## Peter J. Riemer, LLC 479 Heights Road Ridgewood, NJ 07450

August 31, 2015

Mr. George Tsiopras Chief Financial Officer HealthTrust, Inc. 25 Triangle Park Drive Concord, NH 03302

## **Subject:** HealthTrust Claims Reserves at June 30, 2016

#### Dear George:

I have determined HealthTrust claim reserves, and reserves for administration, as of June 30, 2016. The claims reserves cover both claims reported but not yet paid and claims incurred but not reported. In summary, the results are:

### 1. Reserve for claims

a.	Medical (excluding prescription drugs)	\$17,390,700
b.	Dental	\$834,383
c.	Short term disability	\$151,236
d.	Total reserve for claims	\$18,376,318

#### 2. Reserve for administration

a.	Medical (estimated; excluding prescription drugs)	\$2,271,202
b.	Dental	\$282,611
c.	Total reserve for administration	\$2,553,813

The following attachments provide background on these results:

- Exhibit I: Development of values, with reference to source data.
- Exhibit II: Completion factor method for medical claims reserve.
- Exhibit III: Completion factor method for dental claims reserve.
- Anthem claim lag file (provided electronically only).
- Delta Dental claim lag file (provided electronically only).

The reserves for medical and dental claims are based on the analysis of arrays of claims data from Anthem and Delta Dental showing, for the claims incurred in each month, the month-by-

Mr. George Tsiopras August 31, 2015 Page 2

month payout of those claims, through July 31 of this year. HealthTrust staff estimates the claims reserve for prescription drugs paid through CVS/Caremark.

Using these claims arrays, the medical and dental claim reserves were developed by the duration-to-duration completion factor reserve methodology. This method determines, for claims incurred in a given month, the proportion of that month's ultimate claims payout that has been paid through 7/31/2016. These proportional completion factors are based on the average experience of several years as revealed in the claims arrays. The factors are applied to each incurral month's claims paid through 7/31/2016 to determine the expected payout after that date. The results are then summed for all incurral months through June 2016, and added to the known July 2016 payments for these same incurral months. The portion of the calculated reserve for expected payout after July 31 was increased by a 10% provision for adverse deviation

The completion factors used to derive the medical claims reserve reported in Exhibit II are developed without recognition of negative retroactive claim payments. Although such negative payments are an ongoing phenomenon under Anthem's "pay and pursue" approach to adjudicating claims, the volume of credits has been declining, and we are at the same time seeing an increase in the volume of large claims and a time lag in the payments for such claims. For these reasons, we have not made an adjustment for negative retroactive claim payments.

The reserve for STD is estimated as equal to the amount of premium received for the last two months of the fiscal year, as reported by HealthTrust.

The reserve for administration covers the cost of administering the unreported claims. The reserve is based on the termination provisions in contracts with Anthem and Delta Dental. Both contracts require payment of two months' administrative fees upon contract termination.

In total, the \$18.4 million reserve for claims at June 30, 2016 is about \$500,000 greater than the value in your initial draft of the June 30, 2016 financial statement. This difference is almost entirely from the medical coverage, and is the net effect an excess of actual runout (through 7/31/2016) versus what had been booked in the 6/30/2015 financial statement, and a reduction in early post-6/30/2016 runout vs. last year.

Mr. George Tsiopras August 31, 2015 Page 3

These estimates were determined using generally accepted actuarial practices as applied to claim and enrollment data from Anthem Blue Cross Blue Shield of New Hampshire, Delta Dental and HealthTrust staff. I am a Fellow of the Society of Actuaries and a member of the American Academy of Actuaries and meet the Qualification Standards of the American Academy of Actuaries to render the actuarial opinion contained herein.

Please give me a call if you have any questions or if you require additional information.

