15%
1.95%	0.21%	2.16%
1.98%	0.16%	2.14%
2.20%	0.18%	2.38%
2.53%	0.20%	2.74%
2.48%	0.22%	2.70%
2.74%	0.19%	2.93%
2.95%	0.21%	3.15%
2.96%	0.16%	3.12%
3.11%	0.18%	3.29%
3.46%	0.22%	3.69%
4.07%	0.26%	4.33%
4.67%	0.23%	4.90%
2.99%	0.16%	3.14%
93.17%	6.83%	100.00%
48,355	3,546	51,901

Response to Objection 1 - Question 4

Part a)		
Average Age Factor		1.766
Child Cap Adjustment		1.003
Average Age Factor - Adjusted		1.760
Part b)		
Average Area Factor		0.970
Part c)		
Average Tobacco Factor		1.008
		0.992

Response to Objection 1 - Question 8

Projected for 2018	
Average Age Factor	1.766
Average Area Factor	0.970
Average Tobacco Factor	1.008
Average Demographic Factor	1.727
Currently inforce in 2017	
Average Age Factor	1.766
Average Area Factor	0.970
Average Tobacco Factor	1.008
Average Demographic Factor	1.727
2016 Base Experience	
Average Age Factor	1.731
Average Area Factor	0.970
Average Tobacco Factor	1.009
Average Demographic Factor	1.695
Projected vs Base Experience	1.019

Response to Objection 1 - Question 9

2016 PMPM Development	
BEP Member Months	490,907
Projected Normalized Allowed Claims	\$174,123,764
Projected Normalized Allowed PMPM	\$354.70
2018 PMPM Development	
Member Months (Feb 2017 Snapshot)	43,646
Projected Normalized Allowed Claims	\$19,202,951
Projected Normalized Allowed PMPM	\$439.97
2018 Morbidity Factor	1.240

TO: Ms. Rashmi Mathur, ASA, MAAA, Actuary
Bureau of Life, Accident & Health Insurance
Pennsylvania Insurance Department

FROM: [REDACTED]
Highmark Inc.

DATE: July 14, 2017

SUBJECT: Highmark Inc. 2018 Individual Market Rates
Response to July 7, 2017 Objection Letter
Filing Number: 1A-DP-17-HI
SERFF Tracking Number: HGHM-131020694

Below are Highmark's responses to your objection letter dated July 7, 2017. We have included the questions along with the responses for your convenience.

1. Regarding the response to Question 6:

- a) **The December 2016 estimated adjusted PMPM provided in the response to Question 6a appears quite high relative to the other months provided and appears to show a seasonality impact far greater than was observed in December 2015. Please provide updated estimated adjusted PMPMs by incurral month and regression results using at least three months of run-out (e.g. a Valuation Date equal to March 31, 2017 or later).**
- b) **With respect to the December 2016 adjusted PMPM, please provide the component of the \$655.98 value which is associated with paid claims (as of January 31, 2017) and that which is associated with IBNR.**
- c) **Please provide the development of the CY2016 and CY2018 Benefit Richness factors provided in the response to Question 6b.**

- a) We agree that December is the highest adjusted PMPM for both years and that a seasonality factor definitely occurs due to that. In general, the primary drivers include members reaching calendar year out-of-pockets, anticipated changes of coverage for the upcoming renewal year, anticipation changes in members switching markets, and the amount of retroactive cancellations that occur in the month of December.

Please see worksheet named "Response Q1a – Exhibit 1" for the revised regression with run-out thru March. Additionally, "Response Q1a – Exhibit 2" was included as an additional regression based on CY2016 only rather than a two-year period for reference

- b) The completion factor used in the original regression study for December was 0.835.
- c) The CY2016 and CY2018 benefit richness factors were calculated by applying the metal level distribution of the each year to the following factors: Gold = 1.08, Silver = 1.03, Bronze = 1.00, and Catastrophic = 0.92.

