

Premium Withhold Revenue Projections

for July 17 2019 Board Meeting

(projected additional and lapsed members based on effectuated enrollment)

| Enrollment Year | Beginning Members | Additional Members | Lapsed Members | Lapse Rate | Ending Members | Member Months | Average Premium | Withhold Percent | Withhold Revenue |
|-----------------|-------------------|--------------------|-----------------|------------|----------------|------------------|-----------------|------------------|-------------------|
| EY 2018 | 86,410 | 17,016 | (12,964) | 1.0% | 90,462 | | 531.50 | 3.50% | 21,813,000 |
| Jan-Jun18 | | | | | | 534.00 | 3.50% | 11,340,000 | |
| Jul-Dec18 | | | | | | 529.00 | 3.50% | 10,473,000 | |
| EY 2019 | 90,462 | 13,445 | (12,148) | 1.0% | 91,758 | 1,177,931 | 458.00 | 3.50% | 18,886,000 |
| Jan-Jun19 | | | | | | 607,434 | 461.00 | 3.50% | 9,801,000 |
| Jul-Dec19 | | | | | | 570,496 | 455.00 | 3.50% | 9,085,000 |
| EY 2020 | 91,758 | 11,276 | (11,284) | 0.9% | 91,750 | 1,159,814 | 435.10 | 3.50% | 17,666,000 |
| Jan-Jun20 | | | | | | 597,944 | 438.10 | 3.50% | 9,169,000 |
| Jul-Dec20 | | | | | | 561,870 | 432.10 | 3.50% | 8,497,000 |
| EY 2021 | 91,750 | 9,900 | (9,900) | 0.8% | 91,750 | 1,129,545 | 435.10 | 3.50% | 17,205,000 |
| Jan-Jun21 | | | | | | 582,729 | 438.10 | 3.50% | 8,935,000 |
| Jul-Dec21 | | | | | | 546,816 | 432.10 | 3.50% | 8,270,000 |

| Translation to Fiscal Year | Member Months | Average Premium | Withhold Percent | Withhold Revenue |
|----------------------------|------------------|-----------------|------------------|-------------------|
| FY 2019 | | | | 20,274,000 |
| Jul-Dec18 | | 529.00 | 3.50% | 10,473,000 |
| Jan-Jun19 | 607,434 | 461.00 | 3.50% | 9,801,000 |
| FY 2020 | 1,168,440 | | | 18,254,000 |
| Jul-Dec19 | 570,496 | 455.00 | 3.50% | 9,085,000 |
| Jan-Jun20 | 597,944 | 438.10 | 3.50% | 9,169,000 |
| FY 2021 | 1,144,599 | | | 17,432,000 |
| Jul-Dec20 | 561,870 | 432.10 | 3.50% | 8,497,000 |
| Jan-Jun21 | 582,729 | 438.10 | 3.50% | 8,935,000 |