Sincerely,

Peter J. Riemer, FSA

Principal 201-670-8821 pjriemer@aol.com

cc: Wendy Parker

## Exhibit I HEALTHTRUST

## Reserve for Medical (excl. Rx), Dental and STD Claims and Administration at June 30, 2016

A	Modical Claims	(avaluding proceedinties	druger all values	except as noted are fo	r dates of service before 7/1/2016)
A.	Medical Claims	(excluding prescription	i urugs, aii vaiues,	except as noted, are to	i dates of service before 1/1/2010)

	<ol> <li>Claims paid 7/1/16 through 7/31/16 (from Anthem triangles)</li> <li>Estimated incurred but unpaid at 7/31/16 (without claim credits) [Exh. II, col. J, excl. d</li> <li>Provision for claim credits</li> <li>Provision for adverse deviation [10% of (2.)]</li> <li>Estimated 6/30/2016 incurred but unpaid [sum of (1.) through (4.)]</li> </ol>	luration 0]	\$ \$ \$ \$	11,566,396 5,294,822 529,482 17,390,700
В.	Medical Claims Reserve, by Year of Incurral:	Incurral	\$ \$ \$ \$ \$	Reserve at 6/30/16  (168) (1,457) 51,526 28,466 17,312,333 17,390,700
C.	Dental Claims (all values, except as noted, are for dates of service before 7/1/2016)			
D.	<ol> <li>Claims paid 7/1/16 through 7/31/16 (from Delta Dental triangles)</li> <li>Estimated incurred but unpaid at 7/31/16 [Exh. III, col. J]</li> <li>Provision for adverse deviation [10% of (2.)]</li> <li>Estimated 6/30/2016 incurred but unpaid [sum of (1.) through (3.)]</li> <li>Dental Claims Reserve, by Year of Incurral:</li> </ol>	Incurral <u>Year</u> 2014 2015 2016 Total	\$ \$ \$ \$ \$	635,347 180,942 18,094 834,383 Reserve at 6/30/16 66 2,721 831,596 834,383
Е.	Short Term Disability (STD)	Total	Ψ	054,505
	<ol> <li>Premium, May 2016</li> <li>Premium, June 2016</li> <li>Reserve for STD [(1.) + (2.)]</li> </ol>		\$ <u>\$</u> \$	75,538 75,697 151,235
F.	Reserve for Administration			
	<ol> <li>Medical (2 months' Anthem admin fee, per contract, based on June 2016, per HealthTra</li> <li>Dental (2 months' Delta Dental admin fee, per contract, based on June 2016, per Health</li> <li>Total</li> </ol>		\$ <u>\$</u> \$	2,271,202 282,611 2,553,813