2. Regarding the response to Question 8:

- a) **In the calculation being used to develop the demographic adjustment equal to 1.019, please explain why the 2016 Base Experience factors are calculated using the 2016 age factors instead of the 2018 age factors.**

b) By using two different sets of rating factors for the calculation, the demographic adjustment appears to not only measure the anticipated impact to costs due to the change in projected demographic mix between the base period and 2018, but also the change in proposed rating factors. Please confirm and clarify why it is appropriate to incorporate the change in proposed rating factors (age and tobacco) in the development of the projected Index Rate.

Response:

- a) In order to capture the rate impact of all rating factors, the pre-2018 age curve was used in the base period and the 2018 age curve was used in the 2018 rating period.
- b) We agreed. The overall rate increase should reflected the impact of change in the age curve as well as the change in the demographic mixed.

3. Regarding the response to Question 9:

a) Please provide numerical support for the \$174,123,764 2016 "Projected Normalized Allowed Claims" and the \$19,202,591 2018 "Projected Normalized Allowed Claims" from the tab "PID Response - Q9" from the provided file "1A-DP-17-HI Objection 1 Response Exhibits.xlsx), including the following items for each of the two figures referenced in your response:

 Starting non-normalized allowed claims and membership volumes

 Demographic normalization factor

 Trend normalization factor

 Projected risk normalization factor

 Any other normalization factors which were applied

b) Please clarify how credibility was taken into consideration, if at all, in the development of the Projected Normalized Allowed PMPM of \$439.97. To the extent the Projected Normalized Allowed Claims based on 43,646 member months was assumed to be fully credible, please justify doing so.

c) Please reconcile the 43,646 "Member Months (Feb 2017 Snapshot)" with the provided February 1, 2017 membership equal to 20,404.

Response:

- a) The development can be found in the "Response – Q3" tab of the attached worksheet.
- b) We considered this population as fully credible.
- c) The February 1, 2017 membership of 20,404 represents the total number of members enrolled as of that point in time. The 43,646 member months was calculated by taking the snapshot membership by coverage effective date and deriving the total number of member months. Additionally, in instances where there were plan discontinuations and service area changes, only a subset of the total snapshot membership was used in the development of the morbidity factor.

4. Regarding the response to Question 11:

a) Please demonstrate quantitatively how the CY2018 Network Factor of 0.924 and the CY2016 Network Factor of 0.863 were developed.

Response:

The CY2016 and CY2018 average network factors were calculated by applying the enrollment distribution percentages at the network level to the factors in Table 14 for each respective year.

5. If you wish to make adjustments to the projected RA amount included in this rate filing and the URRT, based on the June 30, 2017 Summary Report on Transitional Reinsurance Payments and Permanent Risk Adjustment Transfers, please do so in this submission. Provide narrative and an Excel spreadsheet demonstrating the development and assumptions.

Response:

The Company does not wish to make adjustments to its projected RA amount for the 2018 rating year.

6. Please note that all revisions must be reflected in this resubmission. The Department shall not allow any changes to the rates after this submission.

Response:

In accordance with the filing instructions specified by the Pennsylvania Insurance Department, the rate development in this filing is based on certain assumptions we have had to make at this point in time. Most notably, these assumptions include that CSR payments and advance payment of premium credits (APTCs) will continue until the end of 2018, there will be no significant changes in legislation, regulations or otherwise (i.e. rules, regulatory guidance, etc.) impacting the ACA market, and all Pennsylvania QHP issuers currently participating on the Marketplace will continue to do so throughout 2018. In addition, there are other uncertainties that may directly or indirectly affect an already unstable insurance market and ultimately, rates. One of these uncertainties includes the prospective enforcement of the ACA individual mandate. Another uncertainty involves potential state legislation that would expand Pennsylvania state premium tax applicability to entities of this type. If any of these assumptions are ultimately incorrect or additional developments occur that similarly have a detrimental impact to the market, modifications to the rate development may be necessary. As a result, the Company reserves the right to submit a revised filing.

