

**UnitedHealthcare Community & State**  
**State of Louisiana**



**Statewide**

**Pro Forma : CCN-S**

	<b>CY2012</b>	<b>CY2013</b>	<b>CY2014</b>	<b>3 Year Total</b>
Ending Membership	171,905	171,905	171,905	515,714
Member Months	1,699,852	2,062,856	2,062,856	5,825,564
<b>Revenue:</b>				
Administrative	\$24,025,436	\$30,028,616	\$31,094,631	\$85,148,683
Medical Home Capitation	-\$2,549,779	-\$3,094,284	-\$3,094,284	-\$8,738,346
<b>Net Revenue</b>	<b><u>\$21,475,658</u></b>	<b><u>\$26,934,332</u></b>	<b><u>\$28,000,348</u></b>	<b><u>\$76,410,337</u></b>
Risk & Contingencies	\$0	\$0	\$0	\$0
<b>Gross Margin</b>	<b><u>\$21,475,658</u></b>	<b><u>\$26,934,332</u></b>	<b><u>\$28,000,348</u></b>	<b><u>\$76,410,337</u></b>
<b>SG&amp;A:</b>				
Direct Costs	\$9,774,356	\$12,217,519	\$12,584,045	\$34,575,919
Startup Costs	\$12,142,157	\$0	\$0	\$12,142,157
Pre-implementation Costs	\$2,194,026	\$0	\$0	\$2,194,026
<b>Subtotal Direct Costs</b>	<b><u>\$24,110,539</u></b>	<b><u>\$12,217,519</u></b>	<b><u>\$12,584,045</u></b>	<b><u>\$48,912,102</u></b>
Indirect Costs	\$15,034,873	\$18,792,937	\$19,356,725	\$53,184,534
<b>Total SG&amp;A</b>	<b><u>\$39,145,412</u></b>	<b><u>\$31,010,456</u></b>	<b><u>\$31,940,769</u></b>	<b><u>\$102,096,636</u></b>
<b>IOI</b>	<b><u>-\$17,669,754</u></b>	<b><u>-\$4,076,124</u></b>	<b><u>-\$3,940,421</u></b>	<b><u>-\$25,686,299</u></b>



**UnitedHealthcare Community & State State of Louisiana**

**Projected Balance Sheet - C&S View  
For Years ending Year 1 - 3**

	2012	2013	2014
<b>CURRENT ASSETS:</b>			
Cash & Short-term Investments	7,572,486	6,572,009	7,740,124
Investment Income Receivable	-	-	-
<b>TOTAL CURRENT ASSETS</b>	<b>7,572,486</b>	<b>6,572,009</b>	<b>7,740,124</b>
<b>OTHER ASSETS:</b>			
Restricted Asset - Security Deposit	300,000	300,000	300,000
<b>TOTAL OTHER ASSETS</b>	<b>300,000</b>	<b>300,000</b>	<b>300,000</b>
<b>TOTAL ADMITTED ASSETS</b>	<b>7,872,486</b>	<b>6,872,009</b>	<b>8,040,124</b>
<b>CURRENT LIABILITIES:</b>			
Accounts Payable	5,542,240	3,617,886	3,726,423
Income Tax Payable	-	-	-
Claims Payable	-	-	-
<b>TOTAL CURRENT LIABILITIES</b>	<b>5,542,240</b>	<b>3,617,886</b>	<b>3,726,423</b>
<b>NET WORTH:</b>			
Common Stock	-	-	-
Paid-in Excess	20,000,000	25,000,000	30,000,000
Retained Earnings	(17,669,754)	(21,745,878)	(25,686,299)
<b>TOTAL NET WORTH</b>	<b>2,330,246</b>	<b>3,254,122</b>	<b>4,313,701</b>
<b>TOTAL LIABILITIES AND NET WORTH</b>	<b>7,872,486</b>	<b>6,872,009</b>	<b>8,040,124</b>



**UnitedHealthcare Community & State State of Louisiana**

**Statement of Cash Flows - C&S View**

**For Years ending Year 1 - 3**

	2012	2013	2014
<b>Cash Flows from Operations:</b>			
Premium and Revenue Collected net of Reinsurance	21,475,658	26,934,332	28,000,348
Claims Expenses	-	-	-
Administrative Expenses Paid	33,603,172	32,934,809	31,832,233
Cash from Underwriting	(12,127,514)	(6,000,477)	(3,831,885)
Net Investment Income	-	-	-
Net Cash from Operations	(12,127,514)	(6,000,477)	(3,831,885)
<b>Cash from Investment:</b>			
Net Cash from Investments	-	-	-
<b>Cash from Financing and Miscellaneous Sources:</b>			
Surplus notes, capital and surplus paid in	15,000,000	5,000,000	5,000,000
Net Transfer to Affiliates	-	-	-
Net Cash from Financing and Miscellaneous Sources	15,000,000	5,000,000	5,000,000
<b>Reconciliation of Cash and Short-term Investments:</b>			
Net change in Cash and Short-term Investments:	2,872,486	(1,000,477)	1,168,115
Cash and Short-term Investments:			
Beginning of Year	5,000,000	7,572,486	6,572,009
End of Year	7,872,486	6,572,009	7,740,124