#### Exhibit II Health Trust, Inc.

## Reserve for Medical Claims at June 30, 2016

#### Method: Age to Age Completion Factor with no Recognition of Negative Retroactive Adjustments

Valuation as of July 31, 2016

(A)	(B)	(C)=[Input]		(D)=[Input]	(E)=[CF Sheet]				(-	l)=[(F)/(C)]		(I)=[(G)/(C)]		(J)=(F)-(D)
Duration	Month	Members	ÿ ,		Mature Paid Claims		Incurred Claims per Member		Mature Paid Claims per Member		Reserve at Jul. 31, 2016			
42	Jan-13	57,640	\$	24,118,166	1.00000	\$ 24,118,166	\$	26,265,808	\$	418.43	\$	455.69	\$	
41	Feb-13	57,544	\$	22,550,070	1.00000	\$	\$	21,151,866	\$	391.88	\$	367.58	\$	_
40	Mar-13	57,534	\$	23,637,294	1.00000	\$	\$	24,359,139	\$	410.84	\$	423.39	\$	-
39	Apr-13	57,421	\$	25,169,678	1.00000	\$	\$	25,689,155	\$	438.34	\$	447.38	\$	-
38	May-13	57,291	\$	24,013,853	1.00000	\$ 	\$	25,133,186	\$	419.16	\$	438.69	\$	-
37	Jun-13	57,300	\$	23,283,077	1.00000	\$	\$	22,890,470	\$	406.34	\$	399.48	\$	-
36	Jul-13	56,506	\$	24,191,251	1.00000	\$ 24,191,251	\$	24,145,463	\$	428.12	\$	427.31	\$	_
35	Aug-13	56,571	\$	22,588,327	1.00000	\$ 22,588,327	\$	23,565,477	\$	399.29	\$	416.56	\$	-
34	Sep-13	56,714	\$	21,455,042	1.00000	\$ 21,455,042	\$	20,865,894	\$	378.30	\$	367.91	\$	-
33	Oct-13	56,806	\$	23,220,030	1.00000	\$	\$	22,546,908	\$	408.76	\$	396.91	\$	-
32	Nov-13	56,727	\$	20,977,653	1.00000	\$ 20,977,653	\$	21,846,387	\$	369.80	\$	385.11	\$	_
31	Dec-13	56,683	\$	22,121,680	1.00000	\$	\$	21,282,519	\$	390.27	\$	375.47	\$	-
30	Jan-14	55,796	\$	22,824,498	1.00000	\$	\$	22,293,520	\$	409.07	\$	399.55	\$	11
29	Feb-14	55,729	\$	20,005,312	0.99999	\$ 20,005,432	\$	21,014,471	\$	358.98	\$	377.08	\$	1:
28	Mar-14	55,661	\$	21,450,312	0.99999	\$ 21,450,503	\$	21,997,187	\$	385.38	\$	395.20	\$	19
27	Apr-14	55,616	\$	23,621,956	0.99998	\$ 23,622,524	\$	21,759,273	\$	424.74	\$	391.24	\$	56
26	May-14	55,448	\$	21,548,843	0.99997	\$	\$	23,551,124	\$	388.64	\$	424.74	\$	54
25	Jun-14	55,374	\$	23,619,287	0.99997	\$	\$	21,725,576	\$	426.55	\$	392.34	\$	6
24	Jul-14	54,707	\$	23,485,533	0.99997	\$	\$	24,550,710	\$	429.31	\$	448.77	\$	6
23	Aug-14	54,708	\$	21,504,462	0.99997	\$	\$	20,524,785	\$	393.09	\$	375.17	\$	6
22	Sep-14	54,890	\$	21,038,151	0.99997	\$ 	\$	22,017,382	\$	383.29	\$	401.12	\$	6
21	Oct-14	54,823	\$	23,625,511	0.99997	\$	\$	23,442,327	\$	430.95	\$	427.60	\$	7