7. Please provide a PDF file for public review (Public Rate Filing PDF) in SERFF to show the updated rate request. The following updated supporting items must be included:

- Cover Letter
- Rate Change Request Summary (Attachment 1)
- Part 1 - Unified Rate Review Template (URRT)
- Part II - Consumer Friendly Justification
- Part III - Federal Actuarial Memorandum (redacted)
- PA Actuarial Memorandum (redacted)
- PA Actuarial Memorandum Rate Exhibits
- PA Plan Design Summary and Rate Tables
- Federal Rates Templates
- Service Area Maps
- Correspondence - Q&A's

Please remain cognizant of the limited redactions as outlined on pages 3 and 4 of the 2018 Guidance. Only those specific items may be redacted. Since AV screenshots and commission schedules are proprietary, they should not be included in this public PDF. Additionally, please ensure that documents and spreadsheets are internally consistent and that the Excel exhibit with formula corrections emailed to you on June 6, 2017 is used. The deadline for the revised PDF is COB July 18, 2017.

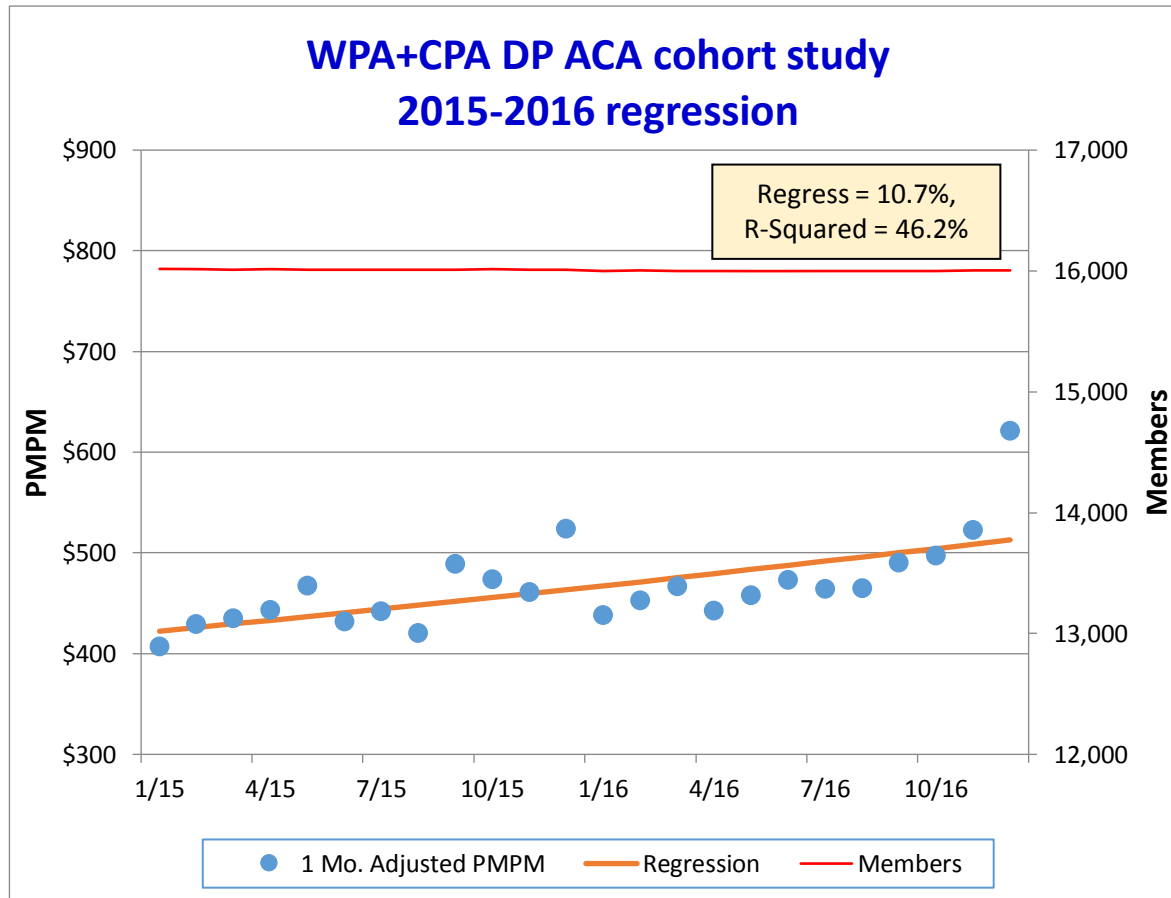
Response:

The Company will provide the requested PDF file for public review by July 18, 2017, through its SERFF rate submission. This document will contain all the supporting items referenced above, although due to SERFF file size limitations, the Public Rate Filing PDF may need to be split into two files. Please note that since Question #7 & #10 from the Department's Rate Filing Objection Letter dated 06/16/2017 pertained to relative risk levels (i.e. the risk adjustment development), the Company included a redacted response to the 06/16/2017 Rate Filing Objection Letter in its Public Rate Filing PDF.

Regression Analysis

DP ACA by region

Valuation Date: March 31, 2017



Incur Month	1 Mo. Adj. Memb	PMPM	Regress.
1/15	16,017	\$407.13	\$422.26
2/15	16,014	\$429.03	\$425.85
3/15	16,010	\$435.06	\$429.47
4/15	16,013	\$443.37	\$433.12
5/15	16,011	\$467.58	\$436.80
6/15	16,011	\$431.61	\$440.51
7/15	16,011	\$441.64	\$444.25
8/15	16,011	\$420.54	\$448.03
9/15	16,011	\$488.60	\$451.84
10/15	16,013	\$473.30	\$455.68
11/15	16,009	\$461.05	\$459.55
12/15	16,009	\$524.13	\$463.45
1/16	16,000	\$438.05	\$467.39
2/16	16,002	\$452.55	\$471.36
3/16	16,000	\$466.79	\$475.37
4/16	16,001	\$442.31	\$479.41
5/16	15,999	\$457.99	\$483.48
6/16	15,999	\$473.10	\$487.59
7/16	16,001	\$464.22	\$491.74
8/16	16,000	\$464.56	\$495.91
9/16	16,000	\$490.37	\$500.13
10/16	16,001	\$496.92	\$504.38
11/16	16,002	\$522.42	\$508.66
12/16	16,002	\$621.12	\$512.99

Notes:

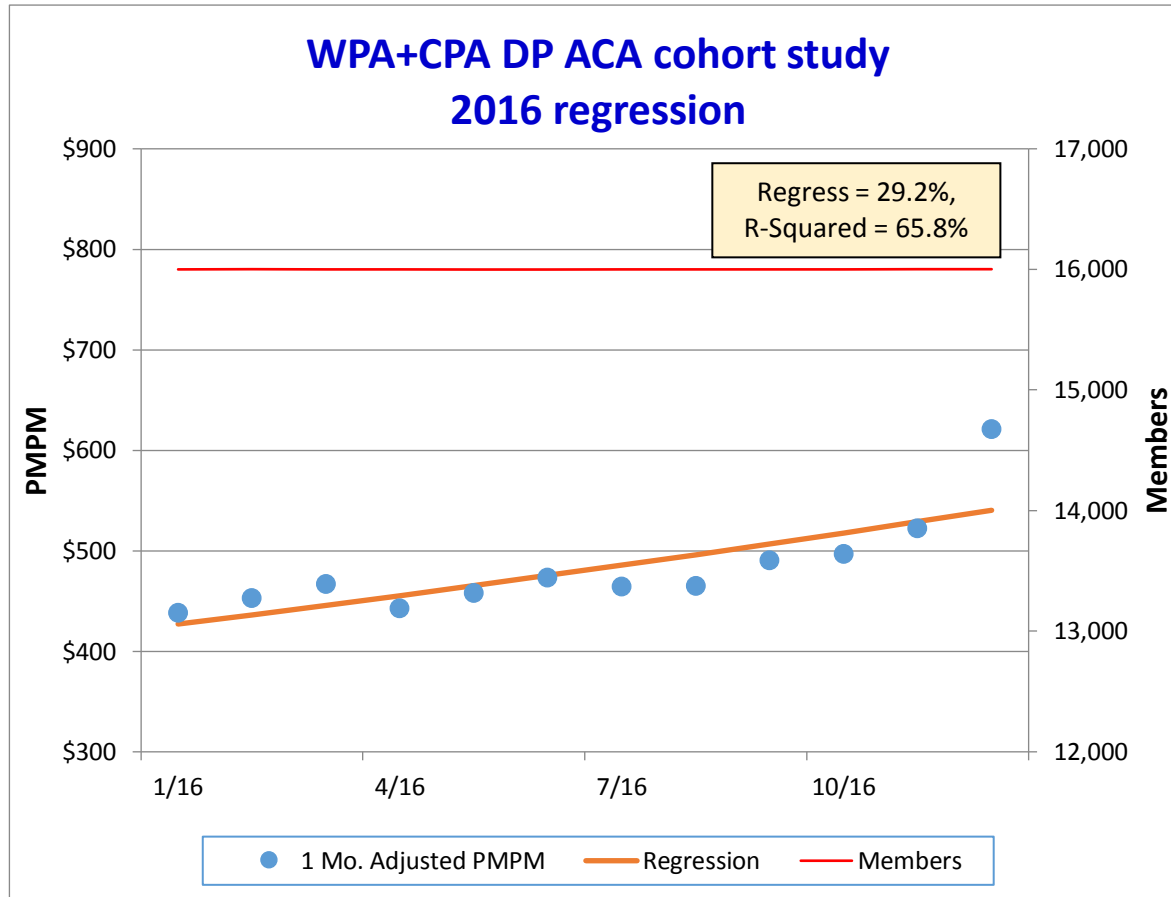
PMPM scale (on left) is allowed charges. Enrollment scale (on right) is monthly membership. Regression uses data from CY15 and CY16. Cohorts, by segment, are all members with exactly 12 months in each of 2015 and 2016. Monthly PMPMs restated from Jan-17 valuation using an adjustment factor to make comparable to Mar-17 valuation.

REGRESSION	
Slope:	1.008
Regress:	10.7%
R-Square	46.2%
Intercept:	\$378.28

Regression Analysis

DP ACA by region

Valuation Date: March 31, 2017



Incur Month	1 Mo. Adj. Memb	PMPM	Regress.
1/16	16,000	\$438.05	\$427.17
2/16	16,002	\$452.55	\$436.39
3/16	16,000	\$466.79	\$445.82
4/16	16,001	\$442.31	\$455.45
5/16	15,999	\$457.99	\$465.28
6/16	15,999	\$473.10	\$475.33
7/16	16,001	\$464.22	\$485.59
8/16	16,000	\$464.56	\$496.08
9/16	16,000	\$490.37	\$506.79
10/16	16,001	\$496.92	\$517.74
11/16	16,002	\$522.42	\$528.92
12/16	16,002	\$621.12	\$540.34

Notes:

PMPM scale (on left) is allowed charges. Enrollment scale (on right) is monthly membership. Regression uses data from CY16. Cohorts, by segment, are all members with exactly 12 months in each of 2015 and 2016. Monthly PMPMs restated from Jan-17 valuation using an adjustment factor to make comparable to Mar-17 valuation.

REGRESSION	
Slope:	1.022
Regress:	29.2%
R-Square	65.8%
Intercept:	\$250.39

Morbidity Factor Development	2016	2018
Member Months	490,907	43,646
Medical Allowed Claims	\$239,527,706	\$25,031,060
2018 Morbidity Adjustment		1.0774
2018 Non-EHB		0.9980
2018 Trend Factor @ 11% Trend	1.2321	1.2321
Demographic Factor	1.6949	1.7269
Projected Normalized Allowed Claims	\$174,123,764	\$19,202,951
Projected Normalized Allowed PMPM	\$354.70	\$439.97
2018 Morbidity Factor		1.240