20	Nov-14	54,828	\$	20,321,592	0.99997	\$	\$	21,208,934	\$	370.65	\$	386.83	\$	6
19	Dec-14	54,806	\$	21,983,512	0.99997	\$	\$	22,596,807	\$	401.13	\$	412.31	\$	70
18	Jan-15	54,613	\$	20,616,198	0.99997	\$	\$	20,063,109	\$	377.51	\$	367.37	\$	68
17	Feb-15	54,636	\$	20,805,767	0.99996	\$	\$	18,953,345	\$	380.82	\$	346.90	\$	87
16	Mar-15	54,542	\$	22,557,704	0.99996	\$ 	\$	22,587,654	\$	413.60	\$	414.13	\$	96
15	Apr-15	54,433	\$	23,713,328	0.99993	\$	\$	23,424,039	\$	435.68	\$	430.33	\$	1,77
14	May-15	54,283	\$	22,333,171	0.99992	\$	\$	21,979,097	\$	411.45	\$	404.90	\$	1,69
13	Jun-15	54,175	\$	25,327,838	0.99992	\$	\$	22,812,498	\$	467.55	\$	421.09	\$	1,94
12	Jul-15	53,923	\$	22,635,018	0.99992	\$	\$	25,414,047	\$	419.80	\$	471.30	\$	1,78
11	Aug-15	54,001	\$	21,490,190	0.99989	\$ 	\$	20,766,615	\$	398.00	\$	384.56	\$	2,25
10	Sep-15	54,459	\$	21,997,500	0.99989	\$ 	\$	21,108,004	\$	403.97	\$	387.59	\$	2,39
9	Oct-15	54,465	\$	21,694,904	0.99980	\$ 	\$	21,176,248	\$	398.41	\$	388.80	\$	4,34
8	Nov-15	54,556	\$	22,024,509	0.99939	\$ 22,037,895	\$	20,288,505	\$	403.95	\$	371.88	\$	13,38
7	Dec-15	54,526	\$	23,292,483	0.99864	\$	\$	24,359,585	\$	427.76	\$	446.75	\$	31,6
6	Jan-16	53,469	\$	21,499,295	0.99760	\$	\$	19,977,123	\$	403.06	\$	373.62	\$	51,69
5	Feb-16	53,480	\$	22,596,724	0.99760	\$	\$	23,130,428	\$	425.22	\$	432.51	\$	143,89
4	Mar-16	53,410	\$	25,226,744	0.98871	\$	\$	25,978,305	\$	477.72	\$	486.39	\$	288,0
3	Apr-16	53,346	\$	21,387,837	0.97603	\$ 	\$	22,688,764	\$	410.77	\$	425.31	\$	525,3
2	May-16	53,271	\$	21,093,302	0.94742	\$	\$	23,665,249	\$	417.94	\$	444.24	\$	1,170,7
1	Jun-16	53,226	\$	20,514,443	0.94742	\$	\$	24,187,995	\$	442.64	\$	454.44	\$	3,045,3
0	Jul-16	51,838	\$	7,685,995	0.45522	\$		19,252,391	\$	423.77	\$	371.40		14,281,48
Ü	Total	2,371,775	\$	950,848,041	0.9798	970,424,348	\$	968,237,373	\$	409.16	\$	408.23		19,576,30
		•		•		•		-						-
	CY 2013	684,737	\$	277,326,120	1.0000	\$ 277,326,120	\$	279,742,273	\$	405.01	\$	408.54	\$	-
	CY 2014	662,386	\$	265,028,971	1.0000	\$ 265,035,014	\$	266,682,098	\$	400.12	\$	402.61	\$	6,04
	CY 2015	652,612	\$	268,488,611	0.9998	\$ 268,552,407	\$	262,932,747	\$	411.50	\$	402.89	\$	63,79
	CY 2016	372,040	\$	140,004,339	0.8777	\$ 159,510,807	\$	158,880,256	\$	428.75	\$	427.05	\$	19,506,46

<sup>&</sup>lt;sup>1</sup> Based on a rolling three (3) month PMPM claim cost average.

# Exhibit III HealthTrust, Inc. Reserve for Dental Claims at June 30, 2016 Method: Age to Age Completion Factor

Valuation as of July 31, 2016

(A)	(B)	(C)=[Input]		(D)=[Input]	(E)=[CF Sheet]	(	(F)=[(D)/(E)]		(G)=[Input]	(H	)=[(F)/(C)]	(I)	)=[(G)/(C)]	(J	)=(F)-(D)
Duration	Month	Subscribers	Cla	curred & Paid aims through 07/31/2016	Completion Factor		Incurred Claims	Mature Paid Claims		Incurred Claims per Subscriber		•		Reserve at Jul. 31, 2016	
36	Jul-13	24,340	\$	2,672,928	1.00000	\$	2,672,928	\$	2,479,222	\$	109.82	\$	101.86	\$	-
35	Aug-13	24,340	\$	2,351,432	1.00000	\$	2,351,432	\$	2,500,653	\$	96.61	\$	102.74	\$	-
34	Sep-13	24,511	\$	1,738,573	1.00000	\$	1,738,573	\$	1,686,961	\$	70.93	\$	68.82	\$	-
33	Oct-13	24,578	\$	1,956,041	1.00000	\$	1,956,041	\$	1,955,611	\$	79.59	\$	79.57	\$	-
32	Nov-13	24,613	\$	1,638,997	1.00000	\$	1,638,997	\$	1,720,476	\$	66.59	\$	69.90	\$	-
31	Dec-13	24,612	\$	1,659,309	1.00000	\$	1,659,309	\$	1,564,073	\$	67.42	\$	63.55	\$	-
30	Jan-14	24,567	\$	1,914,398	1.00000	\$	1,914,398	\$	2,101,883	\$	77.93	\$	85.56	\$	-
29	Feb-14	24,569	\$	1,782,963	1.00000	\$	1,782,963	\$	1,677,666	\$	72.57	\$	68.28	\$	-
28	Mar-14	24,575	\$	1,790,881	1.00000	\$	1,790,881	\$	1,806,980	\$	72.87	\$	73.53	\$	-
27	Apr-14	24,560	\$	1,803,269	1.00000	\$	1,803,269	\$	1,846,387	\$	73.42	\$	75.18	\$	-
26	May-14	24,537	\$	1,584,004	1.00000	\$	1,584,004	\$	1,634,022	\$	64.56	\$	66.59	\$	-
25	Jun-14	24,518	\$	1,885,308	1.00000	\$	1,885,308	\$	1,675,209	\$	76.89	\$	68.33	\$	-
24	Jul-14	24,377	\$	2,734,767	1.00000	\$	2,734,767	\$	2,583,359	\$	112.19	\$	105.98	\$	-
23	Aug-14	24,313	\$	2,182,996	1.00000	\$	2,182,996	\$	2,442,196	\$	89.79	\$	100.45	\$	_
22	Sep-14	24,631	\$	1,784,498	0.99999	\$	1,784,515	\$	1,611,010	\$	72.45	\$	65.41	\$	18
21	Oct-14	24,751	\$	1,919,340	0.99998	\$	1,919,386	\$	2,166,333	\$	77.55	\$	87.53	\$	46
20	Nov-14	24,747	\$	1,619,970	0.99997	\$	1,620,025	\$	1,568,516	\$	65.46	\$	63.38	\$	55
19	Dec-14	24,765	\$	1,830,564	0.99996	\$	1,830,645	\$	1,639,947	\$	73.92	\$	66.22	\$	81
18	lon 15	24.702	\$	1 602 202	0.99995	\$	1,693,373	\$		\$	68.55	\$	70.26	\$	92
17	Jan-15 Feb-15	24,703		1,693,282	0.99993	э \$	, ,	э \$	1,933,244	э \$	70.94	э \$	78.26 65.88	э \$	92 125
16	Mar-15	24,704	\$	1,752,338	0.99993	э \$	1,752,464	э \$	1,627,582	э \$	70.94	Ф \$	72.43	э \$	158
		24,680	\$ \$	1,922,933			1,923,091		1,787,490	э \$		э \$		э \$	
15	Apr-15	24,530		1,852,083	0.99986	\$	1,852,337	\$	1,941,283	э \$	75.51	э \$	79.14	э \$	255
14	May-15	24,483	\$	1,577,086	0.99982	\$	1,577,376	\$	1,777,658	э \$	64.43	э \$	72.61		290
13	Jun-15	24,441	\$	2,002,059	0.99978	\$	2,002,504	\$	1,626,529		81.93		66.55	\$	444
12	Jul-15	24,065	\$	2,657,032	0.99956	\$	2,658,209	\$	2,832,338	\$	110.46	\$	117.70	\$	1,177
11	Aug-15	24,041	\$	2,252,012	0.99939	\$	2,253,387	\$	2,191,040	\$	93.73	\$	91.14	\$	1,375
10	Sep-15	24,319	\$	1,694,003	0.99925	\$	1,695,277	\$	1,784,137	\$	69.71	\$	73.36	\$	1,273
9	Oct-15	24,396	\$	1,770,754	0.99916	\$	1,772,247	\$	1,890,816	\$	72.64	\$	77.51	\$	1,493
8	Nov-15	24,420	\$	1,680,579	0.99890	\$	1,682,422	\$	1,568,208	\$	68.90	\$	64.22	\$	1,843
7	Dec-15	24,424	\$	1,814,514	0.99842	\$	1,817,377	\$	1,631,375	\$	74.41	\$	66.79	\$	2,864
6	Jan-16	24,465	\$	1,800,463	0.99737	\$	1,805,218	\$	2,099,517	\$	73.79	\$	85.82	\$	4,755
5	Feb-16	24,456	\$	1,841,231	0.99587	\$	1,848,861	\$	1,682,699	\$	75.60	\$	68.81	\$	7,630
4	Mar-16	24,451	\$	1,880,826	0.99412	\$	1,891,947	\$	1,969,229	\$	77.38	\$	80.54	\$	11,120
3	Apr-16	24,436	\$	1,639,880	0.99082	\$	1,655,072	\$	1,804,732	\$	67.73	\$	73.86	\$	15,192
2	May-16	24,417	\$	1,653,105	0.98380	\$	1,680,328	\$	1,574,728	\$	68.82	\$	64.49	\$	27,223
1	Jun-16	24,402	\$	1,965,165	0.95000	\$	2,068,595	\$	1,864,455	\$	84.77	\$	76.41	\$	103,430
0	Jul-16	24,080	\$	1,709,777	0.72820	\$	2,347,958	\$	2,345,123	\$	97.51	\$	97.39	\$	638,181
	Total	905,817	\$	70,009,358	0.9884	\$	70,828,481	\$	70,592,685	\$	78.19	\$	77.93	\$	819,123
	CY 2013	146,994	\$	12,017,279	1.0000	\$	12,017,279	\$	11,906,997	\$	81.75	\$	81.00	\$	-
	CY 2014	294,910	\$	22,832,958	1.0000	\$	22,833,159	\$	22,753,506	\$	77.42	\$	77.15	\$	201
	CY 2015	293,206	\$	22,668,674	0.9995	\$	22,680,064	\$	22,591,699	\$	77.35	\$	77.05	\$	11,390
	CY 2016	170,707	\$	12,490,447	0.9393	\$	13,297,979	\$	13,340,484	\$	77.90	\$	78.15	\$	807,532